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at a glance

- ☐ Being involved with industry organizations at the local, state and national level is beneficial.
- ☐ Without WTCA and the component manufacturers that volunteer their time, manufacturers would be on their own to develop training programs.



by Barry Dixon

've always been outspoken. I can remember sitting in my 9th grade geometry class questioning the use of all the formulas I had to memorize. I challenged my teacher to give me a single practical use for these formulas in the real world, "A job worth doing is other than being a math geek. He couldn't. Ironically, 25 years later, everything I worth doing together." do revolves around the basic principles of geometry!

> In the early 1990s, I learned another valuable lesson that I originally resisted. My father urged me to become involved in the local component manufacturers' chapter, the North Florida Component Manufacturers Association (NFCMA). Again, I wanted to know how this would help me and our company. I reluctantly went to the meeting and found myself sitting in a room full of men that I thought I had nothing in common with. I sat at the meeting trying to figure out what the heck I was doing there. Now here comes the lesson. Apparently it was election night for chapter officers. When they began the nominations, I left the room for a guick bathroom break, since the nominations did not concern me. To my surprise, I returned to find I had been elected the vice president of NFCMA! Fifteen years later, I look back and see how beneficial it has been for my companies to be involved with industry organizations at every level—local, state, and of course, with WTCA at a national and at times international level.

> NFCMA has been very active through the years in educating contractors, building and fire officials. Some of our major accomplishments have generated cost savings for component manufacturers, including the evolution from sealing all drawings to just sealing a cover sheet, which was established in our market years before it was the norm. There was even a period of time that Jacksonville required sealing truss placement diagrams, until our industry team (NFCMA and WTCA) worked with the City of Jacksonville to fully understand issues in the context of existing Florida law. This work led to the discussion with the City, and NFCMA's most recent project, electronic permitting, which we have been working on for the past couple of years. With a federal law in place called the Uniform Computer Information Transactions Act of 2002, the door was opened for greater use of electronic seals and signatures, which is encouraged so that all commerce can be streamlined.

> While the law is clear and it is easy to discuss how to do this, the devil is always in the details. This program with Jacksonville has been a time-consuming endeavor, one that many other chapters are also addressing or will tackle in the future. Our work on this issue, through our grassroots efforts, is to bring about an electronic commerce process that meets the needs of the City, our builders in the community and all component manufacturers so there is a point where electronic permitting becomes a standard practice.

> Following our involvement with NFCMA, my company got involved with the Florida Building Material Association (FBMA) at the state level. This relationship is especially beneficial from a networking perspective and is a capable legislative arm for building materials dealers and component manufacturers. Their legislative efforts have created many benefits for my company such as tax breaks and energy breaks for manufacturers, just to name a few. This has now evolved into FBMA and WTCA

Editor's Message

Continued from page 7

partnering together to have an even greater impact by hosting a Joint Legislative Conference at the Florida Capitol in Tallahassee. This significant event will bring our two industries together to meet with state lawmakers and advocate issues important to both groups: property and casualty insurance, property taxes, workers' compensation insurance, and impact fees and their effect on affordable housing.

When NFCMA became a chapter of WTCA in 1996, WTCA was just in the process of developing its chapter representation system, and NFCMA needed a representative for the Board of Directors. I must have left the room again...just kidding. Actually, I met with Kirk Grundahl, Don Hershey (retired, WTCA President 1992-1993), and John Herring (SelectBuild, WTCA President 1990) over dinner and they invited me to get involved with WTCA at the Board level. I was amazed at the knowledge and passion these men seemed to have for advancing the industry. I was also struck by how WTCA and its purpose fit together with our chapter and how each individual that became involved would really help make a big positive difference. When I signed on, I didn't know it would be a lifetime commitment. Twelve years and many changes later, it sure seems to be one!

The number one benefit I have received through my involvement with WTCA (other than developing lifelong friendships) is that I have had the privilege to be inside a sphere of knowledge alongside the most passionate and innovative manufacturers in the world. Every time I return from a WTCA meeting or event, I come back with a new-found idea to improve my company and, more importantly, I return with energy and excitement for my company to harness as well. The people I've met through involvement in WTCA have taught me many things through the years such as how to professionally run an organization. My work with WTCA has also shown me how the synergy of a group can accomplish so much more than individuals on their own.

I have had the honor of participating in many committees over the years, and the synergies that can develop in these groups are amazing. WTCA committees are the birthplace of many of the outstanding programs that exist today for the entire component industry. These programs are member-need-driven, usually due to an issue that arises in the industry. I have witnessed firsthand how component manufacturers expose issues in the industry and then team up with WTCA staff to create products such as In-Plant WTCA QC, Truss Technician Training (TTT), Truss Technology Workshops (TTWs), truss tags, JOBSITE PACKAGES, ORisk and Operation Safety. The beauty of these programs is that the demand and the guidance to create them are from WTCA members for all component manufacturers.

Without WTCA and the component manufacturers that volunteer their time, the vast majority of manufacturers would be on their own when it comes to developing solutions for the issues each of them face daily. However, it amazes me that more component manufacturers do not take advantage of these programs. I'm also concerned about how many manufacturers are operating at a much higher risk level than necessary—by not fully educating themselves on critical industry issues such as insurance and contract review. No one has to



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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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expose their business to these risks when the tools needed to effectively manage them are readily available through their membership in WTCA.

I have heard many excuses—especially when it comes to risk management—from people who haven't taken advantage of programs or gotten involved in their local and national industry organizations. These excuses remind me of the same conversation I had with my geometry teacher. Just because you cannot see an issue presently does not mean it doesn't exist. This never rings more true than when it comes to insurance, contract and other liability issues.

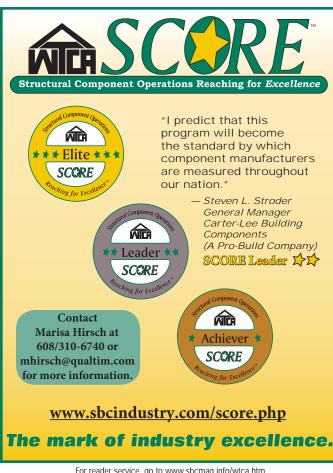
Along with risk management, WTCA programs also provide members with a cost effective way to launch critical industry programs at their plant. Many manufacturers can't afford a full-time HR/training department to create products like these, so by using WTCA offerings, manufacturers can focus on implementation without having to invest all of the time and energy involved with development. There's no contest when you compare the cost of using a WTCA program versus developing the training and educating process yourself from scratch, because with our programs the entire industry shares the developmental costs and anyone can use them to derive benefit.

Do yourself a favor...no, do the industry a favor and get involved with your industry associations at some level. Educate yourself and experience some of the great programs available. Let's advance together, and become wiser and stronger. With our participation, WTCA will evolve into an even better organization than it is today. We can work on even greater projects such as the testing facility, which is set to open this spring and jumpstart a new era of fact-based analysis that will benefit the industry for years to come.

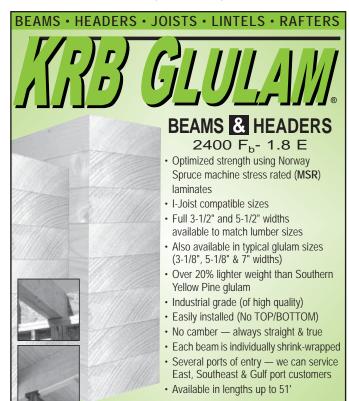
See, I told you I was outspoken. Which, as I finish this article, reminds me of a conversation I had with my 12th grade English teacher...but that's a story for another time. SBC

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.





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Publisher's Message

Grassroots: Our Past, Present & Future

by Libby Maurer

"Opportunity is missed by most people because it is dressed in overalls and looks like work."

-Thomas A. Edison

n preparation for this issue, I thought long and hard about what "grassroots" means. I imagine tiny shoots growing from a tangle of fibrous white root just under the soil's surface. Someone who doesn't interpret concepts quite so literally might recall a political advocacy movement that once started with one person's idea. Someone else might use the words "people power," "teamwork" or "working toward a collective goal" to describe the essence of grassroots.

Wikipedia says the word is thought to have been coined by Senator Albert Beveridge of Indiana in 1912 to describe the emergence of the Progressive Party: "It has grown from the soil of people's hard necessities." Clearly there are many ways to define the concept that has taken this industry from fledgling to flourishing. In the pages that follow, you'll find examples of grassroots efforts happening on every level and all over the country. Here's a preview.

Locally, there is no better example of grassroots than the activities of WTCA chapters. For the two chapters featured in this issue, they've identified a common cause and focused their efforts on a collective goal. For instance, from its inception, the Iowa Truss Manufacturers Association (ITMA) decided that taking the lead in the education process would benefit everyone. To that end, they've developed into a very positive and proactive educational troupe. Mid Atlantic Wood Truss Council (MAWTC) has taken the high road when it comes to bracing education, presenting to more than a handful of different groups from building inspectors to builders over the course of two years. We hope you share their enthusiasm and that we can all spread this into the fabric of our association culture.

For about ten years, component manufacturers in Florida have donated trusses and other building materials to a charitable organization making kids' dreams come true. Find out why Give Kids The World is embarking on a huge expansion project in Orlando, and looking to manufacturers for help.

If you've battled sealed placement diagrams in your state or jurisdiction, you'll understand why Bryan Hill defended the industry's position before a committee of state architects in California. Read about his journey, how WTCA staff assisted, and why he prevailed in the end.

Have you ever wondered about the function of the WTCA membership? What about WTCA staff—what is its role? As with any trade association, one of the secrets to success is striking a balance between members' strategic direction and the execution of tasks by its staff. When you think back through WTCA's past, it's clear that this balance has been critical to the advancement of our industry. And you can bet it will remain a focal point as we forge ahead.

And don't miss the annual WTCA Membership Directory, starting on page 66. Each year at this time, **SBC Magazine** provides you with a complete listing of both component manufacturer and supplier members of this growing organization. It's a great way to get and stay in touch with your fellow industry members from both near and far.

Let's not forget our roots. Our *grass*-roots. SBC

at a glance

- ☐ This issue of *SBC* includes articles about grassroots activities around the industry.
- ☐ Features include the education efforts of the Iowa Truss Manufacturers Association and the Mid Atlantic chapter.
- ☐ Component manufacturers in Florida are helping an organization called Give Kids The World.
- ☐ Find out how the WTCA Board of Directors provides invaluable direction and strategic counsel to the staff of WTCA.

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Technical Q & A

Minimum Required Bearing

by Jim Vogt, P.E.

Confusion about required bearing width is addressed.

at a glance

☐ The required bearing length provided on

☐ The bearing area for the wood wall or

☐ Table 1 includes the maximum allow-

able reaction load that selected species

of lumber used as wall plates can resist

vent crushing of these members.

without excessive crushing.

beam may need to be increased to pre-

lumber used in the truss.

the Truss Design Drawing is based on the

etal plate connected wood trusses are often used in applications where they bear directly on top of a structural wood support such as a beam or lumber top plate. One of the many design parameters evaluated by the Truss Designer is whether or not the truss has adequate bearing at each support. Using the maximum reaction force for the assumed loading conditions and the allowable compression value for the species and grade of the lumber used in the truss, the required bearing width for each bearing location is calculated and compared with the assumed width provided in the Construction Documents for the project. ¹ The required bearing width must be less than or equal to the assumed bearing width, or the truss design software will warn that the truss design is insufficient.

Based on questions received from architects, engineers, building code officials, contractors and even some truss technicians, it is apparent that some confusion exists as to what this bearing width actually represents. This article will review the analysis used to determine required bearing width and provides a reference table for evaluating the bearing strength of select species of lumber typically used for plate material in walls.

Question

How is the bearing width on the Truss Design Drawing determined and does it account for the material used to support the truss?

Answer

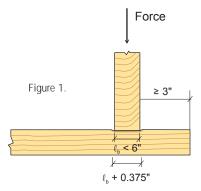
The bearing widths included on the Truss Design Drawing are evaluated using the properties of the lumber in the truss, not the material used to support the truss. This is because the Truss Designer has control over the species and grade of lumber to be used in the truss, but not for the support. The minimum required bearing width is calculated by dividing the maximum reaction force at the bearing by the adjusted compression stress of the lumber. For trusses designed to bear on the narrow or wide face of the truss chord, compression perpendicular to grain $(F_{c,l})$ is used.

F_{C1} varies by species and, in a few instances, the grade of lumber. Tabulated values for F_{c1} are provided in the Supplement to the National Design Specification® (NDS®) for Wood Construction titled, "Design Values for Wood Construction," published by the American Forest & Paper Association. The value of F_{C1} used to evaluate bearing width is derived by multiplying the tabulated value by applicable adjustment factors² including Wet Service (C_M), Temperature (C_t), Incising (C_i), and Bearing Area (C_h)

C_M accounts for the reduction in compression perpendicular to grain strength that wood experiences when subjected to elevated moisture contents. A factor of 0.67 is applied for "wet service" conditions in which the moisture content of the lumber is assumed to exceed 19 percent for extended periods of time and a factor of 1.0 is applied for "dry service" conditions where the moisture content is assumed to remain below 19 percent. C_M is taken as 1.0 for typical residential and light commercial applications.

C_t adjusts the strength properties of the wood based on inservice moisture conditions and elevated temperatures. C_t is taken as 1.0 for typical residential and light commercial applications.

C_i accounts for the strength reducing effects caused by incising. Incising is a process used to help increase the retention and penetration of preservative treatments in certain species of wood and consists of punching small incisions or slits in the surface of the wood prior to treating. Incising has not been shown to have an adverse effect on $F_{c.l.}$, and is taken as 1.0.



C_h is an adjustment used to account for the additional wood fibers that resist the applied load after the member becomes slightly indented (See Figure 1). C_h is calculated using the following equation and is applicable only to bearings less than six inches in length and at

least three inches from the end of the member.

$$C_b = I_b + 0.375$$

Where: \mathbf{I}_{b} is the bearing length (in.) measured parallel to grain.

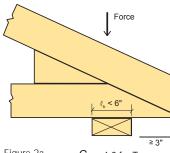


Figure 2a. C_b , 1.0 for Truss

Force

Figure 2b.

Truss

The C_b adjustment only applies to trusses that bear on supports that are less than six inches wide and are located at least three inches from the ends of the truss (See Figure 2a). Similarly, the C_h adjustment would only apply

to the supporting wood plate or beam if the width of the truss is less than 6" and the truss is located at least 3" from the end of the supporting member (See Figure 2b).

C_b , 1.0 for Support

Example

The end of a bottom chord bearing, 3-ply roof girder truss bears on top of a 2x4 exterior wood wall in a single family residence. The bottom Continued on page 14



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¹ A provision has been proposed for the next edition of ANSI/TPI 1, National Design Standard for Metal Plate Connected Wood Truss Construction that will also evaluate the lateral stability of the truss heel at the bearing location when determining truss bearing requirements. This provision is not discussed in this article since the next edition of ANSI/TPI 1 has not been approved.

² A provision has been proposed for the next edition of ANSI/TPI 1, to include an adjustment that accounts for the reinforcement effect of the metal connector side plates (i.e., C_{plate}). This potential adjustment factor is not discussed in this article since the next edition of ANSI/TPI 1 has not been approved.

Technical Q & A

Continued from page 13

chords of the girder consist of 2400f – 1.8E 2x10 Southern Pine lumber and the top wall plate is No 2 SPF. The maximum reaction force is 12,000 lbs. What is the minimum required bearing for this truss and the wall plate?

The Minimum Required Bearing Area (A) = Reaction Force (R) \div the Adjusted Compression Perpendicular to Grain Stress (F_{c Ladi}),

i.e.,
$$A_{req.} = R \div F_{c\perp adi}$$

For the Girder Truss:

$$\begin{aligned} R &= 12,\!000 \text{ lbs} \\ F_{\text{c} \perp \text{adj}} &= F_{\text{c} \perp} \text{ x C}_{\text{M}} \text{ x C}_{\text{t}} \text{ x C}_{\text{i}} \text{ x C}_{\text{b}}, \end{aligned}$$

 $F_{c\perp}=805$ lbs/in² (from Table 4C Footnotes of NDS Supplement for 2400f – 1.8E Southern Pine),

 C_M , C_t and $C_i = 1.0$ and $C_b = 1.0$, since the bearing wall is located within 3 inches from the end of the truss.

Therefore,

$$A_{reg} = 12,000 \text{ lbs} \div (805 \text{ lbs/in}^2 \text{ x } 1.0 \text{ x } 1.0 \text{ x } 1.0 \text{ x } 1.0 \text{ x } 1.0) = 14.91 \text{ in}^2$$

Species (F _{c1})	Plate Size	Bearing Area Factor, C _b	No. of Truss Plys (assumes each ply is 1-1/2" thick)			
			1	2	3	4
	2x4	Yes ⁴	3,708	6,674	9,640	11,865
Southern Pine ³		No	2,966	5,933	8,899	11,865
(565 psi)	2x6	Yes ⁴	5,827	10,488	15,149	18,645
		No	4,661	9,323	13,984	18,645
	2x4	Yes ⁴	4,102	7,383	10,664	13,125
Douglas Fir-Larch		No	3,281	6,563	9,844	13,125
(625 psi)	2x6	Yes ⁴	6,445	11,602	16,758	20,625
		No	5,156	10,313	15,469	20,625
	2x4 2x6	Yes ⁴	2,789	5,020	7,252	8,925
Spruce-Pine-Fir		No	2,231	4,463	6,694	8,925
(425 psi)		Yes ⁴	4,383	7,889	11,395	14,025
		No	3,506	7,013	10,519	14,025
Hem-Fir (405 psi)	2x4	Yes ⁴	2,658	4,784	6,910	8,505
		No	2,126	4,253	6,379	8,505
	2x6	Yes ⁴	4,177	7,518	10,859	13,365
		No	3,341	6,683	10,024	13,365
	2x4	Yes ⁴	2,198	3,957	5,716	7,035
Spruce-Pine-Fir South		No	1,759	3,518	5,276	7,035
(335 psi)	24/	Yes ⁴	3,455	6,218	8,982	11,055
	2x6	No	2,764	5,528	8,291	11,055

Table 1. Maximum Truss Reaction (Ibs) Based on Allowable Compression Stress Perpendicular to Grain (F_{CL}) of the Lumber Plate^{1,2}.

Since A_{reg} = the width of the truss x I_{b} , and the width of this girder truss is 4.5" (i.e., 3 x 1.5"), the minimum required I_b is,

$$I_b = 14.91 \text{ in}^2 \div 4.5$$
"

 $I_{b} = 3.31$ " < 3.5" (i.e., width of 2x4 wall) :. OK

For the Top Wall Plate:

$$R = 12,000 lbs$$

$$F_{c\perp adj} = F_{c\perp} x C_M x C_t x C_i x C_b$$

 $F_{c\perp}=425 \text{ lbs/in}^2$

(from Table 4A of NDS Supplement for Spruce-Pine-Fir),

 C_{M_i} , C_t and $C_i = 1.0$ and $C_b = 1.0833$

(i.e., (4.5 + 0.375)/4.5, assuming that the girder truss is located at least 3 inches from the end of the plate)

Therefore.

 $A_{reg} = 12,000 \text{ lbs} \div (425 \text{ lbs/in}^2 \text{ x } 1.0 \text{ x } 1.0 \text{ x } 1.0 \text{ x } 1.0833) = 26.06 \text{ in}^2$

 $I_b = 26.06 \text{ in}^2 \div 3.5$ " (i.e., the width of the plate)

 $I_{\rm b} = 7.45" > 4.5"$ (i.e., the width of the girder truss) : NG

The above example indicates that the 2x4 wall provides adequate bearing length for the truss, but is insufficient in

> terms of the bearing capacity of the top plate. Since the truss design only evaluates the materials in the truss, the Truss Design Drawing for this girder would indicate that 3.5" of bearing is sufficient, yet crushing in the top plate of the wall will most likely occur unless the wall is increased to 2x6 and a lumber species with a higher $F_{c,l}$ is used.

> Table 1 provides the maximum truss reaction load based on the allowable perpendicular to grain bearing capacities of selected species of lumber commonly used as wall plate material The reaction forces are derived for both 2x4 and 2x6 wall widths, as well as with and without the C_h factor.

> Note: there are other, often more critical, design parameters besides compression perpendicular to grain strength that must be considered when determining the capability of a structural framing member to support the loads from trusses. Beams and headers must have sufficient bending strength, shear strength and stiffness, while walls and columns must have sufficient axial and bending strength and stiffness, to name a few. These parameters will be discussed in future editions of this column. SBC

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

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¹Reaction values are based on C_M , C_t and $C_i = 1.0$.

²Reaction values assume that the truss bears on the full width of the lumber plate.

³Reaction values may be increased by 1.168 if the lumber plate is Dense Select Structural,

⁴Use the reaction value in this row if the truss is located at least 3" from the end of the lumber plate.







Safety Scene

On the Scene with Schuck Component Systems, Inc.

by Molly E. Butz & Chad Lilleberg

G-51! Safety bingo paves the way to lower injury rates and insurance costs.

harles Darwin once said, "In the long history of humankind (and animal kind, too) those who learned to collaborate and improvise most effectively have prevailed." In the structural building components industry we see successful collaboration happening all the time, from casual conversations at BCMC to in-depth exchanges at WTCA chapter meetings. And not to say that expert input isn't valuable or even necessary, but it's logical that your industry peers know and understand your business better than anyone else.

When talking about safety, it makes sense to follow this same model and collaborate as colleagues. At a recent WTCA Arizona Chapter meeting, Chad Lilleberg of Schuck Component Systems, Inc. did just that as he shared information about his company's "Safety Bingo" incentive program. Read Chad's story below followed by information on how you can share your story, too!

"Reportable Injuries"

At Schuck, all injuries and illnesses must be reported to a supervisor, however, only those considered "reportable" affect their Safety Bingo game. Schuck distinguishes reportable injuries as those following the OSHA standard, meaning injuries that require "medical treatment beyond first aid." This means that patching up a scrape with a bandage or applying a cold compress to a bump won't stop their current bingo game or disqualify an employee. OSHA requires that only serious injuries and illnesses be reported, specifically those that result in death, loss of consciousness, days away from work, restricted work activity or as previously mentioned, medical treatment beyond first aid, e.g., a cut deep enough to require stitches. For more specific information on OSHA Recordkeeping for Work-Related Injuries & Illnesses, visit www.osha.gov/recordkeeping/index.html.

Safety isn't a new concept at Schuck Component Systems, Inc. in Glendale, AZ. As a matter of fact, as a self-insured company, Schuck is keenly aware of the costs associated with every employee injury, big or small, which means that safety is a priority in their facility. About two years ago, in an effort to reduce their injury rates, improve overall employee safety and health and lower their insurance costs, Schuck began a "Safety Bingo" incentive program.

This was no small undertaking for the management and employees in Schuck's yard area, which employs roughly 450 people, approximately 175 of which work in their component manufacturing plant. However, implementing a program that encouraged positive safety habits and a stronger safety culture simply made sense.

Contrary to what you may suspect, there hadn't been any catastrophic accidents or injuries at Schuck to motivate them. Rather, it was the minor, high frequency injuries requiring medical attention or time away from work that persuaded Schuck to step-up its safety efforts. Here's what they cooked up.

☐ Plant workers at Schuck Component Systems play an incentive game called Safety Bingo.

at a glance

- □ The safety pot starts at \$100, and an additional \$100 is added for each accident-free workday.
- ☐ The first person to get BINGO wins the entire pot.
- ☐ Safety Bingo has helped to drop Schuck's reportable injury rate by one-third.

Bingo!

Each yard employee at Schuck gets a bingo card. At the start of each game, \$100 is added to the "bingo fund." For each injury-free day, an additional \$100 is added to the pool and one bingo number is drawn. The bingo game continues throughout the work week, adding \$100 a day and drawing a new number. When an employee gets "BINGO," he or she wins the cash in the bingo fund (after the card is verified). A new game starts the next day, the pot drops back to \$100, and everyone is given a new card. Sounds like fun!

However, as you may have already guessed, there is a catch. If an employee gets injured on the job, and the injury requires more medical attention than first aid (see

box), two very important things happen:

- 1. The injured employee becomes ineligible to play for the remainder of the current game. (He/she will be eligible when the next bingo game starts.)
- 2. The game continues but the bingo fund drops back down to only \$100.

It's Working

It sounds like a fun game, but does it work? Indeed, Schuck is seeing a change. Last year alone, Schuck reduced their reportable injury rate by 33 percent and their insurance costs dropped by even more. Moreover, it's creating a deeper, stronger safety culture in their facility.

"Our company management has always put a lot of emphasis on safety, but this helps us get everybody involved," said Chad Lilleberg, Schuck's Plant Manager. According to Chad, the new bingo program is helping the employees take ownership of their safety and the safety of those around them. "If there's a guy that looks like he's lifting something heavy, other guys will join in to help without being asked," Chad described. "They really look out for each other." Clearly the results are showing up as more than just percentages and numbers.

At about the same time that Schuck introduced Safety Bingo, its managers also implemented weekly Tailgate Safety Meetings and a two-week new-hire training program. To be sure everyone was on the same page, they required each pre-existing employee to go through this new-hire training once as well. The Tailgate Safety Meetings train smaller groups that focus on a specific safety issue each week and the new-hire program covers—among other things—good basic safety information such as proper lifting and personal protective equipment (including their mandatory eye protection rule).

"Sometimes it can be hard to make your employees believe their safety is in their best interest, but we take our program very seriously," Chad added. And, there are definitely repercussions for safety violations that extend beyond becoming ineligible for a bingo game. "Our policy is strict and you will get written-up if you don't follow the rules. It depends on the situation, but it's usually a 'three strikes and you're out plan.'"

People in opposition to incentive-based safety programs might find reason to argue with Safety Bingo, but for an employee-owned company like Schuck, the answers are simple. "All of the money that goes out impacts our bottom line," Chad explained. "And because our employees are all vested in Schuck's ESOP (Employee Stock Ownership Plan) plan, they understand and appreciate that the less money we spend on injury claims, the more we have to give back to them."

And Schuck does pay out, rather regularly, according to Chad. Schuck's Safety Bingo program allows for a positive, if not lucrative, way to embrace its safety program and also a way for Schuck to cultivate its safety culture while protecting the people that mean the most to the company, their employees. SBC

For more information on the Safety Bingo program, contact Chad Lilleberg at clilleberg@schuckaz.com.



Anytime you see "Safety Scene: On the Scene with..." in the name of this column's title, you'll know you're about to read safety information that came first-hand from one of your industry peers. We'd like you to share your safety stories with us so that we can share them with everyone! Contact us at safetyscene@sbcmag.info to share your safety ideas or successes.





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Bcmc 2007

The Most Bang for Your Buck: Using BCMC to Make Purchasing Decisions

by Libby Maurer & Emmy Thorson-Hanson

BCMC is the one-stop shop for smart equipment shoppers!

ith such an array of benefits and opportunities to be gained at BCMC, sometimes the one that is the most obvious can be overlooked or pushed to the sidelines. Equipment is the most common reason that component manufacturers come from far and wide to attend BCMC. The advantages presented by the ability to see everything under the same roof are vast. Frank Klinger of Mid-Valley Truss & Door Co. in Harlingen, TX shares why for him, BCMC is all about the equipment.

Like many attendees, Frank arrived at BCMC 2006 with the intentions of buying new equipment and researching what will be of the most value. "Naturally I wanted to make sure I got my best bang for the buck. I spent almost the whole day looking at the three different saws that fit our needs. Because they were all in one place, I was able to check out each of them, observe how they operate, and interact faceto-face with the saw reps." All of which Frank would not have been able to do anywhere else. He continued, "It was so convenient to be able to get all my questions answered in one place. Looking at saws to check how they operated and getting a sense for which best suited our plant was my primary objective that day, and by the end, I had made a decision. I really think I got the best saw for the job."

The reason that Frank was able to be confident in his decision is because he was able to compare the different saws and talk to the equipment reps about his guestions. Besides the obvious questions about pricing and quality, there are other questions Frank keeps in his pocket when researching equipment at BCMC. He explained that there are certain things he asks due to the location of his plant. "Our shop is pretty remote, so I make a point to get information about where the repair and maintenance technicians are located." By looking down the road to when the equipment is no longer brand new, Frank ensures that the equipment will last for a long time. "I also inquire about where replacement parts (in case we ever need them) are going to come from. For us, local representation is very, very important. Again, getting these guestions answered in one day at BCMC is a no-brainer."

There is another perk to purchasing equipment at BCMC...show specials. Franks recalls how the great deals offered at the show have impacted his purchasing decisions. "Four years ago, we built a brand new plant. I intentionally waited until BCMC that year to purchase equipment. Why? Because not only did it make sense to see all of our options in one place, but the show specials made it well worth our while to wait. By the time I left BCMC that year, I had placed orders for all the new equipment for our new plant, and I got a lot of money knocked off in the process."

According to Frank shopping equipment is one of the focal points of the show. "That's the whole idea of BCMC. And while I mainly use the show to purchase new equipment, I also see it as my biggest chance of the year to talk with folks who know much more than I do about the industry. So in general, I go there to seek knowledge." And the more knowledge you are armed with the better, especially when it comes to purchasing equipment.

Frank sums up the BCMC equipment shopping experience nicely: "A picture is worth a thousand words, but when you have every machine you'll ever need for your facility right in front of you, it's worth more like a million words." SBC

at a glance

- ☐ Smart shoppers compare products, quality and pricing in order to make an educated decision on their purchase.
- ☐ Smart shoppers know that BCMC is the most efficient place to get answers to all their questions in the same place.
- ☐ You will save time and possibly money if you purchase equipment at the show.

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Build Strong Relationships

Tag, You're It!

by Sean D. Shields

In this game of tag, both players turned out to be winners.

aise your hand if you hate "phone tag." Step 1: You call an important contact, they're not there, you leave a message. Step 2: You run out to the shop floor, the contact calls back and leaves you a message. Repeat steps 1 and 2 until you almost forget what you called for in the first place. It's frustrating isn't it? It's certainly not the easiest way to build a relationship either.

Dean DeHoog, Trussway-Sparta, MI, experienced a similar kind of "tag" in trying to meet face-to-face with his Congressman, Pete Hoekstra (R-MI). Dean traveled all the way to Washington, DC last May to participate in the 2006 SBC Legislative Conference for the first time. He had an appointment with Rep. Hoekstra, but when Dean showed up for the meeting, Hoekstra wasn't able to be there. He had to be on the House floor for a vote.

Fortunately, Dean had an opportunity to meet with the lawmaker's staff, and share some of the issues his company was concerned about, including immigration reform and providing affordable health care. "It was a productive meeting," said Dean, "his staff was very competent and really listened to my concerns." Understandably, he was a little disappointed he didn't get the chance to meet his lawmaker. So Dean left an invitation (a "you're it," if you will) for Hoekstra to tour his manufacturing facility any time he was back in the area.

In October, Hoekstra's office called Dean to take him up on his invitation for a plant tour. "They said he was in town and wanted to come by the next day," remembers Dean. The short notice was a surprise, but ordinarily he would have done anything to accommodate his lawmaker. However, there was a bigger problem: "I was leaving for Houston to attend BCMC the next morning. I couldn't do it."

The good news was that his lawmaker was willing and eager to try again. In January, Dean received a similar phone call indicating Hoekstra wanted to come by for a tour of Trussway. The call came in on a Friday, and the tour was arranged for the following Monday. "I can understand the short notice, his district is huge," said Dean. How huge? 5,508 square miles. Dean added, "It's quite a bit of ground to cover, so I really appreciated his willingness to take the time to visit our plant."

So after a brief game of "tag," Dean and Hoekstra finally met face-to-face in the foyer of Trussway's offices. Dean showed him around the office and explained their bidding, design and sales process for their single-family operation. This discussion quickly turned to the challenges facing Michigan's economy. With the U.S. auto industry suffering, the backlash is affecting almost every other aspect of life. Unemployment is at an all-time high in the state, which has contributed to the large number of existing home inventories and the subsequent slow-down in new housing starts.

Before the tour of the production facility began, Rep. Hoekstra told Dean he had gone on a tour of another local truss plant five years earlier. As luck would have it, Dean knew the company, and also knew it had recently shut down. "Compared to our current facility, that place was pretty antiquated," said Dean. "It gave us a chance to really highlight the technology we use today, from wireless networks and computerized saws, to a completely paperless system where all our plans and designs are online."

Hoekstra was impressed as he watched Trussway's three component saws running simultaneously, and he enjoyed shaking hands with many of the production employees. That interaction prompted a discussion about Congressional efforts to reform the national immigration system. It gave Dean an opportunity to show his lawmaker first-hand how important it is to pass reforms that enable foreign-born citizens to legally continue working in the U.S., but don't unfairly punish employers who unwittingly hire an individual illegally in the country.

"I thoroughly enjoyed taking him on a tour of our facility," said Dean. "He was very interested in our business and asked a lot of very good questions. Best of all, he was enthusiastic about keeping in contact with me."

Hoekstra has followed up on that enthusiasm. By February, his office had already contacted Dean and set up an appointment in his Capitol Hill office when Dean travels to Washington, DC in April for the 2007 SBC Legislative Conference. As such, Dean was the first person to officially have a confirmed law-maker meeting out of all the conference participants.

That's not all. Hoekstra also accepted another invitation by Dean: to speak to conference attendees during the Tuesday night reception. It turns out, Hoekstra is a close friend of Rep. Donald Manzullo (R-IL), who spoke at the conference last year. It's anyone's guess who will be "it" next. SBC



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Washington, DC.

at a glance

☐ Dean DeHoog recently welcomed Con-

☐ The visit gave Dean an opportunity to

☐ Thanks to their relationship, Hoekstra

accepted an invitation to speak to SBC

Legislative Conference attendees in

show his lawmaker the importance of

Grand Rapids facility.

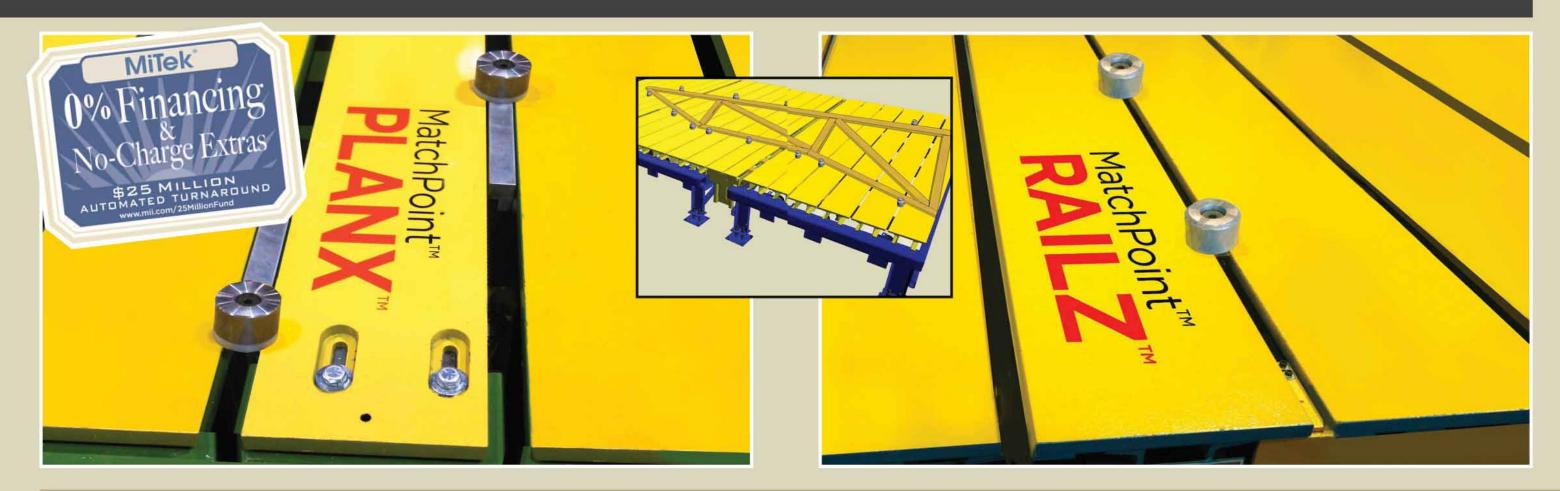
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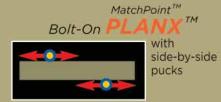
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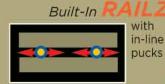
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Wtca Update

#1 CFSC Membership Recruiter

One manufacturer went above and beyond when recruiting new members for WTCA's Cold Formed Steel Council (CFSC).

at a glance

☐ WTCA created a new competition to see

☐ With 17 new recruitments, Joe Odgers

☐ Joe's appreciation of the values WTCA

provides for its membership is what

enables him to persuade new members

☐ If you believe in WTCA and CFSC, now is

the perfect time for YOU to get involved!

beat everyone's best expectations.

Membership Recruiter.

who could earn the title of the #1 CFSC

ollowing the formation of the Cold Formed Steel Council (CFSC) in July 2006, WTCA decided to launch a competition to recognize the individual who recruited the most new members to the CFSC. The winner received WTCA's #1 CFSC Membership Recruiter Plaque, two free registrations for the WTCA Annual Workshop & Conference in March in Las Vegas, NV and recognition in *SBC*, at the

WTCA February Open Quarterly Meeting and on the WTCA and CFSC websites.

All competitors deserve a round of applause for their efforts and their contribution to helping grow the membership of WTCA's CFSC. Honorable mentions go to the recruiters at Aegis Metal Framing (David Boyd and Steve Detter); Alpine/TrusSteel, an ITW Company (Dave Dunbar, Dave Goodwin and Tom Wilkerson) and myself. But in the end there was one who stood above them all—Joe Odgers of Bama Truss & Components, Inc. He recruited a jaw-dropping 15 component manufacturers and



"We thought with the CFSC being a new part of WTCA that it was important to show strength in numbers. I firmly believe in WTCA and what it is doing.... From BCMC to the day-to-day programs, BCSI materials and other literature, the assets that come from membership are endless."

—Joe Odgers, 2007 #1 CFSC Membership Recruiter

two associate members. But it's not like new members just fell into his lap; he put a lot of time and effort into recruiting new members for CFSC, and it paid off.

Exactly how did Joe go about this huge feat? He started by looking up component manufacturers online, along with names from a list of

component manufacturer customers that he received from Tom Valvo (Aegis Metal Framing) and Dave Dunbar (Alpine/TrusSteel). In December Joe sent out close to 800 personalized letters encouraging other manufacturers to join, with membership applications for the CFSC included. In January, he sent a follow-up email to nearly 500 manufacturers and made a few hundred phone calls.

As for supplier members, Joe did several PowerPoint® presentations for engineering and architect associations like the Light Gauge Steel Engineers Association (LGSEA) – Southeast Chapter, the Structural Engineers Association of Alabama (SEAOA) and the Architects Association of Alabama (AIA). "We also always encourage all of the engineers that we [Bama Truss] work with to be involved in WTCA, just from the knowledge standpoint of membership," commented Joe.

So, after everything that he put into recruiting, does Joe feel it was worth the effort? "Absolutely," he said. "Specifically I feel that numbers are critical for CFSC as part of WTCA. And getting everyone on board with legislative issues and the educational programs is critical to the success of the council." The secret to Joe's ability to sell membership is because he truly believes in what he is selling: "We at Bama Truss have just realized in the last few years just how great all of the WTCA programs are,

by Mike Noonan, WTCA's CFSC Membership Co-chair

That's not to say that recruiting is easy, it can be intimidating to approach manufacturers with the purpose of selling an idea to them. But Joe had a very positive experience and felt like most everybody he dealt with was open to the idea of membership. Naturally they ask questions about what benefit they will derive from membership. So he would explain the educational programs, legislative issues, management programs like *O*Risk, and the literature available such as the BCSI documents, which after learning about all of the resources available they were very interested in joining. According to Joe, the hardest part was just getting them to sign the actual application and mail it in with a check. He guips, "All it took was for me to be a pain in the butt and keep calling

and I want other people to realize the benefits of membership as well."

Clearly, the power of numbers is important to grow an industry. With fabricators united and speaking in one voice it is easier to accomplish goals. And with the concept of cold-formed steel trusses still relatively new, it is that much more important for the industry to have an association to represent itself.

them back to get them to finish that last part of sending in the application."

Joe told me this is just one more reason to promote membership. "People are still not always thinking of WTCA as representing the entire structural building components industry," he explained. "The hard part is that in the past it was wood versus steel, so one of the obstacles I had to get over was that people still think it is a wood industry association. Well no, it's not. The name changed last year, and people need to realize that WTCA is representing ALL component manufacturers regardless of the material they use."

And thanks to Joe's recruitment efforts he was able to educate people that this has been and truly is the WTCA culture. "Once they saw that we [CFSC] were making strides, such as getting some of the language in BCSI converted and making other changes to include all of the materials, then it was pretty easy to get people involved." In addition to BCSI, CFSC has been able to draw upon other resources from WTCA and adapt them to have an emphasis on cold-formed steel. This provides a significant benefit to membership.

This is exactly why Joe feels that it is extremely important for all component manufacturers to help build membership for CFSC and WTCA: "I think everybody has different strengths, so for some people recruiting might not be for them. But it is important for everyone to be a part of WTCA, if it's not recruiting, then maybe it is something technical or educational...there is something for each personality. With my background being in sales, recruitment falls easily into what I do, and it is easy for me to sell membership since I believe in WTCA. If you believe in WTCA then you can sell membership." Remember, it's not about winning or losing. Whether you are able to bring one new member to WTCA or 100, every little bit counts and is a step in the right direction for us all.

As we accomplish initial tasks and membership grows, we want to be able to offer more ways to grow our industry. Commercial construction, where much of this product is used, is on a growth track. Cold-formed steel trusses allow design flexibility that architects and structural engineers are coming to appreciate. This is why it's important to become involved in an association that promotes our industry. With the efforts of Joe Odgers and all members, the rewards of membership in the CFSC are just beginning to be realized. Now is the time to become involved! SBC

Mike Noonan, Vice President of Marketing for Cascade Mfg Co in Cascade, IA, serves WTCA's CFSC as Membership Co-chair. For more information about CFSC, visit www.cfsc.sbcindustry.com or contact Jill at 608/310-6722 or jzimmerman@qualtim.com.

April 2007

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- Frank B. Klinger Mid-Valley Truss & Door Co. 956/428-7090 Iftcfbk@aol.com

At-Large Representatives

- Dean DeHoog Trussway Central 616/887-8264
- Allen Erickson Cal-Asia Truss 925/680-7701
- David Horne Universal Forest Products, Inc. 800/476-9356
- Joe Odgers Bama Truss & Components, Inc. 205/669-4188
- John A. Smith Foxworth-Galbraith Lumber Co. 972/437-6100
- Steven A. Spradlin Capital Structures Inc. 479/783-8666
- Mike Walsh Stock Components 919/431-1000

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- Keith Azlin U.S. Components, LLC 520/882-3709
- Bruce J. Bain Richco Structures 920/336-9400
- Clyde R. Bartlett Bluegrass Truss Company 859/255-2481
- Rick Cashman Florida Forest Products 727/585-2067
- Mark A. Casp Casmin, Inc. 352/343-0680
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- Jack Dermer American Truss Systems, Inc. 281/442-4584
- Simon Evans Bay Truss Inc. 510/232-0937
- James C. Finkenhoefer Truss Systems, Inc. 770/787-8715
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- Ted Kolanko, P.E. 84 Components 615/287-0184
- David Motter, P.E. Tri-County Truss 360/757-8500
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- Elias Renteria L & P Components 505/373-8715
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Marketing Committee Priorities

The Marketing Committee's priorities for 2007 focus on packaging WTCA products and services to better reach out to new markets and increase membership, while also helping members make the most of the association's tools and resources.

The committee's top priority, marketing BCSI, is to promote the updated BCSI booklet and B-Series Summary sheets, including the new poster layout of B3 that was developed with specifiers in mind. Truss Technology Workshops (TTWs) also top the list, with plans to develop new TTWs focusing on crucial industry issues—including the new BCSI—that will educate professionals in the construction industry, such as architects, engineers and building officials. The TTW site will also provide new tools for members and chapters giving presentations in their market. Development will begin on an online WTCA Encyclopedia tailored for industry professionals. Available for purchase through a subscription fee or tied to membership, the WTCA Encyclopedia will offer convenient access to WTCA's training programs, publications and resources, letting users create a training plan or reference library that best meets their needs.

Committee priorities for 2007 will also highlight how members can use WTCA products and services to brand and improve their businesses. Work will continue on SCORE (Structural Component Operations Reaching for Excellence). The first company qualified as SCORE Leader in January, and marketing materials will be created as needed for SCORE-certified companies. SCORE certification was created to provide members with new tools they can use to create and improve their own strategic marketing plans. Development will also continue on a Business Plan Tune-Up page on the WTCA website. This tool will provide members with a checklist outlining all WTCA programs available to regular members with detailed explanations of how the services help their overall business plan run smoothly.

Marketing Committee 2007 Priorities:

- BCSI Marketing
- BCSI TTW
- TTW Online Programs
- SCORE Marketing
- WTCA Encyclopedia
- · Business Plan Tune-Up for Component Manufacturers -WTCA Programs to help you market



In an effort to centralize information on the WTCA website, this year the WTCA Board of Directors Handbook was posted on the WTCA website: www.sbcindustry.com/bdhandbook. In addition to reference information

useful to our board members, this new page includes a plethora of information of interest to anyone who would like to learn more about how WTCA's Board and committees work. Of special interest is a section called "Meet the Board of Directors," which includes photos and biographies for each of the WTCA board members. We hope you find this new addition to the website informative. Contact Anna (astamm@gualtim.com) with questions regarding this information or about how to get more involved with the WTCA Board or committees.

New WTCA Members

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941 Hwy 341 Barnesville, GA 30204 770/358-2800 Mr. Chuck Bankston Sponsor: Mr. Glenn Traylor

Brand Vaughan Lumber Company, Inc.

PO Box 1439 Tucker, GA 30085 770/414-9876 Mr. Russ French

Crown Structures, Inc.

5262 Longleaf St Jacksonville, FL 32209 904/924-8164 Mr. Ruei Ho

Sponsor: Mr. Joe Odgers

Cushing Truss Mfg

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Grayhawk, LLC

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Mr. Greggory I. Browning Sponsor: Mr. David Boyd

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Steele Truss Company

118 Trade Rd Plattsburgh, NY 12901-6259 518/562-4663 Mr. Peter Wynnik Sponsor: Mr. Joe Odgers

Sturdy Built Homes

702 E Airline Highway Gramercy, LA 70052 225/258-4136 Mr. Tim Fontenot

Superior Truss & Panel, Inc. 2204 W 159 St

Markham, IL 60428-4805 708/339-1200 Mr. Bryce Welty Sponsor: Mr. Joe Odgers

TEAM Panels International

1600 W Harvard Englewood, CO 80110-1112 303/935-8575 Mr. Gregg Miller Sponsor: Mr. Joe Odgers

ASSOCIATE MEMBERS

Ashburn Framing Contractors

310 MacNab Dr Coraopolis, PA 15108 724/457-9947 Mr. William Ashburn

Listing as of 3/12/07

For more information about WTCA membership, contact Anna (608/310-6719 or astamm@qualtim.com) or visit www.sbcindustry.com

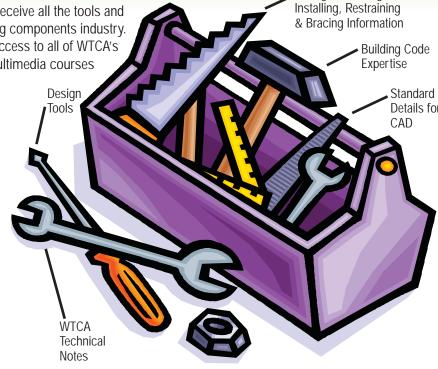
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- Members-Only Web Content
- Member Pricing on Education & Seminars
- WTCA Member Listing



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BCSI-B3 Summary Sheet - Permanent Restraint/Bracing of Chords & Web Members

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This poster reviews the various planes of the truss that typically must be restrained and braced. B3 also provides auidelines for:

- Restraint and bracing of the top chord, bottom chord, and web member planes
- Web member reinforcement
- Gable end frame restraint and bracing
- Restraint and bracing for piggyback trusses





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One chapter's commitment to education reveals its grassroots philosophy.

he grass in Iowa only grows for a portion of the year. Thankfully the Iowa Truss Manufacturers Association (ITMA), a chapter of WTCA, more than makes up for the lack of greenery through its year-round grassroots educational efforts.

It's a below-zero February day in Cascade, IA, where members of ITMA have gathered to host one of many outreach events. The wind is fierce, and there are warnings of frostbite if your skin is over-exposed. But these conditions do not stop ITMA from meeting with one of its closest allies: state Senator Tom Hancock.

Hancock arrives at Cascade Mfg Co. to tour the facility. It's no wonder he is unfazed by the brutal conditions; he was once a U.S. postal service employee. With all the collaboration he and ITMA have had in the last few years, it's hard to believe he's never seen the inside of a truss plant (see photo spread following article). The story of how they connected is grassroots to the core.

An Unlikely Connection

A "conservative democrat" from Epworth, IA, the senator's second career is with the volunteer fire service (Epworth Fire Department), which is ultimately how he came to know ITMA. The initial connection between Hancock and ITMA is a man named Al Esch, also a volunteer firefighter—and ITMA member

Al says he first met Hancock through the Iowa Firemen's Association at a time when Hancock served as the organization's president. (This was well before he ran for state office.) Years later, Al was contacted by Hancock to give a presentation about a topic he happened to know a lot about: the fire performance of wood trusses. "[Hancock] knew that I was involved in the wood truss industry, and he knew we shared a common interest in firefighter safety and education."

But long before the chapter spread its message to the fire service, its efforts were focused in a very different area.

Inspired to Make a Difference

When the chapter was young (it was incepted in the early 1990s), trusses were becoming more and more prevalent in lowa markets, which meant business was good for the component manufacturers of ITMA. Longtime ITMA Education Committee Chair Ray Noonan Jr. remembers there was also an increase in jobsite injuries during this time, and no education for the installers. "So we formed an education committee," he says.

Taking the Show on the Road

Since 2003, ITMA has taken its Fire Performance of Wood Trusses show on the road. Here's who they've reached with their grassroots teamwork.

- Tri-State Fire Association at the NICC campus in Peosta
- Marshalltown Fire Dept (career)
- Ames Winter Fire School (career and volunteer)
- Iowa Lakes Fire School (career and volunteer)
- Cascade Fire Dept (volunteer)
- Solon Fire Dept (volunteer)
- Bernard Fire Dept (volunteer)
- Dubuque Fire Dept

Coming in 2007:

- Monticello Fire Dept (volunteer)
- Test burn with the Ames Fire School (tentatively scheduled for late summer)

The committee used Truss Technology Workshops (TTWs), a multi-media resource from WTCA, to aid in their presentations targeting different builder and inspector groups throughout the state. For more than five years, Ray Jr. contacted every HBA, community college and junior college in the state, inviting them to schedule a free presentation to be given by ITMA. Over the course of several years, the chapter has talked to upwards of 20 groups about industry-recommended jobsite safety guidelines.

What a difference their team effort has made to encourage safety on the jobsite. "More than a decade later, the chapter agrees that the occurrence of fall-downs has decreased dramatically in proportion to the number of trusses installed. So we definitely made an impact," Ray Jr. states. They can say this with relative certainty because for years he has kept records about fall-down incidents in the state.

The Pendulum Swings

ITMA was so persistent in its pursuit of jobsite education that the Education Committee literally ran out of local builder conferences to attend. It was the perfect time for a firefighter/senator to call.

Ray Jr. remembers that early in 2003 the fire service was making waves about component fire performance. "Some of the fire service gurus were being fairly denigrating about our products in a very public way." Simultaneously, WTCA and Hancock—now a state senator—were encouraging ITMA to get involved and defend the industry. That's when Hancock contacted his fire service acquaintance AI Esch, encouraging him to reach out to members of the lowa fire service.

It just so happened that the Carbeck Structural Components Institute (CSCI) had released a presentation called *The Fire*

Performance of Wood Trusses (FPoWT) in 2002, which became a valuable resource for ITMA as it forged a path into fire houses and training schools across the state.

Firefighter Hancock Becomes a Senator

By this time, firefighter Hancock had become Senator Hancock. But his new role in state government did not keep him far from the fire service or ITMA events. If anything, he became more of a resource to the chapter than ever before.

This was especially apparent in spring 2004 when WTCA staff informed Ray Jr. of a state fire and building code committee that had no representation from the build-

ing component or lumber and building material industries. This meant the chapter would not be allowed to observe or comment during the hearings. At its annual legislative chapter meeting that March, ITMA approached Hancock about what he could do to help. "After the meeting, Hancock returned to the Hill, and by the end of the day he had drafted an amendment that named members of ITMA 'legitimate persons of interest' with respect to this committee," he says. The amendment was passed shortly thereafter, and ITMA has been represented at each state fire advisory committee since.

During this time, Hancock also introduced AI to some people the senator knew in the Iowa Fire Service Training Bureau. "Because of his former life as a firefighter, he was able to interface for us within the training bureau," says Ray Jr. These connections helped spawn some regional fire service training sessions, as well as another very important connection for ITMA. Ray Jr. says Hancock's urging caused AI to join the Education Committee. Soon AI had offered to head up fire service education and outreach for the chapter.

One Thing Leads to Another

"I have great admiration for AI because of his passion for educating firefighters," says Ray Jr. As an 11-year firefighter with the Dyersville Fire Department, AI's passion is fueled by the inaccurate information given to firefighters. ITMA member Andy Green has also played a key role in making connections within the Iowa fire service based on his own work in the service. About three years ago, Andy became a volunteer with the Cascade Fire Department at the urging of his brother. "I enjoy it more than I imagined I would. Being able to help someone out when they're in danger is really important to me."

Continued on page 32

at a glance

- ☐ The Iowa Truss Manufacturers Association (ITMA) is dedicated to teaching groups within its marketplace about components.
- Over several years, ITMA has exercised its networking capabilities by reaching out to the framing community and local fire service.
- □ By putting competitive issues aside and working together, ITMA has spread a positive message about building components.

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A Senator, Firefighters & a Chapter...

Continued from page 31

Because of their experience in the component manufacturing industry, Al and Andy are fully dedicated to sharing the facts about trusses and components to their brothers and sisters in the fire service. That might explain why they've been contacted by numerous lowa fire departments to give classes on The Fire Performance of Wood Trusses in the last few years (see sidebar on page 31). Most recently, they were invited to speak to the Solon Fire Department, at the request of firefighter Denny Hansen.

Also a field staff instructor for the lowa Fire Service Training Bureau, Denny enthusiastically welcomed the ITMA representatives' information about fire performance. "This type of education is so important to us that we videotaped it for those that couldn't be there. There was a lot of good information in it. It was interesting to see how [components] are engineered and built," he said of the January 22 event. In conjunction with the training session, ITMA also hosted a plant tour for Solon (see photo spread).

Denny explained that his experience working in the lowa fire service has taught him why getting information from our industry (like that contained in *The Fire Performance of Wood Trusses*) is so important. "All we've ever been taught is that gusset plates will pop off and that all truss construction

"This type of education is so important to us that I videotaped it for those that couldn't be there. There was a lot of good information in it. It was interesting to see how [components] are engineered and built."

—Denny Hansen, Solon Fire Dept. Captain

will fail under fire conditions," he says. He has done a lot of research in the last few months about those claims, which he now thinks are unfounded and not necessarily backed by hard evidence. This is thanks to the information presented by Al and Andy.

Andy says he can see that Denny is passionate about getting—and teaching—accurate information about how trusses perform when exposed to fire. "He's a state [fire] instructor, and I think he feels it's his duty to make sure he's passing along the facts."

Keeping the Faith

Andy and AI may be volunteer firefighters, but they remain loyal to the building components industry nonetheless. For Andy, hearing firsthand the negativity about trusses has been an eye-opening process. "When I was doing my basic training, I heard the same things everyone hears. They aren't quiet

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about it; the perception that trusses are bad is out there." He has adopted a delicate patience for the education process ITMA has undertaken. "It's going to take time to reverse what [firefighters] have been taught," he says.

There's no doubt in AI's mind that their membership in ITMA helps build trust. "I certainly think it gives us more credibility when defending component construction," he says.

Rick Parrino of ITMA acknowledges his chapter is new to the world of fire education. "But what makes the most sense about working with the Iowa volunteer fire service," he says, "is that many of them work in lumberyards or are construction guys by trade." Rick thinks they may be the best audience to start with.

For Denny, the opportunity to build upon his new relationship with ITMA is a chance to digest more facts about truss performance in fire conditions. Although no date has been solidified, Denny and ITMA are currently planning some live demo burns. "We're looking forward to working with him in the very near future," says Al. The chapter also hopes Denny's connections with the lowa Fire Service Training Bureau will yield future trainings and give them the opportunity to take their message to the state level.

Nowhere But Up

Ray Jr. sees the process ITMA is taking to spread the industry's message about fire performance leading to the same place that their TTW work went several years ago. "We don't have the same jobsite safety issues, installation, bracing and call-backs because of [our efforts to connect with builders through TTWs]. I see the same thing happening with the FPoWTs."

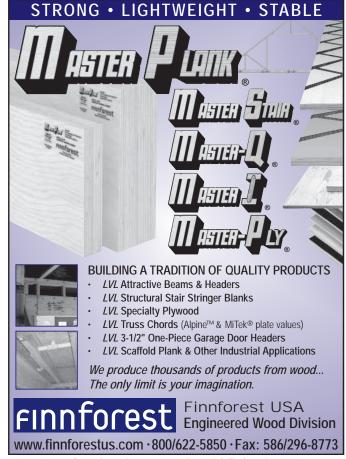
In a full circle fashion that often defines grassroots activities, ITMA refers back to Hancock, who has been front and center through it all. He believes if the goal is to continue teaching the marketplace about its products, the chapter is on the right path. "Feedback from the fire service about ITMA's outreach and educational efforts has been nothing but positive," he reports. ITMA is grateful for Hancock's assistance both within the fire service and as a state lawmaker. "He has pushed us legislatively and educationally. He's been a big ear for us," Ray Jr. reports.

Hancock is impressed with ITMA's strides. "ITMA has the opportunity to make a big impact in the Midwest with the contacts they have," he says. "The more I think about this, the more exited I get about what's ahead." SBC





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When I was doing my basic training, I heard the same things everyone hears. They aren't quiet about it; the perception that trusses are bad is out there. It's going to take time to reverse what [firefighters] have been taught,"

> --- Andy Green, Volunteer Firefigher & Design Dept Manager for Cascade Mfg Co



scheduling process to members of the Solon Fire Department.



Mike Gassman shows Brian Platz what a truss design drawing looks like.



Gary Wuchter explains how wood is fed through the saw.



Andy Green demonstrates truss design software to Denny Hansen and Rick



Gary Wuchter of Cascade takes members of Solon through the automated



Gary Wuchter demonstrates the speed and efficiency of a new linear feed

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"Feedback from the fire service about ITMA's outreach and educational efforts has been nothing but positive."

—Firefighter & Iowa State Senator Tom Hancock



Iowa State Senator Tom Hancock is greeted by ITMA Education Committee Chair Ray Noonan Jr.



Andy Green thanks Senator Hancock for helping ITMA make connections



Rick Parrino explains the flow of materials from the saws to the tables to the oller presses and finally outside for staging and loading.



Ray Noonan gives Senator Hancock materials and statistics about the build ing components industry nationally and in lowa.



The Senator asks whether the industry has benefited from rebuilding in the areas affected by Katrina, and how the housing slump of 2006 has impacted orders



Ray Jr. talks about the environmental benefits of building components, espeially the reduction of jobsite waste and the ability to grind and re-sell scrap.

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"We don't have the same jobsite safety issues, installation, bracing and call-backs because of [our efforts to connect with builders through TTWs]. I see the same thing happening with the Fire Performance of Wood Trusses."

> -Ray Noonan Jr., ITMA Education Committee Chair & President of Cascade Mfg Co



Senator Hancock examines a metal connector plate



Tim Noonan and Senator Hancock examine double sheared screws in the



Senator Hancock sits down with ITMA members after the tours to discuss cent lowa state legislation and business initiatives



Green, Hancock and Parrino talk about the teeth of connector plates. Green and Parrino explain that the plates they are holding don't require nails



Ray Jr. demonstrates how screws are fastened into the heel of a steel truss.



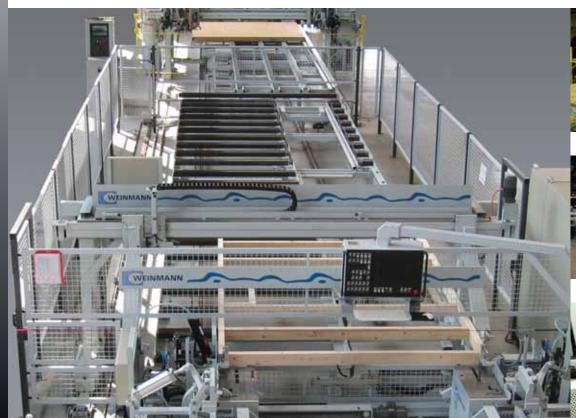
Hancock, Parrino and Green discuss the next phase of ITMA's training crusade: the lowa fire service

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This chapter understands that knowledge is power.

to Break Down Barriers

by Emmy Thorson-Hanson

n 2006 the Mid Atlantic Chapter focused on educating the marketplace and plans to continue these efforts in 2007. This chapter understands that by helping educate the marketplace, they are in fact the ones who benefit the most from the experience. In 2006 they aimed to do one presentation per quarter, with a focus on builders. *SBC* recently talked to three members who were intimately involved with the efforts to see why the Mid Atlantic Chapter finds education through teamwork so worthwhile.

The Atlantic Builders Association (ABA) invited the Mid Atlantic Chapter to give a presentation called "All About Trusses" at the Atlantic Builders Convention last April. The convention hosted various seminars for the attendees and ABA's education committee elected to invite the Mid Atlantic Chapter to participate. Russ Gervasi of U.S. Components, LLC – A Pro Build Company and the chapter's code committee chair says that they accepted the invitation because they recognize the need for information to get out to the builders and architects. "They need to be educated on trusses, what the bracing requirements are, proper installation, and where responsibilities lie," said Gervasi. They made a point to stress the importance of safety in terms of temporary bracing and also handed out a lot of bracing literature from WTCA. ABA was so pleased with the presentation that they invited the Mid Atlantic Chapter to present at their convention this year as well!

One thing that Mid Atlantic believes is very important is that each architect and engineer has their own copy of BCSI. They believe in it so strongly that they actually foot the bill and provide complimentary copies to all of the attendees at each presentation in which they participate. Gervasi explains why the chapter puts so much emphasis in this area: "From what we have seen in the field, it doesn't always get through to builders exactly what is required and what the [handling, installing, restraint and bracing] recommendations are. It is always a great opportunity to provide them with the invaluable information contained in BCSI, and we also encourage them to refer to the WTCA website for more information."

Each attendee of the Atlantic Builders Convention seminar received a copy of BCSI. Gervasi noted that the guide was new to most of them; in fact, some of them still had no idea that HIB-91 is no longer the industry's handling, installing and bracing guide. "We need to keep thinking about how we can get that info to architects and builders," commented Gervasi.

Another convention that Mid Atlantic took part in was the Pennsylvania Building Officials Conference (PennBOC) in October 2006. Ryan Dexter of WTCA staff presented "Introduction to the Structural Building Components Industry: A Metal Plate Connected Wood Truss Inspection Checklist." PennBOC had asked Mid Atlantic to educate the building officials, fire officials and framers on proper inspection procedures. According to chapter president Ken Slotter of Shelly Enterprises, the attendees gave very positive feedback and said that they learned a lot about what to look for when inspecting a structure that uses building components.

Again, all attendees were provided with BCSI. Slotter explains why they feel this is such an important part of education. "Our chapter feels that everyone should have a copy so that they can reference it," he said, "because the majority of them knew of BCSI but weren't necessarily using it."

Responding to the WTCA Board resolution asking that each chapter designate a local relationship-building chair, the chapter agreed to set up at least two truss plant tours each year. Rich Phalines of Concord Truss volunteered for the position because of his previous experience hosting tours and a strong belief that they should continue. "The more [building officials, framers, specifiers and firefighters] know about our product, the better off we all are. The more they know us, the more comfortable they become with our industry and our products," says Phalines.

Like many of the members in the Mid Atlantic Chapter, Phalines already has a lot of experience with plant tours and how education can be a great tool. Phalines recalls some of the things that Concord Truss has done to educate the marketplace: "[Concord Truss] has a close relationship with the Builders Trade School and through the years they have taken many tours. We have also provided trusses, materials and Carbeck CDs to the local fire training school, the Gloucester County Fire Training Academy. We had a personal relationship with the people who run the Academy, and they approached us for help with fire training. So we provide trusses for them to study, and they in turn are better trained. It is great for them, and really great for us."

So what exactly does a relationship-building chair do? Phalines describes his role: "The majority of plant tours that we do are for code officials who do framing inspections in our area. It is to our benefit to educate them and make them as familiar as we can with our products because if they have a question or a problem it is a lot easier to pick up a phone and call us if they can put a face to

When Mid Atlantic hosts a tour they usually invite half a dozen officials to come through the plant. "We provide them with lunch, let them inspect the facility, spend some time showing them what we do, and we also include a packet with lots of literature from WTCA that they can take with them. There have also been times when officials will invite us to come to their evening meetings and put on a 30-45 minute presentation."

Phalines says that it is beneficial for all chapters to have someone who focuses on building relationships and is in charge of scheduling plant tours. "It is beneficial to all of the truss plants in the chapter." In 2007, Phalines plans on scheduling a few more plant tours. In addition, the chapter continues to build



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its relationship with several contacts at the NJ Department of Community Affairs and expects them to deliver an update on codes at the May chapter meeting. It will keep offering its building officials presentations for Rutgers University, too.

TEAM=Together Everyone Achieves More

It is clear that this Chapter understands the potential they have to make a difference by working together as a team. By educating the marketplace, the Mid Atlantic Chapter has built strong relationships with officials locally. If you think your company or the industry in your region could benefit from increased educational efforts, take the next steps to get your local chapter involved. Just keep reminding yourself how to spell TEAM. SBC

at a glance

- ☐ The Mid Atlantic Chapter of WTCA is using education to make a difference in the industry.
- ☐ Between presentations and plant tours, this chapter stays active year-round.
- ☐ Each attendee at the Atlantic Builders Convention received a copy of BCSI.

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by Emmy Thorson-Hanson

This magical Village is expanding with the help of component manufacturers in Florida.

entral Florida is famous for its world-renowned theme parks and attractions, making it the ideal place to get away from the "real" world. Disney World, of course, is often at the heart of this fantasy. Growing up, all kids dream of visiting the Magic Kingdom, but for some, there is urgency to their dream. Each year over 25,000 children are diagnosed with life-threatening illnesses, and over half wish to visit Disney World and the other central Florida attractions such as Universal Orlando and SeaWorld Orlando. Often these children and their families' daily lives are filled with doctors, hospitals and other things no child should ever have to face. (Source: www.gktw.org)

For these special children and their families, a week in central Florida is more than just a great vacation, it is a treasured week away from the harsh reality of the cards life has dealt them. In 1986 a man named Henri Landwirth realized that there was a need for a special place where children with life-threatening illnesses and their families could stay, so he founded a public charity called Give Kids The World (GKTW). He envisioned a fairy tale village that was whimsical and lighthearted. Children with life-threatening illnesses would be able to come and bring all members of their immediate family for an all-inclusive week-long stay...for free. In 1989, the Village opened its gates and ever since has been a haven for families from all 50 states, and over 50 countries outside the U.S.

Everything in GKTW Village is donated, from materials to time. Perkins Restaurant & Bakery provides all of the food that is served in the "Gingerbread House Restaurant." Procter & Gamble supplies many in-kind needs, including the toiletries for all of the villas. And various companies provide materials used in the upkeep of the Village and grounds. There are over 3,500 volunteers who keep the Village running year-round.

Currently there are over 6,000 Wish Families that pass through the Village each year. But there are many more families that would like to. GKTW will turn no family away, so when they are booked they put families up at a nearby hotel.

In 1997 and 1998 GKTW undertook its first major expansion. With the help of numerous companies they were able to build 21 new villas, all of which were built with trusses donated from 18 different companies from all over Florida. The effort was organized through the Florida Building Material Association (FBMA).

> Continued on page 46 www.sbcmag.info



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at a glance

- ☐ The Give Kids The World Village is the destination that many kids with life-threatening illnesses dream of.
- ☐ In 1998, component manufacturers from all over Florida donated 21 sets of roof trusses for an expansion.
- ☐ The Village will be undergoing another expansion, and members of the WFTA (WTCA's West Florida Chapter) and FBMA are joining forces to help with the expansion by donating products and materials.

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... Give Kids The World

Continued from page 44

Now their second major expansion is in the works, with Frank Eller (Project Manager for GKTW) heading up the development. "This week we have 102 families staying in the Village and 14 off-site, which means they have to drive here for meals and activities," he explained. "The faster we build more villas the better off we are." The goal is to bring the total number of villas to 240 over the next ten years. But in order to do this

Many of the companies involved ten years ago have already committed to helping this time around. 41 Truss was one

of the 18 truss manufacturers that donated trusses for the first expansion. To this day, a special picture from that first expansion is hung in a place of honor at 41 Truss. "When I go to visit 41 Truss and walk in the door the first thing I see is the picture of the 21 truckers who helped us [GKTW] ten years ago. By having that picture in their entrance it is like they are thanking me for letting them be a part of GKTW," commented Frank.

"When I have sat in

on meetings it just

work for different

blows my mind how all

those people in the room

companies, yet they all

World, and they want to

how amazing that is."

-Frank Eller, Project Manager

for Give Kids The World

know how as a team they

can help. Just think about

want to help Give Kids The

Gratitude & Frugality Encourage Donations

The appreciation that GKTW shows to all contributors is something that makes this organization stand out. Ross Bitterling with West Orange Lumber has known Frank for many years,



One of the many delivery trucks that made the trek in 1998 to deliver sets of roof trusses for the GKTW expansion. and has been involved with GKTW since meeting him. "In my 12 years of doing this, GKTW shows a true appreciation for the gifts that are given to them," said Ross. "There are other organizations that look for donations, and it always makes you feel good, but with GKTW you noticeably get that gratitude through what they say and do. Frank even comes to our place of business, which is a 45-minute drive for him, and he brings little gifts like cookies. But that's just the way he does things." Ross said West Orange opened a truss operation in November 2006, and expects both divisions to cooperate with

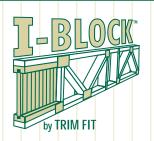
The feeling that GKTW is a unique organization is the consensus of everyone who has been involved with it. Doug LaChapelle from West Coast Truss shared why this charity has captured his heart:

GKTW to meet its future needs.

"There are lots of companies that donate to organizations, and everyone really thinks their organization is worthy. And they are. But GKTW is an organization that is doing something for children, and if you go visit it touches your heart. It's a project that you just want to support. They do it, and do it right."

GKTW always welcomes visitors to take a guided tour of the grounds, which Ross said has made it easy for West Orange Lumber to donate. "One of the reasons we participate is because when we donate we like to see where and how [our products] are being used," he explained. "We can go out there anytime and see how our products are impacting these

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people who have things going on in their lives that are far worse than we can imagine."

There is one particular visit that stands out in Ross's mind. "The Chapel has walls painted like the sky. It is a room where people can go and pray, and there is a book where you can write messages about and to loved ones. When we went in that room it was very touching because we knew that our materials were part of that room, and seeing how much it meant to people."

Ryan Kaelin of Simpson Strong-Tie expressed another reason that many companies have a special appreciation for GKTW.

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The Village expansion in 1998 consisted of 21 new villas, using roof trusses, that serve as a "home away from home" for children with life-threatening illnesses and their families during their week-long stay at the Village

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...Give Kids The World Continued from page 47

"With many organizations the hand is always out, but GKTW does a good job of getting you detailed plans of what they need," he said. "They don't ask for more than what is needed to complete the project and reach their goals. That is why whenever they ask for something you know they really need it."

Appreciation Goes Both Ways

Frank reciprocates this appreciation, amazed at how far the people in the structural building components industry will go for what they believe in. "I have been to a couple of association meetings for different trades that give to GKTW. It astounds me how everyone comes together as an association," Frank commented, noting that he's attended a WTCA chapter meeting recently. "Out in the world they work against each other, but they will come together to help a cause. It amazes me how you go to their meetings and everyone seems like family, even though when they are outside they are competitors."

But there is something else about our

Supporters of GKTW say that after you learn about it, it's impossible to not get involved. "It makes your want to dig down deep in your pockets to help," said Ross. "If you went there with your checkbook you'd be poor," meaning you'd be compelled to donate generously to the cause. Doug shares similar sentiments, "In order to appreciate it you almost have to go there. And it's hard not to want to help them once you have seen it. They do a great job with the kids."

Sharon Kircher [Simpson Strong-Tie] recalls her first visit to the Village. "The first time I went down I was wide-eyed with wonder at what the whole program is. You see the kids running around like they don't have a care in the world, even though you know they are battling a life-threatening illness.... and it makes your problems seem insignificant. You may have had a bad day at work but these kids are fighting for their lives...being there just really puts everything into perspective."

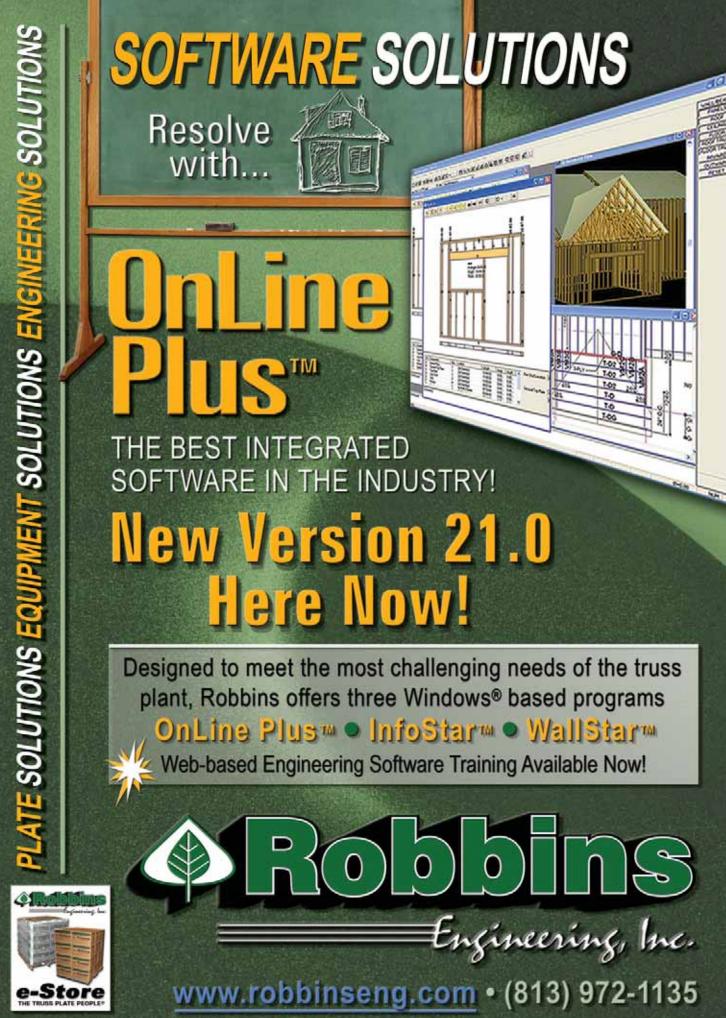
industry that Frank finds even more extraordinary. "The really impressive thing to me is that even as slow as things are right now, they [component manufacturers] still want to be involved," he said. This selfless generosity is something to be admired and respected.

Joining Forces to Double Efforts

These common values have brought FBMA and WTCA together to help GKTW. Doug explained how this joint effort came about: "Since FBMA had been involved before, Give Kids The World called them to ask for help with the expansion. FBMA is going to all of its members, (door, window, lumber, truss) to get help."

Since there are quite a few component manufacturer members of FBMA who are also members of WTCA and its West Florida Chapter, they brought the cause to the attention of fellow WTCA members. "A lot of the people who are members of FBMA and WTCA overlap. So between the two organizations there are a lot of people who can help," commented Doug.

Continued on page 50



...Give Kids the World Continued from page 48

If WTCA members from all over the U.S. get involved in this project, think of the endless possibilities of what could be accomplished. Doug shared his point of view: "It doesn't have to be a project for Florida, it can be one for everybody. It's a project that if you learn about it you will support it.



And hopefully we can raise enough funds so that we can cover the cost of building trusses so no one company has to bear the cost." Through teamwork the WTCA membership has the potential to make a huge difference for this very special organization if we all participate in some way, shape or form.

Ralph Del Valle encourages everyone to get involved, and he explained the common thread that links us all to this wonderful cause: "I think that the reason so many people sympathize with this organization is because we all were kids at one time and got lucky enough to mature and grow up. But to see a kid that isn't guaranteed that opportunity...it's tough to swallow. If you get involved in GKTW, the only regret you will have is not being able to give more." SBC

For more information about Give Kids The World please visit www.gktw.org. If you or your company is interested in supporting Give Kids The World, contact Frank Eller at 407/973-5204 or franke@gktw.org.

GKTW Family Testimonials

"...Everyone we encountered at the Village was so nice and helpful. It was so nice to be in a place where there were no stares and there were no 'can'ts.' I have often said in a joking manner that there needs to be an 'island' where we can go so our kids will be judged for all they are, instead of all they are not...well, it was a dream, but then we found Give Kids The World and I think I found my 'island.' Give Kids The World is by far the closest my family will get to being in heaven without actually being there. I am sure in my heart of hearts that the Village is right on the edge of heaven." —Holli's Family, Texas

"We just wanted to thank everyone for our time at Give Kids The World Village. It was a dream come true in so many ways for us. Never before have we felt so at peace and comfortable... or so humbled. To see the sparkle of joy in Edward's eyes was absolutely wonderful. And to see the love and caring you showed us really touched our hearts and brought a ray of hope to our cloudy days. YOU are truly angels in our eyes and will be in our hearts and in our prayers." —The Potter Family



The Dawn of a New Age for the Structural Building Components Industry

Construction is progressing at a steady pace on WTCA's SBC Research Institute, the structural building component industry's research and testing facility in Madison, WI. The 5,730 square-foot facility is scheduled to officially open later this year and advance the industry's goal of developing a fresh body of knowledge that will add new value to the industry and lead the next generation of growth.

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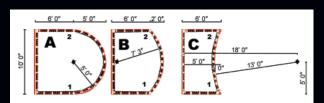




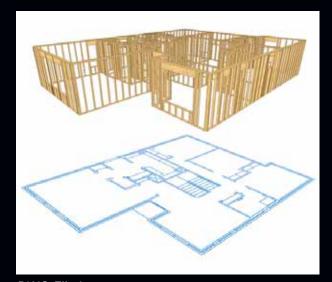
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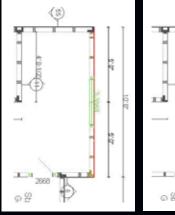
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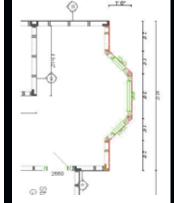


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Standing Up & Being Heard

by Marisa Hirsch

ryan Hill, P.E., has never sealed one truss placement diagram. In July 2006, he decided to work with WTCA to ensure that he and other engineers in California wouldn't have to anytime soon. When the California Building Standards Commission (CBSC) met to approve the 2006 California Building Code, Hill stood before the board members and told them why the proposal put forth by the Division of the State Architect (DSA) simply made no sense.

Excerpts from Hill's Letter to DSA

"If a truss placement diagram is sealed by the truss designer what weight does it hold in respect to the framing plan sealed by the building designer?"

"There is one person or firm that is responsible for the overall building and that individual should hold the decisions as to how they want their building designed and fabricated."

"If the sealed truss placement plan is going to be a requirement, differing enough from the original intent of the building designer, and there is a discontinuity in the load path, the building could be subjected to greater issues than the paperwork requirements placed upon the structure by the codes."

"I would like to see the Division of the State Architect – Structural Safety reconsider requirements of sealing the truss placement diagram (TPD), at least by the truss designer, as there are many other structural safety concerns that out weight the need to have a professional engineers seal on a document that typically gets copied and shoved into the back pocket of the truss erector."

at a glance

- ☐ Bryan Hill stood before the California Building Standards Commission to defeat an amendment requiring truss placement diagrams to be sealed.
- WTCA staff realized that the Department of State Architects did not understand the professional liability that truss design engineers face when they seal layouts.
- ☐ In the end, Hill was successful in getting the requirement removed from the 2006 California Building Code.

DSA, whose requirements are limited to structures under the supervision of the State Department of Architects, wanted to add language to the 2006 California Building Code requiring sealed truss placement diagrams for their buildings. If Hill, an engineer at A.C. Houston Lumber Co. in Roseville, CA, hadn't been there, they probably would have succeeded.

Hill was contacted by WTCA after staff attempted to communicate with DSA regarding their proposed code, but had not made any headway. Hill agreed to contact some of his colleagues, attend the public hearing of CBSC and speak to the commission as a truss design engineer who did not feel he should be sealing truss placement diagrams.

"I approached them from the engineer standpoint," Hill said. "'I'm an engineer in the field and I don't want to sign these. What would be my responsibility if I did?'"

Shut Out, Not Shot Down

Armed with a handful of copies of a letter he planned to read to the commission (see sidebar), Hill attended the first day of the hearing in July

2006. On that day, Hill tried to speak with a DSA member one-on-one about why he was there, but was immediately told that DSA would not budge on the code. "Right off the bat I was kind of shut out," Hill said. "So I said 'Ok, that's the guy I'm going up against.'"

Eventually Hill was told that the code chapter he was interested in would be discussed on the last day of the hearing, and so he returned then. During a break on that day, he decided to approach two CBSC board members—which proved to be much more successful than speaking with a DSA member. After talking with them during a break, he felt they listened to and understood him, and that this benefited him when he formally presented his case.

It was the end of the day when he was finally called to speak about the code language he wanted to address. He did so alone, due to his peers' schedules not

allowing them to participate. When he stood to speak to CBSC and the men from DSA (one of them was the man he'd tried to speak with earlier), Hill found that the room's layout put him physically two feet below the Chair of CBSC and a foot below the DSA members—not a setup that served to ease his nerves.

"Your anxiety level is pretty high," said Hill. "But you know there's a job to be done and you've got to get it done. Sure, you're going to be a little bit nervous."

More Response, Less Resistance

Despite the somewhat intimidating situation, Hill clearly stood his ground and presented a convincing case, because the board was responsive. After reading his letter (which detailed reasons why requiring sealed truss placement diagrams does not make for sensible professional responsibility language) aloud to the room, Hill waited for a response from DSA as to why this language was needed. But the room remained silent until the Chair of CBSC requested a reason for it.

"That's when [the DSA member] started thumbing through the five binders he had on his desk," said Hill. "Then the chair said 'Mr. Hill has asked you a question. He deserves an answer.' And that's when [DSA] said 'I really don't know.'"

Hill said that at that point in time, the other DSA member covered the microphone, the two men had a conversation, and then the previously silent man told the Chair that he'd thought it was a good idea to require sealed diagrams.

"To me, a good idea isn't enough to make new legislation that is going to affect people," Hill said. "Good ideas are great, but there's got to be some substance in them. Especially when you're going to cause more work for somebody that might not be necessary."

The two CBSC board members Hill had conversed with earlier may have had similar thoughts, because they then began to question DSA's code and whether or not it was necessary.

"That's when the Chair said 'If you don't have a good reason to put this in there, then why don't we remove it?'" Hill said. "There was a little bit of resistance, but not much.... [The DSA member] turned and kind of looked at me like 'You just wait, buddy. Two years and we're going to have a reason.'"

This is why, despite his success in getting the requirement removed from the 2006 California Building Code, Hill remains concerned that it will come up again. "I think they're going to be back in a couple years and we'd better be prepared," he said. "It's something that we've got to keep in the back of our minds."

Defeating Doubt, Fulfilling Expectations

Before Hill attended the hearing and presented his thoughts, several people he spoke with either seemed to think he would never succeed, or came right out and told him it wouldn't

Code Language

Below are some of the code changes that were proposed to the 2006 California Building Code. Bryan Hill, engineer at A.C. Houston Lumber Co. in Roseville, CA, argued against the stricken parts during a July 2006 meeting of the California Building Standards Commission (CBSC). He succeeded in getting them eliminated

2303.4.1.3 Truss placement diagram. The truss manufacturer shall provide a truss placement diagram that identifies the proposed location for each individually designated truss and references the corresponding truss design drawing. The truss placement diagram shall be provided as part of the truss submittal package, and with the shipment of trusses delivered to the job site. Truss placement diagrams shall not be required to bear the seal or signature of the truss designer.

Exceptions:

- 1. When the truss placement diagram is prepared under the direct supervision of a registered design professional, it is required to be signed and sealed.
- 2. [For DSA-SS and OSHPD 1, 2 and 4] Truss placement diagram shall bear the seal and signature of the truss designer.
- 2303.4.3 (Relocated from 2318A.7, CBC 2001) [For DSA-SS and OSHPD 1, 2 and 4] Additional Requirements. In addition to Sections 2304.1 and 2304.2, the following requirements apply:
- 2. Truss Design Drawings. Each truss design drawing and truss placement drawing shall bear the signature and stamp or seal of the registered engineer or licensed architect responsible for the truss design.

work. Hill admits he too thought it was a long shot at first but was still determined to speak. "You've got to be there; you've got to show your face," he said. "I expected to be heard. I took two days off work. If I'm going to do that, yes, I do have some expectations."

One of Hill's expectations is that redundancy not be incorporated into his daily work. He said sealed framing plans are sufficient, trusses should be designed to match them, and if they aren't then the Building Designer should be consulted. Therefore, sealing truss placement diagrams in addition to framing plans is redundant and a waste of time and resources.

"Building construction has many items that require special attention to complete a quality job," said Hill. "But I do not think a seal on a truss placement diagram is going to help. There are other things of far more concern."

Hill said the same thing to CBSC and DSA at the public hearing within the letter he read aloud. He also identified other issues he considers to be more pressing—such as tile piles, gypsum board and building materials being stacked on truss-

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Combining Efforts

Upon learning that the Division of the State Architect (DSA) was pushing to require seals on truss placement diagrams, WTCA immediately began working to address the issue. WTCA was concerned that the proposed requirement would become a reality members would be forced to deal with, and this was more than enough motivation to attempt to communicate with DSA

WTCA first addressed the issue by submitting language to DSA that was more in line with what was put into the International Building Code. However, those changes to the proposed code were not accepted by DSA, and WTCA's arguments were deemed non-persuasive. At that point. WTCA staff realized DSA did not fully understand the issues involved, and that another tactic was needed in order to ensure that truss design engineers' perspectives were understood.

That was when WTCA asked Bryan Hill, engineer at A.C. Houston Lumber Co. in Roseville, CA, to assist by attending the public hearing regarding the code—where the topic of sealed truss placement diagrams could be discussed in detail. "It became clear that we were going to be most effective in our efforts if there was a personal presence at the public hearing," said Kirk Grundahl, executive director of WTCA.

Hill did agree to be that personal presence at the hearing. This proved to be effective, as did his willingness to speak up on behalf of the industry. The effort to eliminate the proposed language was successful, and remains a solid example of how much can be accomplished when WTCA staff and members work together for a common, important cause.

Standing Up & Being Heard

Continued from page 55

es, creating point loads that the trusses were not designed to carry. Hill said he is also concerned it could become a slippery slope if DSA succeeds in requiring sealed diagrams; it could lead to the same requirement for typical commercial and residential structures. These are some of the things that motivated him to stand before CBSC and DSA and tell them why the proposed code was wrong.

His willingness to participate in the code alteration process meant that Hill, even though he's just one person, was able to prevent a troublesome code change from being passed. "It took research and writing a paper and the guts to get up and do it, but I had WTCA prompting me and telling me 'If you don't do something, you will be doing this (sealing plans) in the future."

Hill said he found gratification in knowing that he succeeded in doing something to help his industry and his company. "It was worth it," he said. "If you sit back and you become stagnant, the world will change around you. If you really feel strongly that something should be changed, stand up and change it." SBC

If you are facing a challenging situation in your local area, don't hesitate to contact WTCA staff at 608/274-4849 for assistance.



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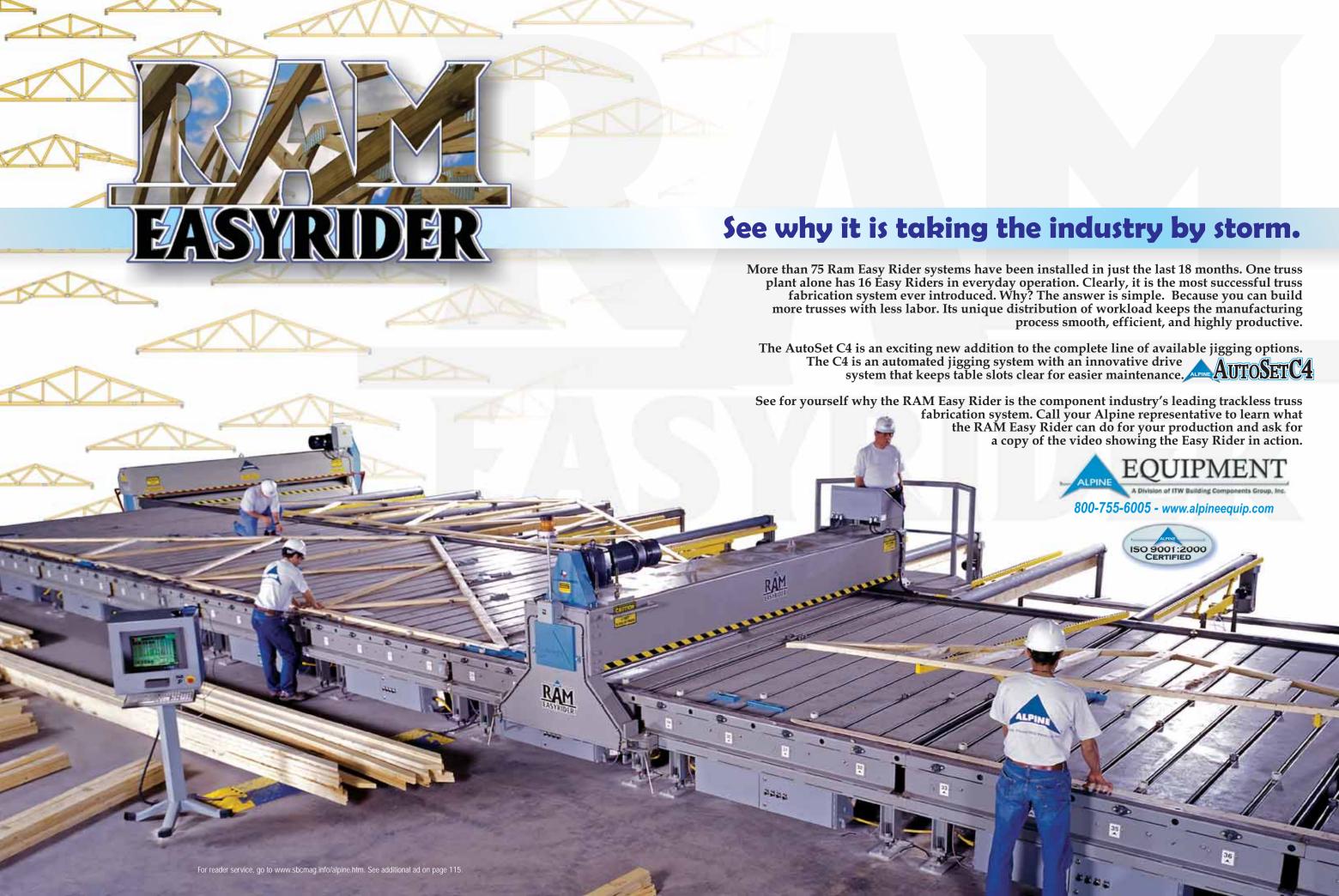
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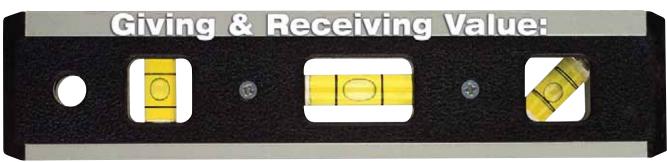
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Who Does What to Ensure WTCA's Success

n its surface, the formula seems simple: an involved and active membership plus a competent and service-oriented staff equals a successful trade association that provides excellent benefits to its members.

by Suzanne Grundahl, WTCA Managing Director

In my opinion, WTCA has both parts of this basic equation covered very well. But for the association to reach its full potential, this formula becomes much more complex. How exactly should member volunteers and staff work together to reach WTCA's goals and make sure that the unique needs of its membership are addressed? How do the myriad priorities turn into programs that harness the expertise of the collective industry and allow members to take advantage of the benefits a trade association provides?

A Conundrum: Member-Driven or Staff-Driven-Which is Better?

Since working with WTCA, I've consistently heard the words "staff-driven" and "member-driven" to describe how the organization functions.

On the positive side, many members have commented that WTCA has an excellent, responsive staff that completes a great deal of tasks to help advance our members' interests. On the other hand, sometimes it seems members feel a bit confused when they get involved. This happens when they realize staff is handling the majority of the operational details, and they expected to have greater involvement on that level.

In my opinion, neither a member-driven nor a staff-driven organization is best for the success of WTCA. Rather, it makes more sense to define the unique roles and responsibilities of the membership and the staff. Some areas must be memberdriven in order to truly understand and meet the needs of the structural building components industry. But in other areas, being staff-driven is essential in order to move things forward and get things done in a timely manner.

Dan Holland, president of Clearspan Components in Meridian, MS, believes that in any volunteer organization, the place that involved members get sidetracked is being too focused on the details of running the organization. "Members need to remember the fact that they're not there to manage the organization or the staff, but they're there to do the big picture thinking for the industry," he explained. "Their purpose is to serve the industry, not themselves. There are too many members who think that their role is to manage, when that's a role that needs to be delegated to staff in order for WTCA to be effective."

"Members' greatest focus should be on expanding our markets through additional uses and approaches," commented Lenny Sylk, retired 1987 WTCA Past President, "and staff's role should be 'organizing, expediting and supporting the efforts of the members."

Following is a summary of member- versus staff-driven activities, based on

responses from members I queried:

components industry.

The recipe for a successful organization is balance.

at a glance

- ☐ Many members have commented that WTCA has an excellent, responsive staff that completes a great deal of tasks to help advance our member's interests.
- □ Neither a member-driven nor a staffdriven organization is best for the success of WTCA. It makes more sense to define the unique roles and responsibilities of the membership and the staff.
- ☐ All of WTCA's products are created in collaboration with many members providing real world perspective. But one of the biggest frustrations that staff faces every day is wishing that we could capture more of that real world perspective.



What We Are...

WTCA - Representing the Structural Building Components Industry.

WTCA is the information conduit for our membership to stay abreast of leading-edge marketplace issues. We disseminate this information through educational seminars, membership support, WTCA chapters and our industry publications.

Our Purpose...

We provide the services our membership needs to continue expanding the market share of all structural building components by promoting the common interests of those engaged in manufacturing trusses, wall panels and related structural components to ensure growth, continuity and increased professionalism, which will strengthen the structural building component manufacturing industry's influence.

What We Do ...

- WTCA formulates policy that protects and advances the interests of its members by initiating and carrying out projects that address membership concerns and promote industry market-
- WTCA acts as the voice of the structural building components industry to legislative, regulatory and standards-generating
- WTCA provides membership services, including addressing technical questions, serving members through the creation of various products and publications, and providing support to each WTCA committee.
- · WTCA supports each of its chapters to enable our industry to put a human face on the structural building components
- · WTCA supports research, development and testing of structural building components - trusses, wall panels, and related structural components - to root the industry in sound engineering and improve the quality, efficiency and cost-effectiveness of our products, for the purpose of achieving greater product acceptance.

For Whom...

All structural building component businesses, material and equipment suppliers, and industry professionals.

WTCA desires to promote the consistent, safe, economic, and structurally sound design, construction and use of structural building components, thereby increasing their market penetration.

By successfully implementing its policies and serving the needs of its membership, WTCA will have the potential to make a significant difference on behalf of the entire structural building



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Member-Driven Activities

- The greatest focus should be on expanding the market for components.
- Policy with respect to suppliers, customers and regulators.
- · Being directly involved with committee, chapter and industry initiatives that affect market share and economics of structural components.
- Direction on priorities and projects that should be accomplished on behalf of the industry.
- Bringing industry problems to the table so that industry wide solutions can be found.
- Market education on the use and handling of our products.
- Approval of investments and budgets.
- Support services the membership will need in both the short- and long-term.
- Supporting staff by providing the component manufacturing perspective so that the support services meet member needs.
- Framing each issue in the context of how our industry's best interests can be served in all the actions WTCA takes.

Staff-Driven Activities

- Organizing/expediting the initiatives and policies of the members and execution of association tasks, plans and strategy.
- Being the people that represent the voice of our industry.
- Gathering the myriad information on a given industry issue, digesting it and providing membership with a recommended course of action which may be refined by membership.

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- "Purchase with confidence."
- "Bigger is not always better."
- "Your future is our business."

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Giving & Receiving Value

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- Development of draft educational, marketing and risk management-oriented material for member review.
- · Research and analysis.
- Development of budgets and implementation of all fiduciary responsibilities.
- · Advice and counsel
- Coordination of meetings and other communication.
- Maintenance of records and documentation.

In summary, members must provide direction for anything that has to do with why WTCA exists. Staff must then take that direction and implement the projects and tasks associated with moving the industry forward. As part of that process, staff must get further input from members while going through the implementation process, and then report back to the members to ensure the mark has been hit.

Those Devilish Details

The fact is that managing an organization requires a completely different focus than leading it. Staff is not equipped to lead the organization because we don't work in the component manufacturing business day in and day out. So that leaves WTCA's strategic direction to the members—not always a place where they feel comfortable.

But how can individual members take those small leadership-oriented steps that make a difference on behalf of WTCA? Here are three ways.

1. Take direction from those who've come before you. I'd hate to have members read this article and think that if they can't write a self-help book on how to lead an organization, there's no place for their involvement in WTCA. The reality is that most times strategic direction is gained one idea at a time. Each new idea and tweak in direction refines the existing shell of the strategic plan put in place by the members who have been involved previously.

Let me give an example. Since WTCA was organized, a section of the association's mission (see mission statement in the sidebar on page 61) has included text supporting research, development and testing:

WTCA supports research, development and testing of structural building components—trusses, wall panels, and related structural components—to root the industry in sound engineering and improve the quality, efficiency and cost-effectiveness of our products, for the purpose of achieving greater product acceptance.

And in 1998 WTCA created a policy with respect to research and testing:

POLICY: The WTCA Board of Directors establishes task priorities at least yearly...to meet the foregoing mission statement. Where it is deemed appropriate by Board approval, the WTCA will invest in research to accomplish priority tasks, using the following guidelines:

- A proposal is made to the WTCA Board of Directors for a specific project to be funded.
- All technical project proposals will be prepared in concert with WTCA's Engineering & Technology
 Committee and will define the research objective, procedures, cost, critical path timetable, and
 the potential outcomes that seek to improve the market for component construction.
- All marketing oriented project proposals will be prepared in concert with WTCA's
 Marketing Committee, and will define the research objective, procedures, cost, critical
 path timetable, and the potential outcomes that seek to improve the market for component
 construction.
- The complete proposal will be approved by WTCA's Engineering & Technology or Marketing Committee and submitted to the WTCA Board of Directors for evaluation and possible funding.
- Once funding is approved, a project contract will be written by WTCA before any funds are dispersed.

Strategically, the Boards of Directors that crafted the mission of WTCA and then the 1998 policy with respect to research and testing may not have envisioned that in 2007 WTCA would be building its own research and testing facility. But their strategic plans have made it possible to follow their path to the next logical step.

And it's happening. Scott Arquilla of Best Homes, Inc. in Hazel Crest, IL believes one thing has caused WTCA to provide true tangible benefit to its members: "A group of dedicated people are casting aside the competitive nature of their companies and are working together to help the industry as a whole. We all have succeeded in that goal."

If you get involved with WTCA, you will be surrounded by smart businesspeople who will work to define the direction of the organization. What's more exciting than that?

2. Provide your perspective, one thing at a time. The membership involvement isn't always needed in a "big picture" way like strategic planning. For instance, staff relies on member feedback for each and every program and publication that WTCA creates. The end goal of this development process is to help members improve their professionalism and allow them to focus on capturing more market share.

But none of us are naive enough to think that every WTCA product and program can't be improved. That's where new, fresh ideas from members come in. The next time you review a WTCA product or educational program, take just a few more minutes with an eye toward making it a little bit better. Maybe you'll find just one thing that you think could be better. Send it to staff and we'll add it to the list of modifications to make in the next production cycle.

Richard Brown, president of Truss Systems in Oxford, GA, commented that one of WTCA's strengths is the "flexibility to adjust to our members' desires, wants, and needs, and provide the necessary services and products in a timely manner to accomplish our members' goals."

All of WTCA's products are created in collaboration with many members providing real world perspective. But one of the biggest frustrations that staff faces every day is wishing that we could capture more of that real world perspective.

Members are very busy, but when you take a few minutes to give us your input, the result is that WTCA's materials are much more useful. Mike Ruede, 2002 WTCA Past President notes, "We've done a great job over the last several years developing our products and services but still have a great deal of members and non-members not using them." Continual improvement will move us closer to the goal of having the entire industry make use of and benefit from the tools WTCA creates.

Another area to provide feedback is to participate in **SBC Industry One Minute Polls**. This is an excellent way to provide a quick perspective and get back to your day. And staff is very sensitive to really making it take only one minute to reply.

3. Talk about the positives—the exciting places the industry is going and the benefits of being part of WTCA. Even if you don't have time or resources to participate right now, Koss Kinser of Kintec, LLC says, "Talk about the good things WTCA has done for the industry."

Everyone chats with the people around them. How about generating some "good gossip" about where our industry is going? We have a lot to be excited about and this excitement is spread when each individual member encourages those around them to join with us in moving forward.

If you're talking with a non-member, whether it's a supplier or another component Continued on page 64



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Giving & Receiving Value

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manufacturer, tell them about the benefits of membership in WTCA, The stronger our membership base, the more we all can get done on behalf of the industry.

Are all your suppliers exhibiting at BCMC and/or advertising in *SBC Magazine*? As a customer, you're a much more effective salesperson than one of our staff members making a random sales call.

What's Next?

Where specifically should members and staff be focusing our energy right now? A few members shared their strategic perspective.

Chapters and Strength on a Regional Basis. Holland believes that one of WTCA's highest priorities is to focus on helping the chapters do useful things on the local level. "The success of WTCA rests on the success of the chapters and having a person push these chapters the same way that staff pushed our organization in the early years," he says.

Ruede agrees. "Keep pushing to the grassroots level and keep engaging those member and non-member companies about the good things coming out of our association for our industry," he encouraged.

The local level is where it's at for John Herring, President of SelectBuild. "We have to keep the chapters focused," he said. "WTCA must do things that can help the chapters stay in communication and keep that lifeblood going."

Research & Testing. Several members agreed that the launch of the SBC Research Institute was a key place our energy should go. "WTCA's highest priority in the coming

year is the successful launch of the testing facility and generation of meaningful results," said Kendall Hoyd, President of Idaho Truss & Component Co. in Meridian, ID.

This goes hand-in-hand with code knowledge and monitoring. Holland believes that the research and testing initiative is closely tied to building codes. "As painful as dealing with code issues can be, it's a market-growing issue. It's something we have to focus on—we have to have more of the market," he says. Kinser adds, "We must promote a level playing field for stick built houses so that the requirements are the same as they are for trusses."

The Changing Marketplace. Herring sees major changes taking place in the marketplace. "We have to focus on where the industry is going to be in a few years," he stated. "Are we going to be

an industry that is strictly generic or are we going to be an industry that is identifiable through our engineering expertise and coupled with quality and service? From the industry standpoint, will we serve and direct it or be subservient and go with it?" He also sees WTCA needing to involve the big conglomerate companies that are making up a large part of the industry. "We have to keep in touch with our members, and keep our members in touch with us, big and small," he explained.

Hoyd concurred: "WTCA's main weakness is in its future. How will an increasingly consolidated industry interact with the association? Can the current organizational structure be maintained effectively if a high percentage of the production capacity is owned by a few large companies? We need to formulate a game plan for dealing with the changing face of the industry. [It will be essential to] establish contact with large company management to assess needs and concerns so that their involvement can be worked into the mix without disruption."

Guidance from members on these and all the other important strategic issues facing the structural building components business will benefit WTCA the most in the coming year.

The Correct Formula

The members I talk with across the country agree that our industry has both substantial challenges and enormous opportunities. But the appropriate division of responsibilities between members and staff results in a multiplication of benefits to the industry in the near-term and into the future. With a track record of passionate member leaders and a supportive staff, the formula for continued success is within our reach! SBC

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Membership with Benefits

Why does WTCA's membership continue to grow every year?

Because our members have realized the value our association provides.

WTCA is a support system where members can use the products and services provided to:

- 1. Put a fence of protection around their business.
- 2. Provide staff training to help them grow professionally.
- 3. Develop individual company marketing and differentiation strategies.
- 4. Provide marketplace education to maximize knowledge and reduce misunderstandings that can constrain product use.

Members receive discounts on ALL WTCA products and services, including:

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Programs: In-Plant WTCA QC, Operation Safety, In-Plant Basic Training, ORisk: Online Risk and Liability Management

WTCA brings members together to learn and network through:

Meetings: WTCA Open Quarterly Meetings, Annual Workshop & Conference, local Chapter meetings, Building Component Manufacturers Conference (BCMC)

Communication Tools: Weekly Board Report, Chapter Focus, Legislative Action!, WTCA's Quarterly Snapshot, SBC Industry News Top Headlines, SBC Magazine

WTCA offers additional tools and resources FREE for members:

Technical & Codes: WTCA Technical Notes, The Load Guide (TLG), online resources at www.sbcindustry.com and technical calls to staff

Legislative: Annual SBC Legislative Conference, online resources at www.sbcleg.com and assistance with tours for local and state legislators

Business Management: WTCA Management Notes, Insurance Broker Program, Financial Performance and Wage & Benefit Surveys, Lumber Trading Data (LTD), WorkForce Development (WFD)



The value of membership is clear. Join today!

"What
provides me the most
value? That's hard to pick. Many
people have the perception that WTCA
is strictly a technical organization and
it's not. It has evolved so much. It is still
a great technical resource, but there are
marketing tools and even help with production issues – there are just so many
resources available to draw upon."

David Horne,
 Universal Forest Products, Inc.
 Burlington, NC

















For more information or to become a member of WTCA, visit our website at www.sbcindustry.com or contact Anna at astamm@gualtim.com or 608/310-6719.



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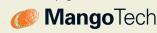
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For more information about WTCA Chapters and how to become more involved, contact Anna L. Stamm (608/310-6719 or astamm@qualtim.com) or Danielle Bothun (608/310-6735 or dbothun@qualtim.com). Contributions to Chapter Corner, including pictures, are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



Chapter Spotlight

A New Tradition— The Joint Chapter Meeting

by Anna L. Stamm

For the third year in a row, the Alabama, Georgia, Kentucky and Tennessee Chapters held a joint winter meeting in Chattanooga, TN. The meeting topic was: "Today's Component Industry and a Look to the Future—The Challenges and Changes of Our Business." With WTCA Executive Director Kirk Grundahl filling the role of guest speaker this year, attendees reviewed the state of the present day component industry and what its future might hold for everyone. With the current slowdown in the industry, initiatives that tomorrow's component manufacturer should consider were proposed and avenues for renewed growth and prosperity were explored. The meeting also provided an opportunity to review how members can build their business and brand with the support services that WTCA provides.

Equally as important as the meeting topic, however, is the forum that the joint chapter meeting provides. Once a year, the members in these four chapters are encouraged to attend a meeting where they can connect with their fellow manufacturers in the region. The additional perspective from members across the area offers valuable insight on issues being faced by all. When so many members may feel consumed with the day-to-day activities of running their businesses, the joint chapter meeting is a welcome chance to connect with people they may not have seen for a year. Discussing current topics and socializing over dinner, the joint chapter meeting is tradition we hope will continue for many years. SBC

Chapter Highlights

Central Florida Component Manufacturers Association

The main topic of discussion at the January meeting was the plant tour being planned by the Central Florida Chapter for the fire service. The proposed schedule would have two tours on two separate days to maximize the number of fire service professionals able to attend. Several counties will be invited, including Lake, Seminole and Orange, so more than 300 participants could attend. The tour has been submitted for continuing education credit, so the chapter hopes that will be an additional incentive to attract prospective attendees. Chapter members discussed the option of creating and distributing a flyer for fire departments that could gauge interest levels in the tour as well as possible dates. Conducting a live fire demonstration may be added to

the program, too. No decision was reached on the handouts that will be provided to the attendees, but those details would be readdressed at the chapter's March meeting.

Additional items discussed at the chapter meeting included the 2006 Florida Building Code adoption process and 2007 code change process, and the 2006 update of Building Component Safety Information (BCSI). Members were reminded of the March meeting date change to coincide with the FBMA/WTCA Legislative Conference and everyone was encouraged to attend.

Mid South Component Manufacturers Association

The Mid South Chapter kicked off the new year with a tour of Clearspan Components in Meridian, MS. Manufacturing roof trusses, floor trusses and wall panels, the plant featured custom wall panel equipment and high volume floor and roof truss operations. Attendees were encouraged to come and see how easy it was to give a plant tour so that they too could offer tours to building and fire officials, architects and engineers, legislators, students and customers.

Following the tour, a chapter meeting was held at the Meridian Grand Opera House. Now part of Mississippi State's Riley Center for Education & Performing Arts, a new conference center rests in the largest opera house ever built in the South. Seating 1000, it was built by a department store in the 1880s to attract business and has just been completely refurbished. At the meeting, Dan Holland of Clearspan and Kirk Grundahl of WTCA gave an update on industry issues and WTCA activities. There was a good discussion on establishing a plant tour process and 2007 planning was begun.

The 2007 Mid South Chapter meeting dates have been set for April 24, July 24 and October 23. Component manufacturers in Mississippi and Louisiana, and suppliers, are welcome to attend.

Minnesota Truss Manufacturers Association

In recent months, building code issues have taken center stage in Minnesota. At the November and February Minnesota Chapter meetings, members discussed the implementation of the new building code scheduled for March 2007. The chapter has been working with WTCA staff to submit code change proposals and respond to public comments being made on the pending residential code. Issues we are working through include truss to wall connections and attic loads. Other residential code issues that may have an impact on component manufacturers have to do with: landings at doors, dwelling unit separations, moisture vapor barriers, foundation and retaining wall requirements, and application of sheathing in braced wall lines per IRC requirements.

The chapter participated in the Annual Institute for Building Officials conference in January, held at the University of Minnesota—St. Paul. WTCA staff member Jim Vogt conducted the educational sessions on

"Introduction to the Wood Truss Industry," and the chapter supplied several pertinent handouts for the attendees.

The Minnesota Chapter has launched a new website: www.mtmawtca.com. To begin, the website highlights the chapter membership list and contact information, pertinent technical information available through WTCA, educational resources and publications. Additional uses for the website, including posting meeting minutes, will be explored. The chapter is also working on a marketing brochure on the benefits to membership for use in chapter recruitment efforts.

North Florida Component Manufacturers Association

The North Florida Chapter held a special Wednesday meeting in January in order to coordinate with the Central and South Florida Chapter meetings that week. Promising a presentation on the Florida Building Code (FBC) 2006 Supplement, the guest speaker for the evening was Mike Kozlowski of Apex Technology. Although this marked a glitch cycle supplement, the changes comprised nearly 300 pages and should be considered more like a full code revision for the 2004 FBC—Building and FBC—Mechanical. With the updated code, there were additional considerations from the point of view of the engineer of record and attendees were encouraged to bring their questions. In particular, Mike focused on the new wind exposure guidelines. The wind exposure must be specified before the trusses are designed, and wind exposures are based on the location and surrounding conditions. Addressed during the meeting were wind exposure category definitions, surface roughness and transition zones. Where the responsibility lies for making determinations was posed, and it was emphasized that it rests with the building designer. How that affects the job flow process in Jacksonville was considered, too. Also noted were the change requiring ring shank nails for roof decks and the replacement of SSTD10 with IBHS Guidelines for Hurricane Resistant Residential Construction. The chapter extended its thanks to Mike for a very informative presentation

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South Florida WTCA

The January meeting of the South Florida Chapter promised project planning for 2007. Members were asked to consider offering more plant tours and educational programs to build relationships with building and fire officials, architects and engineers, legislators, students and customers. Since several members already provide tours individually, they were encouraged to formulate a chapter action plan for maximum benefit.

Reported at the meeting was the posting of the Declaratory Statement on the 10 PSF BCLL concurrency/non concurrency issue by the Florida Department of Community Affairs (DCA). This was a terrific example of another productive chapter and staff team effort. In August, the Florida DCA heard our petition on whether the code requires a minimum uni-

formly distributed attic non-storage live load to be applied non-currently with roof live load or wind load. Because the 2004 FBC is silent as far as the application of this loading condition (concurrent vs. non-concurrent), DCA referenced ANSI/TPI 1-2002. ANSI/TPI 1-2002 clearly states that the 10 PSF uniformly distributed attic non-storage load is applied non-concurrently with other loads. The official Declaratory Statement (DCA06-DEC-160.pdf) is posted at www.floridabuilding.org.

Risk management was promoted at the chapter meeting and attendees were encouraged to take advantage of the new ORisk program from WTCA. Emphasizing the importance of a good risk management program, one member likened it to riding a motorcycle without a helmet—you never need it until you fall off.

Continued on page 102

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Chapter Corner

Continued from page 101

Under new business, a program from the government to help employers deal with illegal immigration issues was mentioned. This pilot program offers an easier way to make sure records are up to date and legitimate. More information on this program will be distributed when available.

Southwest Florida Truss Manufacturers Association

On February 8, the Southwest Florida Chapter sponsored a presentation for the Charlotte County Building Construction Services Department in Port Charlotte. Approximately 40 local building officials turned out for the presentation on "How to Read Truss Documentation." In addition to delivering that presentation, staff member Ryan Dexter discussed bracing guidelines with the group and used the temporary bracing model that the chapter purchased recently. Chapter members were encouraged to attend as well to continue building personal relationships with the group.

At the February chapter meeting, members heard updates on the additional outreach efforts extended to groups in Manatee and Sarasota County. Attendees were also able to review the latest information from WTCA, including the changes and improvements to BCSI, upcoming meetings and events, and the new SCORE program, Structural Component Operations Reaching for Excellence. Under the current marketplace issues, partially enclosed structures and building code defined exposure categories were discussed.

The 2007 meeting dates for the Southwest Florida Chapter have been set for April 11, June 13, August 8, October 10 and December 12. All meetings will be held at 1 pm at Sam Seltzer's Steak House in Fort Myers unless otherwise noted.

West Florida Truss Association

The West Florida Chapter held its first meeting of the year on February 8 in Tampa. This was also the first meeting run by newly appointed President John Goley of West Coast Truss, Inc. "Give Kids The World" was on the agenda (see article on page 44), and an update was provided on the chapter's work with this charity. Another central item on the evening's meeting agenda was the 2006 update of BCSI. Ryan Dexter of WTCA staff reported on the overall improvements to the document as well as the specific additions to B1-Guide for Handling, Installing, Restraining, & Bracing of Trusses, B2-Truss Installation & Temporary Restraint/Bracing, B3-Web Member Permanent Bracing/Web Reinforcement, and B8-Toe-Nailing for Uplift.

The next meeting that members were encouraged to attend was the Joint FBMA/WTCA Legislative Conference in March. The dates of this year's chapter meetings were noted as well. The meeting on April 12 will focus on legislative and political issues and welcome as guest speaker Kari Hebrank; connector member companies are invited to display new products and literature at the meeting. The June 14 meeting will focus on insurance issues with guest speaker Earl Horton, and EWP member companies will be invited to display new products and literature. On August 9, the topic is TBD and the speaker will be Ryan Dexter, the products on display will be from plate and machinery members. The date for the annual building officials seminar and truss testing demonstration at Robbins Engineering in November is not yet set.

Wisconsin Truss Manufacturers Association

At their fall meeting, Wisconsin Chapter members discussed possible ways to contribute to the SBC Research Institute, the new testing facility under construction at WTCA headquarters in Madison, WI. The members are keenly interested in the new facility and plan to hold their May chapter meeting at the building. Several Wisconsin companies have contributed to the construction of the SBCRI, along with the other generous members that have supplied materials.

Like the Minnesota Chapter, the Wisconsin Chapter has been addressing several code issues. Updates to the Commercial Building Code (CBC) became effective on January 1, 2007. One of the most significant discussions is in regard to changes proposed for sprinkler requirements in multi-family dwellings. Updates to the Uniform Dwelling Code (UDC) are expected to become effective January 1, 2008. One of the most significant UDC topics under discussion is wall bracing requirements, especially as they impact short walls beside garage door openings.

Recent chapter meeting topics have included presentations on tall walls and online resources from WTCA and Carbeck. As mentioned above, the next chapter meeting on May 10 will be held in Madison. The annual golf and fishing outing in Sheboygan will be held on August 9.

Continued on page 111



April

- 16-18: SBC Annual Legislative Conference and WTCA Open Quarterly Meeting, Washington Court Hotel, Washington, DC. All members are welcome to attend! For details, contact Sean (608/310-6728 or sshields@ qualtim.com) or Stephanie (608/310-6721 or swatrud@qualtim.com).
- 19: Truss Manufacturers Association of Texas (TMAT) Chapter Meeting. For details, 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.
- 24: Rio Grande Component Manufacturers Association (RGCMA) Chapter Meeting. For more information on this chapter under development, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 24: Tennessee Truss Manufacturers Association (TTMA) Chapter Meeting. For more information, contact Chapter President Ted Kolanko at 615/287-0184 or kolankot@84lumber.com.
- 25: Georgia Component Manufacturers Association (GCMA) Chapter Meeting. For more information, contact Chapter President Jim Finkenhoefer at 770/787-8715 or jf8515@trusssystemsinc.com.
- 25: WTCA-Arizona Chapter Meeting. For more information, contact Chapter President Chad Lilleberg at 623/931-3661 or clilleberg@schuckaz.com.
- 25: WTCA-Northeast Chapter Meeting, Worcester Hotel & Conference Center, Worcester, MA. For more information, contact Anna at WTCA, 608/310-6719 or astamm@gualtim.com.
- 26: North Florida Component Manufacturers Association (NFCMA) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 26: Southern Nevada Component Manufacturers Association (SNCMA) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@gualtim.com.

- 26: WTCA-Indiana Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.
- 26: WTCA-New York Chapter Meeting, NRLA Educational Center, Rensselaer, NY. For more information, contact Anna at WTCA, 608/310-6719 or astamm@qualtim.com.

May

- 2: North Carolina/South Carolina Joint Chapter Meeting. Date Changed from March 14. For more information, contact Anna at WTCA, 608/310-6719 or astamm@gualtim.com.
- 8: California Engineered Structural Components Association, Southern Region (CalESCA-South) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@gualtim.com.
- 9: California Engineered Structural Components Association, Northern Region (CalESCA-North) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- 10: Mid Atlantic Wood Truss Council (MAWTC) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or astamm@
- 10: Wisconsin Truss Manufacturers Association (WTMA) Chapter Meeting. For more information, contact Chapter President Gene Geurts at 920/336-9400 or ggeurts@richcostr.com.
- 15: Central Florida Component Manufacturers Association (CFCMA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@qualtim.com.
- 17: Minnesota Truss Manufacturers Association (MTMA) Chapter Meeting. For more information, contact Chapter President Tom Nomeland, 507/872-5195 or tnomeland@ufpi.com.
- 17: South Florida WTCA (SFWTCA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or dbothun@gualtim.



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Housing Starts

Starts
Permits

Starts

Permits

Starts Permits

February housing starts snapped back 9%, to 1.525 million (SAAR) while single-family starts were up 10.3% to 1.22 million (SAAR) and the more volatile multifamily sector was up 4.1%. However, permits, a good indicator of what may happen in the next two to three months, were down 2.5%.

U.S. Housing Starts Millions - Seasonally Adjusted Annual Rate (SAAR)								
U.S. Totals	Feb	Jan (rev.)	% Change					
Starts	1.525	1.399	9.0%					
Permits	1.532	1.571	-2.5%					
Single Family								
Starts	1.220	1.106	10.3%					
Permits	1.089	1.124	-3.1%					
Multi Family								
Starts	0.305	0.293	4.1%					
Permits	0.443	0.447	-0.9%					
Starts and Permits By Region:								
■ Starts	0.135	0.192	-29.7%					
Permits	0.142	0.192	-26.0%					

0.161

0.209

0.827

0.767

0.402

0.414

0.188

0.255

0.701

0.745

0.318

0.379

-14.4%

-18.0%

18.0%

3.0%

9.2%

26.4%

Analysis & Outlook: The drop in permits was the 12th time in the past 13 months that permits have fallen—an indication that builders continue to pare down inventories. New homes for sale in December totaled 539,000, a 5.7 month supply, while there were 3.45 million existing homes for sale (single-family plus condos), a 6.5 month supply. Builders will have to keep cutting back on starts (and accept lower prices) to bring inventories in line while many homeowners will have to accept lower prices if they expect to sell their existing homes. This natural process will continue until inventories are in balance with demand. On the demand side of the equation, we are seeing both good news and bad news. The good news is that mortgage rates are still attractive by historical standards—the 30 year fixed rate at time of writing is 6.14% while the 1 year ARM is 5.42%. The job market, with the exception of the auto-related industry and construction, is doing quite well and driving real gains in after tax incomes. Strength in the service sector, which represents 84% of the private sector employment in the U.S. today, is more than compensating for weakness in the manufacturing sector. The bad news is the growing problem in the subprime mortgage arena. But even this is not all that bad-according to statistics from the Fed, subprime mortgages account for about 13-14% of all mortgages, and less than 15% of these mortgages have been in default more than 60 days. If you do the math, this comes to about 2% of all mortgages. In addition, there are some conventional mortgages in default, but not an abnormal percentage. While this is a problem for the owners of these mortgages, the overall economy should be able to withstand the problem with subprime mortgages. In summary, the inventory correction will be delayed a bit by the subprime problems, but the adjustment process will continue without dragging the rest of the economy into a recession. The Fed is meeting the week of March 19, and most analysts feel that they will likely keep rates where they are for the rest of the year. In my opinion, this is good news in that they feel inflation (usually caused by a strong economy) is still a concern. In addition, interest rates are going up in China, Europe, South America, and probably Canada, so any lowering of rates here could weaken the U.S. dollar, and this would be inflationary given our appetite for imports. 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

Affordable Design Meets High-Tech Housing Technology

Fernando Pagés Ruiz, author of Building an Affordable House (The Taunton Press, 2005), broke ground on the first PATH Concept Home in December 2006, a project sponsored by the Partnership for Advancing Technology in Housing, a public-private program of the U.S. Department of Housing and Urban Development and the housing industry.

"I build homes for real people," Ruiz says. "These families deserve the best quality, with long-term durability, low maintenance, and manageable utility bills. PATH's Concept Home is designed to achieve these goals. It's packed with leading-edge technology aimed at improving construction efficiency and building performance."

Innovative features include preassembled insulating concrete forms for foundation walls, panelized floor framing, soy-based spray-foam insulation, wireless electrical switches, and movable interior walls. Designed by Torti Gallas and Partners, the 2000-sq.ft. home will meet Energy Star Environments for Living, LEED for Homes, and Fair Housing Act accessibility criteria. The house is in Omaha, NE on a corner lot donated by the city. [Source: Fine Homebuilding, March 2007, p.20]

Construction Payrolls Fall

The 2006 housing slump is starting to affect construction employment. Business Week reported that construction payrolls fell by 26.000 jobs in October, the biggest monthly drop since February 2003. But even with the October drop, construction payrolls are still up 144,000 jobs from a year ago, thanks to a strong commercial sector and the fact that the job decline in homebuilding has been small thus far. [Source: Frame Building News, January 2007, p.8]

Construction & Demolition Debris Recycling Database

A new Construction Waste Management Database service has been added to the National Institute of Building Sciences' web-based Whole Building Design Guide, located at www. wbdg.org.

The Construction Waste Management Database is the first online, nationwide list for builders, contractors and building owners who wish to quickly and easily search for nearby recyclers whose services match their needs. [Source: Building Safety Journal, December 2006, p.59]

Builder Confidence Slips In March

Builder confidence in the market for new single-family homes receded in March, largely on concerns about deepening problems in the subprime mortgage arena, according to the National Association of Home Builders/Wells Fargo Housing Market Index (HMI), released on March 19. After rising fairly steadily since its recent low last September, the HMI declined three points from a downwardly revised 39 reading in February to 36 in March.

"Builders are uncertain about the consequences of tightening mortgage lending standards for

Housing Market Index 2006-07 (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.

Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan07	Feb	Mar
51	46	42	39	33	30	31	33	33	35	39(r)	36

Source: National Association of Home Builders

their home sales down the line, and some are already seeing effects of the subprime shakeout on current sales activity," said NAHB Chief Economist David Seiders. "The fundamentals of today's housing market still are relatively strong, including a favorable interest-rate structure, solid growth in employment and household income, lower energy prices and improving affordability in much of the single-family market—due in part to price cuts and non-price sales incentives offered by builders. NAHB continues to forecast modest improvements in home sales during the balance of 2007, although the problems in the mortgage market increase the degree of uncertainty surrounding our baseline (i.e., most probable) forecast."

Derived from a monthly survey that NAHB has been conducting for 20 years, the NAHB/Wells Fargo HMI gauges builder perceptions of current single-family home sales and sales expectations for the next six months as either "good," "fair" or "poor." The survey also asks builders to rate traffic of prospective buyers as either "high to very high," "average" or "low to very low." Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view sales conditions as good than poor.

All three component indexes registered declines in March after having risen in the previous month. The index gauging current single-family home sales and the index gauging sales expectations for the next six months each declined three points, to 37 and 50, respectively. Meanwhile, the index gauging traffic of prospective buyers declined a single point, to 28. [Source: www.nahb.org, 3/19/07]

Remodeling Market Remains Steady In Slower Housing Market

Remodeling activity remained steady in the fourth quarter of 2006, according to the National Association of Home Builders' (NAHB) Remodeling Market Index (RMI). The current market conditions index edged up slightly from 47.8 to 48.2 on a seasonally adjusted basis and future expectations moved up to 46.0 from 45.4. The RMI measures remodeler perceptions of market demand for current and future residential remodeling projects.

"Remodeling retained strength across most of the country compared to late last year." said NAHB Remodelers Chairman Mike Nagel, CGR, CAPS, a remodeler from Chicago, III. "Certainly regional economies and housing markets play an important role, but overall we see maintenance of high levels of remodeling activity and solid future prospects."

The RMI component for the rental market indicated a strong increase in activity for that sector in the forth quarter of 2006. The current conditions index for renter-occupied markets increased from 38.8 to 44.1, while current conditions in owner-occupied units decreased from 51.4 to 49.7. The future expectations for the renter-occupied units also grew from 37.1 to 42.4, and owner-occupied units edged up from 45.0 to 45.6.

"Though the substantial reductions in home sales and new housing production have impacted the remodeling market to some degree, we feel that remodeling of both owner-occupied and rental housing will remain strong compared to other areas of the industry," said NAHB Chief Economist Dave Seiders. "With record levels of homeowner equity and the constant need to upgrade the older housing stock, the remodeling outlook appears quite good for years to come." [Source: www.nahb.org, 3/5/07]

Condo Builders' Confidence On The Rise:

Condo builders reported somewhat better market conditions in the fourth quarter of 2006 than in the previous guarter, according to the latest results of the National Association of Home Builders' (NAHB) Multifamily Condo Market Index (MCMI). The current-conditions index remained substantially lower than it was at the same time last year, but builders and developers are more optimistic about what they think the condo market will be doing six months out. Traffic of prospective buyers also rose slightly from the previous quarter.

"The condo market is coming back toward balance following the previous four quarters when the pendulum swung from red-hot to seriously cold," said NAHB Chief Economist David Seiders. "What we are looking for-and likely to find in 2007-is a healthy and sustainable level of condo production that will fall short of the unsustainable levels registered during the earlier boom period, but that will meet current market demands." [Source: www.nahb.org, 3/2/07] SBC

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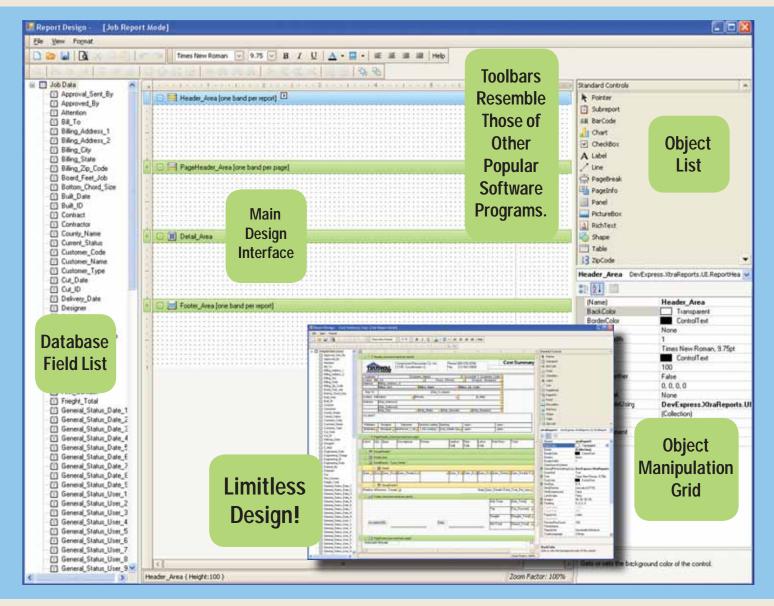
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Innovative Enhancements: Intelligent Solutions





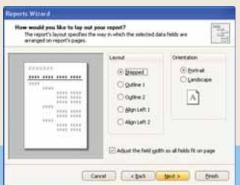
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Consumer Price Index

[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.
Nov
Dec Jan
Tate 3-mo. ended Jan 07

All Items

0 .4(r) .2 2.7

All Items Less
Food & Engery
.1(r) .1(r) .3 2.0

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	Annual06	Jan07	Feb	Truss Mfg.	Annual06	Jan07	Feb
Eng. Wood Mem.	118.0(P)	113.6(P)	112.1(P)	Truss Mfg.	119.0(P)	113.1(P)	112.9(P)
LVL	126.4(P)	116.3(P)	116.3(P)	Wood Trusses	116.5(P)	110.0(P)	109.6(P)
Other	119.6(P)	116.5(P)	114.4(P)	Primary Products	116.5(P)	110.0(P)	109.6(P)
		(P) =	preliminary	Secondary Products	104.1(P)	98.1(P)	100.6(P)

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%).

June	July	Aug	Sept	Oct	Nov	Dec	Jan07	Feb	% +/-
105.4	106.5	100.2	105.9	105.1	102.9	110.0	110.2(r)	112.5	2.0%

Source: www.consumerresearchcenter.org

FEBRUARY 2007 ISM BUSINESS SURVEY AT A GLANCE

	Series Index	Direction Feb vs Jan	Rate of Change Feb vs Jan
ISM Manufacturing Index (formerly PMI)	52.3	Growing	From Contracting
New Orders	54.9	Growing	Faster
Production	54.1	Growing	From Contracting
Employment	51.1	Growing	From Contracting
Supplier Deliveries	50.8	Slowing	Slower
Inventories	44.6	Contracting	Slower
Customers' Inventories	53.0	Too High	Faster
Prices	59.0	Increasing	Faster
Backlog of Orders	51.5	Growing	From Contracting
Exports	54.0	Growing	Faster
Imports	61.5	Growing	Faster

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

Unemployment Rate

Nov	4.5%
Dec	4.5%
Jan07	4.6%
Feb	4.5%

Source: Bureau of Labor Statistics

Producer Price Index General

% changes in selected stage-of-processing price indexes

Month	Total	Ex. Food & Energy
WOHLI	iotai	& Lileigy
Nov	1.5(r)	0.8(r)
Dec	0.9	0.2
Jan07	-0.6	0.2
Feb	1.3	0.4

Source: Bureau of Labor Statist

U.S. Prime Rate

Month	2007	2006	2005
Nov 1	-	8.25%	7.00%
Dec 1	-	8.25%	7.00%
Jan 1	8.25%	7.25%	5.25%
Feb 1	8.25%	7.50%	5.25%
Mar 1	8.25%	7.50%	5.50%

Source: Federal Reserve Boar



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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)

	Nov	Dec	Jan07	Feb
Industrial Production Total Index (% change)	-0.4(r)	0.8(r)	-0.3	1.0
Capacity Utilization Total Industry (%)	81.3 (r)	81.7 (r)	81.4	82.0

Source: Federal Reserve Board

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Announcements

HAYWARD CORP. WELCOMES STOCKMAN AS COO

Excited to align with an innovative, family-run company and help set its agenda for industry leadership and growth, Jim Stockman has joined Monterey-based Hayward Corporation (www.haywardlumber.com) as Chief Operations Officer.

"This is an opportunity to return to my roots in the lumber and building supply industry with a company that has a clear vision for a sustainable future," says Stockman. "I look forward to being a key member of the management team to set that course and guide it."

Stockman has worked in the supply chain industry for more than 26 years, including highly successful management experiences in Los Angeles and Bakersfield. Most recently, he served as the district manager of California operations for Raleigh, N.C.-based Stock Building Supply, where he cultivated an aggressive team that delivered tremendous growth.

"We are extremely fortunate to have Jim on our team as we continue to grow our business," says Bill Hayward, the company's fourth-generation president, CEO, and Chief Sustainability Officer. "He sought out a culture of innovation, market savvy, and strong, customer-focused values where he knew he'd flourish. We're proud to have provided that opportunity." [Source: Press Release, 2/2/07]

EXECUTIVE APPOINTMENTS AT 84 LUMBER

84 Lumber has appointed Brian Sento as vp-national sales and Mike McCrobie as vp-installed sales. The moves mark the second set of executive changes made since former COO Bill Myrick resigned on February 23.

Sento most recently served in positions at Wassau Homes and Builders FirstSource. Previously, Sento spent nearly a decade with 84 Lumber and was first hired in 1989 as a manager trainee. During his tenure, Sento rose from assistant store manager to northeast regional vp in 1997.

McCrobie began his career with 84 in 1998 as a part-time yard associate. After becoming a manager trainee in 1999, he became an area

manager in 2002

"I'm thrilled that Brian has come back to 84 and that Mike has been recognized for the outstanding performance he has exhibited in every position," said 84 Lumber president and owner Maggie Hardy Magerko. "In Brian and Mike, we have two highly experienced and dedicated people overseeing two critical functions of our three-year growth plan."

That growth plan calls for the dealer to reach sales of \$10 billion by 2010. But for 2006, under the pressure of a weak housing market, the company hit sales of just \$3.92 billion and broke even with sales for 2005.

Following Myrick's resignation, the company did away with the chief operating officer position and named Mark Garboski as executive vp, overseeing corporate functions including purchasing, human resources, merchandising, pricing, marketing and communications. He has also been appointed to the company's board of directors.

On February 26 the company said executive vp-store operations Frank Cicero will assume responsibility for the company's national sales department. McCrobie will report to Cicero. [Source: www.homechan.nelnews.com, 3/2/07]

TRIM FIT, LLC NAMES FLOHR VP OF SALES & MARKETING

Trim Fit, LLC, manufacturer of the I-Block, named Wayne Flohr to the newly created position of Vice President of Sales and Marketing, according to Joe Voss, CEO of Trim Fit.

"Trim Fit's recent growth required us to create a national sales position. No one came more qualified to fill that spot than Wayne," says Voss. "His experience in the truss industry and his sales experience made the decision to bring him onboard very easy. We anticipate that his knowledge and background will help us develop relationships and expand our customer base. We are excited about the future of Trim Fit and anticipate Wayne will fill our customer's needs and achieve our growth goals."

Flohr joined Trim Fit in December 2006. With over 25 years in the construction Industry, Wayne brings with him many years of sales management and marketing experience along with a strong background

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Industry News

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in product development and product management. [Source: Press Release, 3/6/07]

Trends

HOUSING EXPECTED TO IMPROVE AS THE YEAR PROGRESSES

It is only a matter of time before housing begins to recover from its first major downturn in about 15 years, said industry economists speaking at the International Builders' Show in Orlando, FL, and fundamental improvements in the market-place could already be taking hold by this year's second quarter.

"We knew we were in a correction process a year ago, and it was an inevitable occurrence following the unsustainable boom years of 2004 and 2005 when stimulative financing conditions and speculation from escalating home prices resulted in a 'grossly overheating market,'" said David Seiders, chief economist for the National Association of Home Builders (NAHB). "Indeed, the downward movements in sales and starts were even deeper in 2006 than expected."

Even though Seiders said that he expects starts to begin a "gradual recovery" following further erosion during this year's first quarter, total housing production for 2007 is projected to slip a further 14.2 percent to 1.560 million, and single-family starts for the year are expected to decline 15 percent to 1.256 million. New single-family home sales were down 16.4 percent in 2006 but apparently stabilized by the end of the year. Sales are projected by NAHB to decline only 1.3 percent in 2007 as activity rises gradually during the year.

Supporting an upward turn in new home sales, Seiders said, is today's "Goldilocks economy," which appears poised to sustain healthy levels of growth in Gross Domestic Product, jobs and income while core inflation recedes from levels that have been worrisome for the Federal Reserve Board. "The interest rate structure should be supportive of housing throughout this year," he said.

While housing should be moving up before long, Seiders cautioned that it will be a couple of years before the industry reaches the 2 million annual construction pace (including 150,000 manufactured homes) that is sustainable over the long haul, the result of serious overbuilding during 2004 to 2005. [Source: www.nahb.org, 2/14/07] SBC

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Chapter Corner

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WTCA - New York

The New York Chapter's January meeting featured a recap of the plant tours and fire demonstrations conducted in October for the New York State Building Officials Conference (NYSBOC). Nearly 300 building officials in the Capital District area turned out for the truss plant tours at Saratoga Lumber Traders and the live fire demonstrations. The goal of this demonstration was to demonstrate the growth of fire and its effects on two typical unprotected elements in a sheathed assembly, and two structures were constructed with an 8' x 15' floor assembly on top with equivalent loads. The video footage from the live test was captured for a Carbeck educational program, so the New York Chapter meeting attendees were among the first to see sections of the new program as they discussed the October event. The presentation including this material is now available on the Carbeck website at www.fire.carbeck.org.

WTCA Ohio Chapter Association

The Ohio Chapter held its first event of the year on February 6 in Chillicothe. In the morning, an educational seminar was delivered for Ross County Building Officials. The four-hour seminar, "Introduction to the Structural Building Components Industry: A Metal Plate Connected Wood Truss Inspection Checklist," was taught by WTCA staff member Jim Vogt. Many good questions were asked and the presentation was very well received. The chapter was quickly invited back for another seminar.

Immediately following the educational seminar, an Ohio Chapter meeting was held at the nearby Bob Evans Restaurant. Several items were on the agenda including a recap of the morning's seminar and planning for future presentations. Chapter members discussed conducting additional truss plant tours, both in conjunction with their chapter meetings and to educate building and fire officials. The prospects for a spring golf tournament and other activities were reviewed, too. SBC

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

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This recently completed retail building in Las Vegas, NV features bow-string trusses. Justin Henricksen, a truss technician in the Las Vegas area, designed the trusses for the domed structure. Henricksen says he has been seeing quite a few requests for the bow-string trusses, although this one was their biggest so far at 58'. He commented, "Everybody wants to do these round towers, it seems to be the norm right now."

One thing that stood out about this project was that the roof is copper. Justin explained that most of the time copper sheeting will have ridges and ripples when applied, but the architect for this project wanted it to be smooth, which meant that the sheathing had to be perfect. "The roof had to be really smooth, so we sheathed it twice, once in different directions each way, so that it could be as smooth as possible for the copper sheeting to be applied." SBC





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