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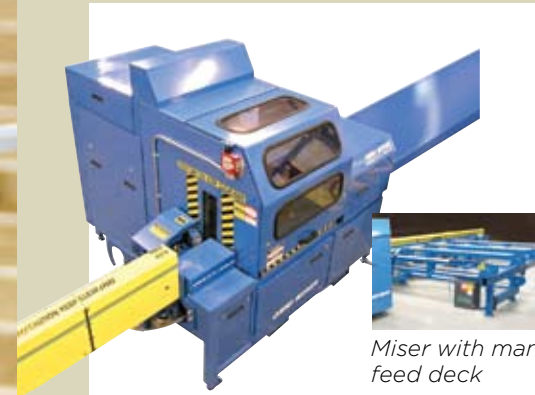
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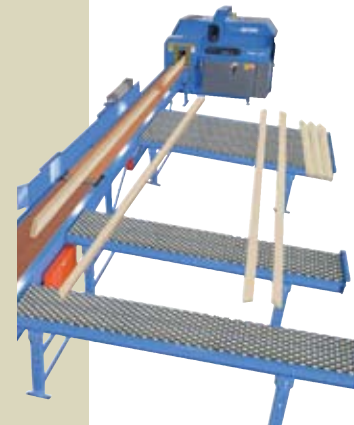
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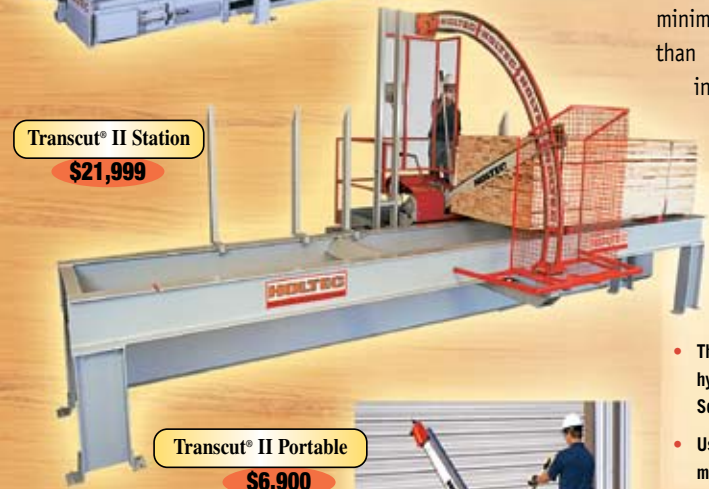
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BCSI

BUILDING COMPONENT SAFETY INFORMATION

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by Libby Maurer

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Editor's Message

What BCSI & Planos Have in Common

by Ben Hershey

Why you should be energized about the coming year.



Don't miss the **SBC Buyer's Guide & Directory** polybagged with this issue. Learn more about many of the suppliers you saw at the recent 2008 BCMC show. If you find this guide valuable, please email us at editor@sbcmag.info.

at a glance

- The new president of SBCA is Ben Hershey of Alliance TruTrus.
- Our industry is unique in that we work together to make builders more efficient.
- The decision to change the association's name from WTCA to SBCA is a reflection on the products we now market.
- The spread of BCSI in our markets will help build our industry.

I'm not going to tell you just yet why I think BCSI and pianos are similar. First, I would like to extend a special thank you to our outgoing President Bob Becht. Bob has guided WTCA through a very tough year as we adjusted the association to the changing financial dynamic of our industry and we have achieved much during the past year. The testing facility (SBCRI) is now fully operational and already finding out new things, the SCORE program has taken off with a growing number of companies making the decision to become SCORE certified, we have implemented an enhanced professional membership for engineers and architects, and we continue to make gains within the code community for the betterment of our industry.

Let me introduce myself. I have had the privilege to actually grow up in this industry and see the many changing aspects of it since my father, Don Hershey, started with his partners Dave and Henry Chambers the year I was born. I remember in high school learning to do cutting lists the old fashioned way, by hand and with a TI-55 calculator. Oh, and for those of you who recall, I remember sending the information for a girder truss over the phone line to On-Line Data for analysis at a lightning fast 300 baud. Since then, I have been in and out of the industry, returning again in 1994 to work with both the company I am with now and a plate supplier. Many very positive changes and growth to our industry have occurred over the years and even though all of us are experiencing the current downturn, we know all cycles have an upside. The exciting part of our industry is that we work together through our relationships with one another and our committed vendors to improve our ability to service the marketplace by making our customers, the builders, more efficient in building faster, with a higher level of quality.

What a very interesting yet exciting time to be taking the reins as President of WTCA. Everyone in the industry has had to make some challenging decisions this year on personnel and how they are going to guide their businesses through these very tough financial times. As I write this article, it is yet another black Monday with the stock market closing down 504 points and two investment firms biting the dust from the asset valuation mess. I recently read a draft of a new book called *How to Sell More in a Down Market* by Randy Goruk, who is part of our Professional Leadership Academy. If you are like me, you turn to co-workers, other industry friends and books to find some solution or idea to either get your company through a tough spot, or find a new way to sell your products or expand your market. Randy's book is written for our industry and has a lot of great tips, tools and inspiration for all of us. And let's not forget, you may be in production, design, operations, sales or transportation; everyone in the organization is a sales contact with our customers. I encourage you to find that book, friend or co-worker that will give you that additional ounce of inspiration to make it through this downturn.

As you know by now, the Board of Directors and membership has made the very important decision to change the name of WTCA—Representing the Structural Building Components Industry to the Structural Building Components Association (SBCA). Over the years we have seen component manufacturers expand their market through the production of not only wood roof and floor trusses, but also

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Editor's Message

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to wood wall panels; steel roof and floor trusses and wall panels; the distribution of I-joists, LVL, glulam, sheathing products, stairs, wind and doors; framing, house design service, professional services, framing, etc. Economies like this one also encourage entrepreneurs in our industry to find unique product lines and services to sell and other ways to provide manufactured building components to our customers. The decision to change our name is more a reflection on what we now produce and market without losing sight of where we started. It is exciting to see the growth of what those individuals who set WTCA in motion back in the late 1980s and early 1990s started.

The focus of this month's issue is the handling, installing and bracing of building components. My belief is that no building component manufacturer should sit on the sidelines and not use the BCSI documents. We need to make sure that our customers have the tools they need to properly use our product when it is delivered to the jobsite. When I was very young my mom wanted a piano, so she bought one. My dad said, "Someone in this house is going to learn to play." Well, that someone was me. His point was that the piano was not going to just play itself and produce beautiful music, it required instruction. Our industry's customers are the same way. Our company has made a point of spending time with all of our customers, especially now, on the use of the BCSI documents. This extends to not just our customers but to the general contractors and building inspectors. If we want our products to continue to expand in market share, we need to make sure they are handled and installed properly. I encourage you to train your team and then use the JOBSITE PACKAGES with the BCSI documents to train your customers. They will appreciate the opportunity to learn and recognize that your company cares about the product you manufacture.

Finally, I would like to say that I am honored that you have trusted me to serve as your President this year. Those who have served before me know that I am stepping into some big shoes to serve after the founders of the industry and the association. My father was one of those men and he served as President in 1992 and 1993. I am humbled by what he and many others did to establish an industry that many of us can work in today. I have asked several members to serve as chairs of the various committees; Jim Finkenhoefer (BCMC), Richard Parrino (Legislative), Steve Stroder (Marketing), David Horne (QC), Scott Ward (Management), David Motter (E&T) and Jack Dermer (Membership). These men along with your Board of Directors and Executive Committee will continue to provide guidance to our association through this very tough year. I am also proud of our SBCA staff. They, like all of us, have had to endure changes because of the economy and I am grateful for their passion for our industry and continuing hard work on our behalf. Thank you for your continuing support of SBCA and the many vendors who advertise in **SBC Magazine**. Each one of you make this a dynamic and enjoyable industry. Together we will get not only the association through this economy, but also our industry. Have a great month and continue to strive for that selling niche! **SBC**

SBC Magazine encourages the participation of its readers in developing content for future issues. Do you have an article idea for a future issue or a topic that you would like to see covered? Email your thoughts and ideas to editor@sbcmag.info.



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WTCA—Representing the Structural Building Components Industry Becomes SBCA

Madison, WI—The WTCA membership voted to change its name to the Structural Building Components Association (SBCA) on October 2, 2008. The vote took place at the association's Annual Meeting, held during the Building Component Manufacturers Conference (BCMC) in Denver, CO. The vote, in combination with online input from members immediately prior to the meeting, garnered 119 component manufacturer responses resulting in over 92% of them favoring this direction.

This final evolution comes more than two years after the association's leadership began discussing the membership's business activities including products and services being provided beyond just wood trusses. In 2006, the WTCA Board and membership voted to change its name from the Wood Truss Council of America to WTCA—Representing the Structural Building Components Industry. This change most accurately reflected the diverse product lines and value-added services being brought to market by component manufacturer members.

At the time, 2006 president Don Groom said, "Most of our members have embraced many forms of components beyond wood trusses. In the future most of us will embrace new products and consider new raw materials for components. Embracing this change will help our industry continue to focus on the aggressive advancement of our being the future of framing for all building construction."

SBCA President Ben Hershey, who advocated immediately moving forward with the final name evolution, said, "Over the years we have seen component manufacturers expand their market through the production of not only wood roof and floor trusses, but also to wood wall panels; steel roof and floor trusses and wall panels; and the distribution of engineered wood products among other things."

The completion of the association's evolution to SBCA will still allow WTCA to remain a separate council under the SBCA umbrella and will function similarly to the Cold-Formed Steel Council (CFSC). "The decision to change our name is more a reflection on what we now produce and market without losing sight of where we started," Hershey explained.

SBCA Executive Director Kirk Grundahl said, "Our objective is to advance our industry's best interests through the very positive foundation that the concepts undergirding SBCA foster."

For more information about SBCA, visit www.sbcindustry.com. **SBC**



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The condition of truss arching is explored.

by Ryan J. Dexter, PE.

Partition separation is defined by our industry as the cracking that develops at the interface between interior partition walls and ceiling or floor finishes, usually characterized by gaps that open in the winter and close in the summer. There are many reasons that cause partition separation, including what is termed "truss arching" by many in the field. From the calls we receive on this issue, truss movement is often blamed; but in actuality, truss movement causes partition separation in only a minority of the cases.

Let's take a look at why arching occurs and the degree to which it impacts truss deflection.

Truss arching is best described as an upward deflection of a truss resulting from a differential elongation or shrinkage between the top and bottom chords. Recall that wood swells as its moisture content increases and shrinks as its moisture content decreases. Therefore, an increase in the moisture content of the top chord relative to the bottom chord will cause an elongation of the top chord relative to the bottom chord. Similarly, a decrease in the moisture content of the bottom chord relative to the top chord will cause shrinkage in the bottom chord relative to the top chord. Since typically the top and bottom chords of a roof truss are firmly connected at the heel joint by a metal connector plate, if the differential movement between the chords is large enough, an "arching" or upward deflection (most pronounced at the midspan of the truss) can occur.

Truss arching has been known to occur during the winter following "close-in"; this is when the trusses were installed late in the year after having been subjected to wet or humid weather. The bottom chords of the trusses are typically enclosed in insulation and immediately begin "drying out" due to the heat from the living area below. In this scenario, the bottom chord begins to dry at a much faster rate than the top chord, causing shrinkage in the bottom chord relative to the top chord, which results in an upward movement of the trusses. If these trusses cross over interior partition walls that are nailed directly to the bottom chord of the truss, the arching of the bottom chord can cause a crack or gap to form at the corner joint between the ceiling and the top of the partition wall, or can actually lift the partition off of the floor below. In this situation, the arching will typically dissipate as the moisture content of the top and bottom chords equilibrate to the same level.

Truss arching has also been known to occur in existing structures on a seasonal basis, which usually indicates that the ventilation in the attic is inadequate, or that moisture from the house is escaping into the attic as opposed to being vented directly outdoors.

Example Calculation for Truss Arching

The following table shows the average longitudinal elongation/shrinkage values per 1% change in moisture content of three lumber species commonly used in metal plate connected wood truss construction:

Species	Changes Per 1% Loss in Moisture Content
Southern Pine	0.0127%
Douglas Fir-Larch	0.0073%
Hem-Fir	0.0063%

Continued on page 12

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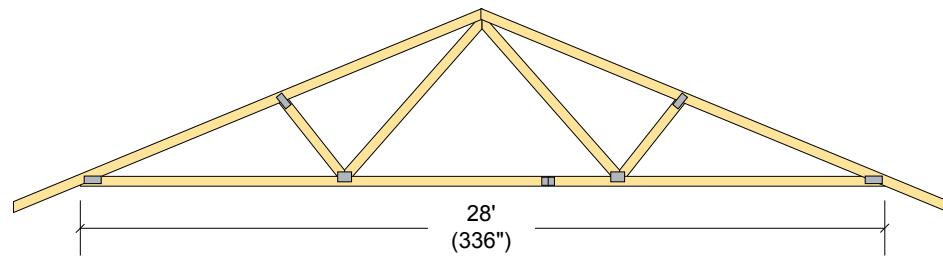


Figure 1.

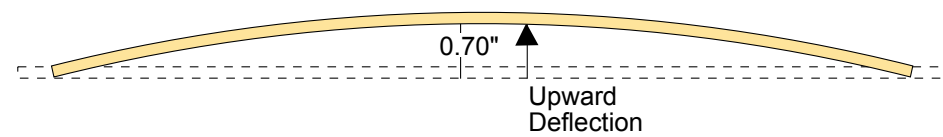


Figure 2.

chord of approximately 0.70 in. using the mathematical relationships between an arch and chord of a circle (see Figure 2).

The above example is idealized. Remember that the percentages listed in Figure 1 are *averages*. This means that because of variations between species, variations between trees from different forests, the age of the trees when cut, and variations in the lumber within the same tree, elongation and shrinkage does not always take place uniformly, and sometimes does not occur at all. In addition, slight slippage of the wood around the metal teeth of the truss plate, the orientation of the growth rings in the lumber, the number of pieces used to form the lower chord, the way the trusses are fastened to the walls, the amount of ventilation, the relative humidity, and the thickness of the insulation make predicting when partition separation will occur very difficult if not impossible.

Because of all these reasons and the fact that truss movement is not typically found to be the cause when a rigorous assessment of movement in the building is made, it is generally not reasonable to blame trusses for partition separation. The only way to know for sure that truss movement is taking place is to use a laser level to assess all the areas of potential movement in the structure. The foundation must be level, the walls square, the top plates level, the floor level and so forth. Building shrinkage/movement can come from a variety of sources. Once the cause is known, remediation is easier.

Again, truss arching is just one of several factors that can cause partition separation. We have provided a way to quickly assess the amount of relative shrinkage that the lumber used in a truss may accrue. This is intended to provide information that will help the evaluation of truss movement in a building. To learn more about the factors that can cause partition separation refer to WTCA's Truss Technology on Building (TTB) brochure, *Partition Separation Prevention and Solutions*, available at www.sbcindustry.com/ttbpartsep. **SBC**

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

Technical Q&A

Continued from page 10

As an example of how truss arching can occur, let's assume we have a 28-ft span truss with an average moisture content of 19% that is installed in the roof of a house in northern Virginia in late November. Assume that Southern Pine is used in the chords and webs of this truss. Assume also that the house is quickly enclosed after the trusses are set with heat applied to the interior to aid with the finishing of the drywall and that the bottom chord is completely enclosed in insulation soon after (see Figure 1). Under these conditions the bottom chord dries over a couple of months from 19% to 7%. This equates to a 12% difference in moisture content. Meanwhile, the moisture content in the top chord remains relatively unchanged.

If southern pine shrinks 0.0127% per each 1% loss in moisture content, we can expect shrinkage of approximately 0.001524 in./in. due to the 12% loss (i.e., $0.000127 \times 12 = 0.001524$ in./in.). The bottom chord is 336 in. long (i.e., 12 in./ft. x 28 ft.). Therefore, the potential overall shrinkage of the bottom chord is approximately 0.001524×336 in. = 0.512 in.

Because the bottom chord is restrained by the top chord and the webs (also because the chords are typically constrained at the heels due to the bearing connection), this shortening could potentially produce an upward deflection of the bottom

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Safety Scene

The Whole Kit & Caboodle

by Molly E. Butz

Keeping your first aid kit(s) in order.

Encountering a minor injury or illness is inevitable, even at the most careful companies. And whether it's a nasty paper cut or something a little more serious, the first place you're likely to turn is a first aid kit. Sometimes small and often overlooked, the first aid kit is your first (and hopefully last) line of defense against minor medical mishaps. Here's the how, what and where on keeping your company's first aid kits appropriately stocked and stashed.

Whether you're adding supplies to a previous kit or starting from scratch, begin by analyzing your various work spaces and take note of the potential hazards that are present. This analysis along with a review of your *OSHA Form 300: Log of Work-Related Injuries and Illnesses* and other safety records will help you determine the types of supplies your kit(s) should contain. This is also a good time to jot down how many kits you think you'll need and the location or locations you might store them.

Once you've scrutinized your facility for potential hazards, it's time to think about your first aid kit container and supplies. Proper containers come in all shapes and sizes, from small zip-up pouches to full-on cabinetry. However, whether you choose multiple portable kits or one large stationary cabinet, the stuff inside is what really makes a difference!

As you go through this process, keep your various options in mind. You can buy pre-made kits or make them from scratch; there are advantages to each. Pre-made kits make it easy: all the stuff you need is packaged and organized in a pre-selected container. And, if they're purchased from a local or national safety supply store, you can usually purchase a "service plan" to have them automatically reviewed and replenished at regular intervals. For these kits, keep your eye on cost (they can be pricey) and, potentially, they may lack customized contents that your operations need.

The other option is to create your own first aid kits. You'll need to spend a bit more time gathering the various pieces and assembling your kits, but you'll know they contain exactly what you need and will probably cost a bit less as well. If you've got time to do the leg work and upkeep, this might be the option for you!

Load 'Em Up

Now it's time to decide what mix of medical supplies will go in your first aid kits, whether you're buying or making them. The best place to begin is with the American National Standards Institute (ANSI) since OSHA doesn't give any specifics in their regulations. ANSI Z308.1-2003, the "Minimum Requirements for Workplace First Aid Kits," includes a modest list of first aid basics you should plan to include, see Figure 1. Some of the supplementary things recommended by ANSI Z308.1-2003 include: additional bandage compresses in various sizes, eye covers, individually packaged eye wash, roller bandages, an instant cold pack and one or more CPR barriers.

Once those things are covered, turn to your initial analysis to round-out your content. According to a 2005 **SBC** One Minute Poll, the top injury concerns for component manufacturers were splinters, cuts and lacerations. With that in mind, here are a few "industry-specific" items you'll definitely want to consider:

ANSI Z308.1-2003 – Minimum Requirements for Workplace First Aid Kits (Basic Necessary Contents)

Absorbent compress, 32 sq. inches (no side smaller than 4 inches)	1
Adhesive bandages, 1" x 3"	16
Adhesive tape, 3/8" x 5 yards	1
Antiseptic, 0.5g application	10
Burn treatment, 0.5g application	6
Medical exam gloves	2 pair
Sterile pads, 3" x 3" minimum	4
Triangular bandage, 40" x 40" x 56" minimum	1

Figure 1.

- Tweezers for removing splinters, metal shavings
- Antibiotic cream to treat minor cuts and scraps
- Advil/Tylenol for minor aches and pains*
- Oral antihistamine for bee stings and bug bites*

Location, Location, Location

With your fully-stocked first aid kits in tow, it's time to decide where they go. Consider all of your options and keep in mind that where the kits go can be equally as important as what is inside. If your facility is relatively compact, one neutral location may be ideal, say an employee break room. For larger companies, one main first aid cabinet and several satellite kits

might be a better approach. The most important thing is to put them in places that are centrally located that people will remember. You'll also want to consider travel-size kits for your delivery vehicles.

Once you've finalized and mapped out the locations, follow up with a brief toolbox talk. Your employees will need to know where to find a first aid kit if they have a minor workplace emergency. And, they could probably use a friendly reminder to report ALL injuries and illnesses to their supervisors, no matter how minor. Safety first! **SBC**



The American Red Cross has a great variety of first aid kits with a detailed list of items in each kit. Check it out at www.redcrossstore.org.

at a glance

- Before developing a first aid kit for your operation, analyze work spaces and review your *OSHA Form 300: Log of Work-Related Injuries and Illnesses* to note potential hazards.
- Remember that where you place the kits can be as important as what you put inside.
- The most important thing is to put them in places that are centrally located that people will remember.

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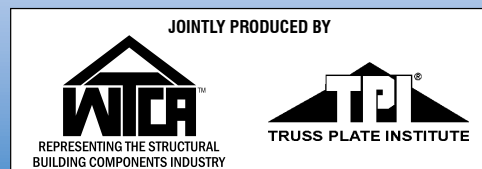
Guide to Good Practice for Handling, Installing, Restraining & Bracing of Metal Plate Connected Wood Trusses



NOTICE



NOTICE! WARNING! CAUTION! DANGER!



2008 EDITION PUBLISHED MAY 2008

A look back on the evolution of BCSI over five years.

at a glance

- ❑ The industry's most comprehensive handling and installation guide—BCSI—has been around for five years.
- ❑ In 2003, the Boards of TPI and WTCA voted to jointly make standard documents for the proper handling, installing and bracing of wood trusses.
- ❑ BCSI made way for a Jobsite Package with contents that would sufficiently educate and instruct jobsite laborers about handling components.
- ❑ BCSI has become an industry best practice.

BCSI Celebrates 5 Years

by Libby Maurer

It's hard to believe the industry's most comprehensive handling and installation guide—BCSI—has been around for five years! If it seems like the industry's go-to jobsite safety resource has been around far longer, it's no doubt a testament to its usability and staying power. Here, the reasons for its success now (and in the future!).

Teamwork: TPI & WTCA Put Their Heads Together

The collaboration of TPI and WTCA during the development of BCSI brought the two associations together like never before. Prior to BCSI, each organization offered its own version of bracing documents for the marketplace; TPI produced HIB-91 and WTCA offered its Warning Poster and Truss Technology in Building (TTB) documents. The language was not common, some of the concepts were conflicting, and although not intentional, in some ways they competed with each other. In short, the message being spread to the construction industry was not consistent.

At one landmark meeting in May 2003 the Boards of TPI and WTCA passed a motion to jointly create a new set of standard documents as a base for the proper specification, storing, loading, handling, installing and bracing of metal plate connected wood trusses. It was also agreed that the new set of documents would replace the various TPI and WTCA publications with different appearances or wording serving the same objectives. The WTCA and TPI Boards desired to have one document to reference on the truss design drawings rather than all the separate TTB information that has been produced. This updated parent document would be a compilation of the existing HIB-91 and TTBs.

This resulted in the creation of what we now call *Building Component Safety Information (BCSI 1-03)*. An initial draft of this document was created and an open industry meeting was held to review and refine this first draft.

In addition to the new parent document, WTCA and TPI (under the direction of TPI President Charlie Hoover) worked on a joint publications agreement that would establish a 50/50 revenue sharing plan from the sales of the new documents.

The BCSI project was made possible by the unified collaboration of the Boards as well as others in the industry. Thus, the final product represents the consensus of the entire industry in relation to the handling, installing and bracing of wood trusses. This solidified the foundation of teamwork the groups shared and united them in the singular purpose to advance and protect the component manufacturing industry. And it brought the working relationship between TPI and WTCA to a new level.

Continued on page 18

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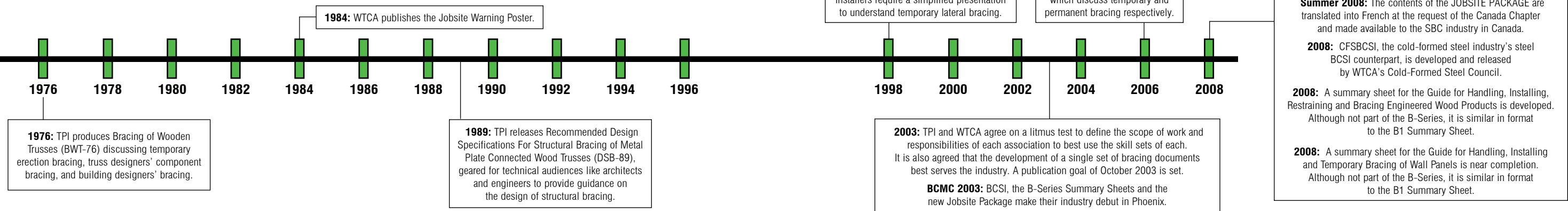
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BCSI Timeline...



BCSI Celebrates 5 Years

Continued from page 16

BCSI Is a Risk-Reducing Power Document

Thanks to the massive collaborative effort, BCSI filled many component manufacturer needs. Perhaps the most important is an industry-approved risk management tool that goes the distance for component manufacturers in a lawsuit.

Unfortunately, the frequency and severity of claims asserted against manufacturers in our industry has been increasing—even when they have done nothing wrong. It is no longer enough to produce quality components on time; now you have to protect yourself as well.

From the BCSI parent document eventually came shortened versions of each chapter called B-Series Summary Sheets. Documents B1, B2, B3 and B4 (and an additional checklist) together became known as the critical elements of the JOBSITE PACKAGE.

BCSI made way for a JOBSITE PACKAGE with contents that would sufficiently educate and instruct jobsite laborers about handling components. The delivery of this package to every job supplied would also serve component manufacturers well in the event of litigation. Moreover, there could be no dispute as to whether the techniques represented in the documents differed from manufacturer to manufacturer—the information in the package was agreed upon through an industry consensus process and has become an industry best practice.

WTCA legal counsel Kent Pagel was closely involved in the development of BCSI. “While it would seem a truss collapse lawsuit would be easily defended if the manufacturer could prove the direct cause of the accident was either improper installation or bracing, unfortunately that result is not typical,” he said. “So why not take advantage of the state-of-the-art materials prepared by industry professionals?”

Color-Coded Graphics Encourage Implementation

Another reason for BCSI’s rapid-fire success is its readability and emphasis on color-coded bracing graphics. Because of its

BCSI Statistics	
Total Booklets Sold	
26 Chapters	7560
Everyone	100000
Chapter Presentations with BCSI	
26 Chapters	130

graphical nature, BCSI truly has universal appeal, especially to those on the jobsite who don’t read English and even for those who are more comfortable with pictorial representations than words. Engineers and truss manufacturers alike have commented on its understandable graphics to illustrate proper bracing and erection techniques, rather than relying heavily on text. This feature no doubt enhances the ease of understanding and therefore promotes proper implementation.

WTCA Chapters Instrumental in Spreading BCSI Message

BCSI would not be as widely known in the field today had it not been for the help of WTCA Chapters. From Florida to Washington, chapters have embraced BCSI and actively promoted its use to their local builders, framers and other professionals.

Shortly after BCSI was released in 2003, a Truss Technology Workshop (TTW) was developed. Through this presentation, WTCA Chapters took the BCSI message to the streets! They were relentless in showcasing the new bracing and installation material to their customers and others in the field.

Since fall of 2003 when BCSI was made available, 26 chapters have distributed 7,560 booklets. Currently, 100,000 total booklets have been purchased. That means chapters have accounted for about 7.5 percent of the total number of booklets distributed—a pretty big contribution!

Español! Français!

Any installation and safety guide worth its weight should be understood globally. In the case of BCSI, it’s not just the pictures and graphics that get it done. The booklet and summary

sheets were translated into Spanish—a measure to ensure that the construction industry’s increasing Hispanic workforce could read the safety concepts in their native language.

When the Canada Chapter of WTCA formed in 2007, it named as its first project the translation of the JOBSITE PACKAGE documents into French. (Not only for French-speaking jobsite laborers, but also to comply with the Canadian doctrine of “official bilingualism,” which establishes that all Canadian workers are entitled to workplace documents translated in the nation’s official languages—French and English.) Again, BCSI’s versatility was spotlighted.

One member of the Canada Chapter said “A truss is a truss. It doesn’t matter where it’s built.”

Will China want BCSI next? Maybe not, but work is currently underway with SBCA’s Australasia Chapter to convert BCSI to a format they can use.

Positioned for Adaptability to Additional Products

Cold-formed steel manufacturers belonging to WTCA formed

the Cold-Formed Steel Council (CSFC) in 2006, and one of their first priorities was to adapt BCSI to cold-formed steel. It was similar to the conversion of HIB in that the cold-formed steel industry used an HIB conversion for CFS trusses. “CFSBCSI is a great risk management tool for your business. Now that we have a guide like this available, all steel manufacturers ought to use it,” said Mike Noonan, CFSC co-chair.

Currently, portions of BCSI are being adapted to serve the engineered wood products and wall panel industries. As our evolution to the Structural Building Components Association continues and our operations embrace a “council” format, you can see that BCSI’s adaptable format will serve the association well in its charge to represent all types and styles of building components.

Imagination Our Only Limit

A product like BCSI makes you realize what belonging to an association is all about. This is the kind of work our industry is capable of when it gets together. Looking back on five years of BCSI, you start looking forward to the next five and the five after that. By working together, the only limit to what we can accomplish is our imagination. **SBC**

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Participating in Your Own Revolution

by Bob Mang

Ideas for progressively expanding framing component services.

Open almost any homebuilding magazine and you'll see a story on a purported construction revolution—pre-manufactured components. While many articles imply this is something new, component manufacturers have been leading the charge for decades.

As the housing market consolidates and builders are under increasing pressure to build more efficiently, the potential market for selling pre-manufactured components is growing.

A 2006 study by the Harvard University Joint Center for Housing Studies identifies “component preassembly” as one of four key ways production builders can improve their operations. Many large building companies prefer to work as land developers or project managers than hands-on contractors. This trend provides component fabricators with numerous opportunities.

While your company may be considering expanding beyond trusses, you may wonder how to proceed. Fortunately, newly available software and other tools can supplement your existing equipment, marketing expertise, and builder relationships, allowing you to grow your services. The results? More jobs, greater profits, and a way of building support with your customers while expanding your market share.

Scaling Services

The growing demand for more efficient ways to build structural framing isn't limited to full-on panelization. Fabricators have additional opportunities to capture business by expanding capabilities incrementally. This approach reduces risk, and provides a way to train your staff on new skills.

A simple, three-step service expansion plan includes:

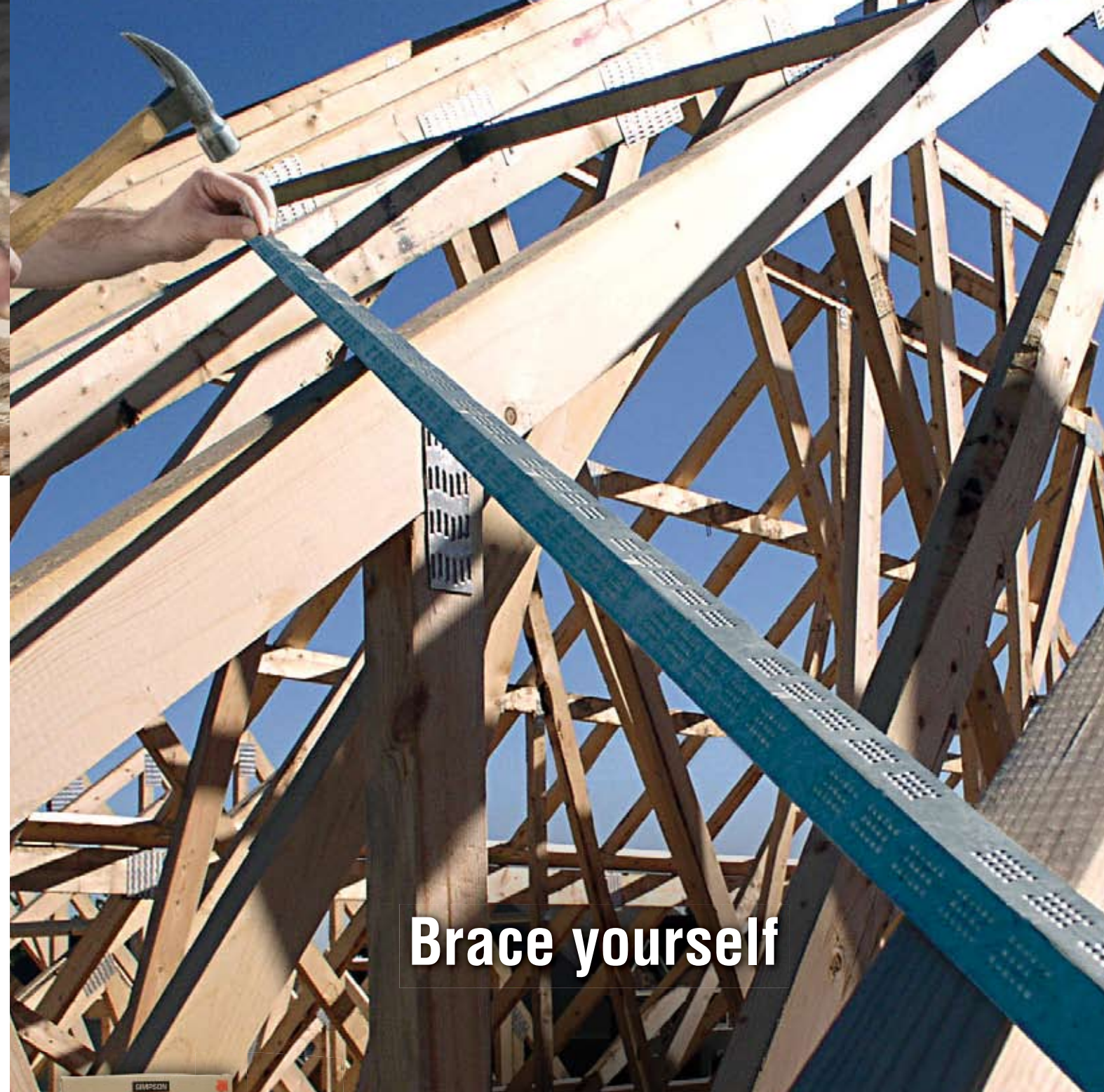
1. Precision-cut and labeled framing kits
2. Complete panelized systems
3. Installed framing services

Framing Material Kits

Some builder customers may not be ready to change from stick-built to panelized construction. Working with them on an intermediate step can help.

For fabricators, the opportunity is providing precision-cut and labeled floor members. As with trusses, such materials benefit builders by reducing construction cycle

Continued on page 24



Brace yourself



Whether you are working with wood or cold-formed steel, everything about the new TBD truss brace is designed to make diagonal truss bracing easier. It travels in a box like a coiled strap and is formed into shape as it is pulled from the carton, making it rigid and easy to position across trusses. Once fastened into place, the braces lay flat so that they remain in place as the roof is sheathed, eliminating the need to remove the 2x4 or hat-channel braces. And since the braces stay in place, trusses maintain better alignment and are safer for crews to work on top of. Not to mention that the TBD meets or exceeds the prescriptive bracing recommendations of BCSI. When you are looking for tools that help you do the job faster, while still doing it right, look to Simpson Strong-Tie.

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at a glance

- A simple, three-step process enables fabricators to expand their services to builders.
- Precision-cut and labeled materials provide an entry point for evolving to panelized components.
- Many opportunities exist for marketing framing components as part of green building.



Fabricators can simplify construction for builders by delivering pre-built floor components for rapid installation.



Participating in Your Own Revolution

Continued from page 22

time, call-backs and jobsite waste, while improving quality. Pre-cut materials don't require builders to make a radical departure from their current methods.

Structural framing design software available from material suppliers can quickly and accurately transform builders' drawings into detailed framing layouts for precision engineered floors. Such software specifies recommended materials for the floor and how they are assembled on site. These software packages have the ability to create more efficient designs without adversely affecting performance, resulting in material savings for the builder.

Similar to truss manufacturing, structural framing design software can interface directly with fabrication software. Such software allows batching of multiple jobs and optimizing material cuts from available inventory. Fabrication software guides saws and other equipment to precision end-cut joists (to 1/16"), including angles and bevel cuts, and to pre-drill holes for pipes, wires and conduits. Fabricators can also use the software to mark each floor member for proper placement in the structure, and to provide builders with printed materials lists and framing layouts. Crews can then bundle, load and deliver the material kits for easy installation on the jobsite.

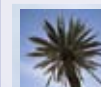
Continued on page 26

Implementing panelized floor systems builds upon existing capabilities. As builders outsource more construction activities, your opportunities for expanding services increase further. A natural evolution in the market is from panelized component fabricator to component installer.

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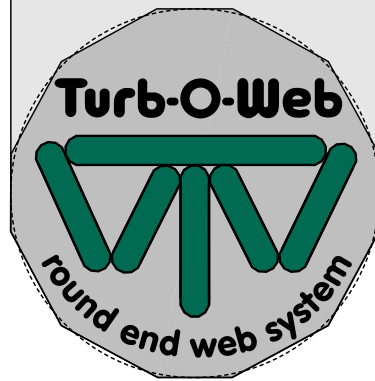
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Participating in Your Own Revolution

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Panelized Systems

Implementing panelized floor systems builds upon existing capabilities and from offering framing material kits. The key is to find tools and support that expand your crews' existing design and fabrication skills. It can also mean working with additional material types, such as oriented strand board (OSB) panels and laminated strand lumber (LSL).

At this step, fabricators can use framing design software for the whole house or for floor systems in conjunction with panel design software. Panel designers can create multiple fabrication drawings from a single floor layout quickly and easily. Software can also be used to manage material stacking, staging and carting.

Some material suppliers will support you in determining efficient fabrication equipment layouts, streamlined process management and crew training.

Installed Services

As builders outsource more construction activities, your opportunities for expanding services increase further. A natural evolution in the market is from panelized component fabricator to component installer.

At this stage, the required management and crew skill sets differ from a traditional fabrication operation. Training is critical, from the production staff through marketing and sales. Everybody in the organization needs to understand where the business is headed and why. And, precise scheduling—from design through fabrication to field installation—becomes paramount.

Continued on page 28

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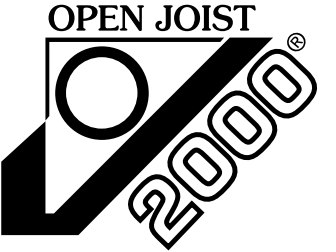
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Participating in Your Own Revolution

Continued from page 26

Several approaches to installed services are possible: train existing crews, hire new crewmembers experienced with on-site framing, or use subcontractors. Whichever approach you use, active oversight is critical to ensure high finished quality in the home.

In addition to an existing operations manager, you may wish to hire an installed sales manager. This person plays a major role in bridging from existing business into the new services.

Beyond obtaining fast and high-quality framing, with installed services builders benefit by having one contact for a major part of home construction, as well as simplified management and accounting. You become a true partner in the building process.

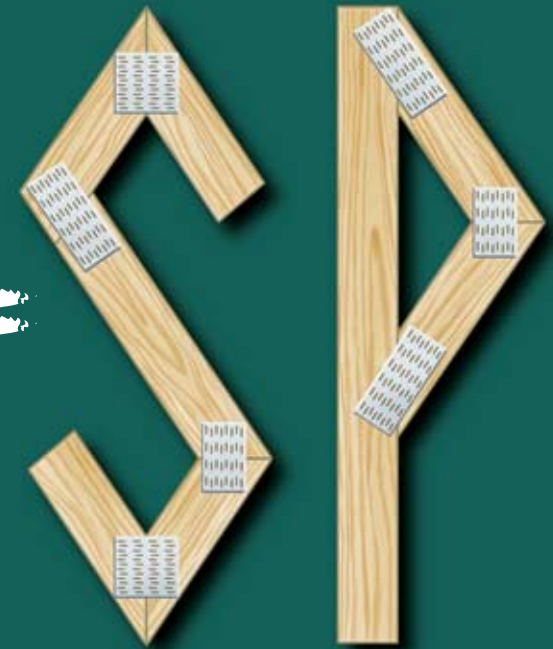
Expanded Marketing Opportunities

If you're not already doing so, communicating the green building benefits of your services lets you tap into a growing part of the housing market. In May, a McGraw-Hill Construction and National Association of Home Builders (NAHB) survey found:

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Participating in Your Own Revolution

Continued from page 28

- Green building is anticipated to account for up to 10 percent of the residential market in 2008.
- By 2012, the green market is projected to double, reaching up to 20 percent of new homes.
- In today's down market, 40 percent of builders report that green building helps them market their homes.

Pre-cut and panelized components provide a way to start—or build upon—your green marketing messages. Waste reduction is the bottom line. The design and fabrication software that enable you to offer expanded framing services also allow you to help builders avoid overbuilding and jobsite scrap.

Many builders may not think of the structural frame as an area for green building, but you can educate them. By some accounts, stick-built framing uses up to 15 to 20 percent more materials than are structurally needed (U.S. Green Building Council's LEED Homes Reference Guide, First Edition, 2008). Reducing materials is a major part of any credible green building program. By using pre-cut or pre-assembled components, builders can potentially earn up to 12 green building rating points under the National Association of Home Builders' (NAHB) National Green Building Program™ and between two to four points under the U.S. Green Building Council (USGBC)'s Leadership in Energy and Environmental Design (LEED®) Green Building Rating System™. (You can find more information about the rating systems at www.sbcindustry.com/green.)

Getting Started

Expanding your service offerings requires careful planning, but is readily achievable. Consult with your material supplier, speak to other fabricators, or conduct research through SBICA, which represents the structural building components industry. They can advise you on the types of software and consulting expertise available. **SBC**

Bob Mang is Vice President of Residential Strategic Marketing for iLevel by Weyerhaeuser. He is instrumental in the company's NextPhase® Site Solutions—a suite of products, software and services enabling pre-cut and panelized framing. www.iLevel.com, 888-453-8358.

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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@qualltim.com) or Danielle Bothun (608/310-6735 or dbothun@qualltim.com). Contributions to Chapter Corner, including pictures, are encouraged. Submissions may be edited for grammar, length and clarity.



Chapter Spotlight

Bracing Education from WTCA's Capital Area Chapter

by Al Lilley, Senior Building Inspector, James City Cty, VA

On behalf of everyone here in the James City County Code Compliance office, I would like to thank WTCA's Capital Area Chapter team for their help and generosity in conducting a workshop for our inspectors. Trish Kutz of WTCA was very accommodating when I called to get information and materials regarding wood truss issues. She made the necessary calls to put this together. Robert Dayhoff with Shelter Systems Limited conducted the workshop at

our office and provided a very helpful presentation custom tailored to our needs. This kind of service is greatly appreciated by everyone in our industry. We hope to get Robert back for another workshop in the near future. Thanks to everyone involved for your support and generosity. **SBC**



The Code Compliance Officials of James City County, VA following the TTW presented by the Capital Area Chapter.

Chapter Highlights

California Engineered Structural Components Association

This summer, the California Chapter continued its new practice of holding its meeting online via **SBC Connection**. The members have come to really appreciate the ease of attending chapter meetings as no travel is required, just a phone and an internet connection.



High on the agenda at the meetings was the chapter's success on the Safety Zone for Off-Loading Components. Thanks to the development time invested and beta testing done by chapter members, the complete line of Safety Zone materials was completed and made available in July. Now all members can improve safety at the jobsite, protecting themselves and their drivers at every delivery, by using the Safety Zone signage, laminated Guide to Creating a Work Safety Zone, and Safety Zone Delivery Inspection Report/Off-Load Inspection Report. Kudos to all involved!

Technical matters discussed at the summer chapter meetings included additional *Technical Notes* requested by chapter members, such as gypsum cracking and ridging, special inspections, and the *Tech Notes* on changes in the 2007 Supplements to the IBC and IRC that affect component manufacturers. The members also reviewed the chapter's educational efforts, including truss plant tours for the Fire Technology program at Long Beach City Community College and the San Diego Miramar College Fire Technology program. In addition, a poll of members was conducted on groups they would like the chapter to contact and educate through truss plant tours, and an action plan for contacting a targeted list of engineering, building official, and fire service groups was determined.

Northwest Truss Fabricators Association

The Northwest Truss Fabricators Association held its 25th Annual Golf Tournament in July. The guest celebrity was NFL star Manu Tuiasosopo, formerly with the Seattle Seahawks and the San Francisco 49ers. He provided great fun on one of the par 3 holes where each group had a chance to hit the golf ball with him and have pictures taken. In all we had 108 golfers, many walking away with some great prizes. It is always fun to get out and meet your fellow industry compatriots, and this day was no exception.

During this past year, our Northwest Chapter has accomplished many things. We were instrumental in helping the State of Washington Department of Labor and Industry write the new crane operator and crane truck certification rules. Our efforts paid off big time in reducing the requirements that were mandated by the legislature. Our association also put together a lean manufacturing event for those members who wished to participate. This event covered what is lean manufacturing and included actual lean manufacturing training and activities at participating member locations. The members who participated all gained valuable increases in plant efficiencies. In addition, we provided three training sessions for different building jurisdictions and field inspectors. During these sessions we trained the inspectors on how to use the WTCA's BCSI-B3 Summary Sheet – Permanent Restraint/Bracing of Chords & Web Members in conjunction with truss layout and sealed truss engineering. The inspectors all learned a lot about truss bracing and were very thankful for the training. We as an association were able to have personal contact with these inspectors, which always goes a long way toward strengthening a better working relationship.

Also this year we have had several great guest speakers for our general membership meetings. Former Saturday Night Live producer Mr. Bill Satton presented "The Five Best Decisions the Beatles Ever Made" and tied it in with how we should use those five decisions in our business and lives. What an entertaining night that was! Mr. Matthew Gardner, an area economist with international ties, spoke on the current economic conditions and

when to possibly expect things to turn around in the housing market. He was very entertaining and had a great sense of humor, so even his economics did not seem too dry. Next up, we will welcome Randy Goruk of WTCA's Professional Leadership Academy to speak on "Leadership Essentials in a Down Market." If you're near Bothell, WA on November 12, please consider joining us for dinner and an evening among fellow truss industry friends.

Wisconsin Truss Manufacturers Association

In August, the Wisconsin Chapter held its Annual Golf & Fishing Outing. In the morning, a brief membership meeting was conducted that touched on several items including: an update on what to see at BCMC; the chapter's education presentation for Arnold & O'Sheridan Consulting Engineers; a member's experience with an OSHA inspection focusing on dust issues; and the latest news on Green Building and steps toward certification. After the meeting, it was off to the golf course and the lake for some friendly competition, and then back to the clubhouse for dinner (see photos).



Wisconsin Chapter members enjoyed a great day on the greens and over drinks.

WTCA – Northeast

This summer, the Northeast Chapter participated in the 2008 New England Fire/Rescue/EMS Expo, and by all accounts it was a big success. Chapter members spoke with over 200 fire fighters and handed out Carbeck CDs and literature. Importantly, they also made some great contacts with training officers, and the chapter expects to do follow-up trainings in several localities. By request, they are also planning a demonstration/tour, to be held in Massachusetts, that will clearly portray the effects of fire on a structure with equivalent loads. Thank you to everyone who supported the chapter's participation in the Fire/Rescue/EMS Show and especially to the folks who worked at the booth and on

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Brice Hereford and Brad Ferris at the New England Fire/Rescue/EMS Expo.

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Chapter Corner

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the educational presentations: Kirk Grundahl of WTCA, Brice Hereford of FastenMaster, Chris Smith of LaValley Building Supply, Jeremiah Longe and Cregg Smith of Wood Structures, John Goodrich of Truss Engineering Corporation, and Brad Ferris of S.R. Sloan (see photo). The chapter has already booked its booth space for the 2009 New England Fire/Rescue/EMS Show!

This year, the chapter has been spending its resources educating building and fire officials and improving communication, and the fall was no exception. In October, it hosted a booth and provided two seminars at the Eastern States Building Officials conference at UMass—Amherst. They hope to do more with building officials and fire training officers in the coming year, too, and chapter members are encouraged to propose additional groups and programs to be added to the educational schedule. **SBC**



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2008 WTCA Annual Report & Meeting

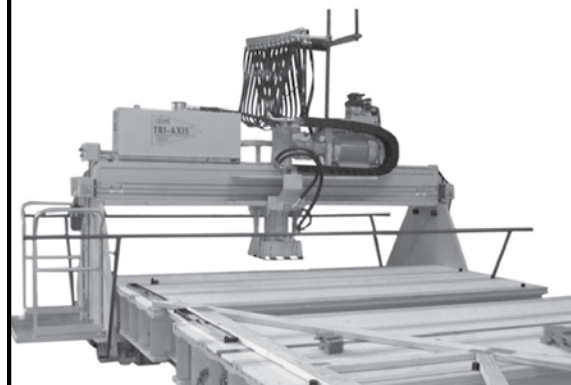
Distributed at the 2008 Annual Meeting held at BCMC in Denver, this year's report provides a recap on last year and information about new products and initiatives. To view the report online, go to www.sbcindustry.com/annualreports.php or to receive a hard copy contact Anna at 608/310-6719 or astamm@qualtim.com.

The Annual Meeting presentation is also available on the website at www.sbcindustry.com/annual-mtg.php. This year's presentation highlights the association's winning plays in the marketplace, industry collaborations, educational products and tools to help members put a human face on the structural building components industry.

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What are you doing to compensate for higher fuel costs? It's survival of the fittest these days, so it's important to keep current about how other component manufacturers are handling their businesses. Here's what component manufacturers said in a recent One Minute Poll about rising fuel costs.

When it came to addressing rises in the cost of fuel, 34% said they aren't adding any part of this additional cost, while 24% said they're tacking on a fixed fee to each invoice to make up for their added fuel costs.

You can view these and other results by participating in the next One Minute Poll. To participate, email Imaurer@qualtim.com. **SBC**

What have you done to compensate for rising fuel costs?

A. We've added a fuel surcharge to cover our additional shipping costs.

17%

B. Nothing; our competitors is not using a fuel surcharge so we can't do it.

34%

C. We've added a fixed additional cost to our invoices for each load we ship (e.g. \$20 per shipment), based on our costs increases.

24%

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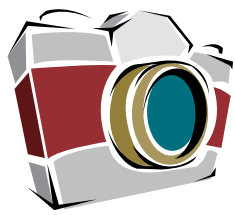


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The trusses for this large custom lake home in central Minnesota are from WTCA member Littfin Lumber Co. Truss technicians Loren Gohmann and Jason Vanderpool designed the components, putting their creative design skills to the test on a total of six roof areas that showcased radius trusses. With the exception of one small flat ceiling plane, the remainder of the home is made up of parallel chord vaults and parallel chord compound vaults tying into flat girders at the ridge lines. Littfin also designed and supplied the second floor truss system and the main floor I-joist system, including a large amount of laminated beams.



Gohmann said, "We had limited bearing points to work with, which required us to be very creative with cantilever bearings on the laminated beams and girder trusses." Despite the complex design, after the trusses were delivered to the jobsite, the rest was smooth sailing according to Gohmann. "Usually the framing contractor calls from the jobsite with a question or two while they are setting the trusses," Gohmann commented. "We went up a week after the jobsite delivery to see how things were going, but they were almost done setting the trusses! Everything went together great." **SBC**

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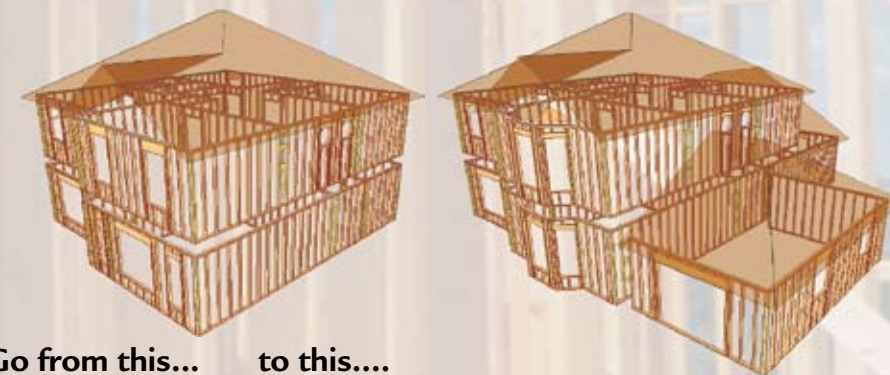
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