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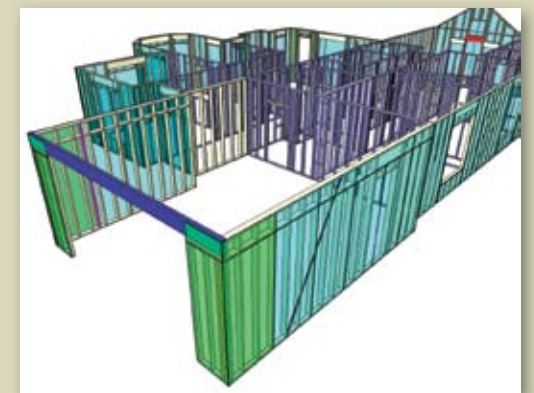
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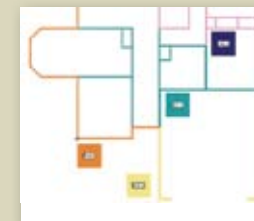
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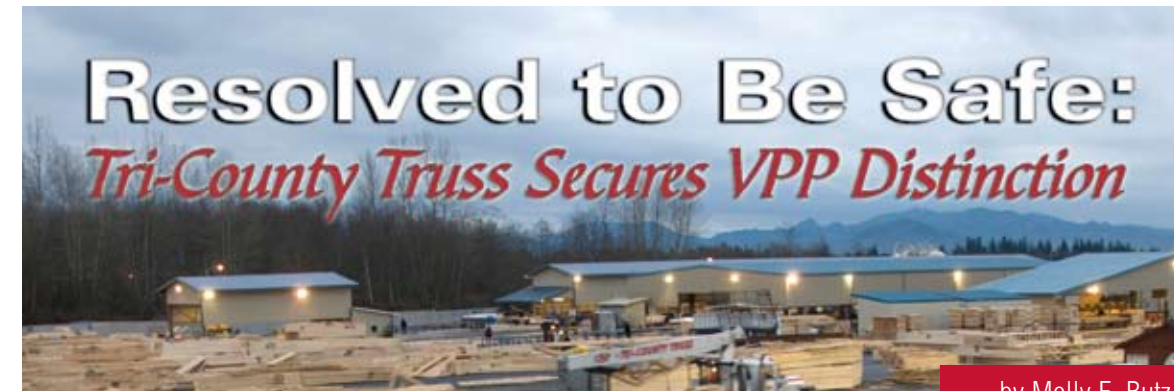
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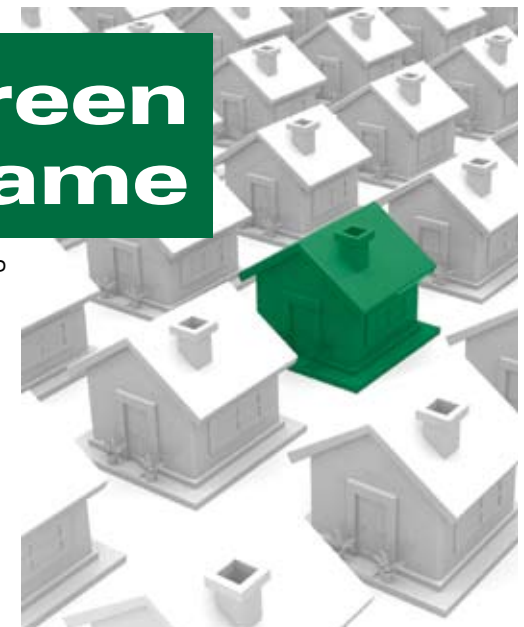


by Molly E. Butz

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Playing the Green Building Game

by Norman Scheel, PE., S.E., LEED AP



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Editor's Message

Make Time, Make a Difference in Your Future

by Ben Hershey

For most of us, March is a month of change; out go the winter grey skies, in comes the early spring sun. As for all of us in this industry, I am hopeful that we are starting to see the proverbial "light at the end of the tunnel" of this economy; though there are those detractors who think we are still far off. I think I can speak for everyone—this has been a challenging time trying to push forward in a constantly changing economic wind. Every one of our businesses has had to make some very tough choices when it comes to personnel and operations. Whether we are laying people off (including Qualtim, our SBCA management company, needing to lay off seven staff members in 2008) or reducing some of our operations, we have had to make some tough personnel choices. I know that in our business we have had to get very creative in how we attack what little business is out there, while maintaining a quality team. Many of us have had to look at two people and ask, who can I afford and who is going to help our company through this? But, the two assessments of "who can I afford" and "who will help the most" are clearly not the same. Keeping good people and being creative with how you compensate them right now can be the key to your future success.

Personnel and Safety is the theme of the magazine this month. As I have said in earlier articles, it is at times like these that companies that continue to invest in their people, train and prepare for the upturn will be successful on the other side. Companies that turn and hide their head in the sand? Well, you might have an incredible hill to climb if you expect to profit in the future. And, I cannot say enough about safety in our facilities. Safety must be our first priority to the men and women who work for each of us.

SBCA has numerous programs to assist you in keeping your employees trained: the Operation Safety program, In-Plant WTCA QC, In-Plant Basic Training, TTT program, ORisk program, the TRUCK program and the CRANE program. Yes, you might have to pay a little bit now, but what happens when times are busy? Most of us put off these training opportunities so we can focus on the customer pressures of the day. You could be missing the opportunity to improve your team, your company, your customer. Yes, even your customers. Here is yet another area where you can use SBCA to help you train them. SBCA offers many continuing education programs (TTWs) on subjects such as bracing, reading truss placement plans and truss design drawings, quality, building codes, among many others.

One of the opportunities or challenges (depending how you look at it) our industry is going to face is that as we have downsized our companies, some of the employees we have laid off will invariably seek out other opportunities in other industries. They are not going to wait around for the housing industry to improve; they have their own welfare to consider. So one alternative is for us to try to hire personnel from each other, which we all know does not work and only pushes wages out of line. A more sustainable option is to bring new "blood" into the industry. Now is a good time for you to review the training programs above so as you hire these individuals, you have the tools in place to train them along side your own training program.

Our SBCA Insurance Broker Program can not only assist you with your insurance

Continued on page 8

"A ground bird is pushed back to earth again and again as he flings himself into the teeth of the changing winds; a soaring bird covers immense distances by taking advantage of the winds of change by riding and being guided by them—usually faster though perhaps not as directly to his ultimate goal."

—author unknown, circa 1975



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at a glance

- We have had to get creative in how we attack what little business is out there, while maintaining a quality team.
- It is at times like these that companies that continue to train and prepare their staff for the upturn will be successful on the other side.
- Turn to page 18 to read how Tri-County Truss earned the VPP (Voluntary Protection Program) award from OSHA.

Editor's Message

Continued from page 7

needs; but have you ever asked them to come out and do an OSHA-type risk management walk through of your facility? Our company does this once a year (in addition to the visits that they normally make). Not only does it allow us to address any issues that we might not be aware of, but they also refresh some of the safety talk materials we have for our teams.

One of our members, Tri-County Truss in Washington, even went above and beyond and earned the VPP (Voluntary Protection Program) award from OSHA; see article starting on page 18. My congratulations to them on what I am sure was a very rigorous process, but one that will reward them in the future.

So, let's get back to that soaring bird above. As you have read this article, I am sure you said, "yes, I agree we need to be doing this, but we just can't right now." Well, I have to ask, when will it be the right time? If you are not using these SBCA programs, do you think you will use them in the future? Are you going to be that bird that just gets pushed back to the ground in a fruitless effort against the wind, or are you going to soar above and adjust with the wind so that you can reach your goals? Ponder on that, set a goal and act on it.

Remember what I said in last month's article about our loyal BCMC Exhibitors and our **SBC Magazine** advertisers? Did you take some time to call them and see where they can assist you? If you did not, then I encourage you to do this. Of course they would like to have the opportunity to sell you equipment, plates, or services, and you should make the decision to give them priority in your purchasing decisions; but remember they can assist you too.

The SBCA staff, **SBC Magazine** advertisers and BCMC exhibitors are here to help. Call them, make the time, and make a difference for your future. Have a great month! **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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Don't miss our fresh online news vehicle, highlighting a bonus **SBC** feature article and important news from **SBC** advertisers.

In this first addition, we offer "A High-Caliber Quest" by Marisa Hirsch, a look at why two facilities chose to step outside their companies in order to step up quality.

Go to www.sbcmag.info/sbcextra to read all about it!

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Publisher

Truss Publications, Inc.
6300 Enterprise Lane • Suite 200 • Madison, WI 53719
Phone: 608/310-6706 • Fax: 608/271-7006
trusspubs@sbcmag.info • www.sbcmag.info

Editor

Ben Hershey
Alliance TruTruss, LLC • bhershey@sbcmag.info

Art Director

Melinda Caldwell
608/310-6729 • mcaldwell@sbcmag.info

Managing Editor & Circulation Director

Libby Maurer
608/310-6724 • lmaurer@sbcmag.info

Editorial Assistant & Staff Writer

Emmy Thorson-Hanson
608/310-6702 • ethorson-hanson@sbcmag.info

Editorial Review

Suzi Grundahl
608/310-6710 • sgrundahl@sbcmag.info

Advertising Sales & Marketing

Peggy Pichette
608/310-6723 • ppichette@sbcmag.info

Jan Pauli

608/310-6746 • jpauli@sbcmag.info

Kirk Grundahl

608/274-2345 • kgrundahl@sbcmag.info

Staff Writers for March

Molly E. Butz • Anna L. Stamm • Larry Wainright

Accountant

Mike Younglove
608/310-6714 • myounglove@sbcmag.info

Computer Systems Administrator

Rick Saindon
608/310-6717 • rsaindon@sbcmag.info

Send all ad materials, insertion orders, contracts & payments to:

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

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Industry News

Component Collapses Not Responsible for Firefighter Deaths in 2008

The U.S. Fire Administration (USFA) posted its provisional 2008 firefighter fatality report in January with data that closely resembles that of previous years (data collected from 1990 - 2008). Tragically, there were 114 reported on-duty firefighter deaths in 2008. The three most common sources of fatality were heart attack/stroke (50 deaths), wild land fires (21 deaths), and vehicle crashes (29 deaths).

Based on USFA's findings of the most common sources of firefighter fatalities, structural collapses involving structural building components didn't make the list. However, structural building components are often improperly singled out as one of the main causes of firefighter deaths in the United States. The recent Underwriters Laboratory fire service training program (funded by a Department of Homeland Security grant) online education series, "Structural Stability of Engineered Lumber in Fire Conditions," leads viewers to believe that building components overwhelmingly cause firefighter deaths. And in several areas of the country the fire service has proposed, supported and passed building labeling legislation focused on trusses that singles out structures made with structural building components.

How can we bridge the gap between the reality reflected in the recent USFA report and assertions against structural building components? Communication and education is the answer.

The Structural Building Components Association (SBCA) is working through our membership and chapters in concert with the education material that the Carbeck Structural Components Institute (CSCI) has created to educate the fire service. Through its local chapters, SBCA has provided 35 truss plant tours, ten live educational programs, three fire demonstrations and participated in two tradeshow for firefighter groups. CSCI also offers free online education about how trusses react in fire situations and provides many other fire-related industry resources to anyone who is interested in learning about our industry. Through our members and chapters, we have mailed and hand delivered over 1150 Carbeck CDs and publications to interested fire departments, seeking to build relationships where meaningful conversations can take place.

Communication and cooperation have the potential to positively impact relationships between the fire service and our industry in ways that do not always seem apparent. Simply put, there is great value for our industry and our members by taking the time to learn, discuss and understand each others' points of view.

For more information about the resources available through SBCA and CSCI, contact Melanie Birkeland (mbirkeland@qualtim.com). **SBC**

Technical Q & A

Web Plane & Gable End Frame Bracing

by Larry Wainright

Question

I am an experienced contractor who has been framing houses for the past ten years. I always install truss bracing as shown on the truss design drawings. Recently, my building official told me that I must add additional bracing as shown in the BCSI documents shipped with my trusses. This involves cross bracing in the web plane and gable end bracing. Is this really necessary? It adds time and expense to my projects and I have never had a problem with the trusses on my jobs.

Answer

The answer as to whether or not additional bracing is necessary depends on the project, the truss type, the loading conditions, etc. The BCSI documents (based on the BCSI parent booklet, *Guide to Good Practice for Handling, Installing and Bracing of Metal Plate Connected Trusses*) are usually shipped with the truss delivery in a package that contains, among other things, the industry recommended practice for installing permanent bracing. According to the 2006 International Residential Code (IRC), Section R802.10.3, trusses must be braced to prevent rotation and provide lateral stability in accordance with the requirements specified in the construction documents and on the individual truss design drawings. According to the IRC, if specific bracing requirements are not provided by the building designer on the construction documents, the trusses are to be braced per BCSI. It must be noted that the truss design drawings do not show permanent building stability bracing or bracing required to prevent rotation. Truss design drawings only show the location of the restraint required to prevent individual truss members (i.e., chords or webs) from buckling out of plane due to the compression forces within the member (see Figure 1).

Other permanent building stability bracing is needed and should be specified by the building designer on the construction documents. The size of the restraint and the connection of the restraint to the trusses is not normally specified on the truss design drawing. Again, these items need to be specified on the construction documents by the building designer. If the building designer has not provided the necessary information on the construction documents, then the requirements in BCSI must be followed.

According to BCSI-B3, Permanent Restraint/Bracing of Chords and Web Members, trusses must be braced on the top and bottom chords as well as the web planes (see Figure 2). Since the roof and ceiling planes are often covered with structural sheathing that act as bracing, additional bracing may not be required. However, web member bracing is often overlooked. It is essential to the performance of the building for web plane bracing to be properly installed. The continuous lateral restraints (CLRs) that are installed to prevent individual truss members from buckling (due to compressive forces in the web members as shown on the truss design drawings) can also be used by the building designer to transfer lateral forces (wind and seismic) through the truss system to the building lateral force resisting system (shear walls, diaphragms, etc).

In addition, these web member planes need to have diagonal bracing installed at intervals to allow the forces accumulating in the CLRs to be transferred to the roof and ceiling diaphragms, to provide stability to the truss system, and to prevent

When bracing in web planes and gable ends per BCSI is required.

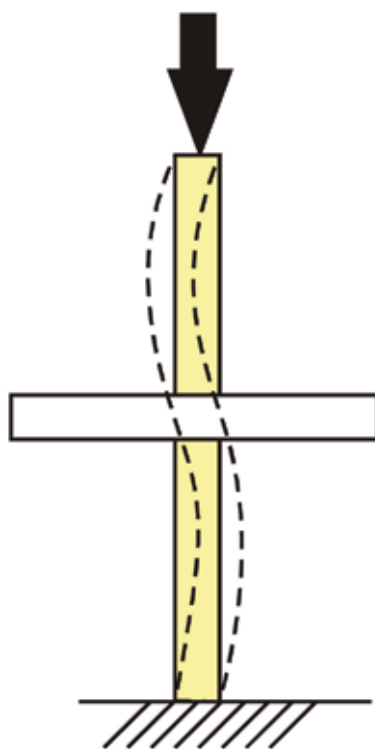


Figure 1. A restraint prevents a truss member from buckling out of plane from large compressive forces.

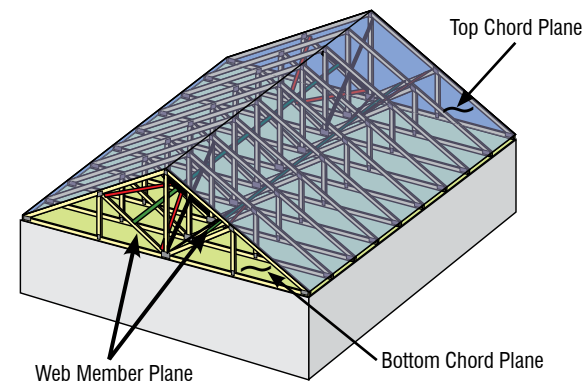


Figure 2. Trusses require permanent bracing within all three planes.

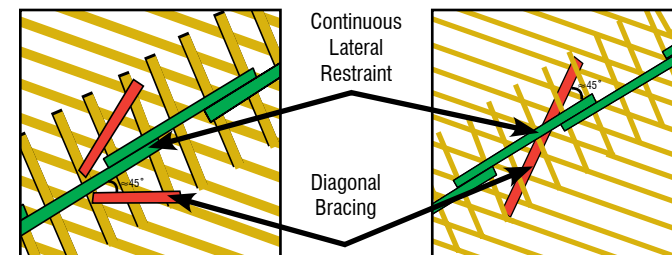


Figure 3. Examples of diagonal bracing with one row of continuous lateral restraint.

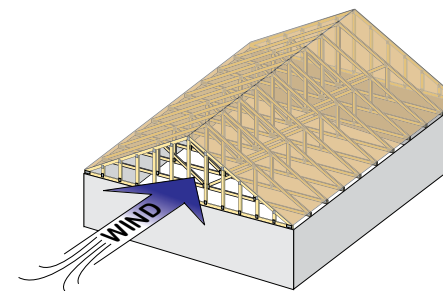


Figure 4. Building designers should specify how gable end frames are to be braced to transfer lateral loads such as wind.

rotation and prevent lateral displacement of the webs. The diagonal bracing should be installed as close to a 45-degree angle as possible to the CLRs and be attached as close to the CLRs as possible. Further, they should cross at least three similar trusses and be attached as close to the roof and ceiling diaphragms as possible (see Figure 3). If this is not possible, webs can be individually reinforced by other means.

Gable end bracing is another area that is often overlooked. Truss suppliers often supply gable end frames as a convenience to the contractor. Like trusses on the building, the truss designer designs the gable end frame for the loads in the plane of the truss. Loads applied to the gable frame laterally, such as wind and seismic loads, need to be resisted with CLRs and diagonal bracing (see Figure 4). Again, the building designer is responsible for designing the building stability bracing, including the gable end bracing. For more detailed explanations of these concepts, see all of the BCSI documents at www.sbcindustry.com/bcsi.php. **SBC**

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

at a glance

- The building designer should specify permanent building stability bracing on the construction documents.
- If the building designer does not provide this bracing on the construction documents, the IRC 2006 specifies that BCSI must be followed.
- Wind and seismic loads applied to the gable frame laterally need to be resisted as shown in Figure 4.

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Safety Scene

Uh Oh! How to Prevent Delivery Accidents

by Molly E. Butz

Getting from Point A to Point B safely!



When we discuss component manufacturing safety we often focus on the folks that work in and around the manufacturing facility. However, the necessity to get the finished components to their final destination is a good reminder that at least a percentage of your workforce is asked to perform tasks, such as delivery, outside of the building and grounds. The main objective for a company truck driver should be to get from Point A to Point B and back with truck and cargo intact and in a safe manner. Unfortunately, even when a great deal of care is taken to avoid them, accidents occasionally occur.

Delivering components must be a calculated undertaking, from understanding the limitations of the delivery vehicle to properly loading and securing the cargo. Here are some tips for minimizing your risk of having an accident and the 411 on how to correctly handle the situation if you are involved in an accident.

The commercial motor vehicles (CMV) used in deliveries have limitations. They're big, heavy and, without proper training, can be difficult to maneuver. Sharpening your accelerating, stopping, steering, reversing and turning skills plays a big part in properly handling a loaded delivery truck. And, because of their size and design, CMVs often have one or more large blind spot(s). Other motorists will likely be unaware of your limitations, so it will be up to you to leave ample room for negotiating your vehicle.

It will also be to your advantage to plan ahead. Charting out your route (and possibly an alternative) before you leave the facility will ensure you know where you're headed and allow you to pay attention to more critical items such as traffic signals and signs rather than trying to read a map. Start with any of several online mapping sites, such as Google Maps (maps.google.com). Keeping your delivery vehicle in good condition is also crucial, and routine preventative maintenance along with a thorough inspection before you leave the facility will help ensure that you and your cargo arrive safely.

Always wear your seatbelt.

If An Accident Occurs

Even if you're sure to follow all of the rules of the road and plan ahead, sometimes an accident occurs. Here's the low-down on the things you should—and shouldn't—do to make certain the situation is handled safely and that you are not unjustly declared at fault.

Immediately following an accident, take a moment to assess whether you have been seriously hurt. Try to remember if you bumped your head and take stock of your whole body; broken bones aren't always obvious. If you think you may have a back or neck injury, don't move; for any other injuries, move only far enough to dial your cell phone or contact the authorities on your CB and request an ambulance. Stay put until the emergency response team arrives unless you determine it will put you at risk for greater injury. (If you see fire, smoke or spilled fuel, request fire department assistance as well.)

If you conclude that you're not seriously injured, do your best to move your vehicle out of the flow of traffic, being careful to choose a position that doesn't create more

Continued on page 14



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at a glance

- When delivering components, understand the limitations of the vehicle and properly load and secure the cargo.
- Gather as much information as you can from accident scene.
- Take pictures with a digital camera or camera phone, and get names and contact information from eyewitnesses.

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Safety Scene

Continued from page 12

damage or put anyone at risk. Take this time to determine your location using landmarks and signs and make a mental note of which street you're on and the direction you were traveling at the time of the accident and *then* call the authorities. Here it's important to note that you should *never* leave the scene of an accident as doing so may subject you to criminal responsibility. If you do not have a cell phone or CB or neither is working, ask a bystander to call for you.

Minimizing Further Risk

To prevent more accidents from occurring, protect the accident scene when it's practical. Set out flares or another appropriate warning to alert motorists and use a spill kit to contain fuel and other fluids as long as doing so does not put you or others at greater risk. If possible, take the opportunity to photograph the scene of the accident, but only if you can do it safely.

When the authorities arrive, it's best to be polite and cooperative. Do your best to answer all of their questions to the best of your ability, keeping in mind that "anything you say can and will be held against you in a court of law" in the event the accident leads to future litigation. Avoid arguing with the officers and other drivers involved; your behavior can have an impact on how the incident is documented. Reacting by placing blame or taking responsibility are equally dangerous, as you may do yourself and/or your company serious harm.

As much as possible, try to get the names, addresses and phone numbers of every person involved in the accident, as well as their vehicle license numbers and insurance information. You'll also want to get a variety of information about the actual incident (see below). Be sure you report the accident to your terminal manager, dispatcher or supervisor as soon as possible and avoid talking to anyone else about the accident except police officers, a representative of your company, your company's attorney or a properly identified representative of your insurance company. And last but not least, it's important to note that you should not, under any circumstance, sign anything except an official police report.

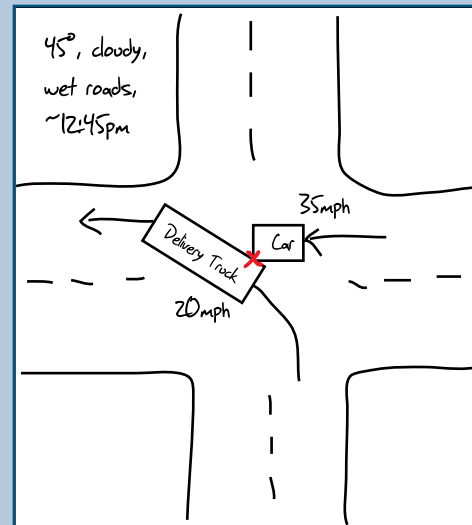
Being in an accident can be very scary. However, if you take a few deep breaths, cooperate with the authorities and write down as much information as you can remember you'll be well on your way to getting the incident taken care of in the best manner possible. And keep driving safely, responsibly and defensively! Safety first! **SBC**

Collecting Information at the Scene

The more information you can gather at the scene of an accident the better. If it's possible, make a quick sketch of the mishap. Include the following items to the best of your ability:

- Points of impact of all vehicles involved
- Directions of movement and speeds prior to the accident
- Weather conditions
- Road conditions
- Time of day

Take pictures with a digital camera or camera phone if you have one, and get names and contact information from any possible eyewitnesses.



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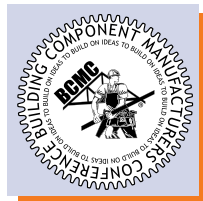


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Bcmc: Your Business Lifeline

Saddle Up! It is BCMC Time Again!

by Carl Schoening

Reasons to start planning for the 2009 show.

Well friends, it is time to saddle up and head west again for BCMC 2009. But wait, you say, "It is January and BCMC isn't until October." True. This is my favorite time of the year; planning for the next BCMC. Some of you probably wonder why I start planning so early for BCMC. It is because I know that BCMC is the one time each year that I have the collective attention of component manufacturers from around the world in one place for three days. I must be prepared to knock the attendees' socks off with the latest products I have to offer.

I have always looked at BCMC as the termination point of my annual product development cycle. Basically, I have from when the doors close on Friday at BCMC until the next opening of BCMC to develop products and services to exhibit at BCMC. 2009 is probably one of the most pivotal years in our industry's history. "How can that be?" you ask. As everyone knows, recently the U.S. economy has not exactly been what everyone has been dreaming of. This has created an opportunity for suppliers everywhere to develop equipment, software or processes that will improve the profitability of customers. Every component manufacturer in the country is very closely looking at its company. They are analyzing data and scrutinizing every process in their plant to ensure they have removed every wasted step or expense.

This is where your BCMC opportunity comes in; to develop something that is going to help improve productivity or increase profitability. Product development must then begin early and be completed in time to really get BCMC attendees excited about what they are seeing. Every exhibitor should be focused on leaving a lasting impression on each attendee. Your goal should be to have attendees thinking about you the entire duration of the show, on their travels home and long after they are back in their plants. You want them talking about the cool thing you showed them to their employees, bosses and spouses. Yup. Spouses play an important role. The spouse is an important sounding board in almost any business. I think that is one of the reasons why so many attendees bring their spouses to BCMC and one of the reasons why many exhibitors have provided evenings planned around settings that are comfortable for all.

"Wait a minute," you say, "I don't know what component manufacturers will need next year." This is the second biggest reason to exhibit at BCMC: listening! Exhibiting at BCMC has always given me the chance to speak to and, more importantly, listen to component manufacturers. More new products have been developed through careful listening than any other method I have at my disposal. If you listen, component manufacturers will tell you what their concerns are, their major barriers, headaches and what they want. I have used BCMC Listening my entire career. Not only does it help you know what customers want, it will usually tell you what your competitors are doing. This valuable information will allow you to immediately begin the development cycle for next year. Just think of what that kind of information can do for your company. Information from inside the mind of customers and key prospects will allow you to strengthen your position with current customers and assist in capturing new market share.

That brings me to the third most important reason for exhibiting at BCMC. Component manufacturers want to do business with suppliers that support their industry. BCMC

gives every exhibitor a chance to be visible to the entire industry. Not just on the show floor, but everywhere. Proudly wear your company logo and with some outward sign of your participation in SBCA and BCMC. I am always surprised when people see me and say hi when I am wearing something industry related. Sometimes they are just curious about what I do, but in many cases they are component manufacturers that know that my company supports their industry. They ask questions and I try to answer them. I want every BCMC attendee to believe that I am the answer man. I want them to come by my booth and visit and ask more questions. That is a rare sales opportunity. Believe me, I am not the last word on anything...well, other than how to have a great time....anywhere....really. But, I want those who visit my booth to think that I can help and I want them to leave knowing that I am sincerely passionate about the component industry. Sharing the same passion that attendees have has provided more sales opportunity than any product I have offered. BCMC is your chance to exhibit not only your products, but your passion as well.

I guess that brings us back to the beginning. Join me as we Soar to New Heights at BCMC 2009. I will be there with something new, listening and as always supporting my industry. I hope to see you there. **SBC**

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at a glance

- BCMC is the one time each year exhibitors have the attention of component manufacturers from around the world in one place!
- Don't miss BCMC this year; 2009 is one of the most pivotal years in our history.
- Exhibitors' goals should be to have attendees thinking about your product or service long after they have returned home.

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"The show was amazing. I remember thinking I should grab a bottle of water before the ribbon cutting ceremony, because I might not get a break after it. I was right—it wasn't until hours later that I had a chance to grab that water. There was always someone new coming into the booth to talk."

Rod Wasserman, Wasserman & Associates, Inc. (BCMC 2008)

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Resolved to Be Safe: Tri-County Truss Secures VPP Distinction

by Molly E. Butz

How one company's workforce rallied to earn OSHA's most prestigious safety award.

Safety discussions often revolve around the concept of "building a safety culture" at a specific facility or location. In theory, this safety culture would demonstrate the shared set of attitudes, behaviors, beliefs and values that everyone at the company operates within, management and employees alike. A solid safety culture is sometimes difficult to quantify, whether you're using injury rates, financial savings or something else; and knowing when your facility has met that quintessential "safe" mark is often unclear. In this case, however, Tri-County Truss of Burlington, WA, can zero in on exactly the day they reached their safety goal.

On June 19, 2008, Tri-County was awarded the Voluntary Protection Program (VPP) Star certification, a designation to recognize their exemplary workplace safety status and one of the Occupational Safety and Health Administration's (OSHA) highest honors. Administered by Washington's Labor & Industries Division (L&I), the VPP identifies those companies that have "implemented a comprehensive safety and health management system" based on 33 separate elements ranging from Management Commitment and Emergency Programs, to Safety/Health Training and Preventative Maintenance.

A long and, occasionally, tedious process, Tri-County made the commitment to gain VPP status for a number of reasons. The evolution began a couple of years ago; Tri-County had been scaring up record profits while sporting a less than appealing safety record. Additionally, one of their biggest customers had suggested they look into the program. However, the driving force boiled down to one simple thing: they wanted their employees to come to work and be safe. A mission was born.

The implementation was much as you'd expect, from examining their current processes, procedures and policies to beefing up their safety committee and updating their reporting systems. On several occasions, representatives from L&I visited the facility to provide a consultation. Referred to as "mock VPP audits," these consultations gave the L&I team a chance to review paperwork and analyze Tri-County's operations from the ground up. "They would come through and tear your system apart," Scott Breckenridge, Tri-County Operations Manager remembers. "But it was nice; they were there to help us to achieve that [VPP status]."

And although each time L&I came to visit, many things improved, one alteration stood out: Tri-County empowered its workforce. This straightforward resolution to put the power back into the employees' hands placed both ownership and obligation with the people who matter most.

at a glance

- Tri-County Truss decided to seek a special OSHA safety status by teaming up with a Washington state agency to make its operations safer.
- The company earned the VPP award in 2008 by empowering its workers.
- As part of the process, inspectors interviewed 45 employees at random behind closed doors about the company's safety practices.

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"For instance," says Breckenridge, "we invite everybody when we start up a new piece of machinery or we're studying a process. We gather everybody around for a 'job safety analysis.'" This provides a controlled environment in which the employees can familiarize themselves with each new addition to their facility. Furthermore, the employees who will be regularly working with the machinery are given the ultimate responsibility of developing their own policies regarding the machine. "Those people work together in writing up the maintenance, operating and lockout/tagout procedures," Breckenridge explains, a hands-on approach that creates a good deal of ownership for their employees.

Tri-County also took their VPP participation as an opportunity to give their safety committee some real teeth. Previously, their employee involvement had been lacking with little interest and high turnover rates. Now, Breckenridge reveals, "the people that are elected to [the safety committee] are staying on one or two terms!" And they'd probably stay longer, but the VPP process limits an individual to two terms to keep the committee fresh. What's more, their committee members have "the responsibility and power to make changes themselves," instead of having the directives coming from management.

At too many facilities, Tri-County staff shares, the managers and executives make the rules and tell the employees what's going to happen; an unfortunate "here's what you're going to do" mentality. *Not* at Tri-County. Unsafe conditions mean that people are at risk, something their employees have been trained to correct. Even if it means delaying deliveries, their safety committee members have the authority to shut down production to ensure no one gets hurt.

The committee also investigates and discusses every incident, no matter how minor. "[A proactive safety committee] won't eliminate everything, but we take the time to solve the problem," Breckenridge explains. Even something simple like a scraped-up knuckle raises an eyebrow. "We want to know, 'how did that happen?'" And their significantly lower incident rates are proof that by "empowering the people" you'll get better results. "All the tiny little incidents and accidents add up to a bigger accident," says Breckenridge. "By *paying attention* to the small things, you drive the chances down for a big accident."

Continued on page 20


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Resolved to Be Safe...

Continued from page 19

Tri-County has also implemented an innovative program for new employees. "For the first 90 days, we require them to wear an orange vest," Scott describes. "Then all of the other employees know they have an obligation to watch out for [the new person]; to make sure they're using safe work procedures like proper bending, etc. They all make sure they keep the new person safe." Tri-County is also sure that they train everyone, new and old alike, to be safe in all areas of their lives. Not only are they encouraged to be safe at work, but also at home while they're mowing the lawn, working on the house or playing with their children.

Because of the safety-focused culture Tri-County has created, the employees expect everyone, managers included, to follow all of the rules. Even a quick trip through the yard to grab paperwork or deliver information will elicit a response if you're not following the rules. One foot out the door without safety glasses and you can be sure you'll get harassed right back into the office to put them on before you accomplish your mission.

Near the end of Tri-County's VPP certification process, their employee-driven system was put to the test. L&I made an unplanned appearance at Tri-County and asked for a copy of their employee list. Highlighting approximately 45 names at



At their certification ceremony in June, Tri-County Truss adds their VPP flag to their flagpole.

random, L&I informed Tri-County they would be interviewing each employee behind closed doors, no management allowed. With no preparation, no rehearsing and no talking to them before their interviews, they were split up into groups and questioned. "THAT will tell you if you have a safety culture," Tri-County staff shared. L&I was about to learn if Tri-County was "practicing what they were preaching." And you can be certain they were, only to be affirmed soon after by their award ceremony in June.

By now you might find yourself asking, with a safety culture that fierce, what is Tri-County's game plan to maintain it and their coveted VPP Star status? For them, the answer

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Brace yourself

Each small investment adds up to a big reward.

is simple: preserving a solid safety program is an every day commitment. They also sustain a very open line of communication. Before the start of every shift, the group gathers up to stretch for five or ten minutes followed by a safety huddle. Some days they regroup on an incident, others they discuss the potential obstacles for the day, such as hot weather, and then send a couple of folks out to the yard to check that there are sufficient water containers for the day.

If there's one thing Tri-County has learned it's this: each small investment adds up to a big reward. Injuries can cost "oodles" of money; as far as management is concerned, whatever time it takes to keep everyone safe is a tiny investment when compared to the alternatives. "Safety's not a short-term fix," they'll tell you. "It's going to cost you more to have an accident than it costs to prevent it." And, more than the financial savings, this culture shift ensures that everybody goes home safe.

At this point it's pretty clear that this not an easy process. From paperwork to employee participation, you've got to be in it to succeed. "It's not like you can just go through the motions; you don't get the certification without a commitment from your people," explains Roger Helgeson, Tri-County Branch Manager. "And, the most impressive part was the work from [our employees] and their commitment to follow through." And follow through they did.

One in an elite group of approximately 2,100 VPP companies and the only component manufacturing facility to achieve certification, Tri-County is rather proud, and rightfully so, of their ground-up program and employee involvement. Obtaining their VPP status was a three-year process and a big commitment for a lot of people. Along the way they acquired their VPP flag, which means that they cannot be subjected to a surprise inspection or any fines though they do participate in a maintenance audit every six months. But what matters most to this group after all they have accomplished? "People want to work in a safe place," they profess. And rest assured, at Tri-County, they do...just...that. **SBC**

Why Wait?

It happens. Sometimes throughout the daily grind safety gets pushed aside for seemingly more important things like production numbers and delivery schedules. The priority of dealing with minor incidents eventually falls by the wayside. Scott Breckenridge, Operations Manager at Tri-County, sums up just how important a focus on safety can be by recounting this succinct analogy shared with him by an L&I representative. "He put it this way," Scott recalls, "if your tire kept going low, would you just keep putting air in it or would you get it looked at? Because if it keeps going low, eventually it's going to blow out, and then you might drive off the road or hit something. So, are you going to fix it, or just keep putting a Band-Aid on it?"

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Playing the Green Building Game

by Norman Scheel, PE., S.E., LEED AP

In the game of golf, there is a saying; “Drive for show, putt for dough.” In the game of “green building” there is a similar saying; “Solar for show, landscape for dough.” You may ask, “What does that have to do with me, the component manufacturer?” Well, if you are going to get in the “GAME,” it’s very important to know how the scoring is done.

When most people are asked if they want a green home, they will think it means putting solar panels on the roof and that’s all. The reality is, compared to other alternatives, photovoltaic panels are a very expensive way to obtain “green points” (the dough). That’s how the scoring is done—with points. Unfortunately, many people in the building community have adopted a similar distorted view about the use of certified lumber in green buildings. For the purposes of this article, FSC-certified lumber will be grouped in with solar panels and considered not worth the one point (okay, possibly two) available for its use. It is **not** a requirement that must be met. The design team, as a prerequisite, is required to include “purchasing preference language” in the construction documents per the LEED for Homes Reference Guide. This Reference Guide states that any tropical wood specified in the purchasing documents must be FSC-Certified Tropical Wood. Since components are not made from tropical wood, this requirement does not apply.

There are some obvious items that make prefabricated components very “green,” without even trying. I’d like to point these out to you. In this article, I will refer to the points available only from the LEED for Homes Reference Guide. Note that I’m doing this for the sake of discussion, and I don’t mean for it to be an endorsement of the LEED program. I’ve chosen LEED for Homes simply because it is a nationally accepted document and others currently being developed are likely to undergo further changes before they are finalized. Many local green programs are in place, and the concepts contained in them are assumed to be similar and generally more liberal than LEED. If ever you come across a comparison between two programs (for instance, LEED for Homes and the Built Green Colorado program), keep in mind that each program uses its own scale for the points required for the levels of certification. It is possible to obtain dual certification in a local program and LEED for Homes. This is because many local programs have based their rating systems on that of the LEED system, so a certification in LEED often translates to a higher certification level in a local program. In general the LEED system has the lower number of points, but they also tend to be the most difficult to obtain. In the LEED system the point thresholds are; certified-45, silver-60, gold-75, and platinum-90. Maximum is 136.

The chart on page 23 shows how LEED for Homes is broken out into categories. Some of these credit categories, like Materials & Resources, for instance, require a minimum of 2 points. Others (Energy & Atmosphere) do not. Regardless, this chart shows that there are many, many points available in the eight categories. While the majority of the points that can be earned with components exist in the MR section, many people don’t know that there are also points available in the EA section. When you compare these numerous credit sources to the few points earned with components built with FSC-certified lumber, you can see that the use of FSC-certified lumber is pretty insignificant.

Where to find green points for component framing beyond FSC certified lumber.

LEED for Homes Certification Thresholds		
Certified	45-59	
Silver	60-74	
Gold	75-89	
Platinum	90-136	
LEED for Homes Rating System	Available Points per Section	Min. Required Points per Section
Innovation & Design Process (ID)	11	0
Locations & Linkages (LL)	10	0
Sustainable Sites (SS)	22	5
Water Efficiency (WE)	15	3
Energy & Atmosphere (EA)	38	0
Materials & Resources (MR)	16	2
Indoor Environmental Quality (EQ)	21	6
Awareness & Education (AE)	3	0
TOTAL Possible Points:	136	

While a variety of LEED points are available without the use of certified lumber, I want to make clear that homes that qualify for green certifications tend to be very high performance, design-driven projects. They are not the kind of buildings where a homeowner or builder can pull something off the shelf that has been done before and call it green. They take a lot of planning and a lot of work. I’m making this point because

our industry is used to this level of sophistication in the truss design area, but often our customers are not. The common case is that the only design involved in most homes is that provided by the truss technician in the form of layouts and truss designs. To get the maximum amount of LEED points, involvement in the design phase is very important. Previous designs can be used but they need to be revised to specify the green requirements. For lower certifications, getting the required points will require little change to the actual construction of the home. It would require much more design and verification expense.

So let’s move on and discuss points available beyond certified lumber. For each of the points listed below, I’ve included a section number corresponding to its location within the LEED for Homes Reference Guide. If you haven’t yet, I encourage you to download the free version available on the U.S. Green Building Council’s website: www.usgbc.org. You can print it from the site and highlight the sections discussed below. The full version is available for purchase and contains information on implementing the credit requirements (342 pages).

Direct Credits

The first two categories can be viewed as “direct” credits for component manufacturers. Why is this? Because supplying the specified products earns LEED points; points are not determined based on a combination of other materials. In

Continued on page 24

at a glance

- ❑ FSC-certified lumber is not worth the two points available for its use since it isn’t a requirement that must be met for certification in LEED for Homes.
- ❑ Typically, homes that qualify for green certifications tend to be high performance, design-driven projects.
- ❑ LEED credits can be divided into “direct” credits and “indirect” credits, and components contribute to both.

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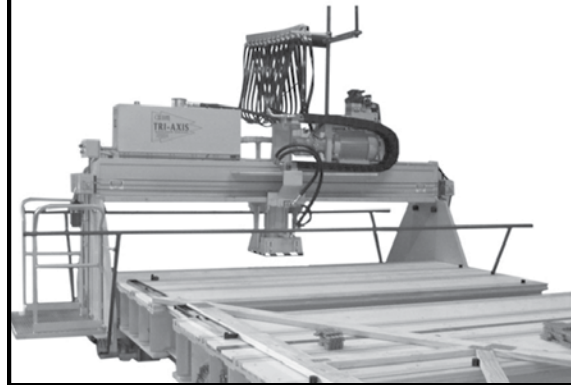
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Playing the Green Building Game

Continued from page 23

other words, these credit categories can be earned strictly with components—no additional building material is required. Refer to the charts on page 25 for a description of the requirements.

MR 1: Material-Efficient Framing points are available to optimize the use of framing materials. As a prerequisite, a framing order waste factor limit of 10% is required. It is hard to imagine how this prerequisite could be met without the use of prefabricated trusses. This also gives the fabricator the opportunity to offer wall panels and precut packages. To build a stick framed roof with a waste factor of 10% or less would be very difficult. If off-site fabrication is provided for roof, floor and wall components, 4 points are available. Alternatively, for portions of the framing, the points are available individually and must be selected from a table in the reference guide. This table would be used for example if floor and roof trusses are supplied without wall panels. Find a list of these items on page 25.

MR 2: An additional 1.5 points (0.5 each) are available if the roof, floor, and wall framing are extracted and fabricated within 500 miles of the site. This is what LEED calls its local production credit (2.2c). (See chart on page 25.)

In addition to the above direct and obvious green attributes of prefabricated components, there are many others that are helpful but not so obvious. A big emphasis in green building is to have all the subcontractors and suppliers on board from the beginning during the design charrettes, or meetings. (See above for definition.) So having a knowledgeable component manufacturer (CM) representative at this meeting to help explain how they can help the project obtain more points is

What is a charrette?

The word charrette may refer to any collaborative session in which a group of designers drafts a solution to a design problem. While the structure of a charrette varies, depending on the design problem and the individuals in the group, charrettes often take place in multiple sessions in which the group divides into sub-groups. Each sub-group then presents its work to the full group as material for future dialogue. Such charrettes serve as a way of quickly generating a design solution while integrating the aptitudes and interests of a diverse group of people. [from Wikipedia]

invaluable for the CM's business, as well as the design team. (See sidebar on page 29 for tips on how to get engaged in this process.) The following items are things that the design team may need assistance on from the CM. The fact that the CM is knowledgeable and aware of these points should be helpful.

Indirect Credits

Another important thing to keep in mind is that the points described below are what I call "indirect" points. This means that components can help to earn LEED points, but the points can only be achieved in combination with other materials or design techniques. The credit described next is a good example of an indirect credit.

MR 3: Up to 3 points are available for construction waste reduction. The use of prefabricated components practically eliminates all the waste associated with that portion of the framing provided with components. These points are available based on Credit 3.2 in the reference guide. Coordination of the design team with the builder to see that other suppliers do not overload the project with material that will go to waste should be emphasized.

As I stated above, the Materials and Resources section of LEED for Homes isn't the only place building components can help earn points toward certification. With some innovative coordination with the design team, there are advantages and points available in the Energy and Atmosphere (EA) categories.

EA 5: Up to 3 points are available for keeping the forced air unit and ducts in conditioned space. This can be accomplished with an intimate relationship with the mechanical engineer designing the duct system in concert with the truss manufacturer to take full advantage of designed in chase

You don't have to supply FSC components to help customers earn LEED credits. Check out credits 1.4, 1.5 and 2.2!

MR 1 1.4 Framing Efficiencies

Table 1: Efficient Framing Measures for MR credit 1.4

Measure	Points
Precut framing packages	1
Open-web floor trusses	1
Structural insulated panel (SIP) walls	1
SIP roof	1
SIP floors	1
Stud spacing > 16" o.c.	1
Ceiling joist spacing > 16" o.c.	0.5
Floor joist spacing > 16" o.c.	0.5
Roof rafter spacing > 16" o.c.	0.5
Implement any 2 of the following:	0.5
Size headers for actual loads	
Use ladder blocking or drywall clips	
Use 2-stud corners	

Maximum Points: 3

MR 1 1.5 Off-site Fabrication

Use any of the following alternatives to on-site framing:

A) Panelized construction. Wall, roof, and floor components are delivered to the job site preframed.

B) Modular, prefabricated construction. All principle building sections are delivered to the job site as prefabricated modules.

(Choose A or B, not both)

4 Points for A or B

MR 2 2.2 Environmentally Preferable Products

C) Local production. Use products that were extracted, processed or manufactured within 500 miles of the home.

0.5 point each for:

- 1) exterior wall
- 2) interior wall
- 3) floor assembly
- 4) roof assembly

Maximum Points: 2

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openings within the conditioned space. Another article could be written on the detailing of this type of system but for the amount of work it takes to gain 3 points, which is substantial, the design team may deem it worthwhile. The truss manufacturer can use the truss layout along with the duct layout design to incorporate this detailing into the truss design drawings. Variations of this concept may be available for parts of the system in conditioned space and parts in the attic. This would be up to interpretation by the rater and possibly the HVAC designer. Either can be offered as an option by the manufacturer.

EA 7: Up to 3 points are available for solar hot water heaters. If the roof truss manufacturer designs in an extra load for this installation, it can be a valuable item to the design team for little cost. While it may not always be used, the fact that it has been considered will help. Design changes during the construction

Continued on page 29



Chapter Corner

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



Chapter Spotlight

Learning the Standard in the Capital Area

by Joe Kannapell, PE., MiTek Industries, Inc.

At the January meeting of the Structural Building Components Association of the Capital Area, a spirited panel explored the new ANSI/TPI 1-2007 in a multi-faceted presentation. Tim Ott, PE, led the discussion with a recap of changes in the Quality Control program. Working for Ed Callahan as Vice-President of Callahan & Associates in the Capital Area, Tim has inspected many of the plants of chapter members, and participated in the development of the new Standard. Tim focused on the ongoing inspection requirement and shed light on often-misunderstood QC details, such as "defect circles." Improvements in the joint overlays should expedite the inspection process while improving the results.

Jay Jones, PE., Technical Director of the Truss Plate Institute, continued with an overview of TPI and made available copies of the Standard at a special rate. David Horne, Director of Engineering Services, demonstrated how the new Standard enables better management of risks, especially on long span trusses. By describing the extensive precautions taken by his company, Universal Forest Products, David underscored the importance of Chapters 2 and 3 of the TPI Standard. Finally, Bob Dayhoff, Director of Technical Operations, reinforced the strong message of prevention with practices from his employer, Shelter Systems Limited.

The Capital Area Chapter members are much better prepared thanks to the depth of expertise brought to the ANSI/TPI 1-2007 discussion from around our Nation's Capital. **SBC**

Chapter Highlights

SBCA – New York

In January, the New York Chapter began holding its meetings with **SBC Connection**. Promised a quick business meeting, the members first discussed current market conditions and strategies being taken to cut costs and improve efficiency. The market discussion then turned to the practice some are seeing of manufacturers not following recognized ANSI/TPI design standards. While this is being used as a way to offer lower costs to builders, members are concerned that it is establishing bad precedents that will negatively affect all manufacturers. For example, TPI 1-2007 defines the Truss Submittal Package as a "package consisting of each individual Truss Design Drawing, and, as applicable, the Truss Placement Diagram, the Cover/Truss Index Sheet, Lateral Restraint and Diagonal Bracing details designed in accordance with generally accepted engineering practice, applicable BCSI defined Lateral Restraint and Diagonal

Bracing details, and any other structural details germane to the Trusses." The bracing-oriented BCSI B-series summary sheet documents include B3 for permanent restraint/bracing, B1 general bracing and installation and B2 focused on temporary bracing. All agreed that establishing and following consistent expectations in regard to truss submittals would be in everyone's best interest. The chapter will work with staff on a Tech Note to address these issues. In addition, the April chapter meeting will feature a presentation on design responsibilities and the latest version of TPI 1 Chapter 2 so everyone has the best information at their disposal.

At the meeting, the 2009 officers were chosen. John Workstus of ProBuild East accepted the post of President and John Mulligan of Saratoga Lumber Traders became Secretary/Treasurer. Sid and Taft Ketchum of PDJ Components were volunteered (and have agreed) to fill the chapter's seat on the SBCA Board of Directors. The members voted to update the chapter name from WTCA – New York to SBCA – New York. Given the success of the online meeting format, they unanimously agreed to continue holding all chapter meetings this year with **SBC Connection**.

Truss Manufacturers Association of Texas

Business and pleasure combined perfectly for the Texas Chapter's January meeting at La Margarita in San Antonio. Complete with sizzling fajitas, the members reviewed the state of the industry and discussed their expectations for the year. Guest speaker Kirk Grundahl of SBCA staff provided an update on the latest news from the association. The focal point of the discussion was on a key member-focused strategy—component manufacturer members gain the greatest benefit from SBCA through its work creating programs that are "industry best practices." This is the essence of the SCORE program, which combines all of our industry best practices into one focused combination that participating component manufacturers can use to their business' benefit. The members also provided their feedback on an ad that will be appearing in *Texas Builder Magazine*, encouraging builders to use components and supplying a list of all chapter member locations and phone numbers. The ad will offer builders a free copy of SBCA's Framing the American Dream CD. Builders who would like to know more about how components can save them time and money, and minimize theft and waste, are invited to request the free CD on the chapter's website, www.tmatchapter.com. Continued on page 28



Garry Tebbens, 2009 TMAT President, presents an award of appreciation to outgoing 2008 TMAT President, Gary Walls.



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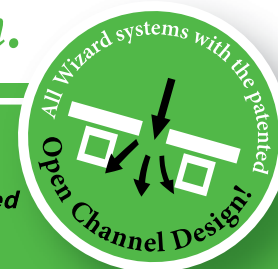
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Calendar of Events

Check out SBCA's website at www.sbcindustry.com for the most current calendar information.

April

- **2:** West Florida Truss Association (WFTA) Chapter Meeting
- **8:** Southwest Florida Truss Manufacturers Association (SWFTMA) Chapter Meeting
- **9:** Alabama Component Manufacturers Association (ACMA) Chapter Meeting
- **9:** Wood Truss Council of Michigan (WTCM) Chapter Meeting
- **15:** SBCA—Northeast Chapter Meeting
- **15:** WTCA—Arizona Chapter Meeting (TENTATIVE)
- **16:** North Florida Component Manufacturers Association (NFCMA) Chapter Meeting
- **16:** South Florida WTCA (SFWTCA) Chapter Meeting
- **16:** Southern Nevada Component Manufacturers Association (SNCMA) Chapter Meeting
- **16:** Truss Manufacturers Association of Texas (TMAT) Chapter Meeting and Golf Tournament
- **23:** SBCA—New York Chapter Meeting Online with **SBC Connection**
- **28:** Mid South Component Manufacturers Association (MSCMA) Chapter Meeting

Contact SBCA staff for details about upcoming meetings: Anna (608/310-6719, astamm@qualtim.com) or Dani (608/310-6735, dbothun@qualtim.com).

Chapter Corner

Continued from page 26

Wood Truss Council of Michigan

The guest speaker at the Michigan Chapter's January meeting was SBCA Legal Counsel Kent Pagel. Participating from Texas via **SBC Connection**, Kent delivered a presentation on "How to Collect and Protect your AR in a Down Market." Since Michigan is predominantly a two-step market, the presentation was specifically customized for the chapter members. Among the topics covered were bid/proposal and terms and conditions of sale, credit applications, construction liens, avoiding back charges, requesting adequate assurances of performance, and what to do if a customer has filed for bankruptcy. Everyone was very appreciative of Kent's presentation and would like to have him back for another topic at a later date.

The report from the education committee included an update on plans for a February seminar for the Huron Valley Code Officials. The members all agreed that education needs to continue to be the chapter's focus. In 2009, they will plan to concentrate more on educating framers and contractors through contacts with the home builders associations. Help from members to make these contacts, and help delivering the seminars, would be appreciated. It's a great opportunity to meet with local contractors and help them obtain their continuing education credits. **SBC**

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Playing the Green Building Game

Continued from page 25

phase may cause the need for extra points when other points that were being contemplated fall through due to design and/or construction issues. This same load could be used as a back up for future Photo Voltaic panels or other rooftop equipment. Also, up to 3 points are available for vegetated roofs. While these are on low sloped or flat roofs, the concept is similar.

For passive solar designs, many times there is a need to design floors near south facing glazing for additional weight required for thermal mass. The use of floor trusses which are designed for this heavier load is another value that can be offered to the design team.

Another concept which can be used is energy efficient framing to enhance the energy envelope. This system incorporates 2X6 studs at 24" on center and is designed in such a manner as to eliminate the use of headers in the outside walls. In this design process the roof trusses use a raised heel to allow for at least a 9-1/2" deep continuous rim joist to be applied to the heel of the truss to support the loads from the roof. There is then no need for headers above any of the windows and doors, which allows for that area to be replaced with insulation making the energy envelope more efficient. This also eliminates the need for trimmers and cripples, which also saves lumber and replaces it with insulation. An important thing to remember is THIS IS NOT CONVENTIONAL CONSTRUCTION!! These systems are considered highly engineered systems and must be individually engineered for the particular installation on a particular house plan. Meticulous detailing is required by the structural engineer to make this system work. The energy analysis of these systems also requires a more sophisticated procedure to take full advantage of the highly efficient energy envelope.

Playing on the Same Team

Above all, the most important thing to remember if you want to play the "green game" is to be a team player. In my view, CMs are naturally a couple steps ahead of the curve because you play a significant role in helping builders erect homes that are highly engineered with virtually no waste into the framing process. Both reducing material waste and improving the energy envelope of a building are important aspects to every green building program. Your job is to do the research and collaborate on the most effective means to achieve a green home. I think you'll find that in many cases, the ideal green solution doesn't involve FSC certified lumber. **SBC**

Norman Scheel, fellow ASCE, is a Structural Engineer at his company, Norm Scheel Structural Engineers (<http://nsse.com/>) located in Fair Oaks, CA. He has 40 years experience in the building components industry, and is registered in 50 states. In 2008, he earned the title of LEED Accredited Professional and Green Point Rater. Contact Norm at norm@nsse.com.

Getting Engaged in the Process

Many green building programs encourage the existence of building design teams made up of individuals with input into the sustainable design of the building. In fact, these design team meetings may even be mandatory depending on the program. I believe component manufacturers can and should be involved in these teams as early as possible. Most often, getting involved in green projects during the design phase comes down to simple networking.

My suggestion is to check out some green building seminars in your area hosted by Green Globes, NAHB, USGBC, local HBA or even your local- or state-sponsored green program. The key is to first determine which program seems to be more prominent in your area. If NAHB seems to be the most accepted in your region, seek out the next NAHB seminar scheduled.

When you go to these seminars, prepare to do a lot of networking and looking for contacts. For this reason, it may be most logical to send a salesman from your team. His or her goal is to develop a knowledge base around green building concepts, and start to form ideas of what builders, architects and others are looking for in the process. Most importantly, perhaps, is to view your company as a team player in the "green game," willing to partner with everyone involved in the process.

Don't overlook the fact that there are some marketing and customer service perks to getting involved in the design phase. Through your networking activities, you may find new ways to market the company to builders. Additionally, the more you learn about these programs, the more you'll be able to make them aware of the programs and suggest how they can earn more points. For a customer new to the whole game, your knowledge of how programs work can be highly valuable to them!

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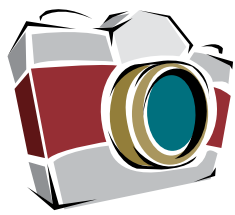
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Somebody Call the Safety Police!

It's hard not to look at photos like these and chuckle. The phrases "oh my goodness" and "how on earth" quickly come to mind. Of course, from a publishing standpoint, the knee jerk reaction is to recommend a "stunts performed by professionals, do not try this at home" caption, but reality tells another story. The forklift photo can be traced on the internet back to the Czech Republic and the scaffolding (we use that term VERY loosely) photo came to **SBC** in a goofy "Safety at Work" PowerPoint. It was a lucky dentist in Littleton, CO, that found the source of the toothache Patrick Lawler was complaining about on the roof of his mouth: a four inch nail he had unknowingly embedded in his skull six days earlier. Thankfully Patrick is okay, aside from his rather substantial hospital bills, but in light of these funny and scary safety snippets, an old proverb sums it up the best: **Better a thousand times careful than once dead. SBC**



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