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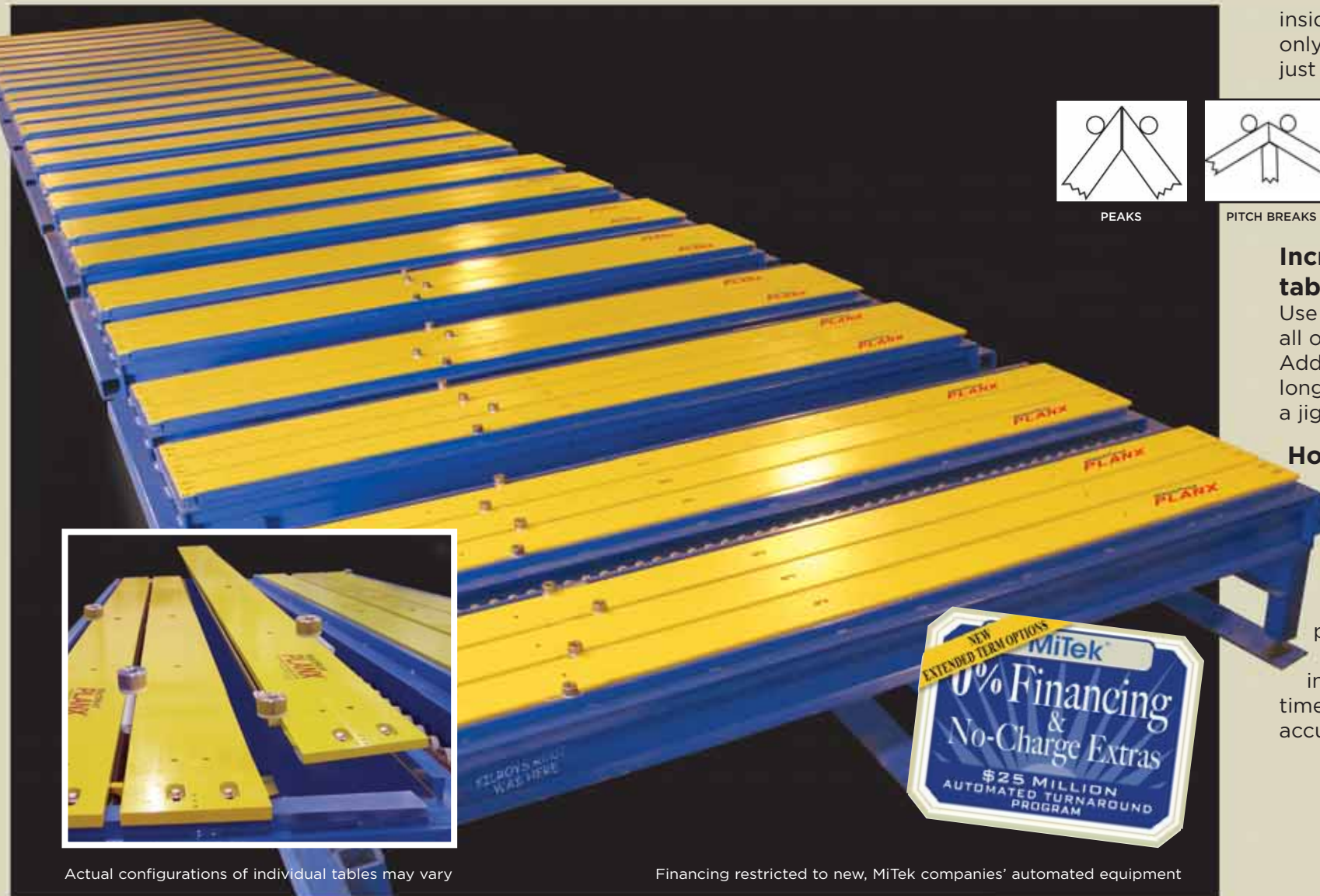


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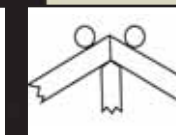
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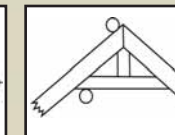
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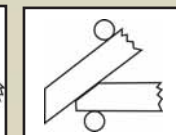
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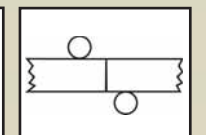
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# Editor's Message

## Ideas for Safe Material Handling

by Barry Dixon

In this issue, we're focusing on material handling and equipment, which gives us the opportunity to reemphasize the safety of our shop workers. Addressing safety in a truss plant can be very overwhelming. Here are four areas where each of us can take steps to help prevent accidents in our industry: machinery maintenance/examination, emergency procedures, Voluntary Protection Programs (VPP) and safety drills.

### Machinery Maintenance/Examination

Many of us have machinery in our plants that is more than 20 years old. At the time of original purchase, this equipment had state-of-the-art safety guards, but a lot can change over the years. If you compare today's modern saws against your old saws, you will notice numerous subtle safety improvements, such as safety bars to prevent any moving parts from catching on hands or clothing. Take the time to evaluate both your old and new machinery to ensure that all of your equipment has the most current safety features or retrofits. Areas to examine with your safety team include the infeed/outfeed conveyors on your saws, the location of safety cords, and the accessibility of the emergency shut-off switch. On the presses—both the gantry or the finish press—check the operation of safety bars, and the effectiveness of the brakes on the roller, which is critical in avoiding an accident. Advancements in the latest models allow for machinery to stop on a dime and even reverse if necessary, unlike older machines that took much longer to come to a sudden stop. In all areas of your shop, the only fail-proof safety device is the power termination to the equipment. When examining your safety procedures, make sure these power switches are visibly marked and readily accessible.

### Emergency Procedures

Along with evaluating and updating your machinery where necessary, it's important to revisit your company's emergency procedures. A thorough and ongoing safety protocol begins with developing a safety team and using a well-defined safety program like WTCA's Operation Safety and Forklift Certification Program. Developed specifically for manufacturers in our industry, these programs will help you draft and implement all of the necessary procedures to ensure a safer working environment.

One area that we have found to be critical for our safety program at True House is the creation of a safety committee. Comprised 100 percent of plant employees from various areas of our manufacturing facility, these committee members are the most knowledgeable of our machinery and, in our minds, the ones who should decide if we are doing everything possible to create a safe working environment. The committee meets regularly to discuss any and all safety issues, from a pothole out in the yard to the location of emergency shut-off switches on machinery. The committee makes recommendations and raises safety issues to the company, and then management works with this team to implement safety procedures and upgrades.

From these safety committee meetings, it became evident that repetitive reminders are critical when driving home safety and emergency procedures. These daily reminders call attention to reviewing the operation of safety stops, along with visibly marking locations for power disconnects, and other visible safety warnings. I liken this to a parent teaching their child to cross the street. Over and over as kids,

Continued on page 8

Employ these tips to achieve safety in material handling!

### at a glance

- Remember safety when you consider material handling in your operation.
- Creating a safety committee is a great way to inspire a culture of safety and discuss areas of the plant to examine.

# FORGING AHEAD TOGETHER

## Editor's Message

Continued from page 7

we heard the echo of, "Look both ways before you cross." It's now so deeply ingrained in us that many of us still do!

Another safety improvement that has come out of our company's committee is the development of our team concept. We are all safer when we look out for each other. For example, the sawyer/catcher or stacker/press operator work together as a team to maintain the highest safety standards, not to mention look out for each other. We believe our safety-in-numbers theory strengthens our chances of avoiding serious injury.

### Voluntary Protection Programs (VPP)

Another opportunity to take your safety precautions to a higher level is to work with an agency to evaluate and continuously improve safety at your plant. At True House, we've worked with the University of South Florida to bring OSHA into our plant through its Voluntary Protection Program (VPP). This program is designed so that "qualified volunteers" work with component manufacturers to help you meet and exceed the OSHA safety requirements. Now some of you may be wondering, "Who invites OSHA to their plant?" I have to admit, we were skeptical at first, but it's been a very positive experience that's made huge inroads in building a relationship with the agency. Instead of the adversarial relationship some may think of where OSHA comes to a plant to find problems and hand out fines, we work together with the agency to make our plant safer and avoid injuries. Plus, studies have shown that companies that take part in programs like this one have an average 50 percent lower DART case rate.<sup>1</sup> For more information, contact OSHA's Office of Partnerships and Recognition at 202/693-2213 or visit [www.osha.gov/dcsp/vpp/index.html](http://www.osha.gov/dcsp/vpp/index.html). For more about manufacturers working with OSHA in other kinds of programs, see "OSHA: A Welcome Visitor" from the March 2007 issue.

### Safety Drills

The last piece of advice I want to leave you with is to practice what you preach! Conduct emergency safety drills to see just how prepared your team is. Afterwards, evaluate what went right and what still needs to be addressed. Stage impromptu accidents on various pieces of equipment and see how everyone reacts. Just like that reminder to look both ways before crossing the street, mock accidents and safety drills are key to driving home your safety procedures so that they become second nature for everyone.

I hope that you glean at least one good idea from this article; one that could help to create a safer facility for all. **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](mailto:editor@sbcmag.info).*

<sup>1</sup> [www.osha.gov/dcsp/vpp/all\\_about\\_vpp.html](http://www.osha.gov/dcsp/vpp/all_about_vpp.html)

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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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# Publisher's Message

Good to Hear from You!

by Libby Maurer

"No man ever listened himself out of a job."

—Calvin Coolidge

I'll begin by stating the obvious: We appreciate hearing from you. When you pass along your feedback, we typically work it into a future article in one way or another. As a matter of fact, this particular issue is stacked with articles that essentially came from our readers! Thank you for contributing your thoughts and ideas to *SBC's* annual Material Handling & Equipment/Supplier Listing issue.

Although it wasn't intentional, this issue took a safety focus right before our eyes. As you read on page 7, WTCA President Barry Dixon has become a stickler for in-plant safety. Past president Scott "10-4" Arquilla alerted us to an OSHA citation in his plant involving a missing machine guard back in March. He reported back with the final resolution; check out page 72 for his story and a discussion about what to consider about guards. We hope you find these themes as important as our contributors do.

Wood truss manufacturing operations have been—and often still are—put in the same category as woodworking and furniture factories in terms of their sawdust emissions. We all know it isn't fair or accurate, but not until now has there been a rational argument to defeat this classification. "Dust in the Wind" on page 62 offers a solution in the way of a formula meant to contend with EPA emissions requirements for particulate matter.

Two new columns grace the pages of *SBC* this month. If you don't already follow a preventative maintenance program, "How to...Schedule Breakdowns" will start you off on the right foot. In **Environmental Components**, we will cover popular sustainability activities in the industry. We kick it off by examining how wood energy can not only be used to save on fossil fuel costs, but it can also present an additional revenue stream.

If plant operations aren't your bag, check out "Structural Building Codes Matter" and "Sealing Truss Placement Diagrams." The recent ICC Final Action Hearings allow us to reflect on two solid years of code work on behalf of component manufacturers. Turn to page 66 for a listing of the code changes you should be aware of this time around. And, after reading an article about California P.E. Bryan Hill's crusade against a requirement to seal placement diagrams, one reader responded with some criticism. Ryan Dexter clarifies the industry's position on page 50.

Southern Components recently went the extra mile to solidify its relationship with a new customer: the company supplied cold-formed steel components for an *Extreme Makeover: Home Edition* project. Earlier this year, the Shreveport, LA-based manufacturer was asked by a customer it hopes to do a lot of work with in the future to participate in the project. Turn to page 76 to find out whether it was all worth it in the end.

Finally, check out the annual supplier listing on page 84. The listing alone makes this an issue to keep on your desk, the shelf, or—we know you do it—in the bathroom.

Speaking of hearing from you, we have one final request. If you haven't already returned the postcard attached to the March or June/July issues, please contact us. We're working on updating our mailing list, and we need your help to clean it up! *SBC*

## at a glance

- The focus of this issue is Material Handling and Equipment.
- The annual Supplier Listing begins on page 84.
- Consider in-plant safety with articles on pages 7 and 72.

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by Ryan J. Dexter, PE.

Understand who is responsible for Repair Details when dealing with a damaged or altered truss.

**M**any of the questions we receive at WTCA are focused around typical scope of work issues. Often these questions are from building departments asking about standard design responsibilities. That is one of the many reasons why the metal plate connected wood truss industry's design standard, *ANSI/TPI 1*, contains an entire chapter devoted to this issue—Chapter 2. The following question involves verification that Repair Details were followed to repair damaged trusses.

### Question

*I am a building inspector who often encounters trusses that have been repaired due to damage, jobsite modifications or installation errors. How are the Repair Details determined and who is responsible for making sure the repairs are done correctly?*

### Answer

Sophisticated software is used to design metal plate connected wood trusses to withstand loads specified by the Building Designer congruent with the governing building code and transfer these loads throughout the truss members into the bearings, which eventually take that load into the foundation. Truss Design Drawings are included with the truss packages and indicate the maximum forces passed through the different members of the truss for the load conditions considered in the design of the truss. When a truss member is damaged, the anticipated flow of loads through the truss is disrupted, and that load must be resisted by another member(s). Thus, adjacent truss members can quickly become overloaded if a truss is damaged or altered. If a truss is damaged or altered it must be either replaced or repaired. In most cases, the truss can easily be repaired in service.

There are no standard Repair Details available to cover every situation because the extent and location of damage, the magnitude and direction of forces, and the truss configurations are different for every case. However, there are typical ways in which a repair is specified. Truss designers most often specify plywood or OSB gussets over damaged plates or joints, metal nail-on plates, lumber scabs or repair frames over broken chords or webs, or truss plates applied by a portable press. The size of the repair, and the location and number of fasteners is what is engineered based upon the given loads and forces. The *National Design Specification® for Wood Construction (NDS®)*, published by the American Wood Council of the American Forest and Paper Association (AF&PA), is the primary resource for fastener design values in wood. This, together with the *NDS Supplement* for lumber, which provides the lumber design values, is what is used to prepare the proper engineered Repair Details.

There must be a specific signed and sealed Repair Detail for each and every damaged or altered truss. If the Repair Detail is followed exactly, the truss will perform to its original intended capacity. In other words, the truss as repaired will be just as strong as any undamaged or unaltered truss.

ANSI/TPI 1-2002, as adopted by reference in the 2006 International Building Code® (IBC) [i.e., Sections 101.2, 2303.4, and Chapter 35 "Reference Standards"], states in part:

**2.6.3** ...In the event of such damage and unless otherwise specified by Contract, the

Contractor shall contact the appropriate design professional to determine an adequate field repair and the Contractor shall be responsible to construct any such field repair.

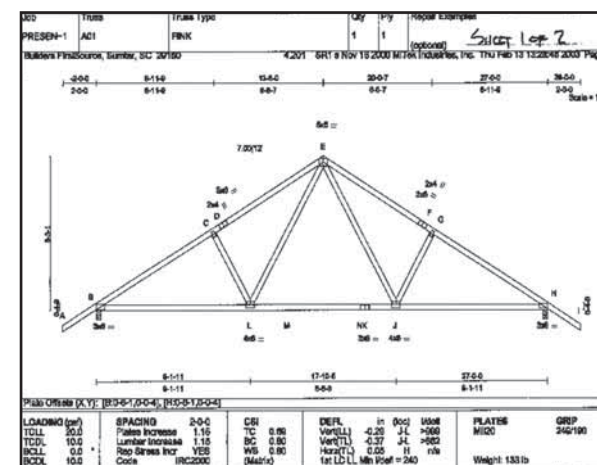
The latest draft of ANSI/TPI 1-2007 (which is currently undergoing Public Comment) states:

**2.5.3.6 Truss Damage Responsibilities.** In the event of damage, unless otherwise specified by Contract, the Contractor shall:

- (1) Contact the Building Designer or Truss Designer to determine an adequate field repair, and
- (2) Have all Truss repair designs approved in writing by the Building Designer or Truss Designer prior to the construction of the repair.
- (3) Be responsible to construct any such field repair consistent with the instructions and details provided.

According to our industry standard design responsibilities, the Contractor needs to obtain a Repair Detail and construct the repair exactly as stated by the Building Designer or Truss Designer. Building Officials should be provided with the

Continued on page 14



Sample Repair Detail to repair a truss after it was shortened four inches (courtesy of BCSI-B5: Truss Damage, Jobsite Modifications & Installation Errors)

## Key Industry Definitions from ANSI/TPI 1

### Building Designer:

Owner of the Building or the person that contracts with the Owner for the design of the Framing Structural System and/or who is responsible for the preparation of the Construction Documents. When mandated by the Legal Requirements, the Building Designer shall be a Registered Design Professional.

### Building Official:

Officer or other designated authority charged with the administration and enforcement of the Building Code, or a duly authorized representative.

### Contract:

Legally recognized agreement between two parties.

### Contractor:

Owner of a Building, or the person who contracts with the Owner, who constructs the Building in accordance with the Construction Documents and the Truss Submittal Package. The term "Contractor" shall include those subcontractors who have a direct contract with the Contractor to construct all or a portion of the construction.

### Repair Detail:

A written, graphic or pictorial depiction of the required fix to an altered or damaged component or part.

### Truss Design Drawing:

Written, graphic and pictorial depiction of an individual Truss that includes the information required in ANSI/TPI 1.

### Truss Designer:

Person responsible for the preparation of the Truss Design Drawings.

### Truss Manufacturer:

Person engaged in the fabrication of Trusses.

### at a glance

- ❑ When a truss member is damaged, the anticipated flow of loads through the truss is disrupted, and that load must be resisted by another member(s). Thus, adjacent truss members can quickly become overloaded if a truss is damaged or altered.
- ❑ There are no "standard" Repair Details available to cover every situation.
- ❑ If the Repair Detail is followed exactly, the truss will perform to its original intended capacity.
- ❑ Therefore, any provisions concerning the implementation and/or verification of truss repairs by the Truss Manufacturer/Truss Designer must be agreed to ahead of time during the initial contracting process.



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### Technical Q&A

Continued from page 13

Repair Detail and it should be reviewed and verified in the same manner as with a Truss Design Drawing.

It is possible to have someone other than the Contractor and Building Inspector construct and verify that truss repairs. A Design/Build firm or the Truss Manufacturer/Truss Designer could be contracted to come to the jobsite to perform the repair and verify the repairs were done properly. Getting paid for this work can be a point of contention, since the cost associated with the repair construction and verification can be high. If, however, a special repair provision is provided in the permit application and is then known up front, the responsibility of verifying truss repairs can be written into the contract. The typical scope of work for a Truss Manufacturer/Truss Designer includes the design of repairs, if needed, but not the construction and verification of those repairs.

Therefore, any provisions concerning the implementation and/or verification of truss repairs by the Truss Manufacturer/Truss Designer must be agreed to ahead of time during the initial contracting process. **SBC**

*To pose a question for this column, call the WTCA technical department at 608/274-4849 or email [technicalqa@sbcmag.info](mailto:technicalqa@sbcmag.info).*



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# Safety Scene

## Understanding the OSHA Powered Industrial Truck (Forklift) Standard

by Molly E. Butz

Learning to comply with OSHA's forklift training requirements.

It's highly likely that as a component manufacturer, you are using one or more powered industrial trucks (PIT) at your facility. More commonly referred to as forklifts, it's important to know that the OSHA standard for PIT training applies to all industries where forklifts are being used, including component manufacturing. Unfortunately, as are many federal standards, the PIT standard is often misunderstood.

### A PIT?

A thorough understanding of the standard begins with defining what constitutes a PIT. OSHA describes a PIT as "any mobile, power-propelled truck used to carry, push, pull, lift, stack or tier materials" that can "be ridden or controlled by a walking operator." Remember, this does include powered hand trucks so any employees using those types of equipment need to be trained as well. Visit [www.osha.gov/SLTC/powerindustrialtrucks/standards.html](http://www.osha.gov/SLTC/powerindustrialtrucks/standards.html) to view OSHA's standard and a listing of additional federal standards.



#### Truck-Related Topics:

- Operating instructions, warnings, and precautions
- Differences between PITs and automobiles
- Truck controls and instrumentation
- Engine/motor operation
- Steering and maneuvering
- Visibility
- Fork and attachment adaptation, operation, and use limitations
- Vehicle capacity
- Vehicle stability
- Inspection and maintenance
- Refueling/recharging
- Operating limitations

#### Workplace-Related Topics:

- Surface conditions
- Composition of loads
- Load manipulation
- Pedestrian traffic
- Hazardous locations/environment
- Ramps and sloped surfaces

### at a glance

- ❑ OSHA defines a powered industrial truck (PIT) as any mobile, power-propelled truck used to carry, push, pull, lift, stack or tier materials that can be ridden or controlled by a walking operator.
- ❑ OSHA requires you to implement a PIT vehicle training program and verify that each operator has been properly trained and evaluated.

### What to Teach?

Once you have identified the employees that will be operating the PITs in your facility (this should incorporate part-time operators as well), you can begin the training process. OSHA requires you, the employer, to develop and implement a training program "based on the general principles of safe truck operation, the types of vehicle(s) being used in the workplace, the hazards of the workplace created by the use of the vehicle(s)," and the general safety requirements of the standard. Both formal, (classroom/presentation) and practical (demonstrations/hands-on) training have to be provided and you will also need to certify that each operator has been properly trained and evaluated. (This doesn't necessarily mean a test, just some method of evaluation.)

Continued on page 20

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### Safety Scene

Continued from page 18

There are numerous critical topics your training program will need to cover (see inset on page 18). You also need to note that your operators must be trained for each type of PIT they will be asked to use. Moreover, the training you provide needs to address the unique characteristics associated with each type of vehicle. In addition, simply showing your employees a presentation on the various aspects of PIT safety does not meet the full requirements of the standard; you must also present information about hazards and environments that are specific to your facility.

### Who Should Teach?

That brings us to the training process. One of the most common misconceptions about the requirements of the federal PIT training program is that in order to be a qualified trainer a person must be certified by OSHA. This isn't necessarily the case. The standard simply states that the PIT operator training and evaluation process "shall be conducted by persons who have the knowledge, training, and experience to train powered industrial truck operators and evaluate their competence." In some cases, this may be a person that has been trained by an outside resource and earned a trainer certification, in others, it may be someone who has been working in your facility for a long time and has demonstrated the knowledge and ability to be a skilled PIT operator and trainer.

### Certification & Recordkeeping

Another common myth is that PIT operators must be "licensed." In actuality, once your employee training is complete and you have evaluated your drivers (and they pass), they are considered certified. Unless you'd like, no pomp

and circumstance is necessary as long as you're keeping good records. On the other hand, companies often choose to offer a certified operator card and/or certificate to their employees as proof of their training and evaluation.

Your recordkeeping will be the key to your program. These are the most important things to remember:

- A written PIT certification record must include the name of the PIT operator, date of training, date of evaluation and identity of the person(s) performing the training/evaluation.
- Each time you certify a new PIT operator, update your Annual PIT Operator Status Report.
- An evaluation of each PIT operator's performance needs to be conducted at least once every three years.
- You must retain the most recent certification record for each of your PIT operators, which will be three years in most cases.

### Refresher Training

Occasionally, refresher training may need to be conducted. Any of the following circumstances require refresher training, including an evaluation:

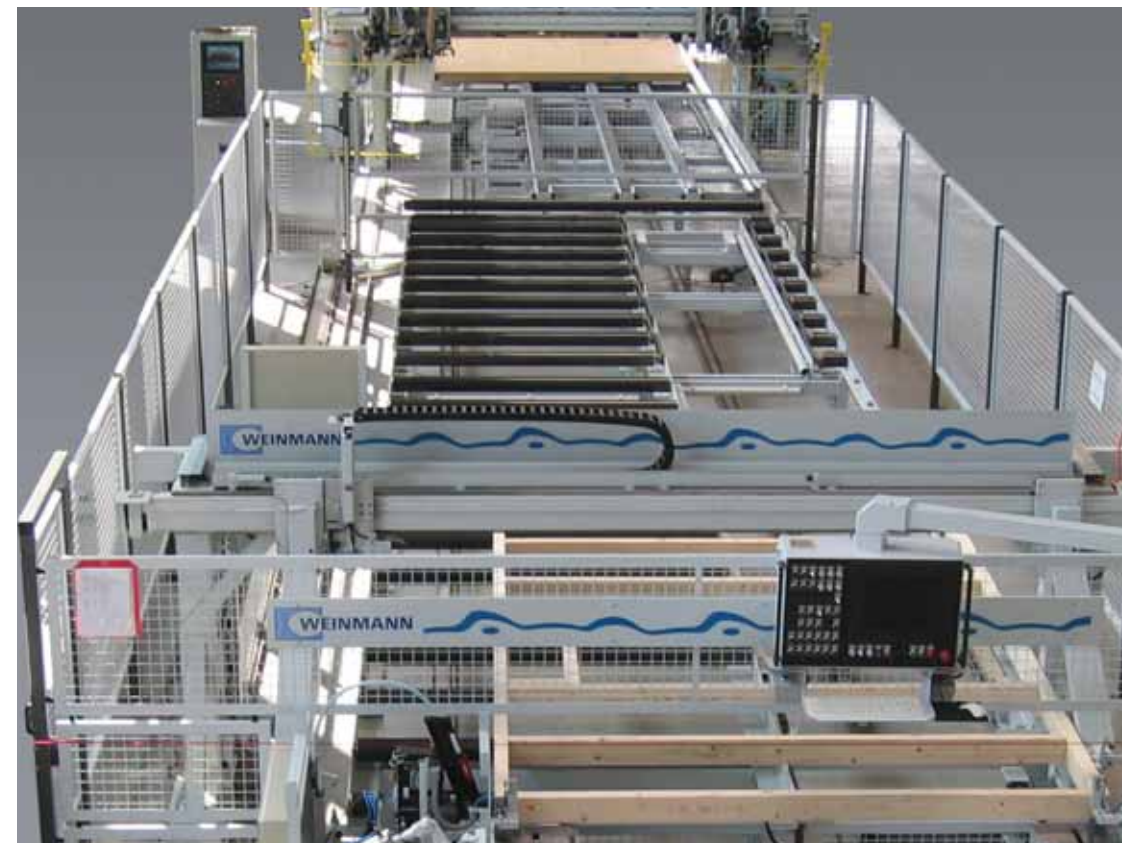
- The operator has been observed operating the vehicle in an unsafe manner.
- The operator has been involved in an accident or near-miss incident.
- The operator has received an evaluation that reveals that the operator is not operating the PIT safely.
- The operator is assigned to drive a different type of PIT.
- A condition in the workplace changes in a manner that could affect safe operation of the PIT.

Not only is PIT training a federal requirement, it's also really crucial to the safety and well-being of your employees. It is estimated that PITs cause approximately 100 fatalities and more than 36,000 serious injuries annually, often because of inadequate training. Keeping your operators certified can prevent your company from becoming a statistic! Safety first! **SBC**

*If you're looking for a comprehensive PIT safety program that is specific to the structural building components industry, consider WTCA's Forklift Certification Program. This dynamic training program integrates online training with hands-on exercises to provide a diversified course for your forklift operators. For new or experienced forklift operators, this program will help you train, evaluate and monitor your forklift operations all year long. For more information or to order, visit [www.wtcatko.com/training/safety/forklift.php](http://www.wtcatko.com/training/safety/forklift.php).*

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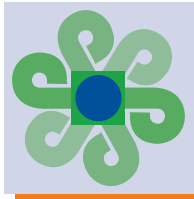
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# Bcmc 2007

## Educational Sessions Offer "New Possibilities"

Choose your own training path in Columbus!

by Emmy Thorson-Hanson

Attendees in Columbus will have numerous opportunities to discover new possibilities and learn from with the wide variety of educational sessions scheduled for Bcmc 2007. This year Bcmc will be covering topics in design, sales, steel...you name it, we got it. There will be three time slots for educational sessions, and each will feature four sessions attendees may choose from.

### Design From All Angles

There are many different ways to address component design in your operation. Before you hire new technicians, it is imperative that you understand the economics of design because then you will know what reasonable performance expectations are for that new hire.

Attendees who want to learn about the mindset needed for developing efficient design, tricks of the trade and obstacles of efficient design from someone with



many years of experience under their belt won't want to miss "Economics of Design" featuring Joe Heinsman, P.E., Engineering Manager at Stock Building Supply, Inc.

Roger Turpen, a truss technician at Carter-Lee Building Components (a Pro-Build Company), will speak on "Measurements for Design and Productivity." He will help attendees discover what performance they should expect out of a designer and how to track issues that affect good performance, among other things.

Attendees who are looking for a creative outlet can attend Bob Dayhoff's session on "Creative Truss Repairs." This industry veteran from Shelter Systems Limited will put a twist on design and encourage attendees to think outside the box while offering actual solutions to repair problems and discuss how to work with engineering partners.

### Incentive Compensation & Benchmarking

If you are looking to improve morale at your plant as well as increase your profitability, chances are good you are considering an employee incentive program and a benchmarking system in your plant. These two practices go hand-in-hand because a successful incentive program can present more figures to benchmark. When employees are working toward an incentive, they automatically buy in to measuring and tracking their productivity; it becomes game-like. This year two sessions are devoted to these useful strategies.

Two industry veterans with a combined 40 years of experience will team up for

Continued on page 24

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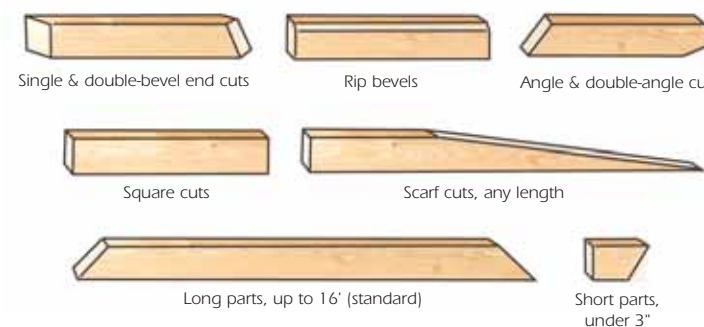
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### at a glance

- There are 12 educational sessions for attendees to choose from.
- Session themes include design, steel, wall panels, self-improvement, personnel and accident investigation.
- Early-bird registration deadline is August 25, so register now!

## Editor's Message

Continued from page 7

"Benchmarking: Find The Methods That Work For You." Scott Arquilla (Best Homes, Inc.) and Keith Hershey (WTCA) will cover various methods of capturing cost, what and how to measure, costs associated with benchmarking your company, and how to relate everything back to your business.

Attendees who missed the popular 2006 session "Incentive Compensation: If & How" with Joe Hikel of Shelter Systems Limited have one more shot. He's back again this year, and he will talk about team vs. individual, design vs. production, open book vs. closed book management and when incentives become entitlement. Get there early to avoid standing room only crowds!

### Steel Components

In the last five years, the industry has seen a surge in cold-formed steel components. Once "fringe" product lines, these components are rapidly gaining acceptance in the marketplace. Now is the perfect time to explore this business and how diversifying into steel can actually expand your business. Whether you are curious about what it takes to start up or you led the charge in supplying steel components, "Mysteries and Myths of the Cold-Formed Steel Industry" with Bama Trusses VP of Sales, Joe Odgers presenting, is sure to pique your interest. This industry enthusiast will go over the cold-formed steel market, where the market is headed and why it makes perfect sense for truss manufacturers to add steel as part of their long term strategic plans.

### Wall Panels

Wall panels are another product that have been gaining popularity in the marketplace. Wall panel aficionados and inquirers alike will benefit from the joint knowledge of Jason Blenker (Blenker Building Systems) and Casey Carey (Carter Components). Together they will talk about "Changing Your Panel Perspective." They compare stick framing and wall panel framing in the field, provide a cost analysis, discuss plant layout and equipment needed and talk about costs and liability.

### Self-Improvement & Personnel

Starting at the grassroots is one of the best ways to initiate change. Whether you are looking to improve yourself personally, or kick-start your staff, the first step is recognizing areas that could use development.

Bryan Dodge (Dodge Development, Inc.), a radio personality and author, will give two presentations. In "How to Build a Better You" he will discuss self-improvement and personal growth with three main focuses: having your best year ever, creating consistent upward growth in your life and focusing on the things that really matter in a successful and happy life.

### Bryan Dodge

Bryan Dodge is a popular professional speaker, radio personality, and author, who made over 250 speaking appearances in 2006 alone. He focuses on leadership principles, accelerating personal and professional development, and success habits of the wealthy. "Life is too short not to be happy, and life is too long not to do well," is the idea that his teachings are based upon. Bryan is the host of the "Build a Better You" Radio Show on Dallas/Fort Worth's WBAP 820 AM and is the author of three professional development audio programs.

Dodge's second session will be "Taking Ownership of Leadership of Your Life." He will explain the three main laws of leadership, address central issues faced by all business owners and managers and cover time management strategies in this session.

A very popular guest speaker at BCMC 2006 was Bryan Arzani of the Results Group, and BCMC will bring him back for 2007! He will also be giving two presentations this year. The first session is "Power Tools for Hiring Producers Not Pretenders," in which he will talk about interviews, turnover, how to avoid job failures in new hires, and power tools to help recruit top producers.

"Why Performance Reviews Don't Work" is Arzani's second session. He will go over the top three reasons performance reviews are not effective, the key principles for improving performance, strategies for defining expectations, and how to make performance reviews objective and not subjective.

### Special: Accident Investigation

Issues with truss misinstallation on the jobsite or structural member failures in occupied buildings can cause major disruption and a hefty price tag. All of the sudden your time is consumed with jobsite questions/concerns, problem solving, communicating with your insurance company and your attorney. This is not the time to begin thinking about your approach to investigating the accident and aligning your company to deal with these situations proactively and efficiently. Hear an expert's advice on what you need to know if you ever find yourself in a similar position. WTCA's Executive Director, Kirk Grundahl, will share his forensic engineering experience, which he has gained in his 29 years serving the industry.

And don't forget that the component manufacturer roundtables are another great opportunity for you to learn and broaden your horizons! For information about the dates and times of the sessions and roundtables, visit [www.bcmc-show.com](http://www.bcmc-show.com). Make sure you register by Saturday, August 25, so that you can receive the early-bird pricing! We look forward to seeing you in Columbus! **SBC**

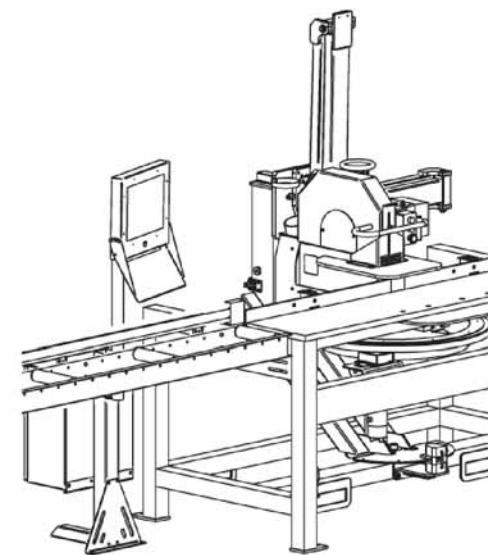
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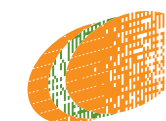


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# Wtca Update

## In-Plant Basic Training

Almost here: a remedy for the tedium of training.

by Marisa Hirsch

The process of training and acclimating new employees into a component manufacturing production plant can be a time-consuming and mind-numbing process—especially within a company that may do a lot of hiring and/or have a higher turnover rate. WTCA is aiming to help relieve part of this training burden with a new program, In-Plant Basic Training.

The first phase of In-Plant Basic Training is on track to be released in both English and Spanish at BCMC 2007 in Columbus, OH. This first phase consists of ten core modules, covering the following topics: introduction to the industry, safety, terms, tools, quality control, lumber, plates, truss design drawings, assembly and handling.



### Hitting the Basics Hard

These ten core modules were created specifically for employees who are new to the industry, or who would like a refresher on the basics. Modules are clearly-worded and very visual, making the information within them easy to grasp and increasing retention. Companies will be able to show the modules to their employees in whatever order and at whatever speed makes sense for their operations and each employee's job.

It will remain important for concepts introduced through In-Plant Basic Training to be reinforced by hands-on training in the plant. However, the program will give employees a very strong foundation to build on, and it will do so without taking valuable time away from managers and experienced employees. Time currently spent going through basic industry and plant information with new hires will be put to better use. For example, new employees will come away from the Terms module and already be familiar with most basic terminology (e.g., jig, ply, chase opening). This means that when they hear those same terms on the floor, they will already have an idea of their meanings.

Companies will also have the option of providing participants with program binders, which will contain documents (such as lists of terms, safety tips and pertinent WTCA Truss Technology in Building documents) related to things addressed in the program. That way, employees will be able to refer to these binders to refresh their memories.

### More to Come

After the release of the first phase of In-Plant Basic Training, several subsequent phases are planned. Modules in these phases will progress well beyond basic information into more advanced and specialized training ranging in topics from gantries to saws, and all the way up to modules specifically geared toward supervisors and managers. This program is set to become a flexible training tool with the capability of guiding an employee from "new hire" all the way up to an upper level production management position, with the option of starting or ending anywhere in between.

In-Plant Basic Training is shaping up to be a powerful program that will not only help form highly-trained and productive employees, but will also help companies save time and money. **SBC**

### at a glance

- Ten core modules of In-Plant Basic Training will be released in October.
- The course targets employees that are new to the industry, and will be available in English and Spanish.

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# How to...

## Schedule Breakdowns Through Preventative Maintenance

by Keith Hershey & Libby Maurer

Five steps to creating—and using—a simple machine maintenance program.

**T**he fast pace of truss and wall production causes us to always look for ways to pull extra seconds out of our assembly times. As we have written before and all know, a few seconds saved per truss can lead to substantial savings by the end of the year. But none of the extra steps you took to shave seconds off a set-up matter when you are under the gun to make a delivery, the pressure is on the line, and out of nowhere...**a machine brakes down.** Or you're on the pace to have a record week for number of pieces out the door, the crew is giving 110 percent and the press stops in the middle of the truss. We all have stories like these.

It may only take an hour to fix the machine, but you have lost 14,400 seconds of time for a crew of four assemblers. Now you may have prevented some of this loss by reassigning the crew to different stations throughout the shop, but there's no making up for the pace that was lost on the line.

So how do you prevent breakdowns from happening at inopportune times? **Schedule your breakdowns.** This may seem like a drastic step, but by implementing this, you should be able to prevent about 90 percent of those "emergency" breakdowns that completely shut down production.

### How do you prevent breakdowns from happening at inopportune times? Schedule your breakdowns.

In the August 2006 issue, a **Safety Scene** article on pre-shift checklists focused on the importance of giving each machine a "once-over" prior to the start of each new shift. This concept is similar, but far more comprehensive. Used in conjunction with pre-shift checklists, a preventative maintenance program will give you a hold on your maintenance needs and will also ensure safety of your crew.

If you don't already have some sort of formal preventative maintenance program in place, your biggest challenge likely will be to get everyone on board with the idea. It's also important to note that any size truss plant will benefit from developing this system.

#### Step 1: Analyze Maintenance Philosophy

Traditionally, maintenance departments run themselves and require very little supervision. However, they tend to repair machines after they have broken down. Changing your maintenance philosophy from reactive to preventive is the ideal course of action. Take a moment to evaluate your maintenance department—does it fall into the "reactive" category? If so, rousing a change in how maintenance is viewed will be your first step. This could start with a simple informal conversation with your maintenance manager or a department meeting to plant the idea.

#### Step 2: Develop Checklist

The second step is to establish a preventative maintenance program that reports back to operations management the problems on a machine by machine basis. While it would be great to go through each and every part of every machine every week, this approach is generally not practical or necessary. Instead, make a list of five to

ten key items to look at, grease, or check for adjustment on each machine. Another important function of the machine evaluation is to pinpoint areas that need immediate attention. For instance, if broken safeties or removed guards are found during an evaluation, the machine should be deemed unsuitable for operation until those items are fixed. Many major accidents in component manufacturing operations can be attributed to safeties being removed or not working properly, so this is a very important item on this checklist.

Other items on this list need to focus on parts that are likely to wear out or areas of the machine that have been problematic in the past. See the sample checklist on page 30 for some additional recommendations. This list is key to establishing a preventative maintenance program.

#### Step 3: Machine Evaluation

Next, you'll want to choose a day of the week to go through each machine and evaluate them based on the items on your checklist. First thing Monday morning is a natural choice for many manufacturers. For this step, it's a good idea to conduct the evaluation with the machine's chief operator because he will be the first to notice a change in the machine's performance. The main objective during your evaluation is to write down everything that you see wrong or out of place on a machine. While reviewing and reporting on the key item list, the hidden benefit is the fact that each machine will be given a little personal attention each week. This process should only take one to two hours for the whole plant (although your first few times may take a bit longer).

Having your maintenance department start off the week by reviewing, not fixing, each machine in the plant with a clipboard, pen and this checklist gives you a list with which to start scheduling. For benchmarking purposes, consider saving your weekly repair/maintenance logs. It may also help you determine when a machine needs to be replaced or overhauled.

#### Step 4: Review Results with Maintenance Manager

Immediately after completion, review this checklist with the

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head of maintenance to determine what is critical to fix and what needs to be watched. This is the point where you can schedule your down time on the machine to coincide with your production. If the maintenance department knows when they will be fixing a machine they will be able to speed the process up by having the parts on hand and their tools out and ready to go as soon as production is completed on the machine. In many cases this can save hours of downtime on the machine.

#### Step 5: Create the Week's Breakdown Schedule

Now that the maintenance supervisor is ready to work with the production manager to fit in all the machine breakdowns for the week. It will be critical for these two people to communicate well in order to shut down a machine at the right time and shuffle personnel. Truth is, this proactive approach to equipment maintenance is bound to make the production manager's life easier.

For example, it's Monday and from looking at my checklist, I know the breakpads on the gantry roller system have to be replaced this week. I know from experience that this will take roughly three hours. Production tells me there is a big job due out tomorrow, so Wednesday afternoon is my best bet for

Continued on page 30

### at a glance

- ❑ A few seconds saved per truss can lead to substantial savings by the end of the year.
- ❑ It may only take an hour to fix the machine, but you have lost 14,400 seconds of time for a crew of four assemblers.
- ❑ Weekly machine evaluations and scheduling breakdowns make it easy to keep track of your long-term maintenance plan and are an excellent way to keep production moving right along.

**How to...**

Continued from page 29

getting at the roller. We agree that from 2 p.m. to 5 p.m., the machine will be down. Between now and then, my job is to make sure I have everything (parts, tools, etc.) here. The production supervisor will re-assign workers to other jobs in the plant so no time is lost.

If your checklist is being used properly, maintenance should be able to fit in all the breakdowns for the whole week. Now this will vary from week to week, but for the most part, you should be able to schedule inside of production that week.

Preventative maintenance is a culture very similar to a safety program. You must follow through and fix the problems that exist. If you implement this successfully, you will see a dramatic reduction of lost time breakdowns in a fairly short period of time. Also by taking care of machinery on a weekly basis, the operators will see the preventative culture and bring concerns to the maintenance department long before a break occurs.

Keep in mind that grease, tightening a chain or belt, or taking the time to clean under or around a conveyor belt when under your control and scheduled into the normal plant operations is a minor cost as compared to a breakdown when you're under the gun. Weekly machine evaluations and scheduling breakdowns make it easy to keep track of your long-term maintenance plan and are an excellent way to keep production moving right along. **SBC**

CHECK POINTS	REPAIRS NOT NEEDED	REPAIRS NEEDED	EST. FIX TIME	PARTS NEEDED	COMMENTS (include operators' comments)
Emergency Stop(s): Shuts down all motors when pushed.					
Emergency Stop Cable(s): Shuts down all motors when pulled.					
Emergency Stop Photo Eye(s): Shuts down all motors when blocked.					
All Machine Guarding: In place, secured and in good condition.					
All Motor Brakes: Working correctly.					
Shafts, Chains & Sprockets: No damage or unusual wear/tear.					
Area Cleanliness: Clear of all scraps, plates, banding and other trip hazards.					
Lubrication: All appropriate parts are lubricated properly.					
Operator Controls: All lights, handheld controls and foot pedals in good condition.					
Lighting: All lights are working correctly; all light guards are in place.					

**MACHINE X: MAINTENANCE CHECKLIST**

Week of: \_\_\_\_\_

Name: \_\_\_\_\_

Supervisor Initials: \_\_\_\_\_

Machine Designation/Type: \_\_\_\_\_

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# Environmental Components

## Fueling the Cause for Wood Energy

What is your wood waste worth?

**W**ood energy is the truss industry's best kept economic secret. A truss company's success already rests on wood's structural value as a strong, reliable fiber, but what is not always recognized is that wood is also a powerful and valuable contributor to British thermal unit (BTU) production. On a daily basis, the industry produces high quality wood products resulting in an abundance of wood residue and increasingly, companies in the industry have recognized the value of their wood residue by selling it as mulch or animal bedding. However, this same wood residue as heating fuel has a quantifiable and often higher dollar value than selling it for mulch. In these times of fluctuating fossil fuel prices, spurred by questionable supply and world politics, wood-based industries are uniquely positioned to create a self-sustainable, low cost fuel alternative for their own operations, but they also have the opportunity to create new business ventures by selling their wood residue to other industries looking to reduce fuel costs. The challenge within the industry is to overcome misconceptions about burning wood for fuel and to elevate the discussion of wood's BTU production advantages. The message is straight forward—wood has economic value beyond the finished truss product.

### Wood energy is the truss industry's best kept economic secret.

By far, the most compelling reason to use wood for fuel is because there is real money to be saved and made. Dry wood residue (ten percent moisture content) valued at \$35/ton will produce a million BTUs for about \$3.27. Green wood residue valued \$25/ton will produce a million BTUs for about \$3.24. Considering that fossil fuel costs in most parts of the country are now over \$9.00 a million BTU, any company which has wood residue can generate significant energy savings by burning this residue for heat in the winter. For example, if a manufacturer is paying \$10,000 a year to heat 10,000 sq. ft. and is getting \$3.27/million BTU by selling residue for \$25/ton while burning gas for \$9/million, burning the wood instead of selling it will save him 65 percent of his fuel cost ( 3.27/9.0). For this hypothetical case, the net cost for heating will be \$3,600, not \$10,000. If your business generates wood residue and you are not burning wood for BTU production, please take a minute and think about what is stopping you. Chances are your concerns fall into the following areas: labor requirements, safety concerns or insurance barriers.

### Encouraging Wood Fuel Use by Overcoming Misconceptions

The key to encouraging wood energy use is to acknowledge and overcome some common misconceptions. These concerns need to be addressed head on as they are powerful, but frequently overstated influencers. Additional labor cost concerns can be offset by the overwhelming cost savings gained by using wood for fuel. As a practical matter, most wood scraps need to be handled, mulched or transported from the operations area anyway, so moving it to a furnace may not require much additional labor focus. Whether large multi-location operations or a single plant, companies using wood furnaces are often quick to buy additional systems because they have already experienced the freedom of fuel independence, lack of gas or oil bills and the satisfaction of "recycling" their wood waste in an environmentally sound manner.

Continued on page 34

### at a glance

- The wood residue produced by the industry has monetary value.
- Dry wood residue can produce one million BTUs for about one-third the cost of one million BTUs of fossil fuel.
- When misconceptions about wood energy are overcome, the result is decreased fuel costs and additional revenue sources for manufacturers.

by Charlie Cary, Biomass Combustion Systems

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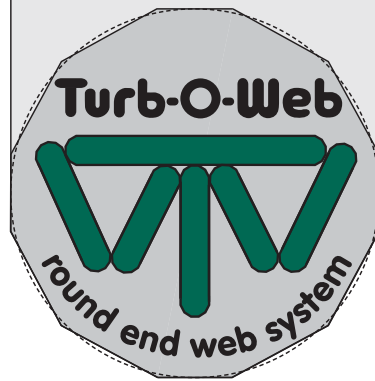
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**Environmental Components**

Continued from page 32

Burning wood in a wood-based facility naturally creates a perception that there may be a safety issue. As with any piece of capital equipment brought into a plant, sound business practice makes it essential to do your homework when selecting a combustion system. To start, federal regulations monitor safety and emissions control. Wood energy users must be diligent to ensure they are purchasing a system from a company that knows wood energy, has a proven record in the marketplace and complies with the necessary Underwriters Laboratories or EPA standards and third party certification thereof. Unfortunately, there are wood burning systems in the market today that, due to their excessive smoking and highly visible outdoor residential locations, have reinforced misconceptions that wood burning is unclean and polluting. In fact, the opposite is true. When an efficient, low emission furnace burns wood, it not only keeps emissions down, but also recycles the wood's carbon with greenhouse gas-free burning.

Lack of understanding in wood energy's safety record is sometimes evident by an insurance company's occasional resistance to insure. Many small individual agents or agencies have not been sufficiently exposed to wood burning, so their first reaction can be to resist its use. Again, education on an individual furnace company's performance history, safety record and National Standard compliance permits insurance companies to insure the plant. This issue, like all perceptual barriers to using wood for fuel, will be minimized as more companies in wood industries increasingly convert to wood fuel.

It is surprising that wood burning isn't more prevalent today because the potential for lucrative local wood fuel expansion is only limited by the amount of scrap produced. Once individual heating needs are satisfied, truss plants could use their excess wood waste to create local markets for BTU production. Throughout the country, small and large company's budgets are suffering from the impact of increasing fuel prices. If you took a survey of businesses in a 30-mile radius of your plant, you most likely will find these businesses would jump at the chance for a low cost, clean burning heating alternative. Selling your wood residue to these local businesses can create a steady revenue stream and increase dependence on wood energy, which ultimately increases the value of your wood.

Wood-based industries need to get the word out about wood energy's benefits for the country and for the industry. At the state and federal levels, money is currently focused on wood electricity generation and wood-based liquid fuels. Wood industry lobbying efforts do exist, but are currently focused on large scale centralized BTU production, while smaller, local opportunities (that can be fostered by truss companies) are secondary. The irony is that wood BTU production does not need the subsidy to be cost effective, but perhaps a temporary subsidy would shine a light on the possibilities, and get people thinking through the advantages of wood fuel.

By eliminating the "myths" and misconceptions about wood energy, the truss industry can empower individual companies to capitalize on the economic value of their wood fuel. Safe, clean burning wood combustion systems are available for small and large heating needs. In times like these when operating budgets are under pressure, wood energy is a sure way to gain some control over costs and real dollar savings. **SBC**

*Over the last 20 years, Charles Cary has been involved with over 400 wood energy projects including over 100 wood waste boiler and boiler retrofit installations. He has been responsible for all aspects of wood energy systems, including design, consulting, permitting and installation. Charlie has a B.A. in Economics from Hamilton College and a Masters in Urban and Environmental Policy from Tufts University.*



In an ongoing effort to educate our members and their customers about the importance of temporary restraint and bracing during truss installation, WTCA is looking for high quality photographs of proper restraint and bracing in action on the jobsite. For a review of proper installation and temporary restraint/bracing techniques, take a look at chapter 2 of the BCSI booklet or the BCSI-B2 Summary Sheet. PDFs of both documents are available to view at [www.sbcindustry.com/bcsi.php](http://www.sbcindustry.com/bcsi.php).

For more information or to submit photos, contact Emily Patterson at 608/310-6747 or email [epatterson@qualtim.com](mailto:epatterson@qualtim.com).

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# Coast to Coast

## 50 out of 50



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# LAKESIDE

**TRAILER MANUFACTURING, INC.**

# Estimating Labor with Averages Not Sufficient

by Todd Drummond

I was first exposed to the art of estimating labor costs for a truss plant in the early 1990s. The company I was with was installing new design software, and the labor estimation part of the program needed to be set up. I had no idea how to approach that task, so I observed a senior salesman who was doing the setup. He assigned various time values to elements such as board footage, lineal footage and numerous other factors. He would then adjust the computed figure based on his feel for the job. He was satisfied with his results, because on "average" it worked out.

After some exposure to time standards in the industry, I began to question whether having an average labor figure is sufficient.

Most truss shops use one of the following factors for estimating labor:

- Board Footage
- Linear Footage
- Material Cost
- Sales Dollars

These figures are easily derived from the truss design software, so they provide a relatively easy way to figure labor costs, which on average may work out. The problem is they usually bear little connection to the actual time, or man-hours, required for an individual job, and your labor costs are actually based on man-hours.

For instance, there could be a significant discrepancy in man-hours between a pole barn and a hip roof system, both of which use the same board footage. With linear footage the difference between a common truss and a customized profile with multiple pitch breaks skews the calculation enormously. Basing labor on material cost ignores cost fluctuations based on market conditions, and using sales dollars as a metric fails to consider discounts (lowering the price does not get trusses built faster).

We all try to make adjustments based on the complexity of each order, but can we say with honesty that we are consistent? In fact, it makes labor estimation more of an art than a science. But the panacea is that it works out on an average, so it is acceptable. What is even worse is we try to measure individual groups on a daily basis, and that does not relate well to an average.

The average really has nothing to do with the individual labor estimation of a single order, or even a single truss. Does it matter that you know how long it should take to do individual activities such as cutting and assembling? In a word YES!

## Time Standards & Labor Estimation

Measuring the length of time it takes for the various cutting and building activities results in something called Time Standards. The use of time standards in all sorts of manufacturing has been around since Benjamin Franklin. More recently Toyota developed a system of time standards that have come to be called lean manufacturing, and was the basis for what also became known as the Japanese system. In the truss industry, it is often referred to as the Houlihan Method.

John Houlihan was an industrial engineer who applied time and motion studies to truss manufacturing. (For more information on Houlihan, read "Houlihan: Recipe for Production Success" from the December 2004 issue of *SBC*). Proper time standards are not derived from knowing what has been done, but knowing what should be done to achieve lean manufacturing.

In my opinion, clear time standards meet each of the following conditions:

- They are measurable time elements (I use man-minutes, but Reasonable Expectancy or Scheduled Units—each representing 1/100th of an hour—also work).
- They can be measured consistently.
- They are broken down to the lowest common denominator so when added over the various groups, the total time remains true.

The time standards should have a reference to real world variables. For instance, the 100% standard could equal what is expected by an experienced individual (e.g., with three years of experience). You might expect an inexperienced individual to perform to 50 or 60 percent of the standard.

## So Why Are Time Standards So Important?

Industrial engineers are taught the following statistics:

### For Most Manufacturing Shops: Gains Expected from Clear Time Standards<sup>1</sup>

No Time Standards = 60% performance

With Proper Time Standards = 85% performance

Proper Time Standards and an Effective Incentive Program =  
120% performance

(normal; deviation of +/- 10%)

This is the secret of the Houlihan system. Industrial engineers understand the gains manufacturers would obtain in their facility if they employed proper time standards. On the average most manufacturers gain a 42 percent increase in productivity simply by employing time standards. (85%-60% divided by 60 = 41.7% gain)

I believe anyone can achieve these results by following five basic principles:

- Goal setting (setting time standards)
- Comparison of actual performance with goals
- Tracking results
- Reporting variances larger than acceptable limits

Continued on page 40

<sup>1</sup>Studies by industrial engineering consultants Mitch Fein and Fred Myers published in Motion and Time Study for Lean Manufacturing 2001. Their studies have remained consistent in many studies and are considered statistically valid.

Time standards yield more accurate estimating, higher productivity gains.

## at a glance

- Most truss shops use one of four factors that work "on average" to estimate labor.
- Labor estimates based on averages do not take into account complex jobs.
- In the truss industry, the Houlihan Method is one example of lean manufacturing.
- Employing proper time standards provides a solution to estimating labor.



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### Estimating Labor...

Continued from page 39

- Taking corrective action to eliminate causes of poor performance

What manufacturer would not like a 42 percent gain in productivity? And this is only considering the application of time standards; accurate labor forecasting can bring additional benefits to job scheduling and costing.

There are some other things to note about establishing time standards. First, if you are not thoroughly versed in lean manufacturing principles you should get some help from somebody who is. A poorly implemented application of time standards is of little help. You should also be prepared to examine how you do things with a fresh eye, and avoid the pitfall of thinking you "already have that solved."

In the end, the important thing is to have a better grasp on your labor costs than the "averages" generated by the traditional methods of measurement. With accurate time standards, you will know exactly what the labor cost is of each job that you do, and you will know just how much discounting a job in a tough market will actually cost you. **SBC**

*Todd Drummond owns Todd Drummond Consulting, LLC. based in Sunapee, NH.*

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# Automated Material Handling

by Jerry Koskovich, P.E.

Automated material handling might be the key to help you go with the flow.

I don't know who said it first, or where I heard it, but it bears repeating. The main business of truss manufacturers isn't building trusses...it's material handling! I realize this view is an oversimplification, but just maybe it's not too far from the truth.

In past articles I've attempted to acquaint the readers with the virtues of automation. We've talked about the various computer-controlled saws that were really the foundation of the automation revolution that the industry has been evolving through. In saying so, I've accepted that if it hadn't been for the development of truss design software, there probably wouldn't have been a need for automated saws.

However, automated saws, computer-controlled jigging systems with pucks, and laser projection systems have all simplified—really, made possible—production efficiencies never dreamed possible only twenty years ago. If these systems are properly used and maintained, there's probably little that can be done in the immediate future to make these respective phases of the truss production operation much better. But what about the functions that go on in between cutting, jigging and pressing?

For the most part, it's called MATERIAL HANDLING! And for the most part, in the average truss plant it hasn't changed much in the twenty plus years since the first automated saw arrived on the scene. In truth, it hasn't changed much since the early days of the truss industry!

## Problems/Obstacles/Setbacks in Material Handling

I remember in 1989 when we had just installed our fifth or sixth automated component saw at a large wall and truss plant in the East. The saw was positioned immediately in front of a large opening in the outside wall of the building. There was no live deck or any other type of lumber conveyance with which to advance material toward the saw. The material flow went something like this:

1. The sawyer would go to the alley, flag down a forklift operator, and tell him what he needed.
2. The forklift operator would find and deliver a unit of the required grade, size, length and species of lumber.
3. He would position the unit immediately in front of the saw, on saw horses.
4. The sawyer would process the required number of parts.
5. Upon completion, he would retire to the alley, flag down the forklift operator, who would retrieve what remained of the unit, and the process would start all over.

As you might expect, the time between flagging down the forklift operator, and either supplying or retrieving the lumber was tantamount to watching grass grow or paint dry! Amazingly, that "material handling system" continued for years after the installation of the automated saw.

On another occasion, our customer complained of not getting the promised production from his automated saw. We were stymied as to why, so we sent out a tech to check things out. What he found was only slightly more creative than my first example. In this case, they had several units of varied lumber dimensions stacked

one behind the other, immediately in front of the saw. If the sawyer needed the material that was in the most distant unit, he merely dragged it across all of the intervening units until he got the wood to the saw.

My final example of how not to utilize an automated component saw involves the back side...where the finished parts come off.

Again, the plant manager complained of not getting promised production out of this expensive piece of equipment. Since the plant was located only a few hundred miles to the south, I decided to find out for myself why my pride and joy wasn't performing as advertised. I hadn't even gotten up to the saw when I spotted the problem.

In a moment of inspiration, someone at the plant had decided to weld some inclined extensions on the exiting material conveyors of the saw, capable of holding perhaps six 2x4s. The ends of these extensions had upward vertical fingers or lumber stops so the finished components wouldn't fall on the floor, thus sparing the worker the need to bend over and retrieve them for placing the components on a cart.

There was only one problem – the catcher was also the sawyer. He would load six pieces on the saw's in-feed deck, then retreat to the back of the machine and pull the finished parts off of the conveyor extensions and stack them neatly on a cart. True, it was a one-man operation, but needless to say, at a significant cost in production!

I've always compared the automated saw to a cash register... if you don't hear it ringing, you're probably not making any money! The same could be said of most any of the automated systems referred to above.

The upside of all of the aforementioned incidents, and others like them, is that they inspired us, and I assume some other equipment manufacturers, to create the production reports that all of our machines produce. Comprehensive production reports help both plant managers and equipment manufacturers monitor the machine's performance. If production isn't meeting expectations, the reports often help zero in on the problem. Many times—probably most—it will be material handling.

## Why Automate?

Multi-blade component saws came about at a time when truss configurations seldom varied from truss to truss or even from roof to roof. Saws could set up and cut dozens, sometimes hundreds, of identical parts every setup. Now the average is around four pieces per setup. But wait! This average is a very misleading number!

In truth, only about nine percent of the time will exactly four identical parts be cut per setup. Most astonishing, multiples of four are even less likely. Statistics show that a single piece is cut between thirty to forty percent of the time!

Continued on page 44

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## at a glance

- ❑ The challenge of automating material handling compared to other industries is the variation from component to component.
- ❑ Getting lumber to the saw is generally the most labor-intensive, time-consuming, and error-prone part of material handling.
- ❑ A straight line approach from the saw to the build tables with the conveyor running parallel to the press table is ideal.

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### Automated Material Handling

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These numbers are not guesstimates, but are the result of studies done evaluating nearly one hundred thousand setups and over four hundred thousand cut pieces. Two truss plants (one in the Midwest and the other in the East) created the database. Both plants had automated component saws as well as linear feed saws driven by sophisticated optimizing programs.

My point is, when considering automating anything, have a good understanding of what is really happening, what is required, and if the intended machine fulfills the need.

The need to improve on the various aspects of material handling has long been recognized. Over a decade ago we began discussing the possibility of automated material handling systems with prospective customers.

One of the time-honored traditions that needed to be changed if an automated system was to be feasible was minimizing the variety of grades, species and lengths of material intended to be processed by the manufacturer. The reduced number of varieties stocked would accommodate all jobs, but of course would mean that some jobs would be built with materials that exceeded called-for specifications. The additional costs

incurred would be more than offset by the efficiencies realized in carrying less varieties. And, not unimportant, better grade stocks have fewer defects and thus are more compatible with automated cutting and processing.

Because getting lumber to the saw is generally the most labor-intensive, time-consuming, and error-prone part of material handling—and because there's a high potential for the lumber to be "not on time" rather than "just in time"—we chose to work on the in-feed side of the saw first. If the material isn't flowing to the saw continuously, your cash register isn't ringing.

### Go with the Flow

Today there are a number of in-feed material handling systems available for linear feed saws, with varying degrees of sophistication and cost. The more exotic systems, while more costly, will often assure that the saw, not the operator, controls the production of the machine. Since the material feeding is done automatically, the saw is never

waiting for lumber to process. Such systems also make possible a one-man operation.

The more sophisticated automated feed systems will typically pay for themselves in less than two years. If you are running more than one shift, that payback time will likely slim down to a year or less.

Prior to automated saws, automated stackers for the back side of component saws were created. While in some situations currently existing automated stackers may be appropriate, other options recently being made available may be better suited to the onesie, twosie setups of today. Or, just maybe, what you are already doing may still be the best option.

About ten years ago, we began looking into the possibilities of using a robotic arm in the truss industry. Robotic arms are typically used to do repeatable operations within very controlled environments. We've all seen them at work on the History Channel, typically in the automotive industry. In those instances, the key to success is that the car bodies are identical and precisely located while the robotic welder does exactly the same routine, with the same quality and precision, on every car body.

Continued on page 46

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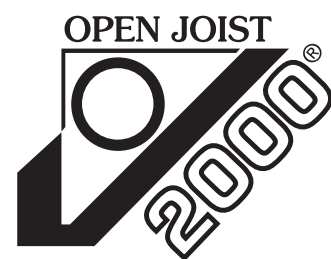
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## Automated Material Handling

Continued from page 44

The challenge for the truss industry is to adapt robotic technology developed from other industries, like automobile manufacturing. Given the nature of wood, as typically produced and used in this industry, you can begin to see the problems. Crook, bow, wane, precise cutting and exact positioning are just a few of the conditions that would need to be addressed in order to utilize robots.

With that in mind, we felt the one area robots might best be suited was behind a component saw. Some of you may remember seeing one at a past BCMC show positioned behind an Omni simulating the stacking of completed parts coming from the saw. After about six months of working with a well respected robotic supplier, we abandoned the project for later study. There were a host of challenges.

With the advent of linear-feed automated saws and their ability to sequentially process the components for a single truss efficiently, the idea of utilizing a conveyor to move the finished parts directly from the saw to the building station became more practical. However, as the number of build stations or press lines is increased, the challenges become somewhat greater, but not unattainable.

The challenge once again, when compared to other industries, is the variation from component to component. Normally when we see conveyors used in high production applications, again on the History Channel, they are moving large volumes of beer bottles or some other uniform product at high rates of speed from one process to another. Truss parts just aren't uniform!

### Component Variables

Other wood industries and some companies in this industry are already successfully utilizing conveyors to move less-than-uniform parts. The challenges come in the extremes—moving parts ranging in length from a few inches to twenty feet. Having moved them, the next challenge is to have them removed from the conveyor at the correct build stations so they're available and, ideally, organized for the workers.

**Ideally, a straight line approach from the saw to the build tables will be preferred, with the conveyor running parallel to the press table.**

Linear-feed saws appear to present the best opportunity for utilizing automated conveyors directly from the out-feed side of the saw with no operator interaction. At various times over the years there have been some attempts at doing so behind component saws, but to the best of my knowledge have not met much success. We, like a few others, have given some serious thought to that process, but have thus far not come up with the silver bullet. Conveyors are another story and will become more prevalent under the right conditions and applications.

If you plan to automate your material handling, be prepared to spend some time thinking about the challenges mentioned above. Unless you're designing the system for a new facility, you will likely be challenged with the positioning of saws, conveyors, and pressing stations, so as to minimize directional deviations in material flow. Ideally, a straight line approach from the saw to the build tables will be preferred, with the conveyor running parallel to the press table.

In some instances you may be able to feed two parallel tables with the same conveyor and saw system. The challenge then is to assure that the saw has the capacity to adequately feed the number of workstations you plan to service.

Continued on page 48

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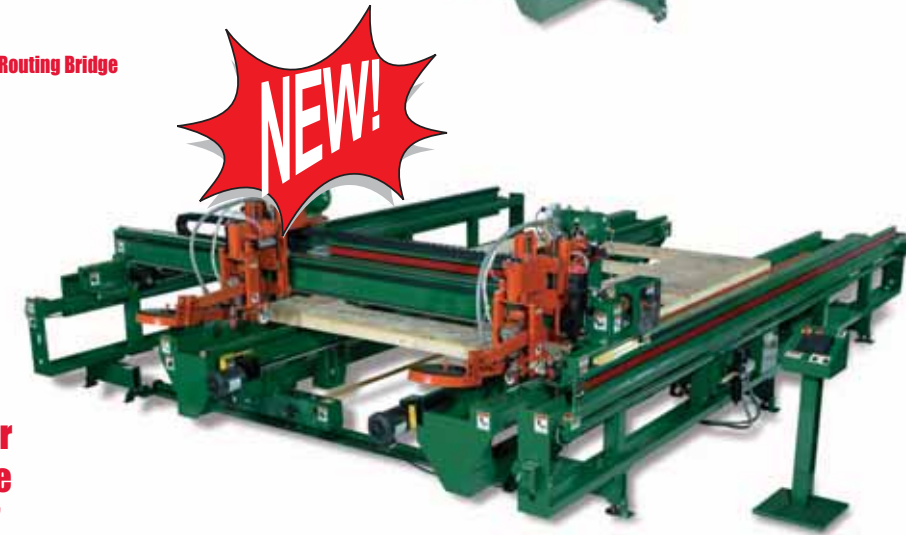
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## Automated Material Handling

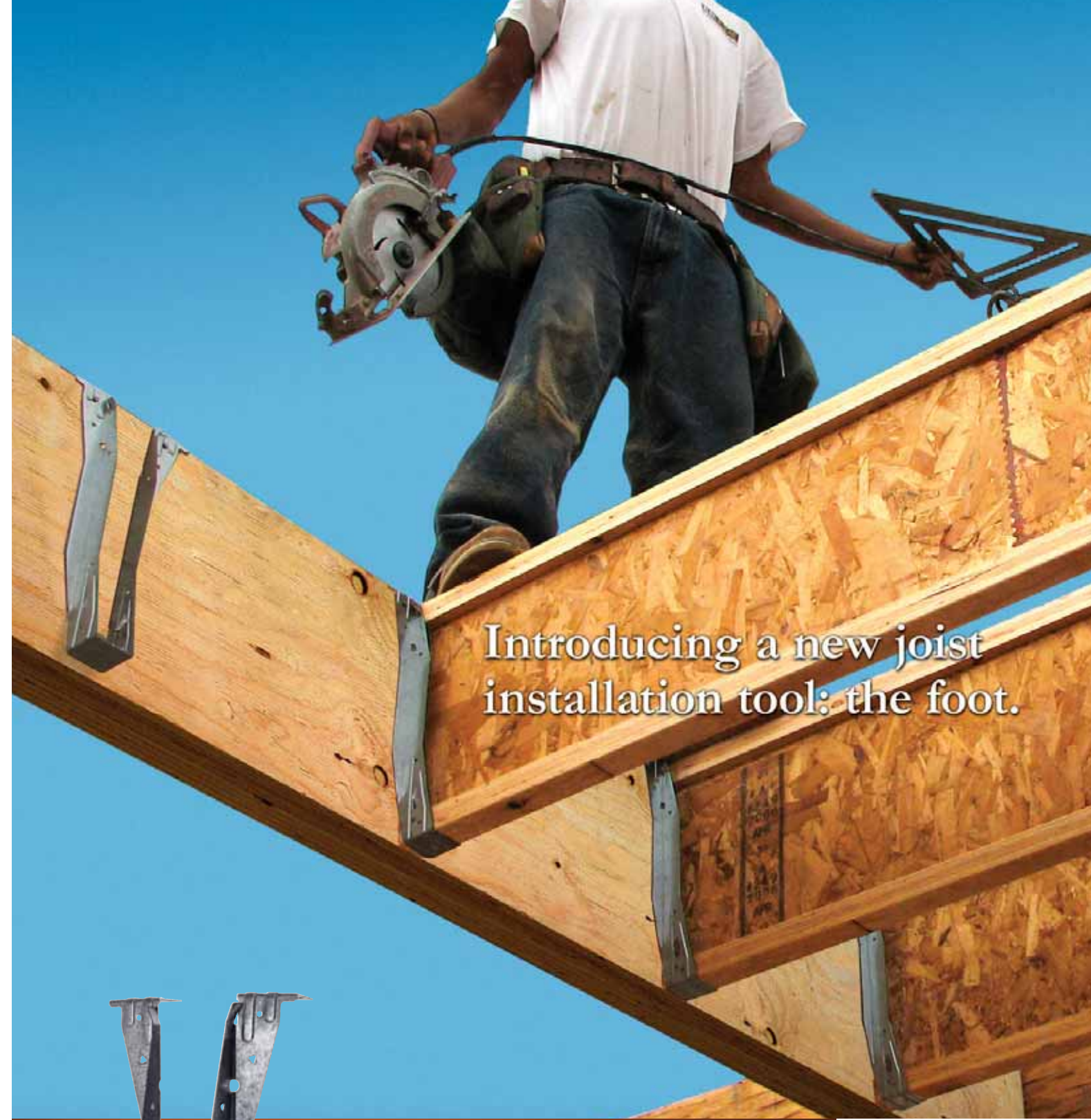
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Finally, I'd be less than honest if I didn't bring up the dreaded "down time" that inevitably affects all machines, automated and otherwise. If the material handling system is tightly packed into your available floor space, how do you get finished parts to the workstations if the conveyor isn't working, or worse yet, if the saw is down for maintenance or is having a problem? "Just in time" can quickly turn to "never in time!"

As I've said so many times in the past, if you intend to reap the advantages of a totally automated system (which are many), make sure you have the technical support to keep it all running. Preventive maintenance is often the key. Remember, you can buy a 747 from Boeing, but you're not in the airline business until you have the entire infrastructure.

Give it some thought. While your particular plant or application may not justify a totally automated system, it's likely that parts of the total system could be utilized to great advantage. Eighty percent of a good thing is better than one hundred percent of nothing! **SBC**

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



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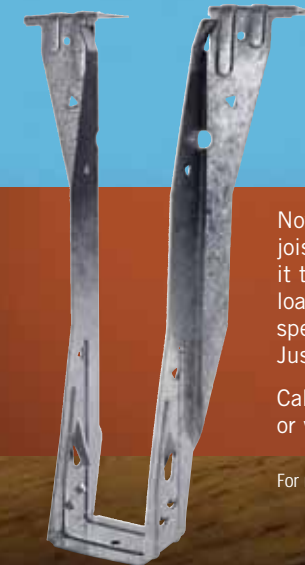



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# Sealing Truss Placement Diagrams:

## A Follow Up to "Standing Up & Being Heard"

A letter about skirting responsibility is addressed.

by Ryan J. Dexter, PE.

The April 2007 issue of SBC included an article entitled "Standing Up & Being Heard," which profiled a WTCA member professional engineer's experience in arguing against a proposed Division of State Architects amendment to the new California Building Code requiring a Truss Placement Diagram (TPD) to be sealed by a Truss Designer.

We received feedback on this article and decided that a follow-up article was necessary. Here are excerpts of a note from Keith Fuller who is an International Code Council (ICC) Master Code Professional in Montgomery County, PA (a suburb of Philadelphia):

...An engineer should seal his or her designs so those in the field know who prepared the drawings, and that the placement drawings were consistent with the individual truss designs. A good truss design is no good if the truss is not put where it was designed to be installed. An engineer that won't seal their own drawings should find other work. Be responsible for what you do.

...Installers and inspectors in the field need this information, and they also need to know who's responsible for the design....As a building official, I want it in writing; I don't want you all pointing fingers at each other when the roof system fails under snow load. You'll have to be responsible for what you do.

As one who reviews plans and inspects in Pennsylvania, if the plans aren't sealed, they won't be accepted, period. If trusses are improperly installed by virtue of their lack of proper bracing, improper placement, or damage, that is also unacceptable....Do what's right to protect the average person who will be in the building—keep them safe.

Without question, our industry overall desires the same things as Mr. Fuller—to keep buildings safe. The issue here is typical scope of responsibilities. We completely agree that an engineer should seal his work; that's basic engineering law. What is needed up front is an understanding of the particular situation in California, Pennsylvania, or anywhere else, what a TPD is and why it is prepared. The key is to have everyone on the same page before construction begins so there is no "pointing fingers" after the fact. Let's dissect the scenario to achieve this common understanding. In this article, we borrow from California and Pennsylvania state codes and IBC to support our position.

The issues in "Standing Up & Being Heard" revolve around proposed code language specific to California Division of the State Architect (DSA) projects. The DSA is charged with providing design and construction oversight for K-12 schools and community colleges in California. The "victory" described in the article was to remove the DSA specific requirement for a Truss Placement Diagram (TPD) to bear the seal and signature of the Truss Designer. The argument used against this proposed requirement by Bryan Hill, P.E., from WTCA member company A.C. Houston Lumber Co., was that the structural framing plans prepared and sealed by the Building Designer (for DSA projects this would be the Registered Design Profession [RDP]) are sufficient and that the trusses are designed to match the requirements of these plans. If deviations are required they must first be approved, in writing, by the Building Designer (i.e., RDP) per the building code as follows (2006 IBC):

### 106.3.4 Design professional in responsible charge.

**106.3.4.1 General.** When it is required that documents be prepared by a registered design professional, the building official shall be authorized to require the owner to engage and designate on the building permit application a registered design professional who shall act as the registered design professional in responsible charge. If the circumstances require, the owner shall designate a substitute registered design professional in responsible charge who shall perform the duties required of the original registered design professional in responsible charge. The building official shall be notified in writing by the owner if the registered design professional in responsible charge is changed or is unable to continue to perform the duties.

The registered design professional in responsible charge shall be responsible for reviewing and coordinating submittal documents prepared by others, including phased and deferred submittal items, for compatibility with the design of the building.

For these projects, sealed Truss Placement Diagrams in addition to sealed framing plans are redundant, potentially confusing, and a waste of time and resources.

The 2006 International Building Code (IBC) has furthermore codified that a TPD should not be sealed unless it is prepared under the direct supervision of a Registered Design Professional:

**2303.4.3 Truss Placement Diagram.** A diagram supplied by the truss manufacturer 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.

**Exception:** When the Truss Placement Diagram is prepared under the direct supervision of a registered design professional, it is required to be signed and sealed.

The TPD is not to be viewed as an engineering document except as stated above; rather it is provided to assist the installer in properly locating the trusses within the structure.

All the necessary truss engineering and analysis is found on the Truss Design Drawings (TDD). If a TPD is provided, it is recommended that the project's Building Designer review and approve the TPD to ensure that the assumed load paths match up with the building design concepts that they have employed.

ANSI/TPI 1 Chapter 2, which is adopted by reference in IBC 2006 (102.4, 2303.4 and Chapter 35 "Reference Standards"), defines Building Designer as follows:

**2.3.4 Building Designer:** The Owner of the Building or the individual or organization (including either an Architect or Engineer or the Contractor) that contracts with the Owner for the design of the Building Structural System and/or who produces the Structural Design Documents.

The IBC defines RDP as follows:

**REGISTERED DESIGN PROFESSIONAL.** An individual who is registered or licensed to practice their respective design profession as defined by the statutory requirements of the professional registration laws of the state or jurisdiction in which the project is to be constructed.

If a Truss Designer were to seal a TPD, it has been strongly suggested by the legal profession in our country that they could inappropriately be held responsible for ensuring the proper flow of loads through the truss to the bearing and support structure below the truss and into the foundation. Hence undertaking a building re-design, which is quite redundant.

Truss Designers are counseled to only undertake Building Designer responsibilities under a special set of circumstances: they are professionally capable of taking on such responsibility and properly compensated for the work. For example, the Commonwealth of Pennsylvania provides Engineer, Land Surveyor, and Geologist

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### at a glance

- ❑ The topic of whether truss placement diagrams (TPDs) should be sealed continues to be misunderstood.
- ❑ The TPD should not to be viewed as an engineering document; it is provided to help the installer locate the trusses within the structure.
- ❑ A TPD is generally not prepared within the typical duties of an engineer and is therefore not typically prepared under the engineer's direct supervision.
- ❑ Truss Designers are counseled to only undertake Building Designer responsibilities under a special set of circumstances.

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## Sealing Truss Placement Diagrams

Continued from page 51

Registration Law in PA Act 367<sup>1</sup>. According to Section 4(g)(6):

**Section 4. General Powers of Board. ... (g) Suspension and Revocation of Licenses; Registrations and Certificates; Reinstatements.** ...For the purposes of this subsection, the code of ethics is as follows: It shall be considered unprofessional and inconsistent with honorable and dignified bearing for any professional engineer: ... (6) To attempt to obtain or render technical services or assistance without fair and just compensation commensurate with the services rendered.

Therefore, if the Truss Designer was hired to design the single truss components and compensated as such, it would be unlawful for him or her under a reasonable interpretation of Pennsylvania law to provide additional system engineering services within the state for free.

In most jurisdictions and definitely with DSA projects, the Building Designer of a non-residential structure must be a RDP, as defined above; pursuant to the IBC Section 106.1:

**106.1 Submittal documents.** ...The construction documents shall be prepared by a registered design professional where required by the statutes of the jurisdiction in which the project is to be constructed. ...

The construction documents should in turn clearly define the scope of the work proposed by the Building Designer:

**106.1.1 Information on construction documents.** ...Construction documents shall be of sufficient clarity to indicate the location, nature and extent of the work proposed and show in detail that it will conform to the provisions of this code and relevant laws, ordinances, rules and regulations...

In preparing the construction documents, the Building Designer must provide the Truss Designer with the information necessary to properly design the trusses for the building.

Assuming the requisite information is provided within the construction documents issued by the Building Designer, the Truss Designer's sole responsibility is to properly design the trusses according to this information. Once designed, a truss is then depicted on a TDD. The Truss Designer is therefore specifically responsible for the single truss design depicted on each TDD.

Again assuming the requisite information is provided within the construction documents, a TPD is prepared by component manufacturer personnel who are not typically engineers. The individuals preparing a TPD are trained individuals who work as truss technicians, truss take-off specialists or truss salespeople. As a TPD is typically prepared outside the engineer's scope of work, it may not be reviewed or even seen by the Engineer responsible for preparing the Truss Design Drawings. A TPD is generally not prepared within the typical duties of an engineer and is therefore not typically prepared under the engineer's direct supervision.

A TPD is intended to assist customers, erectors and code enforcement officials in positioning or locating the trusses and related structural components supplied by the component manufacturer. Its function is to serve as a detailed installation guide. The TPD indicates the component manufacturer's assumed location for each truss or related component that has been designed and manufactured. A TPD would best be described as a "shop drawing."

"Shop drawings," as defined by Federal Acquisition Regulation (FAR),<sup>2</sup> are typically drawings submitted by the construction contractor or a subcontractor at the

<sup>1</sup>[www.dos.state.pa.us/bpoa/lib/bpoa/20/eng\\_board/act\\_367\\_professional\\_engineers-5-04-new1.pdf](http://www.dos.state.pa.us/bpoa/lib/bpoa/20/eng_board/act_367_professional_engineers-5-04-new1.pdf)

<sup>2</sup>[farsite.hill.af.mil/reghtml/regsfar2afmcfars/fardfars/far/02.htm](http://farsite.hill.af.mil/reghtml/regsfar2afmcfars/fardfars/far/02.htm)

different phases or stages of construction or required under a construction contract scheduling requirements, showing in detail either or both of the following:

1. The proposed fabrication and assembly of structural elements.
2. The installation (i.e., form, fit, and attachment details) of materials or equipment.

FAR is the primary regulation for use by all Federal Executive agencies in their acquisition of supplies and services with appropriated funds.

Similar to a shop drawing, a TPD is intended as an installation detail and is covered by engineering exemptions in many states. Again using Mr. Fuller's location as an example, the Commonwealth of Pennsylvania specifically exempts shop drawings from requiring an engineer's seal in PA Act 367:

**Section 5. Exemption from Licensure and Registration.** Except as specifically provided in this section, this act shall not be construed to require licensure and registration in the following cases:...(j) The preparation of shop drawings or the performance of construction management services by persons customarily engaged in construction work.

PA Act 367 also provides a definition for the *Practice of Engineering*:

**Section 2. Definitions.** As used in this act –(a) (1) "Practice of Engineering" shall mean the application of the mathematical and physical sciences for the design of public or private buildings, structures, machines, equipment, processes, works or engineering systems, and the consultation, investigation, evaluation, engineering surveys, construction management, planning and inspection in connection therewith, the performance of the foregoing acts and services being prohibited to persons who are not licensed under this act as professional engineers unless exempt under other provisions of this act. ...

The preparation of a TPD does not require the need for education in mathematical or physical sciences.

Finally, because a TPD is generally neither created by nor created under the immediate personal supervision of a licensed design professional, it cannot be sealed. To require that it be sealed violates all state engineering laws. For example, Chapter 37 of *The Pennsylvania Code*<sup>3</sup> provides rules that govern the proper use of an engineer's seal:

**§ 37.59. Use of seal.** The following rules govern the proper use of a registrant's seal: (1) A registrant may use his seal and signature only when the work being sealed and signed was prepared by the registrant or under the registrant's complete direction and control. ...

<sup>3</sup>[www.pacode.com/secure/data/049/chapter37/chap37toc.html](http://www.pacode.com/secure/data/049/chapter37/chap37toc.html)



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The Engineer's Code of Ethics as outlined in Section 4 of PA Act 367 states:

**Section 4. General Powers of Board. ... (g) Suspension and Revocation of Licenses; Registrations and Certificates; Reinstatements.** ...It shall be considered unprofessional and inconsistent with honorable and dignified bearing for any professional engineer: ... (9) To use or permit the use of his professional seal on work over which he was not in responsible charge.

In conclusion, Mr. Fuller has brought up very good points and WTCA is in agreement with the issues he has raised. The code is clear that the Building Designer is the Registered Design Professional who has responsibility for the overall building design in accordance with the state's statutes and regulations. The Building Designer is also the person who reviews and coordinates all the Construction Documents prepared by others (including the Truss Design Drawings and Truss Placement Diagrams) to make sure they do not conflict with the scope of the project, the specifics of which are listed in IBC Section 106.3.4.1:


**106.3.4.1 General.** ...The registered design professional in responsible charge shall be responsible for reviewing and coordinating submittal documents prepared by others, including phased and deferred submittal items, for compatibility with the design of the building. ...

The Truss Placement Diagram is an illustration identifying the assumed location for each truss based on the Truss Manufacturer's interpretation of the Construction Documents. The TPD is not an engineering document and should never be considered a replacement for a structural framing plan prepared by the Building Designer. If a seal is required on a TPD, it should be evaluated by the Building Designer and signed and sealed as reviewed and approved in conformance with the overall building design. **SBC**

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# The Truck Stops Here!

## Sorting Out Responsibility & Training

by Sean D. Shields

Let's start with an obvious statement: as a component manufacturer, you spend a considerable amount of time designing and constructing structural building components. Here's another one: you make a considerable investment in your raw materials and have significant costs associated with owning and running your production facility. One more: every component you spend the time and effort to build you hand over to a singular employee, a truck driver, who has 100 percent control and responsibility for ensuring your product gets to your customer safely and intact.

Let me put that last statement a slightly different way, for emphasis: **your company's ultimate success or failure is extremely dependent upon the skills and performance of your truck driver as they transport your products out the front gate of your facility and deliver them to your customer's jobsite.** Gives you a moment of pause, doesn't it?

Chances are good you're always looking for ways to reduce your risk, streamline your operations, enhance your reputation, expand market share and, ultimately, improve your business. Then consider, for a moment,

your drivers. How did you evaluate their skills prior to hiring them? Were they properly trained once they were hired? Are they fully aware of their responsibilities before, during and after they transport your products to the jobsite? Are you fully aware of your responsibilities?

In a 2004 industry survey, over 85 percent of component manufacturer respondents indicated they owned or leased their own fleet of commercial motor vehicles (CMV). Of those respondents, only a third (35 percent) indicated they had developed what they considered to be a formal driver training program. Even beyond educating and training your drivers, it's important for you to understand all the risk and responsibility your company assumes in transporting its products.

It is this liability that is prompting more and more insurance carriers to promote or even require more comprehensive driver training. WTCA staff spoke with one component manufacturer who was recently approached by his insurance company to institute such a program. He hadn't even filed a claim, yet he was told he needed to institute a formal program.

For these reasons, WTCA is currently developing comprehensive training to address product transport called, WTCA's TRUCK Program—Industry Best Practices. This article will briefly outline the various aspects of the program and discuss why you may want to consider adopting the program, with or without prompting from your insurance carrier!

### Your Company's Responsibility

Prior to the point where the truck pulls out of your facility, your company has complete responsibility for each truck and trailer, including maintenance, insurance and registration. You must acquire any necessary permits if a truck is going to haul a load that exceeds the maximum allowed size restrictions. You are also responsible for providing safety signage, flags and lights for the truck, trailer and load, as well as escort vehicles when a permit requires them.

You are also responsible for making sure your driver has a Commercial Drivers License (CDL). Drivers have been required to have a CDL in order to drive a CMV since April 1, 1992. The Federal Highway Administration (FHWA) has developed and issued standards for testing and licensing CMV drivers.<sup>1</sup> Among other things, the standards require individual states to issue CDLs to CMV drivers only after the driver passes knowledge and skills tests administered by the state related to the type of vehicle to be operated. Tickets and other infractions while operating a CMV can impact a driver's eligibility to hold a CDL. You need to keep track of a driver's record to make sure they still hold a valid CDL before you employ them to haul your products.

All of these responsibilities require a plan of action and, more often than not, a lot of paperwork. The TRUCK program will train individuals within your company to handle the many responsibilities you assume when you own and operate your own fleet of trucks (and, to a lesser extent, if you contract out to a third-party common carrier). TRUCK will also include training on your clerical responsibilities, including insurance forms, permit applications, driver logs, vehicle maintenance records and vehicle registration.

### Your Driver's Responsibility

Then there is the issue of driver responsibility. Once the truck leaves your manufacturing facility, the driver assumes full and complete responsibility of the vehicle and the cargo it is transporting.

Not to sound like an after school special, but knowledge is power—your drivers need to know this! If they speed, they get the ticket. If the truck's tags are expired, they get the ticket. If the load is illegal or the permit they have is deemed invalid, they get the ticket. If they get in an accident, you guessed it, they get the ticket (assuming one is issued).

Drivers should inspect their vehicle and trailer, all tie downs, anchor points and other load securement methods, and the load itself before departure. The driver is also required to ensure cargo is properly distributed, does not obscure the forward or left and right view from the driver's seat, or prevent access to emergency accessories (flares, cones, etc.) or a viable exit from the cab of the truck.

Continued on page 58

<sup>1</sup>For more information on this program, visit <http://www.fmcsa.dot.gov/registration-licensing/cdl/cdl.htm>.



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A new tool to get your fleet on the road safely and with minimal risk.

### at a glance

- Proper training and management of truck drivers is a way to reduce risk, streamline operations, and enhance your reputation.
- TRUCK is a new fleet management and safety program designed to train drivers about their responsibilities on the road and at the jobsite.



### Transportation Manager

"The buck stops here" is a simple statement about assuming responsibility. In this case, through the WTCA TRUCK Program, your company chooses an individual who then claims, "the truck stops here!" It is important not only for you, but for the drivers you hire to be clear on your commitment to their training and ultimate success in their job. Instituting a formal driver training program starts with choosing the right person to assume responsibility for it.

The TRUCK program will help the transportation manager to assess your company's current risk given the structure and scope of your fleet. It will also help them, if necessary, evaluate and choose proper insurance coverage and provide guidance on maintaining an effective vehicle registration system.

TRUCK will also help you and your transportation manager make one of your most important decisions: choosing who you hire to drive your trucks. It will include best practices on developing expectations for your drivers with regard to their driving performance (and history), drug and alcohol use, proper work attire, and attitude (particularly on the jobsite). With these expectations in place, it becomes easier to evaluate and contrast potential hires.

As discussed earlier, TRUCK will also include training and guidance on creating a comprehensive vehicle maintenance and inspection schedule. Keeping your trucks road worthy, particularly through preventative maintenance to ensure small part failures don't lead to large mechanical problems, is one of the most effective things your company can do to lower the overall cost of transporting your product and reduce delays.

### Driver

Your drivers are the face of your company on the road. Their actions and skills determine whether your product makes it to your customer to their satisfaction. It only makes sense to ensure they are well trained to assume the heavy responsibilities they accept every time they pull their truck out of your facility. The TRUCK program will provide that base industry-specific training.

If they don't already have a CDL, it will guide them on how to apply for one, prepare for the test, and maintain that licensure during their career. The program will also cover the basics of driving a CMV, as well as some of the particular issues your drivers may face on the road (for example, making a wide right turn with an uncentered load when the peak of the trusses hang off the right side of the vehicle).

Law enforcement can spend a considerable amount of time inspecting your CMVs either at weigh stations or on the side of the road if they pull it over. In most instances, they

will conduct a 21-point inspection of the truck and trailer. TRUCK will outline this inspection process and train drivers how to conduct this inspection on their own before they head out on the road. This "pre-trip" inspection will help minimize the chances law enforcement will find something wrong during their inspection and thus avoid citations. Law enforcement will also likely inspect the cargo, its positioning and its securement. If they find anything wrong during their inspection, and it can't be fixed immediately, they can place the vehicle "out-of-service," until a different vehicle is brought to transport the cargo. This can mean costly delays and affect your company's reputation.

Finally, the TRUCK program will train drivers on how to work with the specific products manufactured by the industry. Your products offer some unique challenges, particularly during the loading and offloading process, that a driver should be properly trained to handle. This program will offer best practices on loading and positioning of cargo, safe and thorough application of load securement devices (such as nylon strap tie-downs), and selecting or creating a safe and adequate location to unload components at the jobsite.

### Record Keeper

Few other aspects of your business will require as much paperwork as your transportation fleet. From insurance and vehicle registration to over-sized load permits and driver logs, there are a lot of forms and files to collect and maintain in order to comply with local, state and federal regulations. Out of necessity, all of this record keeping may be done by the same person you appoint as your certified transportation manager. However, if you want a member of your clerical staff to take responsibility for your transportation paperwork, the TRUCK program will include specific training on record keeping.

### Risk Management

It is important to point out that effective driver training and transportation management has as much to do with addressing risk as it does legal compliance. First, the customer is paying for a timely and damage-free delivery. Second, damaged cargo from driver error can result in claims against your company, hurt your reputation and impact your profitability. Third, insufficiently secured cargo, improperly maintained equipment, or poor driving can lead to an accident resulting in injury or loss of property, as well as citations from law enforcement and potential litigation.


For example, improperly securing truss loads has proven to result in insurance claims. Specifically, data obtained from



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CNA Insurance, for the years CNA maintained WTCA's truss industry insurance program, showed that for CNA truss manufacturer insureds, 36 percent of the claims were vehicle-related. Of those claims, 148 had to do with clearance issues. These losses occurred on trucks delivering over-hanging trusses to jobsites that struck something. The next most frequent number of losses, 93, occurred when objects fell off vehicles and struck something.

The TRUCK program will offer best practices on what your company should do in the event of an accident. If an accident occurs, it will require the action by all three of these individuals. The program will train each of them on what their responsibilities are and what they should do to help minimize company liability.

### Conclusion

Product transport is one of the greatest sources of risk and liability a component manufacturer faces. It also presents a significant injury risk to your employers and others, from loading and unloading of product, to travel on public roads. As a consequence, WTCA's Management Committee is creating the TRUCK program to help you appoint and train an effective transportation manager to take responsibility for maintaining your transportation fleet. The TRUCK program will also offer industry-specific training for your drivers and provide guidance on proper record keeping. **SBC**

*If you are interested in more information on this program, please contact Sean at WTCA, 608/310-6728 or [sshields@quallim.com](mailto:sshields@quallim.com).*



### The Truck Stops Here!

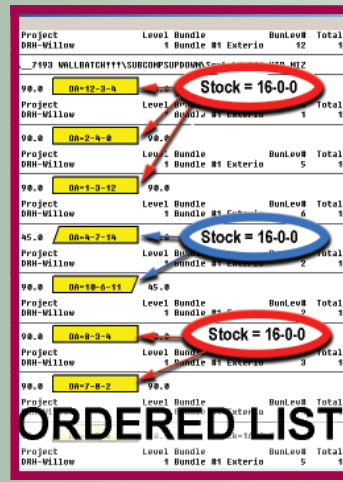
Continued from page 57

For components transported long distances, the driver has an additional responsibility to inspect the cargo and its securement while in transit. At a minimum, the driver must ensure adequate tension of securement devices within the first 50 miles of the trip, when their duty status changes (i.e., they stop to sleep or eat), or after three hours or 150 miles.

The TRUCK program will train drivers how to conduct proper pre-trip inspections on their vehicles, the load, and all load securement devices, as well as provide proper techniques or procedures to use in order to fix any problems they find. In the end, because the driver assumes full responsibility when they leave, they have a right and an obligation to refuse to leave if they find anything wrong. Outside your plant, they are your company's representative to all the motorists they share the road with. Their actions and the performance of your vehicles should reflect the impression you want to make in your marketplace.

### Training

The structure of WTCA's TRUCK program is modeled loosely on WTCA's Operation Safety program, in that it will focus on training and certifying one individual within your company to manage transport of your products. Upon completion of the program, that one employee will know how to manage and run a comprehensive driver hiring and training program; institute a comprehensive safety program as it pertains to CMVs and cargo transport; implement driver safety incentive and driver discipline programs; and conduct proper record keeping. TRUCK will also contain a complete industry-specific driver training program your company can use for both new hires and experienced drivers. Finally, the program will contain training on proper record keeping for clerical employees.



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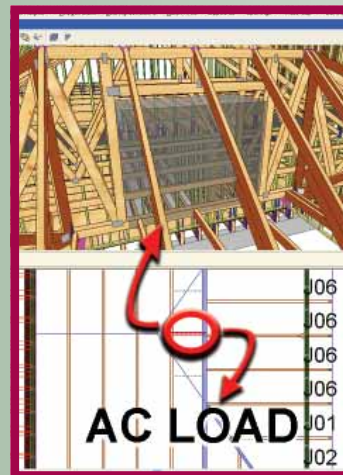
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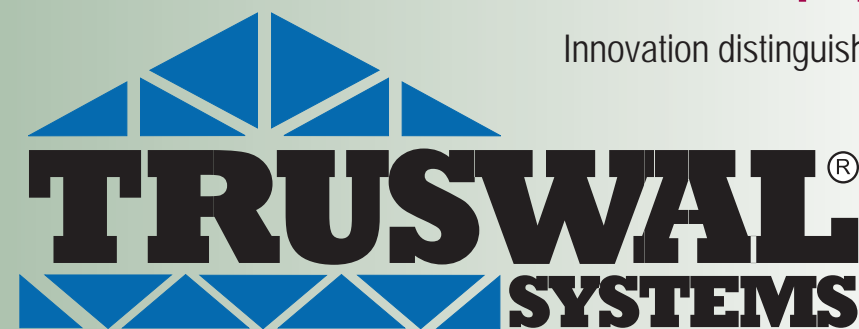
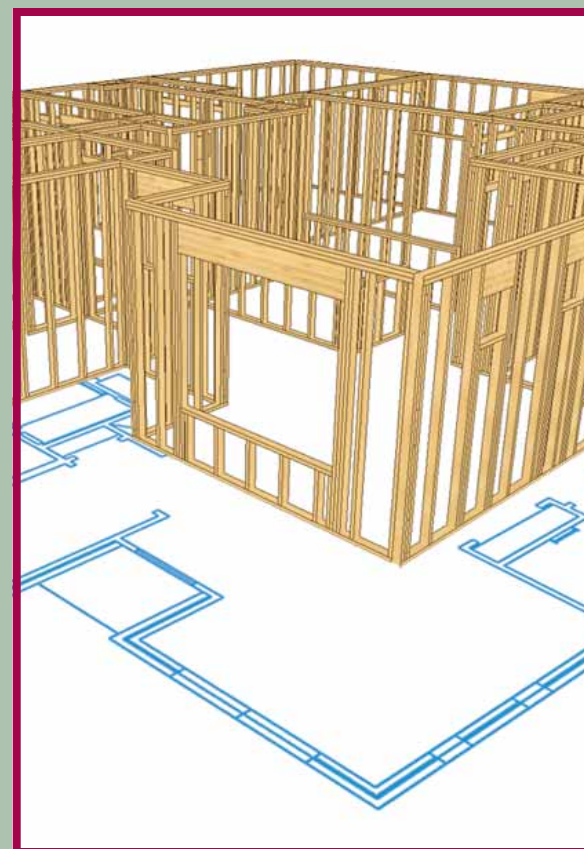
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# Dust in the Wind

by Sean D. Shields

Learn how to quantify and report sawdust emissions in your operation.

**W**hen it comes to sawdust, your biggest problem is not your saw, it's your automobile. Not just your car, but the fact that almost everyone has one and uses it daily. Car exhaust is full of carbon monoxide and particulate matter (PM), and both have proven to have a potentially negative impact on human health.

As a consequence, local and state governments are trying to limit the production of harmful emissions and PM in their regions. Having gone through this process myself, I can tell you that government officials are, for good reason, hesitant to discuss options that limit the largest contributor to the problem: cars. Instead, they leave no stone unturned in their effort to find and reduce all other sources of harmful air emissions.

As such, regulating production facilities like yours is generally one small aspect of an overall plan to drastically limit the amount of airborne PM generated in a geographic region. The problem is that as structural component manufacturers attempt to obtain permits for expansion or new construction in these "non-attainment" areas, they are often met with very stringent requirements pertaining to PM generation.

Why, you ask? Unfortunately, as a facility that handles and processes wood, your operation is a known producer of sawdust, a form of PM, that is regularly lumped together with the likes of sawmills and furniture manufacturers. This comparison is based on a widespread misconception of the operational practices of the structural building components industry. The good news is there is a way to address this problem and prove you don't produce enough sawdust PM for them to worry about.

## Particulate Matter (PM)

The U.S. Environmental Protection Agency (EPA) is charged through the Clean Air Act to monitor air quality and set limits on various airborne toxins that may be emitted. As more and more regions of the country exceed these limits, and become areas of "non-attainment" as deemed by the EPA through the Act, local and state governments are passing regulations to limit the production of harmful emissions and PM.

Federal and state environmental protection agencies have long qualified sawdust as "particulate matter," or PM, and have adopted various regulations according to the size of the PM. Particle size influences two key factors: how long it will likely remain suspended in the air, and where in the body the particle may lodge itself if inhaled.

Generally, PM is measured in microns (one-thousandth of a millimeter). For a sense of scale, 10 microns is roughly the width of a human hair.

The smaller the particle, the greater the threat it can pose to human health. While particles larger than 10 microns are effectively filtered by tiny hairs in the nose and throat, they can cause irritation of those areas. Anything smaller has a chance of getting into the respiratory system and blood stream and may cause significant harm. Particles 10 microns or smaller are referred to in governmental regulations as PM10, and are subject to quantity limitations—generally in tons per year.

Woodworking operations, along with the sawdust (PM) they produce, are coming under greater scrutiny by air quality regulators because they contribute to overall airborne PM levels. Increasingly in urban areas, PM levels are exceeding national EPA limits. When this happens, the area is considered in "non-attainment" and must submit plans to federal regulators on how they will reduce their production of PM back below the limit.

The worst case, as some component manufacturers in Virginia and Colorado have found out when applying for permits to expand and open new facilities, state governments may require you to install an expensive pneumatic conveyance and baghouse system to contain your sawdust. Generally referred to simply as a "baghouse," this arrangement of hoods, ductwork, fans, filters and storage "bags" col-

lects sawdust out of the air as it's generated by your saws.

However, through quantifying the sawdust you actually produce, as opposed to the amount generated by other woodworking facilities like furniture manufacturers, you can prove such requirements are unnecessary.

## Quantifying Sawdust Generation

It seems logical to assume the type of woodworking the building components industry does—single or multiple cuts on softwood 2x4 or 2x6 lumber—produce larger size sawdust, most of which should fall outside of the PM10 classification that is so heavily regulated. However, there appears to be no empirical evidence within the industry, through controlled testing or otherwise, to prove this assumption.

This lack of evidence has posed a potential problem as air quality regulations become more stringent with regard to PM10. The industry is left open to the misconception that you produce the same amount and type of sawdust that furniture manufacturers do. We all know this simply isn't the case. However, due to a lack of proof, federal and state regulators are left to use the data they do have on woodworking facilities, which has been provided to them by furniture manufacturers. Fortunately, there is an alternative.

One method employed by the EPA in determining quantity is calculating a source's potential to emit (PTE) using an emis-

Continued on page 64

## at a glance

- ❑ Wood truss operations produce sawdust, which is a form of particulate matter often categorized with sawmills and furniture manufacturers.
- ❑ By quantifying the sawdust you actually produce, you can prove baghouse system requirements unnecessary.
- ❑ One method to determine quantity is to calculate a source's potential to emit (PTE) with an emissions factor.

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## Dust in the Wind

Continued from page 63

sions factor. An emissions factor is an approximate value that attempts to relate the quantity of a pollutant (sawdust) released to the atmosphere with an activity associated with the release of that pollutant (cutting wood). Let's look at how you can utilize an emissions factor to quantify sawdust generation.

An emissions factor is used to estimate PTE emissions using the following formula:

$$E = A \times EF \times (1 - ER/100), \text{ where:}$$

E = emissions of PM sawdust;

A = activity rate;

EF = emission factor, and

ER = overall emission reduction efficiency, %

### Activity Rate

To use the formula provided above, you first need to identify your activity rate (A). For component manufacturers, your activity rate should quantify the annual number of tons of sawdust your facility has the potential to emit (PTE). According to the EPA, the PTE of each of your truss saws is considered to be its average hourly sawdust production multiplied by 8,760 hours (i.e., the number of hours in a year).

To determine your annual truss saw PTE, or activity rate, you would utilize the following formula:

$$A = 8760 \text{ Hours} \times (\text{Board Feet (BF) of Material Cut/Hour}) \times (\text{Weight of Material})$$

Further, to determine your material cut/hour, you would use this formula:

$$\text{Material Cut/Hour} = \text{Wood Length} \times \text{Wood Width} \times \text{Blade Thickness} \times \text{Number of Cuts/Hour}$$

To find A, here is an example for a typical component manufacturer:

XYZ Truss has two linear truss saws that exclusively run through 2x4 dimensional southern yellow pine. First, to determine the material cut/hour, the above formula would be used in the following manner (we will assume the cut has a slight angle, so the length will be 5.5 inches instead of a straight cut of 3.5 inches):

$$\text{Material Cut/Hour} = (5.50 \text{ inches}) \times (1.50 \text{ inches}) \times (0.25 \text{ inches}) \times (1000 \text{ cuts})/\text{Hour}$$

In order to convert the measurement into board feet, the wood volume must be divided by 144 inches:

$$\text{Material Cut/Hour} = (2.063 \text{ in}^3) / 144 \text{ inches} \times (1000 \text{ cuts})/\text{Hour}$$

Consequently:

$$\text{Material Cut/Hour} = (0.014 \text{ BF}) \times (1000 \text{ cuts})/\text{Hour}; \text{ or roughly } 14 \text{ BF/hour}$$

Since XYZ Truss has two truss saws, the facility has the capacity to cut 28.0 BF/hour. According to the U.S. Dept. of Agriculture, Spruce-Pine-Fir (SPF) has an average weight of 2.5 pounds/BF.

In this example, it is now possible to determine the activity rate (A) using the formula:

$$A = 8760 \text{ Hours} \times 28.0 \text{ BF/Hour} \times 2.5 \text{ pounds/BF}$$

$$A = 613,200 \text{ pounds}$$

In this example, XYZ Truss annually has the potential to generate 306 tons of sawdust.

### Emissions Factor

In most cases, emission factors (EF) are simply averages of all data available from acceptable quality sources, and are assumed to be representative of long-term averages for all similar sources. The primary source of emission factors is the EPA's "AP 42" document, which lists the factors reviewed and approved by the agency. As of 2001, AP 42, Chapter 10: Wood Products Industry, listed an emissions factor of 0.35 for the rough wood cutting generally employed by the structural building components industry.

Unfortunately, that emissions factor has been temporarily suspended. However, it is the best data currently available to calculate potential emissions, so we'll use it in this example.

### Emissions Reduction Efficiency

In this example, XYZ Truss, like most component manufacturers, has not installed a sawdust collection system. They manually sweep up the floors multiple times each shift and deposit the dust in garbage cans that are emptied into a large storage bin outside. The bin is collected bi-weekly and transported to a local stable yard for horse bedding.

According to the EPA's Office of Air Quality Planning & Standards, XYZ Truss has an overall emissions reduction efficiency (ER) of zero percent. Typically, baghouse and cyclone dust collection systems used by the furniture industry have an ER between 90-99 percent.

### PTE Sawdust Emissions

In this example, XYZ Truss can now use the formula to calculate their total annual PM sawdust emissions:

$$E = A \times EF \times (1 - ER/100)$$

$$E = 306 \text{ tons of sawdust/year} \times 0.35 \times (1 - 0/100)$$

$$E = 306 \times 0.35 \times (1.0)$$

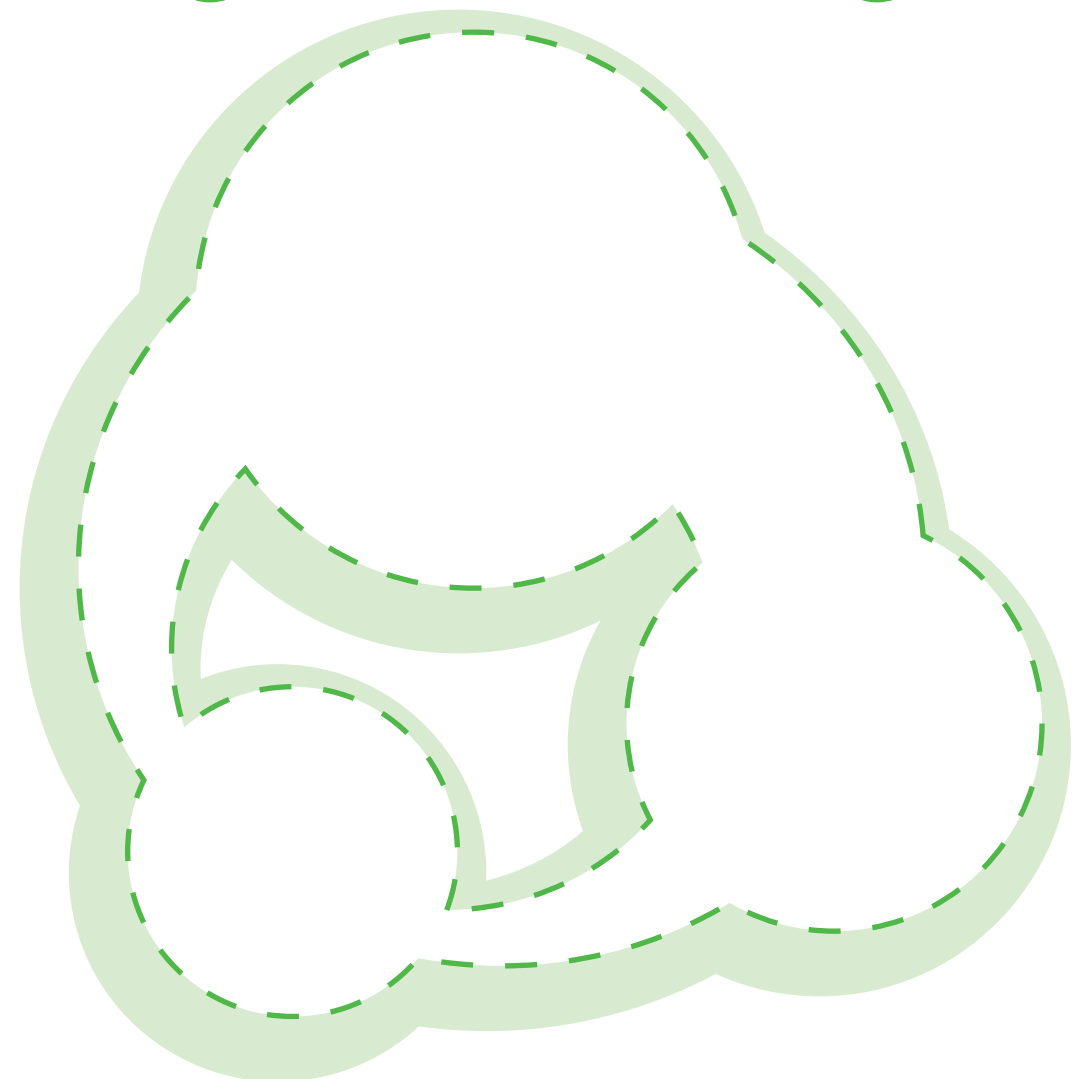
$$E = 107 \text{ tons of airborne PM sawdust/year}$$

### Conclusion

If you find yourself having difficulty obtaining permits due to concerns about your sawdust production, using this formula to quantify your PTE sawdust emissions may help you address this problem. This formula is discussed at greater length in the recently published WTCA *Management Note*, "Quantifying Sawdust Generation and Health Risk Factors," available at [www.sbcindustry.com/kb/managementnotes.php](http://www.sbcindustry.com/kb/managementnotes.php).

In addition, if you're having difficulty with this issue, please don't hesitate to contact WTCA staff, who can help you use this formula or work with individual regulators to reach a solution. **SBC**

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# Structural Building Codes Matter

by John McFee

The mass effect of monitoring building codes is revealed.

Have you ever thought about how the building codes can affect your business? The effects can be both good and bad depending on your preparation for the market place and the level of building code enforcement in the areas in which you conduct business. Chances are good the codes touch you in both manufacturing as well as product distribution. It is important to be aware of the current code language and the upcoming changes so you can take advantage of all opportunities presented to your company.

The progression of the building code adoption is moving from many varied codes to the adoption of the I-Codes. A May press release from the International Code Council (ICC) stated that all 50 states have adopted or are in the process of adopting the provisions of the I-Codes. ICC President Wally Bailey was quoted: "I-Code adoptions in all 50 states make building design, construction and code enforcement easier for the entire building industry. Consumers are the big winners. The economic benefits of building to the latest codes can include improved safety, reduced maintenance costs, energy savings and lower insurance premiums."

This is very good news in the fact that the more uniform the code adoption and implementation become, the less disparity in code requirements among the tens of thousands of code jurisdictions. The only down side to this approach is that the interest in the code development process at the ICC level will increase significantly. There will be many groups involved in this process making code changes that have to be monitored. The process will be further complicated when a broad application of codes is used in real building applications—the changes made in one section of the code may seem harmless until they are considered in the broader context. This factor alone could have a dramatic unexpected effect on the design and application of structural building components.

Thankfully, we're prepared for this increasingly complex code development process. WTCA has long been a strong supporter of the code development process on the national level. This is made clear by the effective participation in the ICC code development process since the 2004 code cycle began, when WTCA was appointed as a voting member on the IBC Structural Committee. This activity has allowed us to develop many strong and valuable relationships with other interest groups (see sidebar). It is critical that we consider all interest groups when developing code language for two important reasons. For one, the code language must be understandable to all of the parties that use it to allow for consistent and uniform enforcement. The opportunity to work with these groups allows for a broader viewpoint and enhanced support of complex issues on the code floor.

The second reason it is critical to remain in contact with as many organizations as possible is to protect the interests of manufacturers in our industry. Many times conflicts on the code floor are a result of the presentation of code changes to address a specific issue without any consideration of how the proposed change affects components and systems within the building envelope. Working with the other groups creates the opportunity to look at a single issue from an array of viewpoints. When new code language is developed in this manner, it can be presented to the code adoption body

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- American Iron and Steel Institute
- APA – The Engineered Wood Association, iLevel by Weyerhaeuser
- Building Officials in the State of Michigan, California, Indiana, Virginia, Wisconsin, Florida, Arizona, New York
- Fire Service Officials in Michigan, Ohio, California and New York
- Foam Sheathing Coalition
- Institute for Building and Home Safety
- International Code Council ad hoc committee process
- National Association of Home Builders
- National Concrete and Masonry Association
- National Council of Structural Engineers Association
- National Institute of Science and Technology
- Steel Joist Institute
- Structural Engineers of Washington
- Truss Plate Institute

## at a glance

- If you are aware of current code language, you can take advantage the opportunities presented to your company.
- Code language must be understandable to all parties in the marketplace in order for uniform enforcement.
- Monitoring code issues on a local level is critical to strengthen our industry's collective influence on building codes.

with a broader base of support.

In addition to the activities on the national level, there are states and many local jurisdictions considering the adoption of ICC language. The potential outcomes are numerous and the ramifications on component manufacturers are great. Although we go to great lengths to monitor the code adoption process at the state and local levels, member involvement is essential to cover all activities. WTCA members in many chapters have risen to this challenge, but we've only scratched the surface in terms of the effect we can have on the code development process. The key is early detection: if we know about local issues in the early stages, we can work to modify the problem areas and proactively support the items that are critical to our industry's needs. We need your local eyes and ears to strengthen our industry's collective influence on building codes.

## Into the Future

Due to the nature of the process, it will be necessary to continue to develop all existing and new alliances within the building code industry. In addition, we will have to continue to be the leaders in our industry through advancement in technology and its application. History allows us to see that many of the previous codes were developed on common knowledge of what had been done in the past. And if it had not been done in the past, a very conservative safety factor would be applied to make sure there would not be any long-term problems.

Continued on page 68

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Structural Building Codes Matter

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Due to nature of how the code is developed and the fact that it is looked at one section at a time, very few people actually understand the code in its entirety from a design standpoint. This leaves us with a great challenge to determine if the sections addressing foundations, walls, floors and roofs have been written in a manner to address load path issues not only within each chapter of the code but from a practical application standpoint of the completed building envelope.

In an effort to incorporate the most sound application of engineering and technology on real world issues, we are fortunate to have the resources of the new SBC Research Institute (SBCRI). Although the opportunities are nearly endless for this new facility, one area will greatly impact future code provisions: testing and collecting data on flow of loads through all aspects of building construction with emphasis on structures to determine the interactions of components, systems and connections throughout. Over time, we will be able to support proposed code change language with a practical real world perspective supported with data resulting from research conducted at the SBCRI.

On the facing page is a summary of the ICC Final Action Hearing results that will ultimately appear in the 2007 ICC Supplement. **SBC**

# ICC 2006/2007 Final Action Hearing Results Summary

This is a preliminary summary of the International Code Council (ICC) Final Action Hearing (FAH) results from the Rochester, NY meeting. As an industry, we did receive a high level of success on proposals addressing the issues relevant to our industry. The code development process is a result of proposals submitted to change the current code on a pre-established schedule. The proposals were heard at the Code Development Hearings held in September and October of 2006. The results of the fall 2006 hearings were made available for public comment and those comments were heard in May at the Final Action Hearings. The

results of the FAH have been posted and can be found at [www.sbcindustry.com/codes.php](http://www.sbcindustry.com/codes.php). The deliverable from all of this work will be the ICC 2007 Supplement. The process starts all over again with the 2007/2008 code change proposal cycle with a deadline for submissions is August 20, 2007. For more on the ICC code development process, see "The Big Picture" in the January/February 2007 issue of **SBC**.

The following is a table that lists of some of the more important issues that were addressed during the final action hearings.

Item Description	Item Identification	Affected Code Section #,s	FAH Action	Modification Summary
RB 34	Structural Insulating panels (SIP) standard & references	R301.2.1.1 & R202	AMPC1	Includes requirements for SIPs in IRC.
RB44	Seismic provisions	R301.2.2	AMPC1	Retains Seismic Design Category C in the consideration for irregular structures.
RB 179 - 227	Wall bracing issues	R602.10	Various	Extensively modified braced wall line requirements including requirements for continuously sheathed walls.
RB 264,265, 266,268	Uplift connections	R802.10.5 & R802.11.1	D	Work will continue to achieve a consensus position.
RB 114	Fire protection systems	313.1	D	Disapproved requirement for sprinklers.
IBC - S28	Definitions	1702		Clarify the code requirements for special inspections. See section below.

**S28-06/07 - Section: 1702 DEFINITIONS of FABRICATED ITEM**

**FABRICATED ITEM.** Structural, load-bearing or lateral load-resisting assemblies consisting of materials assembled prior to installation in a building or structure, or subjected to operations such as heat treatment, thermal cutting, cold working or reforming after manufacture and prior to installation in a building or structure. Materials produced in accordance with standard specifications

referenced by this code, such as rolled structural steel shapes, steel reinforcing bars, masonry units, and wood structural panels a standard, listed in Chapter 35, that requires quality control to be provided under the supervision of a third party quality control agency shall not be considered "fabricated items."

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# On Guard!

## A Closer Look at Safeguarding Your Manufacturing Equipment

An experience with OSHA reminds of the importance of machine guarding.

Earlier in the year, Scott Arquilla of Best Homes, Inc. called in for advice with a question about a recent OSHA citation involving a non-existent machine guard on a "radial arm" saw. You'll see why we've put this term in quotes by reading below.

### A Real Life OSHA Experience - By Scott Arquilla

In late March 2007, a federal OSHA Compliance Officer called on Best Homes, Inc. because of the higher than industry average Days Away/Restricted or Transfer (DART) and Days Away from Work Injury and Illness (DAFWII) rates our company had experienced in the 2003 through 2005 calendar years. This inspection was promulgated under (OSHA's) Site Specific Targeting 2006 (SST-06) Plan for worksites with a DART rate at or above 12.0 or a DAFWII rate at or above 9.0.

Because our rates were in excess of rates set by OSHA, the Compliance Officer reviewed a number of our existing policies, training records and our OSHA 300 Log for 2006. While the 2005 and 2006 OSHA 300 logs noted lower and substantially lower, respectively, DART and DAFWII rates than noted above (only one recordable accident with no lost work days in 2006), the Compliance Officer nevertheless proceeded with an inspection of our plant because she could not use the 2006 results and could only average the results for calendar years 2003 through 2005. No trends were considered. Even after hearing how impressed she was with our policies, procedures, training, the opinions of our employees on our the safety environment, and our vastly improved performance in 2006, she was very concerned with the lack of lower blade protection on our two pull saws under OSHA 29 CFR 1910.213 (h)(1) and a formal citation was issued a few weeks after her visit (see language below).

### at a glance

- ❑ OSHA machine guarding standards are meant to prevent the 18,000 injuries U.S. workers suffer while operating machinery.
- ❑ Six machine guarding requirements are defined by OSHA.
- ❑ Scott Arquilla's story demonstrates that OSHA may make an exception if it is determined that a certain guard presents a hazard.

**1910.213(h)(1):** The upper hood shall completely enclose the upper portion of the blade down to a point that will include the end of the saw arbor. The upper hood shall be constructed in such a manner and of such material that it will protect the operator from flying splinters, broken saw teeth, etc., and will deflect sawdust away from the operator. The sides of the lower exposed portion of the blade shall be guarded to the full diameter of the blade by a device that will automatically adjust itself to the thickness of the stock and remain in contact with stock being cut to give maximum protection possible for the operation being performed.

by SBC Staff



Any component manufacturer who owns what we normally call a "radial arm" saw realizes these are not radial arm saws in the conventional sense. The angles that these saws typically cut are far in excess of the 45 degrees that most commercial and civilian saws are limited to.

While the fine was minimal, the real problem was that payment of the fine would require us to mitigate the hazard, which would be impossible to do. Our safety advisor sprang into action on our behalf. They were instrumental in convincing our saw manufacturer to attend our informal hearing on May 8. At that hearing, it was explained that these saws should be classified as "pull" saws, are typically only used in truss manufacturing operations where extreme angles are required to cut truss parts, that none of the available saws in the market have lower blade guarding as required by the standard, and that adding a lower blade guard would create a "greater hazard" to the operator. The saw rep further reviewed their numerous attempts to design and make available compliant guards, all of which became damaged and created that "greater hazard." He even presented engineering, which noted that the forces involved when a saw operates at an extreme angle would push a blade guard into the moving blade.

Since we purchased the saws in 2004, our saw manufacturer has designed and equipped their saws with a blade guard when the saw is retracted as well as a laser to allow the operator to see where the blade will travel in order to prevent injuries. Incidentally, none of our injuries going back 30 plus years occurred using these saws.

Continued on page 74

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## On Guard!

Continued from page 73

*In the end, logic prevailed and the local OSHA office agreed to vacate our citation.*

*In July 1987, another pull saw manufacturer in the industry received an opinion from OSHA stating that their horizontal barrier guard with vertical side shields above the barrier guard met the intent of the regulation and any citation would be a de minimis violation, meaning there would be no fine or need to mitigate. Our saw manufacturer intends to seek a similar interpretation for their saw with help from our safety advisory.*

## Learn

In this case, Scott was able to argue (and for good reason) against the use of machine guarding for the equipment noted. However, one lesson we can take away from his experience is that something as simple (and necessary) as proper machine guarding of complex component saws and finishing equipment to smaller handheld tools, such as pneumatic nail guns, can help prevent accidents and injuries. This is the reason that OSHA imposes the standards that it does.

OSHA reports that U.S. workers who operate and/or maintain machinery suffer approximately 18,000 amputations, lacerations, crushing injuries, abrasions, and over 800 deaths per year. The good news is that appropriate safeguarding and proper training can reduce or even eliminate the possibility of injuries.

## Identify

The OSHA Standard states that the purpose of machine guarding is to "protect the operator and other employees in the machine area from hazards such as those created by point of operation, ingoing nip points, rotating parts, flying

**OSHA reports that U.S. workers who operate and/or maintain machinery suffer approximately 18,000 amputations, lacerations, crushing injuries, abrasions, and over 800 deaths per year. The good news is that appropriate safeguarding and proper training can reduce or even eliminate the possibility of injuries.**

chips and sparks." [Source: Occupational Safety and Health Standards, Subpart: O, Machinery and Machine Guarding, Number 1910.212(a)(1).] The standard further defines examples of guarding methods which include barrier-style guards, two-hand operating devices and electronic safety devices such as light curtains and laser eyes. As you consider the language of the OSHA standard think about the three basic kinds of hazards every machine will have:

- 1. Point of Operation:** where the "work" happens, such as cutting or pressing.
- 2. Power Transmission Device:** the mechanical system that brings power to the machine including, but not limited to, belts, chains and gears.
- 3. Operation Controls:** all other parts of the machine that move while the machine is turned on and active.

## Protect

OSHA outlines the following six critical requirements machine guarding must meet. One means to accomplish these requirements is by implementing a detailed maintenance program (see preventative maintenance program article on page 28).

- **Must prevent contact:** keep hands, arms, and other body parts from coming in contact with dangerous moving parts.
- **Secure:** Good safeguards should not be easily removed or manipulated. All guards and safety devices should be attached to the machine where possible and made of solid materials. (If a guard can't be attached to the machine, it can be attached elsewhere.)
- **Protect from falling objects:** A helpful guard should ensure that nothing can fall into the active machine.
- **Create no new hazards:** In place, a safeguard should not create additional hazards. In Scott's case, a lower blade

Using a self-inspection checklist is one of the best methods for reviewing your machine guarding status. Since each piece of equipment is unique, completing a walk-through of your facility and inspecting each machine will provide you with a list of safeguarding items for your maintenance department. As you examine each machine, missing guards or guards damaged in a way that compromise their ability to protect must render that piece of equipment temporarily out of service. Download a sample self-inspection checklist from **Support Docs** at [www.sbcmag.info](http://www.sbcmag.info).

guard on his pull saws could easily be damaged while cutting at steep angles and jam the saw, cause a severe laceration or amputation.

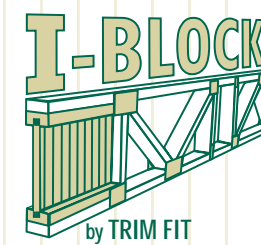
- **Create no interference:** A guard that obstructs the operator from performing quickly or comfortably is likely to be removed. Good safeguarding should improve efficiency.
- **Allow for safe lubrication:** Part of guard maintenance includes lubricating the moving parts. Suitable guards eliminate the need for maintenance workers to put any body parts within the hazardous areas.

## Train

Once you have fully understood the OSHA standards that apply and met the requirements imposed by OSHA and the appropriate safeguards are in place, the next step will be to establish an employee training program to ensure a thorough understanding of all of the risks associated with working on or around hazardous equipment. A comprehensive training program will incorporate hands-on, machine specific instruction that includes:

- A detailed description of each hazard the machine presents. (Each hazard should be physically identified.)
- Pointing out each safeguard on the machine, how it works and what hazard(s) it protects the employee from encountering.
- Explaining the importance of using and maintaining machine guards including when and where they are allowed to be removed. (Usually for maintenance purposes only.)

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- Information on who to contact should a guard need to be repaired or replaced.

Also keep in mind that best practices require that training be given any time a new operator or maintenance person is hired, an employee is transferred to a new operator position, when new guarding is added or pre-existing guarding is altered.

As is repeatedly the case with safety issues, the goal of machine guarding is to protect people from getting injured on the job. That can feel like a daunting task in a component manufacturing facility at times where either the equipment is highly specialized for our tasks or we're using common equipment in ways that are very different from other industries, as Scott's story illustrates. However, when in place and properly maintained, these "engineering controls," or machine guards, are effective and reliable ways to ensure worker safety. **SBC**



tively from there, which led to SCI's agreeing to participate in EMHE when RealSteel approached them in December 2006. After having built a healthy business relationship with the company, SCI was willing to donate at their customer's request. Plus, of course, it was a good cause. But, one thing that did not contribute to SCI's decision to participate was a hope for publicity.

"We did not do it for the publicity, because the truss suppliers get very little recognition," said Windham. "Most suppliers get very little. At the end of the show, they ran a credit.... It was really for our customer. They asked us to [participate] and we were happy to do it."

#### Metal Minded

RealSteel Homes was formed in 2005 after the president of PB2 Architecture and Engineering (Steve Butcher) and the president of Stoam (Russ Wright) met at an earlier EMHE build. PB2 is an architecture and engineering firm with offices

Continued on page 78

**"If you've got a good customer involved, somebody you're doing a lot of business with or that you're trying to do a lot of business with, then I would say it would be well worth it. The contractors really do appreciate all the suppliers. I think it goes a long way to building a business relationship with some customers to participate in something like this."** —Jason Windham, Southern Components, Inc.

by Marisa Hirsch

When *Extreme Makeover: Home Edition* "went steel," Southern Components, Inc. delivered.

The premise of *Extreme Makeover: Home Edition* (EMHE) is now one that most people, including those in the structural building components industry, are quite familiar with. Now in its fourth season, the show revolving around the ultra-rapid construction of a home for a family in need has been a big hit for ABC. Over the show's course, several WTCA member companies have participated in the show and been featured in *SBC*. However, the episode featuring the Collins family build, which aired on April 29, 2007, was different. The Collins home was built out of cold-formed steel components.

While this was not the first time a steel structure appeared on EMHE, it was the first known occurrence of a WTCA member company donating steel components. Southern Components, Inc. (SCI) in Shreveport, LA, donated approximately \$30,000 worth of cold-formed steel roof trusses to the Collins build in Murfreesboro, AR. SCI, which has both wood and steel divisions, was approached about participating in the show by RealSteel Homes in Rogers, AR—one of their steel customers.

#### Good Sense, Good Cause

RealSteel Homes is a company that, according to its website ([www.realsteelhomes.net](http://www.realsteelhomes.net)), is dedicated to helping rebuild the residential community of the Gulf Coast Region. After Hurricanes Katrina and Rita, the company purchased tracts of land in Ocean Springs, MS, and began building steel duplex homes and steel single-family homes. SCI started working with RealSteel Homes after being asked to bid a project and coming in with the best price, plus being in a convenient location—close to the coast of Mississippi where RealSteel had purchased land.

Jason Windham, SCI's steel truss division manager, said that RealSteel contacted SCI to bid on some of their projects in 2005. Their business relationship grew posi-

#### at a glance

- ❑ Southern Components, Inc. donated the first known set of cold-formed steel components for an *Extreme Makeover: Home Edition* project.
- ❑ An insulated foam product was used in the home's steel wall panels.
- ❑ SCI worked with a new builder customer on this project, and hopes to do more business with them the future.

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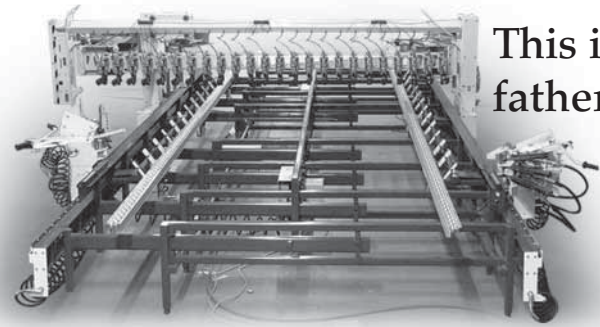
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### Steel Style

Continued from page 77

in Dallas, Chicago, Kennedale, TX and Rogers, AR. Stoam, based in Springfield, MO, is the maker of a patented unified wall assembly that combines steel framing and foam insulation. After meeting at the previous build, Wright and Butcher decided to join together and form RealSteel Homes, which uses Stoam's product in every home it builds.

"They could see that there was a need in the construction industry, and in residential building, too, for a panelized sustainable building model," said Cindy Branscum, general manager at RealSteel. "Since the panels were built with steel, then the steel trusses just seemed logical."

Windham, who is knowledgeable about the Stoam product used in all RealSteel homes, is aware of the link between that product and the company's use of cold-formed steel trusses.



"The foam-insulated metal wall panel pushed [RealSteel] toward using metal trusses," Windham said. "They had access to that [product]. They thought a metal truss would complement that, and they could present it to homeowners as all-steel construction."

While Murfreesboro (where the Collins family home was built) is not in a coastal area, most of RealSteel's projects are. Branscum explained that in Mississippi and other coastal states, some homeowners need wind insurance, which can be very expensive. However, the cost may be less if a home has a semi-wind resistive rating—which means it meets the requirement of being able to withstand 30 psf of pressure. Branscum said that owning a home with this semi-wind resistive rating means a possible wind insurance rate reduction of up to 60 percent.

"Our homes meet that [requirement]," Branscum said.

**"I would say that we probably had about one week to do the design work and about ten days to actually fabricate the trusses (after the designs were approved). So it was on a very short fuse."**

—Jason Windham

"They're designed to withstand 140-mph winds. The whole structural package is an engineered package. A structural engineer would put a stamp on the whole structural design."

### Speedy Success

After RealSteel had formed and was working with SCI for their projects in Mississippi, Butcher was approached again by EMHE to see if he'd be interested in participating in another build. Branscum said that Butcher was interested, but this time he wanted to participate as RealSteel Homes instead of PB2. After this was agreed upon, RealSteel approached SCI to ask them to be part of the show.

Windham said it was December 2006 when RealSteel asked SCI to participate in EMHE, and SCI agreed. In mid-January 2007, the company received the house's preliminary floor plan to work with. Windham began the design work, which he did all of, at the end of January. The trusses were built over the course of about ten days.

"I would say that we probably had about one week to do the design work and about ten days to actually fabricate the trusses (after the designs were approved)," Windham said. "So it was on a very short fuse."

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Fortunately, the EMHE work came at what ended up being a good time for SCI. Things were a bit slower in their steel division than they had been, so the company wasn't forced to lose any business due to their willingness to donate. They were also able to use two crews, run two lines and get all the trusses fabricated within normal working hours.

"We were able to work it in without having to put other jobs

Continued on page 80







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### Steel Style

Continued from page 79

off or turn down other work," said Windham. "Right now we're pretty busy, and this would not be a good time. So it happened to work out in our favor."

Windham said the hardest part of being involved was sticking to the required timeline. "You know the importance of the job and that you can't run behind," he said. "You can't have a delivery a day later than they expected...on something like this, where you've got so many volunteers and they're on such a strict schedule to get this job finished and furnished in a week."

SCI did succeed in keeping to the schedule, but when their

trusses arrived at the jobsite, there was a wait to get them unloaded. "That was a downside," said Windham. "It's kind of a 'Hurry up!' and then we had to get there and wait."

### Large Contribution, Valuable Customer

Overall, Windham said the process and experience of working on an EMHE project was interesting and positive. "It's really amazing—the whole production, what goes into it and how many people are involved," he said.

Watching the program and hearing the story of the family and the sacrifices they'd made felt rewarding, Windham said. "It makes you feel good that you were a part of it and able to contribute to that."

Windham also said the secrecy surrounding the program was an interesting aspect of the job. For example, a project number was assigned to the job, and that's what it was called in all the paperwork. Another secretive element was the location. SCI wasn't told exactly where the job was until about a week before delivery. Until then, they'd only known it was in southwest Arkansas. "It's really hush-hush," said Windham. "They don't want the word getting out of what the job is. They don't want the homeowner to find out about it."

While there were several things that made participating in the show a positive experience, there was one main thing that really made the project worthwhile for SCI. That was the fact that the company did it for a valued customer—a customer they had worked well with over a couple of years, and would like to continue working with. Windham said that if a component manufacturer is considering being a part of EMHE, it should be for a valued customer or for a company the CM

hopes to do business with in the future. Windham said SCI would not have done it for a general contractor they weren't familiar with or hadn't worked with in the past—and he said he doesn't think other CMs should either.

"It's a large contribution for a smaller company, but overall it was a good experience," he said. "If you've got a good customer involved, somebody you're doing a lot of business with or that you're trying to do a lot of business with, then I would say it would be well worth it. The contractors really do appreciate all the suppliers. I think it goes a long way to building a business relationship with some customers to participate in something like this." **SBC**

# "We lost [everything]."

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### Quick Tie Products Inc.

Jacksonville, FL  
904/732-9377 • 904/732-4664 (fax)  
www.quicktieproducts.com  
Mr. Rich Clark

### Simpson Strong-Tie Co.

Pleasanton, CA  
925/560-9000 • 925/847-1603 (fax)  
www.strongtie.com  
Mr. Tawn A. Simons  
sales@strongtie.com  
  
SILVER - See ad: p. 49.

### USP Structural Connectors

Burnsville, MN  
952/898-8679 • 952/898-8683 (fax)  
www.uspconnectors.com  
Mr. Tim Comstock  
info@uspconnectors.com  
  
GOLD - See ad: p. 40.

## CONVEYOR SYSTEM MANUFACTURER

### Klaisler Manufacturing Corp.

Indianapolis, IN  
877/357-3898 • 317/357-3921 (fax)  
www.klaisler.com  
Mr. Brent Davis  
info@klaisler.com  
  
GOLD - See ads: p. 14, 51.

### MiTek Industries, Inc.

Chesterfield, MO  
314/434-1200 • 314/434-5343 (fax)  
www.mii.com  
Mr. Thomas J. Manenti  
tmanenti@mii.com  
  
GOLD - See ads: p. 2-3, 19, 82-83, 103.

### Monet DeSaww Inc.

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

### S. Huot Inc.

Québec City, QC CANADA  
418/681-0291 • 418/681-3742 (fax)  
www.shuot.com  
Mr. Marc Deraiche  
info@shuot.com

### Triad/Merrick Machine Company

Alda, NE  
308/384-1780 • 308/384-8326 (fax)  
www.triadrivo.com  
Mr. Lanny Morris  
lowellt@merrickmachine.com  
  
SILVER - See ad: p. 48.

## CRANE MANUFACTURER

### Elliott Equipment Company

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

### National Crane Corporation

Shady Grove, PA  
717/597-8121 • 717/597-4062 (fax)  
www.nationalcrane.com  
Mr. Chris Bratthaur  
msvoboda@nationalcrane.com

### Palfinger North America

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

### Tadano America Corporation

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

## CRANE WHOLESALER/BROKER/RESELLER

### Tadano America Corporation

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

## ENGINEERED WOOD PRODUCTS DISTRIBUTOR

### American Pole & Timber Co

Houston, TX  
866/397-3038 • 713/433-7068 (fax)  
www.poleandtimber.com  
Mr. Eric Lincoln  
eric@poleandtimber.com

### Distribution Open Joist 2000 Inc.

Plattsburgh, NY  
514/952-3945 • 800/263-7265 (fax)  
www.openjoist2000.com  
Mr. Michel Beauchamp  
mike@openjoist2000.com  
  
GOLD - See ad: p. 46.

## ENGINEERED WOOD PRODUCTS MANUFACTURER

### International Paper Company

**ENGINEERING/  
TECHNICAL/FORENSIC  
CONSULTANT**

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

**Merv Aranha**  
Glenco, ON CANADA  
613/391-5104  
Mr. Mervyn Aranha  
m.aranha@sympatico.ca

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

**Aries Engineering, Inc.**  
Royston, GA  
706/245-6696  
www.arieseng.com  
Mr. Thomas R. Zraggen, PE.  
ariesstrz@bellsouth.net

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

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

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

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

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

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

**Deadlines Engineering, Inc**  
Kailua-Kona, HI  
808/329-4260 • 808/329-4280 (fax)  
www.deadlinesengineering.com  
Mr. Aaron M. Reed, PE, MBA  
Trusses@DeadlinesEngineering.com

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

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

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

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

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

**Hudson International**  
Wayne, PA  
610/975-4600 • 610/975-4699 (fax)  
www.hudsonies.com  
Mr. Phillip J. Alterman, PE.  
higrp@aol.com

**ITW Building Components Group Inc.**  
Pompano Beach, FL  
954/781-3333 • 954/973-2644 (fax)  
www.alpeng.com  
Mr. Chris Cronje  
info@www2.alpeng.com  
**GOLD - See ads: p. 54-55, 60-61, 70-71, 107.**

**J M Boyle & Associates LLC**  
Bend, OR  
541/771-7075 • 541/330-1681 (fax)  
Mr. Jim Boyle  
jmb@jmb-panelman.com

**John Arthur Consulting, Inc.**  
Firestone, CO  
303/833-5659 • 303/546-0041 (fax)  
www.johnarthurconsulting.com  
Mr. Stephen J. Scherneck, Jr. PE.  
engineering@johnarthurconsulting.com

**John E. Meeks, PA, Consulting Engineer**  
Fort Lauderdale, FL  
954/561-9561 • 954/561-9563 (fax)  
Mr. John E. Meeks, PE.  
jemeng@worldnet.att.net

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

**Jorge Fonte**  
Saint Petersburg, FL  
727/323-4025  
Mr. Jorge Fonte

**KRW Consulting Group, LLC**  
Elk Grove Village, IL  
847/734-0128 • 847/734-0131 (fax)  
www.krweg.com  
Mr. Daniel Roig, S.E. PE.  
djr@krweg.com

**KW Engineering**  
Airville, PA  
717/862-3455 • 717/862-3455 (fax)  
www.kweng.net  
Mr. Kenneth A. Watters, II PE.  
ken@kweng.net

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

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

**LBYD, Inc.**  
Birmingham, AL  
205/251-4500 • 205/324-4181 (fax)  
www.lbyd.com  
Mr. Brad Christopher, PE.

**Larsen & Landis**  
Wilmington, DE  
302/475-3175  
Mr. Eric Larsen  
elarsen@larsenlandis.com

**Lukoff Engineering Associates**  
Cherry Hill, NJ  
856/424-5206 • 856/751-3849 (fax)  
www.lukoffengineering.com  
Mr. Richard Lukoff, PE.  
rich@leambc.com

**Monta Consulting & Design**  
Altamonte Springs, FL  
407/681-1917 • 407/681-1920 (fax)  
Mr. William Ranieri, PE.  
bill@montaconsulting.com

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

**Nederveld**  
Hudsonville, MI  
616/669-5190 • 616/669-6699 (fax)  
www.nederveld.com  
Mr. David A. Weaver  
jleaym@nederveld.com

**Nesbit Enterprises**  
Indiana, PA  
724/357-9891 • 724/357-9891 (fax)  
Mr. Richard Nesbit  
renezy41@comcast.net

**Panels Plus**  
Albert Lea, MN  
507/369-0507 • 507/373-7110 (fax)  
www.panplus.com  
Mr. Roger Paul  
sales@panplus.com  
**GOLD - See ad: p. 78.**

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

**Phillips Wood Truss Engineering**  
Taneytown, MD  
410/984-9184 • 410/857-5754 (fax)  
www.pmcse.com  
Mr. Patrick Phillips, PE.

**Providence Engineering PC**  
Boones Mill, VA  
540/334-4294 • 540/334-4293 (fax)  
Mr. Sean Goldsmith

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

**Qualtim, Inc.**  
Madison, WI  
608/271-1176 • 608/271-7006 (fax)  
www.qualtim.com  
Ms. Suzanne M. Grundahl  
info@qualtim.com  
**GOLD - See ad: p. 97.**

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

**Robbins Engineering, Inc.**  
Tampa, FL  
813/972-1135 • 813/978-8626 (fax)  
www.robbedesign.com  
Mr. Thomas A. Albani, PE.  
info@robbedesign.com  
**SILVER - See ad: p. 45.**

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

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

**Schoor DePalma Engineers**  
Manalapan, NJ  
732/577-9000 • 732/298-9441 (fax)  
www.schoordepalma.com  
Mr. Scott McConnell, PE.  
smcconne@schoordepalma.com

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

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

**Structural Design Group**  
Birmingham, AL  
205/824-5200 • 205/824-5280 (fax)  
Mr. Stewart Lee  
slee@sdg-us.com

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

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

**Sweatt Engineering**  
Fort Worth, TX  
817/676-1300 • 817/624-2231 (fax)  
Mr. Gary L. Sweatt, PE.  
gary.sweatt@gmail.com

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

**TECO**  
Sun Prairie, WI  
608/837-2790 • 608/837-2830 (fax)  
www.tecotested.com  
Mr. Steve G. Winistorfer, PE.  
steve.winistorfer@tecotested.com

**TEC Engineering LLC**  
Hartford, CT  
860/522-3970 • 560/522-3971 (fax)  
www.tecengineering.net  
Mr. Anthony J. Papa, PE  
info@tecengineering.net

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

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

**Tyrrell Engineering**  
Edgewood, WA  
253/568-7991 • 253/568-8137 (fax)  
Mr. Daniel J. Tyrrell  
dantyrrell@worldnet.att.net

**Vetter Engineering Inc**  
Clinton, OH  
330/882-6119 • 330/882-6119 (fax)  
Mr. Bruce Vetter, PE.  
bvpe@neo.rr.com

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

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

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

**EQUIPMENT FINANCING**

**Alpine Equipment Finance**  
Orange City, FL  
800/662-5955 • 386/668-1566 (fax)  
Mr. Clem Law  
cwlaw@comcast.net

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

**EQUIPMENT LEASING SERVICES**

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

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

**EQUIPMENT MANUFACTURER**

**A-NU-PROSPECT**  
St. Marys, ON CANADA  
519/349-2202 • 519/349-2342 (fax)  
www.trustrailer.com  
Mr. Joe Wilhelm  
**PROSPECT**  
**GOLD - See ad: p. 40.**

**Biomass Combustion Systems, Inc.**  
Worcester, MA  
508/798-5970 • 508/798-5971 (fax)  
www.biomasscombustion.com  
Mr. Charles R. Cary  
info@biomasscombustion.com  
**BRONZE - See ad: p. 48.**

**Clark Industries Inc.**  
Monett, MO  
417/235-7182 • 417/235-8262 (fax)  
www.clark-ind.com  
Mr. Jack Schulz  
general@clark-ind.com  
**GOLD - See ads: p. 59, 74.**

**Commercial Machinery Fabricators, Inc.**  
Lansing, MI  
517/323-1996  
517/323-8939 (fax)  
www.cmfstealth.com  
Mr. Edward G. Joseph  
info@cmfstealth.com  
**GOLD - See ad: p. 31.**

**Distribution Open Joist 2000 Inc.**  
Plattsburgh, NY  
514/952-3945 • 800/263-7265 (fax)  
www.openjoist2000.com  
Mr. Michel Beauchamp  
mike@openjoist2000.com  
**GOLD - See ad: p. 46.**

**The Hain Company**  
Chesterfield, MO  
530/295-8068 • 530/295-0468 (fax)  
www.haincompany.com  
Mr. Leonard Hain  
sales@haincompany.com  
**GOLD - See ad: p. 34.**

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

**Hundegger USA LC**  
Heber City, UT  
435/654-3028 • 435/654-3047 (fax)  
www.hundeggerusa.com  
Mr. Kip Apostol  
info@hundeggerusa.com  
**GOLD - See ad: p. 67.**

**ITW Building Components Group Inc.**  
Pompano Beach, FL  
954/781-3333 • 954/973-2644 (fax)  
www.alpeng.com  
Mr. Chris Cronje  
info@www2.alpeng.com  
**GOLD - See ads: p. 54-55, 60-61, 70-71, 107.**

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

**The Koskovich Co. Inc.**  
Rochester, MN  
507/286-9209 • 507/285-1730 (fax)  
www.omnisaw.com  
Mr. Jerry E. Koskovich  
frans@omnisaw.com  
**GOLD - See ad: p. 23.**

**L-M Equipment Co. Ltd.**  
Burnaby, BC CANADA  
604/431-8800 • 604/431-7711 (fax)  
www.LMSaws.com  
Mr. Rick Weihs  
sales@lmsaws.com  
**SILVER**

**Mango Tech Pty Ltd**  
San Jacinto, CA  
951/654-3525 • 951/654-3526 (fax)  
www.mangotech.com  
Mr. Richard Vaughn  
**GOLD - See ad: p. 25.**

**MiTek Industries, Inc.**  
Chesterfield, MO  
314/434-1200 • 314/434-5343 (fax)  
www.mii.com  
Mr. Thomas J. Manenti  
tmanenti@mii.com  
**GOLD - See ads: p. 2-3, 19, 82-83, 103.**

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

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

**Panels Plus**  
Albert Lea, MN  
507/369-0507 • 507/373-7110 (fax)  
www.panplus.com  
Mr. Roger Paul  
sales@panplus.com  
**GOLD - See ad: p. 78.**

**PFP Technologies**  
Malaga, WA AUSTRALIA  
+61/8 9 249 4542  
+61/8 9 249 4596 (fax)  
www.razerusa.com  
Mr. Joseph A. Tuson  
joetuson@pfpotech.com.au  
**BRONZE - See ad: p. 33.**

**Robbins Engineering, Inc.**  
Tampa, FL  
813/972-1135 • 813/978-8626 (fax)  
www.robbedesign.com  
Mr. Thomas A. Albani, PE.  
info@robbedesign.com  
**SILVER - See ad: p. 45.**

**S. Huot Inc.**  
Quebec City, QC CANADA  
418/681-0291 • 418/681-3742 (fax)  
www.shuot.com  
Mr. Marc Deraiche  
info@shuot.com

**Safety Speed Cut Manufacturing**  
Ham Lake, MN  
763/755-1600 • 763/755-6080 (fax)  
www.panelsaw.com  
Mr. Brian Donahue  
sales@safetyspeedcut.com  
**BRONZE - See ad: p. 46.**

**Smart-Evolution Corp**  
Saint-Jean-Sur-Richelieu, QC CANADA  
450/347-1121 • 450/347-3960 (fax)  
www.smart-evolution.com  
Mr. Pierre Martel  
sales@smart-evolution.com

**SPIDA Machinery 2000 Ltd.**  
Rotorua, NEW ZEALAND  
011/64-7-350-1590  
011/64-7-347-7511 (fax)  
www.spida.co.nz  
Mr. Bevan Lines  
inquiry@spida.co.nz

**Triad/Merrick Machine Company**  
Alda, NE  
308/384-1780 • 308/384-8326 (fax)  
www.triadruvo.com  
Mr. Lanny Morris  
lowellm@merrickmachine.com  
**SILVER - See ad: p. 48.**

**Truss Industry Production Systems**  
Britton, SD  
605/448-5959 • 605/448-5940 (fax)  
Mr. Clyde Fredrickson  
tips@brittonsd.com

**EQUIPMENT WHOLESALE/BROKER/RESELLER**

**Eide Machinery Sales, Inc.**  
Minneapolis, MN  
612/521-9193 • 612/521-9307 (fax)  
www.eidemachinery.com  
Mr. G. Mitchell Eide  
info@eidemachinery.com  
**SILVER - See ad: p. 65.**

**Machinery Boutique**  
Hawthorne, NV  
800/883-4192 • 775/945-9885 (fax)  
www.machineryboutique.com  
Ms. Nancy Matousek  
machineryboutique@sbcglobal.net

**Macoser, Inc.**  
Charlotte, NC  
704/392-0110 • 704/394-0410 (fax)  
www.macoser.com  
Mr. Marco Pozzo  
macoser@macoser.com

**Stiles Machinery, Inc.**  
Grand Rapids, MI  
616/698-7500 • 616/698-9411 (fax)  
www.stilesmachinery.com  
Mr. Peter Kleinschmidt  
mainmail@stilesmachinery.com  
**GOLD - See ad: p. 21.**

**Wood Truss Systems, Inc.**  
Muncie, IN  
765/751-9990  
813/972-1135 • 813/978-8626 (fax)  
www.woodtrussystems.com  
Mr. Jay R. Haltzman  
sales@woodtrussystems.com  
**GOLD - See ad: p. 52.**

## FASTENER SUPPLIER

### OMG/FastenMaster

Agawam, MA  
413/537-4219 • 413/789-1069 (fax)  
www.fastenmaster.com  
Mr. Brice Hereford  
info@olyfast.com

### SFS intec, Inc.

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

### Senco Products, Inc.

Cincinnati, OH  
513/388-2088 • 513/388-2081 (fax)  
www.senco.com  
Ms. Debbi Ulmer  
jbrowning@senco.com

### Simpson Strong-Tie Co.

Pleasanton, CA  
925/560-9000 • 925/847-1603 (fax)  
www.strongtie.com  
Mr. Tawn A. Simons  
sales@strongtie.com  
**SILVER - See ad: p. 49.**



### Stanley Bostitch, Inc.

East Greenwich, RI  
401/884-2500 • 401/884-4250 (fax)  
www.bostitch.com  
Mr. Terry O'Connor  
toconnor@stanleybostitch.com

### USP Structural Connectors

Burnsville, MN  
952/898-8679 • 952/898-8683 (fax)  
www.uspconnectors.com  
Mr. Tim Comstock  
info@USPconnectors.com  
**GOLD - See ad: p. 40.**



## FIRE RETARDANT WOOD TREATMENT

### Arch Chemicals, Inc.

Smyrna, GA  
770/801-6600 • 770/801-1990 (fax)  
www.frameguardwood.com  
Mr. Scott Hoffman  
info@dricon.com

### Flame Stop Inc.



Fort Worth, TX  
877/397-7867 • 817/306-1733 (fax)  
www.flamestop.com  
Mr. James Bower, Jr.  
info@flamestop.com  
**BRONZE - See ad: p. 13.**

### No-Burn, Inc.



Wadsworth, OH  
330/336-1500 • 330/336-5800 (fax)  
www.noburn.com  
Ms. Rachel Gollihue  
info@noburn.com  
**SILVER - See ad: p. 44.**

## FORKLIFT MANUFACTURER

### Combilift Ltd.

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

### Palfinger North America

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

### Princeton Delivery Systems Inc.

Canal Winchester, OH  
614/834-5000 • 614/834-5075 (fax)  
www.piggy-back.com  
Mr. Butch Hunter  
sales@piggy-back.com  
**SILVER - See ad: p. 11.**



### Sellick Equipment Limited

Harrow, ON CANADA  
519/738-2255 • 519/738-3477 (fax)  
www.sellickequipment.com  
Mr. Dell White  
sellick@mnsi.net  
**See ad: p. 39.**

## FRAMING CONTRACTOR

### Ashburn Framing Contractors

Coraopolis, PA  
724/457-9947  
Mr. William Ashburn  
wcashburn@yahoo.com

## GANTRY SYSTEM MANUFACTURER

### Impact Sales & Marketing Group, Inc.

Mansfield, TX  
817/842-5000 • 817/842-5005 (fax)  
www.impactgrp.com  
Mr. Harry Berney  
harry@impactgrp.com  
**SILVER**



### Klaisler Manufacturing Corp.

Indianapolis, IN  
877/357-3898 • 317/357-3921 (fax)  
www.klaisler.com  
Mr. Brent Davis  
info@klaisler.com  
**GOLD - See ads: p. 14, 51.**



### MiTek Industries, Inc.

Chesterfield, MO  
314/434-1200 • 314/434-5343 (fax)  
www.mii.com  
Mr. Thomas J. Manenti  
tmanenti@mii.com  
**GOLD - See ads: p. 2-3, 19, 82-83, 103.**



### Pacific Automation Ltd - MiTek

Calgary, AB CANADA  
403/279-2128 • 403/279-4958 (fax)  
www.pacificautomation.ca  
Mr. Amir Ahmadi  
aahmadi@pacificautomation.ca

## GANTRY SYSTEM WHOLESALE/BROKER/RESELLER

### The Fitzgerald Group, LLC

Colorado Springs, CO  
719/528-5445 • 719/528-5444 (fax)  
www.maximizertechnologies.com  
Mr. Randall L. Fitzgerald  
answers@maximizertechnologies.com

### Wasserman & Associates, Inc.

Lincoln, NE  
402/438-2161 • 402/438-2524 (fax)  
www.wasserman-associates.com  
Mr. Rod Wasserman  
rodwass@aol.com  
**BRONZE**



## GLULAM BEAM MANUFACTURER

### Anthony Forest Products Company

El Dorado, AR  
870/862-3414 • 870/862-6206 (fax)  
www.anthonyforest.com  
Mr. Kerlin Drake  
info@anthonyforest.com  
**SILVER - See ad: p. 43.**



### QB Corporation

Salmon, ID  
208/756-4248 • 208/939-3094 (fax)  
www.qbcorp.com  
Mr. Dennis Lentz  
dennisl@qbcorp.com

## GRAPHIC DESIGN/ADVERTISING/BROCHURE DEVELOPMENT

### Qualtim, Inc.

Madison, WI  
608/271-1176 • 608/271-7006 (fax)  
www.qualtim.com  
Ms. Suzanne M. Grundahl  
info@qualtim.com  
**GOLD - See ad: p. 97.**



## HOME INSPECTOR

### Sullivan & Associates Engineering, Inc.

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

## I-JOIST MANUFACTURER

### Anthony Forest Products Company

El Dorado, AR  
870/862-3414 • 870/862-6206 (fax)  
www.anthonyforest.com  
Mr. Kerlin Drake  
info@anthonyforest.com  
**SILVER - See ad: p. 43.**



### Boise Cascade LLC

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

### Buchanan Lumber Sales Inc.

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

## I-JOIST WHOLESALE/BROKER/RESELLER

### Finnforest USA



Roseville, MI  
586/296-8770 • 586/296-8773 (fax)  
www.finnforestus.com  
Mr. James R. Gilleran  
lbouford@finnforestus.com  
**SILVER - See ads: p. 14, 67.**

## INSURANCE

### AIC Insurance Services

Ada, MI  
616/676-4000 • 616/676-4010 (fax)  
www.theaicgroup.com  
Mr. Mark J. Vickery  
mark@theaicgroup.com

### Area Appraisal Associates

Oviedo, FL  
407/365-9921  
www.area-appraisal.com  
Mr. Frank Reinoehl  
frank@area-appraisal.com

### Arthur J. Gallagher

Risk Management Services  
Fresno, CA  
559/436-0833 • 559/436-1047 (fax)  
www.ajg.com  
Ms. Lynn Dailey  
scott\_schoenfeld@ajg.com

### Bowermaster & Associates \*

Cypress, CA  
714/733-6200 • 714/252-8253 (fax)  
www.qbcorp.com  
Mr. Richard Langton  
rlangton@bowermaster.com

### Diversified Insurance Industries, Inc. ▶

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

### Harden & Associates ▶

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

### Holmes Murphy & Associates ♦ ▶

Cedar Rapids, IA  
319/691-9222 • 336/691-9259 (fax)  
www.cgspllc.com  
Mr. A. Holt Gwyn  
ahgwyn@cgspllc.com

### MJ Insurance, Inc. ▶

Scottsdale, AZ  
602/346-9100 • 602/346-9105 (fax)  
www.mjinsurance.com  
Mr. Michael Schmidt

### Pennsylvania Lumbermens Mutual Insurance Co.

Philadelphia, PA  
800/752-1895 • 215/625-9097 (fax)  
www.plmins.com  
Mr. Jerry Healy  
info@plmins.com

### Shaw Sabey & Associates, LTD

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

### Sirak-Moore Insurance Agency, Inc. \*

Canton, OH  
330/493-3211 • 330/493-0642 (fax)  
www.sirakmoore.com  
Mr. Douglas D. Davenport  
doug@sirakfinancial.com

### Taylor, Turner & Hartsfield

Insurance Services, Inc. \*  
Cumming, GA  
770/889-8600 • 770/887-8507 (fax)  
www.tthins.com  
Mr. Steve Molina  
smolina@tthins.com

## LASER EQUIPMENT

### Lacey-Harmer Company

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

### SL-Laser Systems LP

Charlotte, NC  
704/561-9990 • 704/561-9994 (fax)  
www.sl-laser.com  
Mr. Jason Galek  
mail@sl-laser.com  
**SILVER - See ad: p. 80.**



### Virtek Vision International, Inc.

Waterloo, ON CANADA  
519/746-7190 • 519/746-3383 (fax)  
www.virtek.ca  
Mr. Ed Bianchin, P.Eng.  
**VIRTEK  
BRONZE**

## LASER EQUIPMENT WHOLESALE/BROKER/RESELLER

### MiTek Industries, Inc.

Chesterfield, MO  
314/434-1200 • 314/434-5343 (fax)  
www.mii.com  
Mr. Thomas J. Manenti  
tmanenti@mii.com  
**GOLD - See ads: p. 2-3, 19, 82-83, 103.**



## LEGAL SERVICES

### Conner Gwyn Schenk PLLC

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

### Kuck Casablanca LLC

Atlanta, GA  
404/816-8611 • 404/816-8615 (fax)  
www.immigration.net  
Mr. Charles H. Kuck  
ckuck@immigration.net

### Pagel, Davis & Hill, P.C.

Houston, TX  
713/951-0160 • 713/951-0662 (fax)  
www.pdhlaw.com  
Mr. Kent J. Pagel  
kjp@pdhlaw.com

## LUMBER COOPERATIVE

### Do it Best Corp.

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

### ENAP, Inc.

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

### LMC - Lumbermens Merchandising Corp.

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

## LUMBER DEALER

### Curtis Lumber Company Inc.

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

## LUMBER DISTRIBUTOR

### Lignum Forest Products LLP

Vancouver, BC CANADA  
604/484-5000 • 604/484-5010 (fax)  
www.lignumfp.com  
Mr. Craig Stuart  
info@lignumfp.com

### North Star Forest Materials

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

### Robbins Manufacturing Company

Tampa, FL  
813/264-3060 • 813/971-1329 (fax)  
www.robbinslumber.com  
Mr. Greg Hellman  
ghellman@robbinslumber.com

## LUMBER MILL

### Anthony Forest Products Company

El Dorado, AR  
870/862-3414 • 870/862-6206 (fax)  
www.anthonyforest.com  
Mr. Kerlin Drake  
info@anthonyforest.com  
**SILVER - See ad: p. 43.**



### Beadles Lumber Co.

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

### Buchanan Lumber Sales Inc.

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

### Canadian Forest Products Ltd.

Vancouver, BC CANADA  
604/261-5111 • 604/264-6217 (fax)  
www.canfor.com  
Mr. Tim Mosley  
Tim.Mosley@canfor.com  
**SILVER - See ad: p. 16-17.**



### Georgia-Pacific Corporation

Atlanta, GA  
404/652-4000 • 404/230-5644 (fax)  
www.gp.com/build  
Mr. Jim Kaake

### Gilman Building Products, LLC

Yulee, FL  
904/548-1000 • 904/548-1011 (fax)  
Mr. Phillip A. Skoropat  
philipskoropat@gilmanbp.com

### Hood Industries

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

### International Paper Company

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

### Jordan Forest Products, LLC

Mount Gilead, NC  
910/439-6121 • 910/439-6105 (fax)  
www.jordanlumber.com  
Mr. Robert Harris  
sales@jordanlumber.com

### Pope & Talbot, Inc.

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

### Rayonier Wood Products

Baxley, GA  
912/367-1571 • 912/367-1500 (fax)  
www.rayonier.com  
Mr. Ron McMahon  
judy.ogden@rayonier.com

### Rex Lumber LLC

Graceville, FL  
850/263-2056 • 850/263-2059 (fax)  
Mr. Tracy D. Daniels

### Swanson Group Sales Co.

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

### Temple-Inland Forest Products

Diboll, TX  
936/829-5511 • 936/829-1731 (fax)  
www.temple.com  
Ms. Susan Childers

### Tolleson Lumber Co., Inc.

Perry, GA  
478/987-2105  
478/987-0160 (fax)  
www.tollesonlumber.com  
Mr. Joe Kusar  
sales@tollesonlumber.com  
**SILVER**



### Vaagen Brothers Lumber, Inc.

Colville, WA  
509/684-5071 • 509/684-2168 (fax)  
Mr. John Branstetter  
jbranstetter@vaagenbros.com

### Weyerhaeuser Company

Federal Way, WA  
253/924-2700 • 253/924-2758 (fax)  
www.weyerhaeuser.com  
Mr. Gary O'Malley  
info@weyerhaeuser.com

## LUMBER WHOLESALE/BROKER

### BC Lumber & Manufac Co Inc.

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

### Continental Timber Company Inc.

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

### Cox Lumber Company

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

### East Coast Lumber Company, Inc.

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

### Empire Wholesale Lumber Company

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

### LMC - Lumbermens Merchandising Corp.

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

### Lumber Technology Corp.

Millburn, NJ  
973/467-1766 • 973/467-2104 (fax)  
www.lumbertechnology.com  
Mr. Darren Satsky  
info@lumbertechnology.com</

**Todd Drummond Consulting, LLC.**

Sunapee, NH  
603/763-8857 • 815/364-2923 (fax)  
www.todd-drummond.com  
Mr. Todd Drummond  
todd@todd-drummond.com

**MATERIAL HANDLING EQUIPMENT MANUFACTURER**

**Clark Industries Inc.**  
Monett, MO  
417/235-7182 • 417/235-8262 (fax)  
www.clark-ind.com  
Mr. Jack Schulz  
general@clark-ind.com  
**GOLD - See ads: p. 59, 74.**

**Hiab, Inc.**

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

**Lacey-Harmer Company**

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

**MiTek Industries, Inc.**

Chesterfield, MO  
314/434-1200 • 314/434-5343 (fax)  
www.mii.com  
Mr. Thomas J. Manenti  
tmanenti@mii.com  
**GOLD - See ads: p. 2-3, 19, 82-83, 103.**

**Monet DeSaww Inc.**

Fulton, MO  
573/642-4900 • 573/642-3736 (fax)  
www.desauw.com  
Mr. Kevin Troesser  
desauw@socket.net  
**GOLD - See ad: back cover.**

**Palfinger North America**

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

**Princeton Delivery Systems Inc.**

Canal Winchester, OH  
614/834-5000 • 614/834-5075 (fax)  
www.piggy-back.com  
Mr. Butch Hunter  
sales@piggy-back.com  
**SILVER - See ad: p. 11.**

**Triad/Merrick Machine Company**

Alda, NE  
308/384-1780 • 308/384-8326 (fax)  
www.triadruvo.com  
Mr. Lanny Morris  
lowell@merrickmachine.com  
**SILVER - See ad: p. 48.**

**Weinig Group**

Mooresville, NC  
704/799-0100 • 704/799-7400 (fax)  
www.weinigusa.com  
Mr. Jeff Davidson  
sales@weinigusa.com

**MERGER/ACQUISITION ADVISORY SERVICES**

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

**METAL WEB FLOORS**

**MiTek Industries, Inc.**  
Chesterfield, MO  
314/434-1200 • 314/434-5343 (fax)  
www.mii.com  
Mr. Thomas J. Manenti  
tmanenti@mii.com  
**GOLD - See ads: p. 2-3, 19, 82-83, 103.**

**MSR LUMBER PRODUCTION**

**Weyerhaeuser Company**  
Federal Way, WA  
253/924-2700 • 253/924-2758 (fax)  
www.weyerhaeuser.com  
Mr. Gary O'Malley  
info@weyerhaeuser.com

**NAIL/STAPLE/RELATED HARDWARE DISTRIBUTOR**

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

**NAIL/STAPLE/RELATED HARDWARE SUPPLIER**

**ITW Panel Fastening Systems**  
Arlington Heights, IL  
888/726-3577 • 888/726-3477 (fax)  
Mr. Pat Ryan  
pat.ryan@itwpanelfasteningssystem.com

**OSB WHOLESALE/ BROKER**

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

**OTHER SERVICES**

**Flame Stop Inc.**  
Fort Worth, TX  
877/397-7867 • 817/306-1733 (fax)  
www.flamestop.com  
Mr. James Bower, Jr.  
info@flamestop.com  
**BRONZE - See ad: p. 13.**

**Neufab Specialty Fabricators**

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

**North Star Forest Materials**

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

**Plymouth Foam, Inc.**

Plymouth, WI  
800/446-2188 • 920/892-4986 (fax)  
www.plymouthfoam.com  
Mr. Thomas Groth  
tomg@plymouthfoam.com  
**BRONZE - See ad: p. 29.**

**Specialty Timbers, Inc.**

Plymouth, FL  
407/410-0069 • 407/410-0075 (fax)  
Mr. Brad Cooke

**The Truss Office**

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

**Timberview**

Vacaville, CA  
707/448-8068 • 707/448-8260 (fax)  
Ms. Kathy Bracisco

**Turb-O-Web USA, Inc.**

Daytona Beach, FL  
888/887-2693 • 321/747-0306 (fax)  
www.turb-o-web.com  
Mr. John Griffith  
john@turb-o-web.com  
**GOLD - See ads: p. 34, 52.**

**VELUX America Inc.**

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

**PAST PRESIDENT (RETIRED)**

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

**Rip Rogers**

Spring, TX  
713/691-6900 • 713/691-2064 (fax)  
Mr. Rip Rogers

**Leonard Sylk**

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

**Lee Vulgaris**

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

**PLYWOOD DISTRIBUTOR**

**Finnforest USA**  
Roseville, MI  
586/296-8770 • 586/296-8773 (fax)  
www.finnforestusa.com  
Mr. James R. Gilleran  
lbouford@finnforestusa.com  
**SILVER - See ads: p. 14, 67.**

**PLYWOOD MANUFACTURER**

**Canadian Forest Products Ltd.**  
Vancouver, BC CANADA  
604/261-5111 • 604/264-6217 (fax)  
www.canfor.com  
Mr. Tim Mosley  
Tim.Mosley@canfor.com  
**SILVER - See ad: p. 16-17.**

**Swanson Group Sales Co.**

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

**PLYWOOD WHOLESALE/ BROKER**

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

**PRE-ENGINEERED BUILDING PACKAGES**

**Green-R-Panel Pre-fabricated Building Systems**  
Concord, ON CANADA  
514/898-3199 • 905/660-0668 (fax)  
www.greenrpanel.com  
Mr. Larry Diamond, BCom  
ld@greenrpanel.com

**PRE-HUNG DOOR EQUIPMENT MANUFACTURER**

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

**PROFESSIONAL SERVICES**

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

**Douthit Consulting Services**

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

**Loeffler Marketing Services**

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

**Paul J. Ford and Company**

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

**The Truss Office**

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

**PROMOTIONAL & MARKETING PRODUCTS**

**I's Your Choice**  
Glendale, AZ  
623/537-3376 • 623/537-3375 (fax)  
www.iyc-usa.com  
Mrs. Nancy Gosewicz  
info@iyc-usa.com

**PUBLICATION**

**The Pine Page**  
Burlington, NC  
800/256-7952 • 800/237-6912 (fax)  
www.laymansguide.net  
Mr. Matt Layman  
matt@laymansguide.net

**R. E. Taylor & Associates**

Vancouver, BC CANADA  
604/801-5996 • 604/801-5997 (fax)  
www.woodmarkets.com  
Mr. Russell Taylor  
retaylor@woodmrkts.com

**The Softwood Forest Products Buyer**

Memphis, TN  
901/372-8280 • 901/373-6180 (fax)  
www.softwoodbuyer.com  
Mr. Gary Miller  
editor@millerpublishing.com

**Widman Associates, Inc.**

Vancouver, BC CANADA  
604/675-6923 • 604/675-6924 (fax)  
www.widman.com  
Mr. Jason Roth  
jroth@widman.com

**RECRUITING/ PLACEMENT SPECIALIST**

**GR Morris & Associates, Inc.**  
Fort Worth, TX  
817/457-9995 • 817/457-9998 (fax)  
www.gr-morris.com  
Mr. Gary R. Morris  
gary@gr-morris.com

**HRIC**

Pueblo, CO  
719/485-4900 • 719/485-4901 (fax)  
www.hric.com  
Ms. Barbara Voss  
hric@fone.net

**The JobLine, Inc.**

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

**PrincetonOne**

Indianapolis, IN  
317/257-5411 • 317/259-6886 (fax)  
www.PrincetonOne.com  
Mr. Jack G. Ritter  
jack.ritter@princetonone.com

**RLS & Associates**

Tyler, TX  
866/322-9700 • 734/264-4720 (fax)  
www.rlsandassociates.com  
Mr. Randy Stefanowicz  
randy@rlsandassociates.com

**RECYCLING/ WASTE REDUCTION CONSULTANT**

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

**Vecoplan, LLC**

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

**RECYCLING/WASTE REDUCTION EQUIPMENT**

**Advanced Recycling Equipment, Inc.**  
Saint Marys, PA  
814/834-4470 • 814/834-3483 (fax)  
www.advancedrecyclingequip.com  
Mr. Don Kunkel  
areinc@alltel.net

**Biomass Combustion Systems, Inc.**

Worcester, MA  
508/798-5970 • 508/798-5971 (fax)  
www.biomasscombustion.com  
Mr. Charles R. Cary  
info@biomasscombustion.com  
**BRONZE - See ad: p. 48.**

**Vecoplan, LLC**

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

**WEIMA America, Inc.**

Fort Mill, SC  
803/802-7170 • 803/802-7098 (fax)  
www.weimaamerica.com  
Ms. Vikki Van Dam  
info@weimaamerica.com

**RISK MANAGEMENT SERVICES**

**Bowermaster & Associates \***  
Cypress, CA  
714/733-6200 • 714/252-8253 (fax)  
www.bowermaster.com  
Mr. Richard Langton  
rlangton@bowermaster.com

**Diversified Insurance Industries, Inc. ▶**

Baltimore, MD  
410/433-3000 • 410/433-3440 (fax)  
www.dii-insurance.com  
Mr. Robert Bruns  
bbrun@dii-insurance.com

**Harden & Associates ▶**

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

**Holmes Murphy & Associates ▶▶**

Cedar Rapids, IA  
319/364-0648 • 319/364-2132 (fax)  
www.holmesmurphy.com  
Mr. Jim Kapsch  
jkapsch@holmesmurphy.com

**MJ Insurance, Inc. ▶**

Scottsdale, AZ  
602/346-9100 • 602/346-9105 (fax)  
www.mjinsurance.com  
Mr. Michael Schmidt

**NANA Training Systems ♦**

Anchorage, AK  
907/565-3300 • 907/565-3320 (fax)  
www.nana-nts.com  
Mr. Chris Ross, CSP  
training@nana.com

**The PMA Insurance Group**

Allentown, PA  
610/336-6023 • 610/336-6025 (fax)  
Mr. Gordon S. Smoko, CSP ARM

**Pagel, Davis & Hill, PC.**

Houston, TX  
713/951-0160 • 713/951-0662 (fax)  
www.pdhlaw.com  
Mr. Kent J. Pagel  
kjp@pdhlaw.com

**Sirak-Moore Insurance Agency, Inc. \***

Canton, OH  
330/493-3211 • 330/493-0642 (fax)  
www.sirakmoore.com  
Mr. Douglas D. Davenport  
doug@sirakfinancial.com

**ROUND-END WEB LICENSES**

**Turb-O-Web USA, Inc.**  
Daytona Beach, FL  
888/887-2693 • 321/747-0306 (fax)  
www.turb-o-web.com  
Mr. John Griffith  
john@turb-o-web.com  
**GOLD - See ads: p. 34, 52.**

**ROUND-END WEB MACHINERY**

**MiTek Industries, Inc.**  
Chesterfield, MO  
314/434-1200 • 314/434-5343 (fax)  
www.mii.com  
Mr. Thomas J. Manenti  
tmanenti@mii.com  
**GOLD - See ads: p. 2-3, 19, 82-83, 103.**

**ROUND-END WEB SUPPLIER**

**Turb-O-Web USA, Inc.**  
Daytona Beach, FL  
888/887-2693 • 321/747-0306 (fax)  
www.turb-o-web.com  
Mr. John Griffith  
john@turb-o-web.com  
**GOLD - See ads: p. 34, 52.**

**SAW MANUFACTURER**

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

**Hundegger USA LC ▶▶**

Heber City, UT  
435/654-3028 • 435/654-3047 (fax)  
www.hundeggerusa.com  
Mr. Kip Apostol  
info@hundeggerusa.com  
**GOLD - See ad: p. 67.**

**Impact Sales & Marketing Group, Inc.**

Mansfield, TX  
817/842-5000 • 817/842-5005 (fax)  
www.impactgrp.com  
Mr. Harry Berney  
harry@impactgrp.com  
**SILVER**

**The Koskovich Co. Inc.**

Rochester, MN  
507/286-9209 • 507/285-1730 (fax)  
www.omnisaw.com  
Mr. Jerry E. Koskovich  
frans@omnisaw.com  
**GOLD - See ad: p. 23.**

**McGinnis Saw Service, Inc.**

Dewey, AZ  
928/632-9405 • 928/632-7490 (fax)  
www.mcginnissawservice.com  
Mr. Bill Arnott, Sr  
blades3@mindspring.com

**MiTek Industries, Inc.**

Chesterfield, MO  
314/434-1200 • 314/434-5343 (fax)  
www.mii.com  
Mr. Thomas J. Manenti  
tmanenti@mii.com  
**GOLD - See ads: p. 2-3, 19, 82-83, 103.**

**PFP Technologies**

Malaga, WA AUSTRALIA  
+61/8 9 249 4542  
+61/8 9 249 4596 (fax)  
www.mii.com  
Mr. Joseph A. Tuson  
joetuson@pfp.tech.com.au  
**BRONZE - See ad: p. 33.**

**Randek BauTech AB**

Falkenberg, SWEDEN  
46/380-566500 • 46/380-566565 (fax)  
Mr. Lars-Erik Andersson  
lea@randek-bautech.se

**Vista Machines Inc.**

Littlestown, PA  
717/359-9212 • 717/359-4222 (fax)  
www.angleboss.com  
Mr. Paul Dennis  
sales@vistamachines.com

**Weinig Group**

Mooresville, NC  
704/799-0100 • 704/799-7400 (fax)  
www.weinigusa.com  
Mr. Jeff Davidson  
sales@weinigusa.com

 **SHEAR WALL PANEL MANUFACTURER**

**Hardy Frames**  
Ventura, TX  
805/477-0793 • 805/477-0993 (fax)  
www.hardyframe.com  
Ms. Meg Belmontes  
meg.belmontes@mii.com

**Simpson Strong-Tie Co.**

Pleasanton, CA  
925/560-9000 • 925/847-1603 (

## STEEL SUPPLIER

**Dynatruss**  
Phoenix, AZ  
602/352-7641 • 602/352-7620 (fax)  
www.dynatruss.com  
Mr. Harry Ray  
hray@alliedtube.com

**MarinoWare Industries**  
Amityville, NY  
631/691-2200 • 631/691-1492 (fax)  
www.marinoware.com  
Mr. Nick Camizzi  
njcamizzi@marinoware.com

## STRUCTURAL INSULATED PANEL MANUFACTURER

**Plymouth Foam, Inc.**  
Plymouth, WI  
800/446-2188 • 920/892-4986 (fax)  
www.plymouthfoam.com  
Mr. Thomas Groth  
tomg@plymouthfoam.com  
**BRONZE** - See ad: p. 29.



## STUDENT

**Dike Okpokiri**  
Pullman, WA  
509/332-3618 • 509/332-1786 (fax)  
Mr. Dike Okpokiri

## THIRD PARTY INSPECTION AGENCY

**Continental Inspection Agency, LLC**  
Lodi, CA  
916/718-5217 • 209/367-3840 (fax)  
Mr. Duff Reinking  
drdodgerman@sbcglobal.net

**James Knight & Associates \***  
St. George, ON CANADA  
519/448-3548 • 519/448-4657 (fax)  
Mr. James Knight, M.Sc.F., P.Eng.  
jkwoodeng@sympatico.ca

**NANA Training Systems ♦**  
Anchorage, AK  
907/565-3300 • 907/565-3320 (fax)  
www.nana-nts.com  
Mr. Chris Ross, CSP  
training@nana.com

**National Inspection Association, Inc. \***  
Gillette, WY  
307/685-6331 • 307/685-6331 (fax)  
Mr. Keith H. Anderson  
NIAGillette@vcn.com

**OSHA Health Consultation ♦**  
Green Bay, WI  
920/448-5235  
Mr. Larry D. Johnson  
johnsl@mail.slh.wisc.edu

**PFS Corporation \***  
Cottage Grove, WI  
608/839-1013 • 608/839-1014 (fax)  
www.pfscorporation.com  
Mr. Michael Slifka, P.E.

**Risk Services - Nevada, Inc. ♦**  
Las Vegas, NV  
702/678-6868 • 702/678-6677 (fax)  
www.riskservices.com  
Mr. Larry Stewart

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

**Stafford Inspection & Consulting Services, LLC \***  
Orlando, FL  
407/380-7914 • 407/380-8914 (fax)  
www.staffordinspection.com  
Mr. Thomas Stafford  
tandt919@bellsouth.net

**TECO**  
Sun Prairie, WI  
608/837-2790 • 608/837-2830 (fax)  
www.tecotested.com  
Mr. Steve G. Winistorfer, P.E.  
steve.winistorfer@tecotested.com

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

**Truss Plate Institute \***  
Alexandria, VA  
703/683-1010 • 703/548-4399 (fax)  
www.tpinst.org  
Mr. Michael A. Cassidy, R.A.

## TOOL MANUFACTURER/WHOLESALE/BROKER/RESELLER

**ITW Panel Fastening Systems**  
Arlington Heights, IL  
888/726-3577 • 888/726-3477 (fax)  
Mr. Pat Ryan  
pat.ryan@itwpanelfasteningssystems.com

## TRAILER MANUFACTURER

**A-NU-PROSPECT**  
St. Marys, ON CANADA  
519/349-2202 • 519/349-2342 (fax)  
www.trussrailer.com  
Mr. Joe Wilhelm  
**A-NU-PROSPECT**  
**GOLD** - See ad: p. 40.

**Impact Sales & Marketing Group, Inc.**  
Mansfield, TX  
817/842-5000 • 817/842-5005 (fax)  
www.impactgrp.com  
Mr. Harry Berney  
harry@impactgrp.com  
**SILVER**



**Lakeside Trailer Manufacturing, Inc.**  
Crocker, MO  
573/736-2966 • 573/736-5515 (fax)  
www.rollerbed.com  
Mr. Lee J. Kinsman  
lee@rollerbed.com  
**LAKESIDE**  
**GOLD** - See ad: p. 36-37.



**Pratt Industries**  
Belleair Bluffs, FL  
727/584-1414 • 727/584-2323 (fax)  
www.prattinc.com  
Mr. Pratap G. Lingam  
sales@prattinc.com  
**PRATT**  
**GOLD** - See ad: p. 51.



**Precision Equipment Manufacturing**  
Fargo, ND  
701/237-5161  
701/280-0946 (fax)  
www.precisionequipmfg.com  
Mr. Michael J. Syvertson  
michael@precisionequipmfg.com  
**PRECISION**  
**GOLD** - See ad: p. 73.



**Stoll Trailers, Inc.**  
Abbeville, SC  
864/446-2121  
864/446-2116 (fax)  
www.stolltrailers.com  
Mr. Bradley W. Stoll  
stolltrailer@wctel.net  
**SILVER** - See ad: p. 79.

## Stoll Trailers, Inc.

## TRAILER WHOLESALER/BROKER/RESELLER

**A-NU-PROSPECT**  
St. Marys, ON CANADA  
519/349-2202 • 519/349-2342 (fax)  
www.trussrailer.com  
Mr. Joe Wilhelm  
**A-NU-PROSPECT**  
**GOLD** - See ad: p. 40.

## TREATER (WOOD)

**Viance**  
Charlotte, NC  
704/522-0825 • 704/527-8232 (fax)  
www.treatedwood.com  
Mr. David Fowlie

**WoodSmart Solutions, Inc.**  
Boca Raton, FL  
561/416-1972 • 561/416-1218 (fax)  
www.bluwod.net  
Mr. Charles A. Morando  
info@bluwod.com

## TRIMMABLE END TRUSS MANUFACTURER

**Distribution Open Joist 2000 Inc.**  
Plattsburgh, NY  
514/952-3945 • 800/263-7265 (fax)  
www.openjoist2000.com  
Mr. Michel Beauchamp  
mike@openjoist2000.com  
**GOLD** - See ad: p. 46.



## TRUCK BODY MANUFACTURER

**Rand Manufacturing Inc.**  
Raleigh, NC  
757/240-1975 • 252/482-0212 (fax)  
www.randmanufacturing.com  
Ms. Ashley S. Watts  
awatts@randmanufacturing.com

## TRUSS BRACING MANUFACTURER

**Long View Enterprises**  
Brandon, WI  
920/324-8651  
Mr. Craig Bronkhorst

**MiTek Industries, Inc.**  
Chesterfield, MO  
314/434-1200 • 314/434-5343 (fax)  
www.mii.com  
Mr. Thomas J. Manenti  
tmanenti@mii.com  
**MiTek**  
**GOLD** - See ads: p. 2-3, 19, 82-83, 103.



**Simpson Strong-Tie Co.**  
Pleasanton, CA  
925/560-9000 • 925/847-1603 (fax)  
www.strongtie.com  
Mr. Tawn A. Simons  
sales@strongtie.com  
**SIMPSON**  
**Strong-Tie**  
**SILVER** - See ad: p. 49.



**USP Structural Connectors**  
Burnsville, MN  
952/898-8679 • 952/898-8683 (fax)  
www.uspconnectors.com  
Mr. Tim Comstock  
info@uspconnectors.com  
**USP**  
**STRUCTURAL**  
**CONNECTORS**  
**GOLD** - See ad: p. 40.



## TRUSS EQUIPMENT MANUFACTURER

**Clark Industries Inc.**  
Monett, MO  
417/235-7182 • 417/235-8262 (fax)  
www.clark-ind.com  
Mr. Jack Schulz  
general@clark-ind.com  
**GOLD** - See ads: p. 59, 74.



**The Hain Company**  
Diamond Springs, CA  
530/295-8068 • 530/295-0468 (fax)  
www.haincompany.com  
Mr. Leonard Hain  
sales@haincompany.com  
**GOLD** - See ad: p. 34.



**Klaisler Manufacturing Corp.**  
Indianapolis, IN  
877/357-3898 • 317/357-3921 (fax)  
www.klaisler.com  
Mr. Brent Davis  
info@klaisler.com  
**KLAISLER**  
**MiTek**  
**GOLD** - See ads: p. 14, 51.



**The Koskovich Co. Inc.**  
Rochester, MN  
507/286-9209 • 507/285-1730 (fax)  
www.omnisaw.com  
Mr. Jerry E. Koskovich  
frans@omnisaw.com  
**THE KOSKOVICH**  
**COMPANY**  
**GOLD** - See ad: p. 23.



**MiTek Industries, Inc.**  
Chesterfield, MO  
314/434-1200 • 314/434-5343 (fax)  
www.mii.com  
Mr. Thomas J. Manenti  
tmanenti@mii.com  
**MiTek**  
**POWER TO PERFORM**  
**GOLD** - See ads: p. 2-3, 19, 82-83, 103.



**Truss Industry Production Systems**  
Britton, SD  
605/448-5959 • 605/448-5940 (fax)  
Mr. Clyde Fredrickson  
tips@brittonsd.com

## TRUSS EQUIPMENT PARTS SUPPLIER

**Clark Industries Inc.**  
Monett, MO  
417/235-7182 • 417/235-8262 (fax)  
www.clark-ind.com  
Mr. Jack Schulz  
general@clark-ind.com  
**GOLD** - See ads: p. 59, 74.



## TRUSS JIGGING EQUIPMENT

**Truss Industry Production Systems**  
Britton, SD  
605/448-5959 • 605/448-5940 (fax)  
Mr. Clyde Fredrickson  
tips@brittonsd.com

## TRUSS PLATE MANUFACTURER

**Cherokee Metal Products, Inc.**  
Morristown, TN  
423/581-3446 • 423/586-0483 (fax)  
www.masengills.com  
Mr. Wayne Masengill  
waynem@masengills.com

**CompuTrus, Inc.**  
Lake Elsinore, CA  
951/245-9525 • 951/245-9893 (fax)  
www.computrusinc.com  
Mr. William T. Turnbull  
support@computrusinc.com

**Eagle Metal Products**  
Mabank, TX  
800/521-3245 • 903/887-1723 (fax)  
www.eaglemetal.com  
Mr. Jerry Burney  
info@eaglemetal.com  
**GOLD** - See ad: p. 68.



**ITW Building Components Group Inc.**  
Pompano Beach, FL  
954/781-3333 • 954/973-2644 (fax)  
www.alpeng.com  
Mr. Chris Cronje  
info@www2.alpeng.com  
**ITW**  
**Building Components Group**  
**GOLD** - See ads: p. 54-55, 60-61, 70-71, 107.



**MiTek Industries, Inc.**  
Chesterfield, MO  
314/434-1200 • 314/434-5343 (fax)  
www.mii.com  
Mr. Thomas J. Manenti  
tmanenti@mii.com  
**MiTek**  
**POWER TO PERFORM**  
**GOLD** - See ads: p. 2-3, 19, 82-83, 103.



**Robbins Engineering, Inc.**  
Tampa, FL  
813/972-1135 • 813/978-8626 (fax)  
www.robbinseng.com  
Mr. Thomas A. Albani, P.E.  
info@robbinseng.com  
**Robbins**  
**Engineering, Inc.**  
**SILVER** - See ad: p. 45.



## TRUSS TABLE REPLACEMENT TOPS

**Klaisler Manufacturing Corp.**  
Indianapolis, IN  
877/357-3898 • 317/357-3921 (fax)  
www.klaisler.com  
Mr. Brent Davis  
info@klaisler.com  
**KLAISLER**  
**MiTek**  
**GOLD** - See ads: p. 14, 51.



**Truss Industry Production Systems**  
Britton, SD  
605/448-5959 • 605/448-5940 (fax)  
Mr. Clyde Fredrickson  
tips@brittonsd.com

## UNIVERSITY

**University of Wisconsin - Madison**  
Madison, WI  
608/262-3484 • 608/265-8213 (fax)  
www.engr.wisc.edu  
Prof. Steven M. Cramer, P.E.  
cramer@engr.wisc.edu

## USED TRUSS MANUFACTURING EQUIPMENT DEALER

**A-NU-PROSPECT**  
St. Marys, ON CANADA  
519/349-2202 • 519/349-2342 (fax)  
www.trussrailer.com  
Mr. Joe Wilhelm  
**A-NU-PROSPECT**  
**GOLD** - See ad: p. 40.



**Wasserman & Associates, Inc.**  
Lincoln, NE  
402/438-2161  
402/438-2524 (fax)  
www.wasserman-associates.com  
Mr. Rod Wasserman  
rodwass@aol.com  
**BRONZE**



**Wood Truss Systems, Inc.**  
Muncie, IN  
765/751-9990  
765/288-9991 (fax)  
www.woodtrussystems.com  
Mr. Jay R. Halteman  
sales@woodtrussystems.com  
**WOOD TRUSS**  
**SYSTEMS**  
**MANUFACTURERS REPRESENTATIVES**  
**GOLD** - See ad: p. 52.



## WALL PANEL EQUIPMENT MANUFACTURER/SOFTWARE

**The Hain Company**  
Diamond Springs, CA  
530/295-8068 • 530/295-0468 (fax)  
www.haincompany.com  
Mr. Leonard Hain  
sales@haincompany.com  
**GOLD** - See ad: p. 34.



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



**Hundegger USA LC**  
Heber City, UT  
435/654-3028 • 435/654-3047 (fax)  
www.hundeggerusa.com  
Mr. Kip Apostol  
info@hundeggerusa.com  
**Hundegger**  
**U.S.A.**  
**GOLD** - See ad: p. 67.



**MiTek Industries, Inc.**  
Chesterfield, MO  
314/434-1200 • 314/434-5343 (fax)  
www.mii.com  
Mr. Thomas J. Manenti  
tmanenti@mii.com  
**MiTek**  
**POWER TO PERFORM**  
**GOLD** - See ads: p. 2-3, 19, 82-83, 103.



**Panels Plus**  
Albert Lea, MN  
507/369-0507 • 507/373-7110 (fax)  
www.panplus.com  
Mr. Roger Paul  
sales@panplus.com  
**PANELS PLUS**  
**GOLD** - See ad: p. 78.



**Randek BauTech AB**  
Falkenberg, SWEDEN  
46/380-566500 • 46/380-566565 (fax)  
Mr. Lars-Erik Andersson  
lea@randek-bautech.se

**Triad/Merrick Machine Company**  
Alda, NE  
308/384-1780 • 308/384-8326 (fax)  
www.triadruvo.com  
Mr. Lanny Morris  
lowell@merrickmachine.com  
**TRIAD**  
**SILVER** - See ad: p. 48.



**Viking WPS**  
Minneapolis, MN  
800/328-2403 • 763/571-7379 (fax)  
www.vikingincorporated.com  
Mr. Rick Autey  
sales@vikingeng.com  
**VIKING**  
**GOLD** - See ad: p. 47.



**Virtek Vision International, Inc.**  
Waterloo, ON CANADA  
519/746-7190 • 519/746-3383 (fax)  
www.virtek.ca  
Mr. Ed Bianchin, P.Eng.  
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## WTCA CHAPTERS

**Alabama Component Manufacturers Association**  
Shelby, AL • 205/669-4188  
Mr. Michael Balliet

**Arkansas Structural Building Components Association**  
Fort Smith, AR • 479/783-8666  
Mr. Steven Spradlin

**California Engineered Structural Components Association**  
Oceanside, CA • 760/967-6171  
www.wtcaesca.com  
Mr. Gary Sartor

**Central Florida Component Manufacturers Association**  
Sanford, FL • 407/323-6990  
Mr. Bill Heine

**Colorado Truss Manufacturers Association**  
Aurora, CO • 303/307-1441  
Mr. Dennis Wilson

**Component Manufacturers Association of the Rio Grande**  
Las Cruces, NM • 505/373-8715  
Mr. Elias Reuteria

**Georgia Component Manufacturers Association**  
Oxford, GA • 770/534-0364  
Mr. Jim Finkenhoef

**Inland Empire Truss Fabricators Association**  
Rathdrum, ID • 208/687-9490  
Mr. Phil Adams

**Iowa Truss Manufacturers Association**  
Des Moines, IA • 515/283-7100  
Mr. Tom Lambert

**Mid Atlantic Wood Truss Council**  
Telford, PA • 215/723-5108  
Mr. Ken Slotter

**Mid South Component Manufacturers Association**  
Meridian, MS • 601/483-3941  
Mr. Daniel N. Holland

**Minnesota Truss Manufacturers Association**  
Minneota, MN • 507/872-5195  
Mr. Tom Nomeland

**Missouri Truss Fabricators Association**  
Plattsburg, MO • 816/930-3177  
www.mfchapter.com  
Mr. Jasper Diedericks

**North Florida Component Manufacturers Association**  
Jacksonville, FL • 904/781-4119  
Mr. Josh Frye

**Northwest Truss Fabricators Association**  
Auburn, WA • 253/833-1050  
www.nwtfca.com • Mr. Dave Houchin

**South Carolina Component Manufacturers Association**  
Summerville, SC • 843/875-0550  
Mr. Mike Redmon

**South Florida WTCA**  
Port St Lucie, FL • 772/873-9029  
www.sftwca.com • Mr. Glenn Gelatt

**Southern Nevada Component Manufacturers Association**  
North Las Vegas, NV • 702/657-1889  
Mr. Glenn McClendon

**Southwest Florida Truss Manufacturers Association**  
Fort Myers, FL • 239/437-1100  
Mr. James M. Swain

**Tennessee Truss Manufacturers Association**  
La Vergne, TN • 615/287-0184  
Mr. Ted Kolanko, P.E.

**Truss Manufacturers Association of Texas**  
Burleson, TX • 817/447-1000  
www.tmatchapter.com  
Mr. Paul Johnson

**West Florida Truss Association**  
Tampa, FL • 813/887-3664  
Mr. John Goley

**Western Component Manufacturers Association**  
Clackamas, OR • 503/657-8644  
Mr. Lee Howe

**Wisconsin Truss Manufacturers Association**  
De Pere, WI • 920/336-9400  
www.wiwtca.com • Mr. Gene Geurts

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Sparta, MI • 616/887-5637  
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Mr. Larry Wainright

**Wood Truss Council of North Carolina**  
Albemarle, NC • 704/983-1144  
www.wtccnc.com • Mr. Chris Lambert

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Mr. Russell Airington

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Mr. Michael Karceski

**WTCA - Indiana**  
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Mr. Steve Stroder

**WTCA - Kentucky**  
Lexington, KY • 859/255-2481  
Mr. Clyde Bartlett

**WTCA - New York**  
Kingston, NY • 845/339-3656  
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- Working for component manufacturers to find competitive insurance rates.
- Aligning with attorneys and expert witnesses who are knowledgeable about our industry.
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—Kent Pagel, WTCA Legal Counsel

WTCA has created a new level of recognition for those insurance brokers who very aggressively serve our industry in such ways as assisting in the creation of pertinent WTCA training and certification programs, participating in industry meetings and programs, as well as promoting WTCA membership and our tools for lowering risk. Our "EXPERT" partners go the extra mile.



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—Kendall Hoyd, President  
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michael\_schmidt@mjinsurance.com  
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## Chapter Corner

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



### Chapter Spotlight

#### WTCA Chapters Go International

Starting in August, you'll see a big change in the WTCA Chapters logo—we've added a country! Yes, the WTCA Chapters have gone international and they now include Canada.

This year, the WTCA Board of Directors has approved three new chapters—Rio Grande, Arkansas and Canada. This takes the total number of chapters to 35, representing 39 U.S. states and Canada.

The addition of the Canada Chapter continues WTCA's natural evolution of supporting structural building component manufacturers. Regardless of location, component manufacturers face the same challenges! WTCA's goal is for all component manufacturers to benefit from the industry advancements our collective work creates. By working together, we leverage all perspectives and the natural synergy that we have. From there, everyone in our industry reaps the rewards. **SBC**



### Chapter Highlights

#### California Engineered Structural Components Association

In May, the California Chapter held a special statewide meeting in Las Vegas instead of their typical separate meetings for the Northern and Southern Regions. High on the agenda was the Safety Zone for Off-Loading Components. Several chapter members are now beta-testing the Safety Zone signage and their experiences are being fed back into the development of this program.

Another hot topic was the trouble that a few members have encountered with the California Highway Patrol (CHP) when hauling wall panels and a specific interpretation of the law that would require hauling them vertically instead of stacked horizontally. The members discussed possible groups with which to work to change the law and finding a legislator

to support the chapter's efforts. A WTCA *Management Note* was also drafted to educate lawmakers and agencies about the wall panel industry, safety practices and permitting regulations.

The chapter also seized the challenge to conduct more component plant tours to educate their marketplace. In addition to scheduling upcoming chapter meetings at members' plants, plans were started for a large educational event in southern California. Targeting 300 architects and engineers, the event will include tours at local plants and seminars at a central location. Details for this event will be finalized at the CalESCA-South Chapter meeting on August 28.

The California Chapter members also voted to become a founding sponsor of the SBC Research Institute in Madison, WI and everyone was encouraged to attend this summer's Open House.

#### Central Florida Component Manufacturers Association

The main topic of discussion at the May Central Florida Chapter meeting was local membership and providing chapter value to local manufacturers. Fortunately there are no critical issues that are causing market problems, so this is a time to step back and look at how the chapter would like to focus its efforts. Industry consolidation was also discussed and how its effect on the composition of the membership has evolved.

The meeting attendees agreed to renew their efforts to engage the smaller local manufacturers and build up the grassroots of the chapter membership. They also discussed possible meeting programs to generate more attendance. The idea of combining chapter meetings with educational programs, such as a seminar for builders on handling and installation, was suggested.

The May meeting also featured a presentation on WTCA programs to build and support your business, including SCORE, forklift certification, Professional Leadership Academy, SBC Research Institute, In-Plant Basic Training and the driver training program in development. An update was provided on the status of CEU approval for the fire service truss plant tour, with a ruling by the Department of Business and Professional Regulation expected in early July. The accomplishments of the FBMA/WTCA Joint Legislative Conference were noted, too.

#### Iowa Truss Manufacturers Association

The Iowa Chapter held its June meeting and annual golf tournament at the Legacy Golf Club in Norwalk, IA. The guest speakers were David Pery and Joe Griffin from the Iowa Department of Natural Resources (IDNR) and they delivered a presentation on storm water pollution. Included in the presentation were a history and overview of the storm water program, the application process for a National Pollutant Discharge Elimination System (NPDES) Permit No. 2, pollution prevention plans, and inspections by the IDNR and Environmental Protection Agency (EPA). Many questions were answered regarding enforcement and jurisdiction with the IDNR's operational philosophy, which was

defined as cooperative and consultative.

Ray Noonan, Alan Esch and Andy Green gave the Education Committee Report. Certificates of Attendance have been mailed to the attendees of all of the winter session TTWs. It was reported that a controlled wood truss demonstration fire will be held in conjunction with a plant tour on August 25, co-sponsored by the chapter and the Iowa Fire Service Training Bureau. A special thank you was extended to all of the members of this year's Education Committee: Andy Green and Craig Thier of Cascade Mfg Co, Alan Esch of Lumber Specialties, Bruce Kinney and Scott Baker of Timber Roots New Hampton, Dave Mitchell and Jim Gach of Engineered Building Design, Rick Parrino of Plum Building Systems, Tom Lambertz of Roberts & Dybdahl, and Tod Hennessy of ITW Building Components Group.

The next chapter meeting will be held on Thursday, October 4 at the BCMC show in Columbus, OH. The members were also urged to mark their calendars for February 26, 2008 at 7:00 a.m. when the Iowa Chapter will hold a Legislative Breakfast at the Capital Building Legislative Dining Room. This will be a timely opportunity to lobby on any issues then being debated in the House and Senate. The Iowa Homebuilders and Iowa Lumber Associations are invited to participate, too.

#### Mid Atlantic Wood Truss Council

The Mid Atlantic Chapter held its spring meeting at Katmandu in Trenton, NJ. The guest speaker was John Terry of the Codes and Standards Division of the New Jersey Department of Community Affairs (DCA). New Jersey adopted the 2006 IBC/IRC with NJ amendments on February 20 with a 6-month grace period ending August 19. The NJ code will be a free download online at e-codes and will be available in print May 30.

New Jersey deleted the truss placement diagram exemption in Section 2303.4.1.3: "Exception: When a truss placement diagram is prepared under the direct supervision of a registered design professional, it is required to be signed and sealed." The rationale for this deletion is that the text of 2303.4.1.3 makes it clear that the truss placement diagram does not require a seal, "...Truss placement diagrams shall not be required to bear the seal or signature of the truss designer."

The truss bottom chord identification labeling information was added to both the IRC and IBC as: "R502.11.5 Truss Identification – Each truss shall be labeled or otherwise indelibly marked at the factory with the individual truss number as assigned in the truss layout plan. The indelible marking or label shall be located on the bottom chord of the truss, inside the bearing points. When indelible markings are used, each digit shall not be less than one inch high. When labels are used, the label shall be a minimum of five inches by three inches and shall be affixed to the truss by a truss plate. Labels shall remain affixed to the truss."

The addition of this labeling information was especially welcome news since the chapter had worked with the DCA on the placement, size and wording of this truss marking. Mr. Terry also discussed some of the proposed 2009 changes and mentioned that if sprinkler requirements in residential construction were adopted by the IRC, then NJ would not amend it and it would be a requirement.



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On the educational front, the members were given an update on the chapter's seminar at the Atlantic Builders Convention in April. For the third year in a row, the chapter's presentation on structural building components was one of the most well-attended seminars at the convention. Next up, the chapter is planning a return to the Pennsylvania Building Officials Conference in October as well as reaching out to code administrator groups in that state. It is also working with the NJ DCA to get back onto Rutgers University's fall educational schedule. Several truss plant tours are in the works, too.

Alternating with the New Jersey location, the next chapter meeting will be held on Thursday, November 8 at Williamson in Horsham, PA.

#### Minnesota Truss Manufacturers Association

The Minnesota Chapter held its spring meeting in Plymouth and the guest speaker was Christopher Hayhoe of Felhaber Larsen Fenlon & Vogt. With a presentation on contracts, liabilities and dangerous language, Mr. Hayhoe pointed out clauses for which manufacturers should watch and emphasized the importance of thoroughly reviewing contracts.

The Code Committee report was delivered by Bill Theobald. The release date for the Minnesota Building Code was moved to July 10, 2007. The impact of ASCE 7 on the design of trusses was reviewed. The members discussed issues with floor blocking, the definition of fastener connection, foundation requirements and unbalanced snow loading.

Chris Torgerson delivered the Marketing/Education Committee report. Chris, Dave Danielson and Rex Swanson attended the May Council of American Structural Engineers (CASE) seminar on behalf of the chapter. They agreed that it was important to have the chapter represented at the event and recommended attending next year as well.

Jim Scheible gave an update on the WTCA Open Quarterly Meeting in February and the SBC Legislative Conference in April. The members also discussed several programs and products available from WTCA. The next chapter meeting was confirmed for August 16 in St. Cloud.

#### Missouri Truss Fabricators Association

Education was the theme of the Missouri Chapter's June meeting. Dani

Continued on page 98

Bothun of WTCA staff delivered a presentation on all of the educational tools from WTCA available for chapters. The Carbeck Structural Components Institute has several resources to help chapters educate their marketplace on our products and our industry, including the Wood Truss Construction and Fire Performance CD, online educational modules, truss plant tour resources and assistance, and live fire demonstration protocols.

Plant tours are an excellent form of marketplace education. Tours are an easy way to show building officials how we make a quality project that complies with their expectations. Tours also show students why they should enter our industry. Legislators can learn a lot from us, a very valuable section of their constituency. Building designers can gain a better understanding of the products they're specifying.

Another educational avenue are Truss Technology Workshops (TTW). In addition to the live presentations that chapter members are giving to building officials and contractors, there are many more online TTWs available. The chapter members were advised on how to provide coupons for online courses or use coupons in combination with a plant tour. The Missouri Chapter is already a TTW Partner with WTCA.

Last but not least, the chapter has expressed interest in offering Truss Technician Training (TTT) scholarships for students to develop the local workforce. Since the topic of the evening was education, the members returned to this idea and discussed the possibility of implementing a program for students. The members in attendance were all encouraged to pursue education for groups in their areas. The chapter also agreed to participate in the Missouri Code Officials Conference in October.

### South Florida WTCA

Sealed layouts were discussed at the South Florida Chapter's May meeting, following an incident in St. Lucie County. Bob Becht of Chambers Truss reported that he was able to resolve the problem by providing a copy of Florida Senate Bill 422, signed into law in 2005, that clearly states, "A truss-placement plan is not required to be signed and sealed by an engineer or architect unless prepared by an engineer or architect or specifically required by the Florida Building Code." This is also supported by Florida Administrative Code 61G15-23.002 wherein a professional engineer may only seal a document for which he was in responsible charge.

The chapter meeting also included a discussion of splitting engineering services from the truss and wall panel manufacturing business. It was suggested that this approach would protect companies that perform greater amounts of building engineering, such as becoming a truss system engineer. To make this a general practice in the marketplace, however, the expectations of builders and contractors would have to change in addition to component manufacturer's expectations. With the development of whole house engineering software and more engineering tools being available to truss manufacturers, attitudes might change as well.

Under chapter business, it was agreed that a plant tour be planned for Miramar Fire & Rescue following that group's request for a Carbeck CD. Options would be researched and more details would be available at the chapter's July meeting.

### Southwest Florida Truss Manufacturers Association

This spring's Southwest Florida Chapter officer elections produced the following results. Jim Swain of Carpenter Contractors of America remained

President. The first Vice President post went to Joe Falis of Scosta Corporation and Second Vice President was Paul Ambrose of Kimal Lumber Company. Jon Levey of Simpson Strong-Tie Co. took the job of Secretary and Sharon Dushek of Raymond Building Supply Corp. remained Treasurer. Rounding out the Board of Directors were Mike Gilbert of Causeway Lumber Company and Bill Krick of ITW Building Components Group.

At the chapter's June meeting, Jim Swain gave a recap of the SBC Legislative Conference in Washington and the FBMA/WTCA Joint Florida Legislative Conference in Tallahassee. Both events were very productive, and everyone was encouraged to attend next year and represent our industry again. These forums provide a good opportunity to put a face on our industry and develop relationships with our lawmakers.

The changes in the Florida Building Code were reviewed and members discussed the status of specific items we are tracking in the code. The attendees were also updated on the SBC Research Institute Open House later that month and reminded of resources for members on the WTCA website.

### Wood Truss Council of North Carolina & the South Carolina Component Manufacturers Association

In May, the North Carolina and South Carolina Chapters held their semi-annual joint chapter meeting near Charlotte, NC. The guest speaker for the event was Matt White of Kuck Casablanca, LLC and the presentation focused on the status of immigration reform in the U.S. and the implications for industries such as ours. In particular, the component manufacturers in attendance asked questions about the I-9 form, ID documentation in employees' personnel files, records retention, actions that they should and should not take, etc. Mr. White expanded on these key points and provided counsel on direction that employers should take. Everyone appreciated the informative presentation.

A recap of the annual SBC Legislative Conference was given, since the presidents of both chapters attended. Chris Lambert and Mike Redmon shared their experiences in Washington in April, and they agreed that they would like to team up on their Capitol Hill visits in 2008.

Several issues involving OSHA and the NC Department of Labor (DOL) were discussed. Members were encouraged to come prepared to speak on their experiences with OSHA at the next chapter meeting. Also on the June meeting agenda would be a discussion of reviews by the Consultative Services Bureau set up by DOL to help employers achieve a safe and healthful workplace.

The recent WTCA Board resolution asking that chapters participate in state and local Home Builder Association (HBA) code committee meetings was reviewed, and the members agreed that establishing an open relationship with the state HBA code group would benefit the chapters. This approach will be pursued this summer.

### WTCA - Illinois

The June Illinois Chapter meeting began with a discussion on the WTCA Board resolution encouraging chapters to participate in local Home Builder Association (HBA) code committee meetings. Scott Arquilla agreed to follow up on this in the Greater Chicago section, Mike Karceski would cover the Rockford group, and Doug Slater of Truss/Slater would take on the Springfield area.

The group also discussed the possibility of holding an Illinois Legislative Conference and including the Illinois HBA and Illinois Lumber and Building Material Dealers Association. This approach could maximize the lessons learned from the SBC Legislative Conference and apply them at the state level. Both Mike Karceski and Scott Arquilla reported on their



### August

- **16:** Minnesota Truss Manufacturers Association (MTMA) Chapter Meeting. For more information, contact Chapter President Tom Nomeland, 507/872-5195 or [tnomeland@ufpi.com](mailto:tnomeland@ufpi.com).
- **28:** California Engineered Structural Components Association, Southern Region (CaESCA-South) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or [dbothun@qualtim.com](mailto:dbothun@qualtim.com).
- **29:** California Engineered Structural Components Association, Northern Region (CaESCA-North) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or [dbothun@qualtim.com](mailto:dbothun@qualtim.com).

### September

- **7:** Missouri Truss Fabricators Association (MTFA) Golf Tournament. Date changed from September 14. For more information, contact Dani at WTCA, 608/310-6735 or [dbothun@qualtim.com](mailto:dbothun@qualtim.com).
- **11:** Colorado Truss Manufacturers Association (CTMA) Chapter Meeting. For more information, contact Chapter President Dennis Wilson at 303/307-1441 or [DWilson@HomeLumber.com](mailto:DWilson@HomeLumber.com).
- **11:** WTCA-Illinois Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or [dbothun@qualtim.com](mailto:dbothun@qualtim.com).
- **13:** Wood Truss Council of Michigan (WTM) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **15-22:** 2007 Siberia Wood Products Tour—The Wood Products Industry. Seven day tour beginning in Krasnoyarsk City and ending in Irkutsk City. For further information visit [www.woodmarkets.com](http://www.woodmarkets.com) or contact Gerry Van Leeuwen at 604/801-5996 or [info@woodmarkets.com](mailto:info@woodmarkets.com).
- **18:** Central Florida Component Manufacturers Association (CFCMA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or [dbothun@qualtim.com](mailto:dbothun@qualtim.com).

participation in the April conference in Washington and their meetings with government agencies and Congressman Manzullo.

An update was given on the status of a uniform building code for the State of Illinois. Although the home builder associations are also in favor of a single code, the issue appears to have stalled in committee.

The Illinois Chapter was also busy with educational presentations this spring. It delivered a presentation on BCSI to the South Suburban Building Officials Association and distributed over 50 copies of the BCSI booklet. To follow up this event, the chapter would like to plan a seminar in the central portion of the state, such as Springfield or Bloomington. The chapter's participation also continued in Safe Home Illinois (SHI), an initiative by the American Red Cross of Greater Chicago and Illinois Emergency Management Agency. Geared toward architects and builders, the next workshop was being planned for June in Aurora and the chapter was asked to present on wind design and loss mitigation. (The June workshop was later postponed.) The chapter is going to make an effort to return to the Illinois Fire Inspectors Association Fall Safety Trade Show. Having distributed Carbeck CDs at a booth last year, the members found this to be very important in disseminating accurate information on the fire performance of our

- **19:** North Carolina/South Carolina Joint Chapter Meeting. For details, contact Anna at WTCA, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **20:** South Florida WTCA (SFWTCA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or [dbothun@qualtim.com](mailto:dbothun@qualtim.com).
- **20:** Truss Manufacturers Association of Texas (TMAT) Chapter Meeting and Golf Tournament. For more information, contact Anna at WTCA, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **22-30:** China International Wood Products Summit 2007—The Wood Products Industry, Qingdao, China. For more information visit [www.woodmarkets.com](http://www.woodmarkets.com) or contact Mike Jahraus at 604/801-5996 or [mikej@woodmarkets.com](mailto:mikej@woodmarkets.com).
- **28:** Western Component Manufacturers Association (WCMA) Golf Tournament. For more information, contact Chapter Vice President David Hughes at 503/581-8787 or [david.hughes@oregontruss.com](mailto:david.hughes@oregontruss.com).
- **28-Oct 2:** Southern Forest Products Association 2007 Annual Meeting. For more information, visit [www.sfpa.org](http://www.sfpa.org).

### October

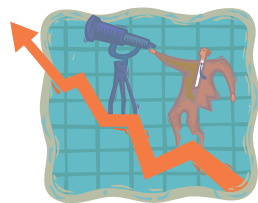
- **1:** WTCA—Wood Truss Inspection Checklist TTW, 2007 ICC Annual Conference in Reno, NV. For more information contact Melanie at WTCA, 608/310-6720 or [mbirkeland@qualtim.com](mailto:mbirkeland@qualtim.com).
- **3-5:** 2007 Building Component Manufacturers Conference (BCMC), Columbus, OH. For information, contact staff at 608/268-1161, ext. 9 or [info@bcmcshow.com](mailto:info@bcmcshow.com), or visit [www.bcmcshow.com](http://www.bcmcshow.com).
- **4:** Iowa Truss Manufacturers Association (ITMA) Chapter Meeting at BCMC. For more information, contact Chapter President Tom Lambertz at 515/283-7100 or [tlambertz@robertsdybdahl.com](mailto:tlambertz@robertsdybdahl.com).
- **5:** WTCA Open Quarterly Meeting, Columbus, OH. For more information, contact Stephanie at 608/310-6721 or [swatrud@qualtim.com](mailto:swatrud@qualtim.com). **SBC**

products. Especially in light of recent attempts to limit the use of trusses and engineered wood products throughout the state, the value of educating the marketplace is clear.

### WTCA - Indiana

Continuing with its plan to hold its chapter meetings in conjunction with plant tours, the Indiana Chapter met in April at Stock Components in Franklin. At the meeting before the tour, building code issues were at the top of the agenda. Joe Heinsman, PE., delivered a presentation on pending amendments to the residential code and changes that will affect trusses and wall panels. In addition, Joe addressed the building inspection process and the method for appealing a building official's interpretation of the code.

As the Michigan Chapter has discussed, the Indiana Chapter is considering creating a standard Jobsite Package for its members to use in their deliveries. Having a uniform jobsite package would make it even easier to educate customers. Samples of the WTCA JOBSITE PACKAGE were distributed for review at the meeting, and a survey of the members on their standard practices was planned. A subcommittee was formed to review the information and make a recommendation at the July chapter meeting. **SBC**



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## Consumer Price Index

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

Expenditure Category	Changes from Preceding Mo.			Compound annual rate 3-mo. ended May 07
	Mar	Apr	May	
All Items	.6	.4	.7	7.0
All Items Less Food & Enery	.1	.2	.1	1.6

Source: Bureau of Labor Statistics

## Unemployment Rate

Mar	4.4%
Apr	4.5%
May	4.5%
June	4.5%

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.	Mar	Apr	May	Truss Mfg.	Mar	Apr	May
Eng. Wood Mem.	96.2(P)	96.2(P)	95.2(P)	Truss Mfg.	111.9(P)	111.9(P)	110.2(P)
LVL	116.3(P)	116.3(P)	116.3(P)	Wood Trusses	108.5(P)	108.6(P)	106.2(P)
Other	113.6(P)	113.6(P)	112.4(P)	Primary Products	108.5(P)	108.6(P)	106.2(P)
				Secondary Products	100.8(P)	100.1(P)	101.9(P)

Source: Bureau of Labor Statistics

## Producer Price Index General

% changes in selected stage-of-processing price indexes

Month	Total	Ex. Food & Energy
Feb	1.2(r)	0.4
Mar	1.0	0
Apr	0.7	0
May	0.9	0.2

Source: Bureau of Labor Statistics

## Consumer Confidence Index

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

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

Oct	Nov	Dec	Jan07	Feb	Mar	Apr	May	June	% +/-
105.1	102.9	110.0	110.2	111.2	108.2	104.0	108.5	103.9	-4.2%

Source: [www.consumerresearchcenter.org](http://www.consumerresearchcenter.org)

## JUNE 2007 ISM BUSINESS SURVEY AT A GLANCE

	Series Index	Direction Jun vs May	Rate of Change Jun vs May
ISM Manufacturing Index (formerly PMI)	56.0	Growing	Faster
New Orders	60.3	Growing	Faster
Production	62.9	Growing	Faster
Employment	51.1	Growing	Slower
Supplier Deliveries	49.7	Faster	From Slowing
Inventories	45.3	Contracting	Faster
Customers' Inventories	47.0	Too Low	Faster
Prices	68.0	Increasing	Slower
Backlog of Orders	53.5	Growing	Faster
Exports	56.0	Growing	Slower
Imports	54.5	Growing	Slower

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

## 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)

	Feb	Mar	Apr	May
Industrial Production Total Index (% change)	0.8	-0.1(r)	0.4(r)	-0.1
Capacity Utilization Total Industry (%)	81.6	81.4(r)	81.6	81.4

Source: Federal Reserve Board

## CM News

### FIRE DESTROYS SPARTA TRUSSWAY PLANT

On July 9, Trussway, Ltd. announced that the Sparta, MI truss plant destroyed by fire on July 4 will not be rebuilt. "The fire this past Wednesday night destroyed not only inventory but all the equipment and buildings as well. It's a total loss," said Trussway President and CEO Bill Adams. "The plant employed approximately one hundred people, both salaried and hourly. In addition to our normal severance package for salaried employees, we are extending severance to all hourly employees based on their length of service," Adams continued.

"The decision to not rebuild is a difficult one to make," says Adams. "Unfortunately, the current state of the economy in Michigan, and for the foreseeable future, is not favorable for those in the housing industry."

The fire was discovered around 12:30 a.m. on the morning of July 4. It was caused by a welding spark that smoldered unnoticed. Adams continues "The employees at this plant have been outstanding—very skilled

and hardworking. This is a terrible tragedy that could have been much worse. We are very grateful that there were no injuries." [Source: Trussway Press Release, 7/9/07]

### NEW TRUSS PLANT OPENS IN SD

When Black Hills Truss & Components opened, parent company Newkirk Holdings took a big step toward its long-term strategy of becoming a wood products manufacturer and wholesaler. The new plant, at 3139 Creek Drive in Rapid City's South Creek Industrial Park, primarily makes roof trusses, floor trusses and other wood products. The complex of buildings formerly housed Hi-Qual Manufacturing U.S.A.

Wally Bork, general manager of parent company Newkirk Holdings, said the company's manufacturing plans have been in the works for years. When the Hi-Qual building became available, the process shifted into high gear. "It enabled us to get into this a year faster than if we had to build our own plant," he said.

Until now, Newkirk Holdings has mostly been a retailer and contractor supplier. Its holdings include Knecht Home Centers in Rapid City, Spearfish, Gillette, WY, and Sheridan, WY, as well as Ace Hardware stores in Rapid City and Sheridan. The company also has Discount Lumber Mart in Rapid City and Bison Door, a manufacturing plant on Lombardy Drive.

Currently, Black Hills Truss & Components has a staff of 35 people. Many are former workers at D&D Truss in Sturgis. Newkirk bought D&D last fall. D&D owner Dave Huggins is now production supervisor at the new plant. "We had completely outgrown the space (in Sturgis), and our equipment was getting obsolete," Huggins said. He and a partner started D&D Truss 30 years ago.

Bork said the new plant will ship trusses in a radius of 300 miles from Rapid City. He hopes to be able to ship orders within two weeks. The plant itself is equipped to process 15,000 board feet of wood per day. [Source: [www.rapidcityjournal.com](http://www.rapidcityjournal.com), 6/29/07]

Continued on page 102

## Housing Starts

June housing starts increased 2.3% to 1.467 million (SAAR), but the growth was due entirely to a 12.5% increase in the multi-family sector. Single-family starts were flat (off 0.2%). The real story is the 7.5% drop in permits (single-family down 4.1% while multi-family was off 15.3%).

U.S. Housing Starts			
Millions - Seasonally Adjusted Annual Rate (SAAR)			
U.S. Totals	June	May (rev.)	% Change
Starts	1.467	1.434	2.3%
Permits	1.406	1.520	-7.5%
<b>Single Family</b>			
Starts	1.151	1.153	-0.2%
Permits	1.019	1.063	-4.1%
<b>Multi Family</b>			
Starts	0.316	0.281	12.5%
Permits	0.387	0.457	-15.3%
Starts and Permits By Region:			
<b>NE</b> Starts	0.161	0.165	-2.4%
<b>NE</b> Permits	0.152	0.147	3.4%
<b>MW</b> Starts	0.233	0.242	-3.7%
<b>MW</b> Permits	0.228	0.238	-4.2%
<b>S</b> Starts	0.721	0.704	2.4%
<b>S</b> Permits	0.689	0.771	-10.6%
<b>W</b> Starts	0.352	0.323	9.0%
<b>W</b> Permits	0.337	0.364	-7.4%

**Analysis & Outlook:** The housing correction continues as builders attempt to whittle down new home inventories. May data showed a 7.1-month supply with 536,000 new homes for sale. Inventories of existing homes continue to get worse, with 4.3 million homes (3.8 million are single-family) on the market, an 8.9-month supply. Mortgage delinquencies and foreclosures continue to add to the supply of existing homes, while rising cancellation rates are adding to new home inventories. Tighter lending standards are being implemented by the various financial institutions. In May, new home prices receded 0.9% year over year (YOY) while existing home prices came down 2.4% YOY. Expect this trend to continue until inventories approach a six-month supply. On the demand side, we have lots of good news: affordability is improving; mortgage rates are stable and attractive; wage growth is solid; job growth in many regions is healthy with over two million net jobs created in the past year; and the world economy continues to expand. The Fed is starting to get a bit less concerned with inflation, but don't expect a rate reduction anytime soon. The growing consensus is that the housing market will not reverse course until the later half of 2008 at the earliest. Although mortgage rates remain very attractive on an historical basis (current 30-year fixed is 6.73%), the problems in the sub prime market are forcing lenders to tighten up qualifying rules, cutting out a number of potential buyers. This is helping the multi-family market, but really hurting single-family demand, which was the driver in the housing boom that ended in Q3 2005. The good news in all this is that the economy remains relatively strong and housing problems should not spread to the rest of the economy. Builders will have to continue their current strategy: start fewer homes until inventories become more manageable. This means weak wood product markets for some time despite the rash of curtailments with lumber and structural panels. Paradoxically, steel and cement prices, which are influenced more by the global economy (i.e., China's 2<sup>nd</sup> quarter GDP growth was 11.9 percent, SAAR) are reaching new highs almost every month. **SBC**

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

## 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.

Aug	Sept	Oct	Nov	Dec	Jan07	Feb	Mar	Apr	May	June	July
33	30	31	33	33	35	39	36	33	30	42	39

Source: National Association of Home Builders



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### Industry News

Continued from page 101

#### News

#### BUILDER CONFIDENCE FALLS FURTHER IN JULY

A surplus of unsold homes on the market, combined with ongoing concerns in the subprime mortgage arena and affordability issues associated with tightened lending standards and higher interest rates, continue to take a significant toll on builder confidence, according to the latest National Association of Home Builders/Wells Fargo Housing Market Index (HMI), released July 17. The HMI declined four points to 24 this month, which is its lowest level since January of 1991.

"The bottom line is that the single-family housing market is still in a correction process following the historic and unsustainable highs of the 2003-2005 period," noted NAHB Chief Economist David Seiders. "Builders are actively trimming prices and offering buyer incentives to work down their inventories, but meanwhile there is a large supply of vacant existing homes on the market, and affordability problems persist despite efforts to attract buyers.

"In spite of these challenges, we expect to see home sales get back on an upward path late this year and we expect housing starts to begin a gradual recovery process by early next year. At that point, this market will be operating well below its long-term potential, providing plenty of room to grow in 2008 and beyond." *SBC*

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## SL-Laser Systems ★

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## Southeastern Lumber Manufacturers Association ★

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## Stiles/Homag Canada/Weinmann ★

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## TCT Manufacturing, Inc. ★

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## Triad/Merrick Machine Company ★

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## Trim Fit LLC ★

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## Turb - O - Web USA, Inc. ★

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## USP Structural Connectors ★

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## Viking - Wall Panel Systems ★

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## Wood Truss Systems, Inc. ★

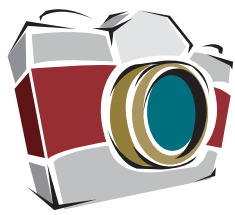
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Jay Halteman • Toll-Free 888/288-9874 [WTSI] • 765/288-9991 fax  
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## WTCA - Representing the Structural Building Components Industry ★

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## Parting Shots

Share your stories and photos with us! Send submissions to [partingshots@sbcmag.info](mailto:partingshots@sbcmag.info).



More than 100 members of the structural building components industry gathered for the grand opening of the Structural Building Components Research Institute (SBCRI) on June 28. Attendees came from across the U.S. to attend the highly-anticipated open house where the new 5,730 sq. ft. research and testing facility was unveiled. Following a brief ribbon cutting ceremony, attendees were invited to tour the facility in small groups. The most-frequently heard comment from attendees had to be the word "amazing." With an unassuming exterior, the simple building contains impressive, state-of-the-art testing equipment, computer systems and enough space for a completely enclosed structure to be tested. The grand opening was a success, and it was an excellent beginning of what is sure to be an exhilarating next step forward for the industry. For full coverage of the day's events make sure to check out the Open House Recap in our September/October issue! **SBC**

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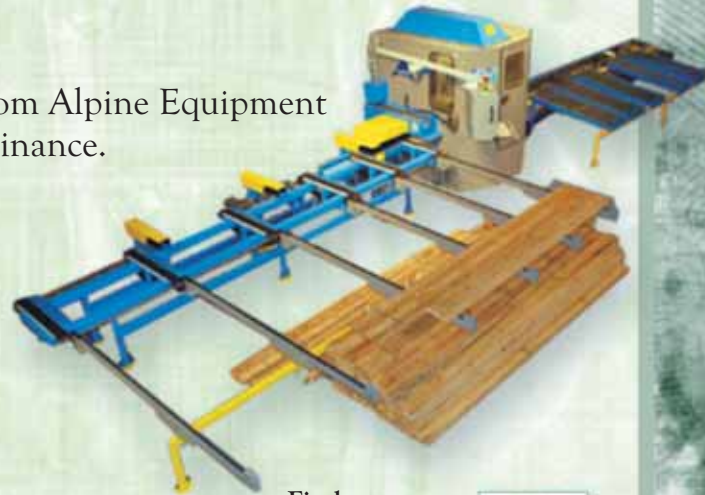
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