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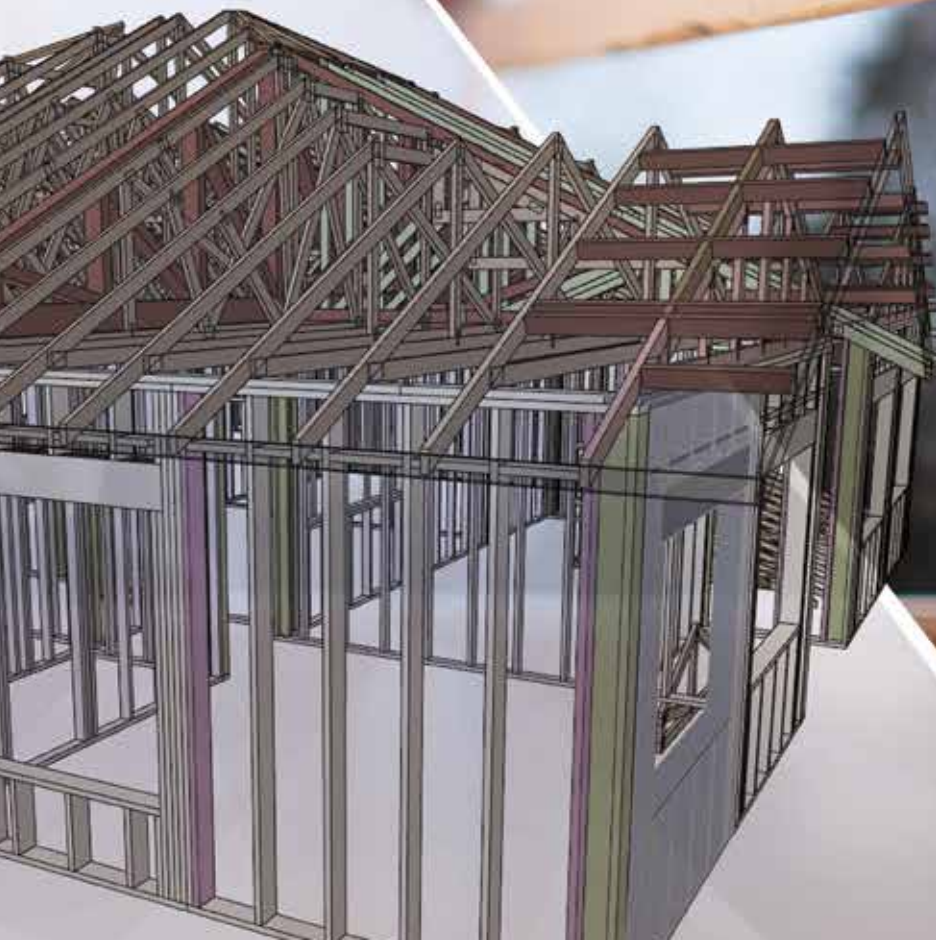
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The mission of *Structural Building Components Magazine (SBC)* is to increase the knowledge of and to promote the common interests of those engaged in manufacturing and distributing structural building components. Further, *SBC* endeavors to ensure 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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## You Can't Succeed Without Love & Passion

I am grateful for the opportunity you have given me to serve this great industry.

As I near the end of my term as SBCA President, I find myself reminiscing a lot over the last few months. It's finally starting to set in that my time is almost over, and lately, I wonder if I really did anything to make a difference for the organization and the industry. I'm sure other past presidents have had similar thoughts near the end of their terms. However, a reality check at our last Open Quarterly Meeting (OQM) in Madison, WI, gave me a new perspective.

When I took over the presidency from Steve Stroder in 2012, I knew I had some very big shoes to fill. Past presidents have created new programs, conquered mountains of problems and experienced the joy of changing our industry through the market development initiatives or technical work that SBCA is so good at implementing! My role was much simpler than that, but nonetheless, important. My heart, as always, was to serve our members and SBCA staff to the best of my ability. My vision was to somehow begin to help bring the group together again, and my message was very simple: Support this wonderful association because you make it great!

**Support this wonderful association because you make it great! Support SBCA with your membership, your donations, your time, and your love and passion for our industry.**

Support SBCA with your membership, your donations, your time, and your love and passion for our industry. I've always said, as hard as our business is, you cannot succeed without a love and passion for it. I'm so very grateful that you gave me the opportunity to serve you. I appreciate those of you who had the courage to speak up and tell me what needed to be fixed. I'm excited about our renewed energy and vision for SBCA. I'm also excited about those of you who have committed to come and participate at our quarterly meetings. It is hard at first. You don't know many people, if any. It's a little expensive to travel, and it takes up a portion of your valuable time. But man, is it worth it. I wouldn't trade anything in the world for the knowledge, friendships and support that I've gained from becoming involved. Our association needs you. It IS you!

It's not just the board, or the executive group or staff. It's all of us united together to make a difference on behalf of each small improvement that we undertake. Why? Because we all provide a different frame of reference and set of experiences. My experience is that, when our group uses all the knowledge of members and staff, and gets all the issues on the table, it is not hard to create a united goal and objective and move the industry forward in a positive way. I have seen it in each meeting in which I have been involved. While at times there are heated debates, they always result in important information coming to the surface, which has allowed the best decision to be made on behalf of our industry.

I'm very thankful to those who served before me and made my job so easy. We have been blessed, as an association, to have great leadership from our founding members and past presidents. We are also so fortunate to have a staff that is sold out to our cause—a staff that has the same love and passion for our industry that we do. I don't care what the differences are at times; no one will ever be able to

### at a glance

- My heart, as always, was to serve our members and SBCA staff to the best of my ability.
- Support SBCA with your membership, your donations, your time, and your love and passion for our industry.
- I'm turning this over to one of my great friends and mentors—a man who I have so much respect and admiration for, Mr. Rick Parrino.

Continued on page 6



## Editor's Message

Continued from page 5

convince me that this kind of relationship could be easily duplicated. Thank you to everyone on SBCA staff for their dedication, knowledge and passion for our industry. You guys are great!

I'm turning this over to one of my great friends and mentors—a man who I have so much respect and admiration for, Mr. Rick Parrino. He represents the best of what members can do in their local markets and through their chapters. I have absolutely no doubt that he will be a great president and servant to this association.

I would like to thank my wife Ellie for being so very supportive during the past two years. I think she knows more about our group than I do! Last, but certainly not least, I would like to thank the one person who helped make it possible for me to serve, my father, Bob Ward. You are a great man, leader and someone who I always strive to imitate. Without your vision and passion for our association and this industry, I would have missed out on one of the greatest experiences that I've ever had. Thank you, Dad. And thank you all. It was a great two-year term! **SBC**

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



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## Build Your Sales Force

**Framers can be effective  
in helping sell your products.**

I think most component manufacturers (CMs) would agree that framers can be a valuable part of their overall sales strategy. If the guys installing a CM's product appreciate its quality and the way it makes the installation job easier, they're likely to talk about it to the general contractor (GC). If the GC hears that kind of feedback multiple times, they're likely to make sure that manufacturer's products are specified, or at least sought out, on the jobs they control. It's passive sales, but no less effective.

In that context, the question CMs need to think about is, "Who do you want on your sales force?" You have certain expectations and standards for the people you directly hire to lead your market development, bidding and truss design efforts. The same should be true for your passive sales force, the framers installing your product and vouching for it in the field. The problem is, unless a manufacturer also provides the framing labor, they don't have much say in the matter. Not right now, anyway.



**Add your voice to NFC. Join Now!  
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[framerscouncil.org](http://framerscouncil.org)**

**The conversation continues at BCMC 2014, October 7-10  
in Charlotte, NC. Spend the week Gearing up for Growth & attend  
the NFC meeting on Friday, October 10. See website for details.**

I believe that's where the National Framers Council (NFC) can help in a big way. The whole premise of NFC is to help the framing industry grow and develop through best practice-based standards. We are focused on helping every framer, no matter how big or small their company, get to the same place. A place where expectations for how framing is accomplished, defining their scope of work, and determining who is responsible for what, is much more clearly defined than it is today.

Having a more standardized approach to framing will make the whole building construction process easier. It will be easier for the GC because they'll know ahead of time what to expect. Framers can be more efficient because their responsibilities and tasks will be more uniform in practice. It will be better for the CM too, as a more standardized approach will pave the way for easier acceptance and use of their products.

### at a glance

- The whole premise of NFC is to help the framing industry grow and develop through best practice-based standards.
- Having a more standardized approach to framing will make the whole building construction process easier.
- I believe every component manufacturer should get involved in NFC, become a member of this fledgling organization, and help support its mission and objectives.

When I talk about standardization, I'm talking about a more unified approach to jobsite safety. Enacting nationally recognized best practices, for everything from fall protection to personal protection equipment, will make all jobsites safer places to work. That will mean fewer accidents, lower insurance rates, and less OSHA regulations, inspections and citations. In turn, the framing profession will become a more desirable career choice for the next generation.

When I talk about standardization, I'm also talking about more uniform contract language. In general, framers don't have a lot of clout when it comes to negotiating provisions in their contracts. As CMs know, unfavorable contract language can leave you with more liability, or a broader scope of work, than you desire or is even appropriate. By establishing standardized contract language at a national level,



**A more standardized approach to framing will pave the way for easier acceptance and use of CMs' products.**

framer members should have more success in negotiating the inclusion of some of these provisions.

Overall, having national standards and established best practices through NFC will help framers educate GCs on everything from jobsite safety to the benefits of alternative construction methods. For CMs, NFC can be valuable for spreading the word about innovative framing concepts and new framing products. I can tell you from experience that framers can be slow to change. Ideally, NFC can help increase the overall rate of innovation in the field with outreach and education.

Through NFC, the component manufacturing industry can also be more effective at educating framers on component installation best practices, from better handling techniques to ensure components aren't damaged in the field, to an easier and more universal approach to following the bracing guidelines outlined in your BCSI documents.


I strongly believe framers want to be part of NFC. Beyond all the benefits of standardization, it provides a great opportunity to network on a national level and increase the exposure of framers to component manufacturers, GCs and builders. For large framing companies like mine, NFC helps level the playing field and improves conditions for all framers. For small framing companies, it will give them a leg up, provide access

to a wide variety of education and training tools, and also give them more influence in the construction process.

Why am I sharing all of this? I believe every CM should get involved in NFC, become a member of this fledgling organization, and help support the mission and objectives I've outlined. From a practical standpoint, having manufacturer members helps build critical mass, credibility and our ability to reach framers across the country. Membership dues also provide much needed financial support to accomplish our goals.

For CMs, being a member gives them direct access to the broader framing industry. Again, because framers who belong to NFC will have best practices and industry standards available to them, they will be better educated and have more of a commitment to safety and proper framing. Through NFC, CM members will have the ability to search the NFC database of framer members and find a high-quality framer to work with. It gets back to that idea of improving your passive sales force. **SB**

*Tom English is Owner and President of U.S. Framing in PeWee Valley, KY, and has been in the industry for about 25 years. He serves on NFC's Steering Committee and chairs the Council's Membership Subcommittee. For more information about the National Framers Council, visit [framerscouncil.org](http://framerscouncil.org).*



The NFC recently completed its FrameSAFE Orientation Checklist to assist members in providing a comprehensive safety overview for new employees on a jobsite.

NFC members will receive free access to a printable pdf of this checklist as part of their membership.

**To learn more about FrameSAFE & the Orientation Checklist, visit [framerscouncil.org/certification](http://framerscouncil.org/certification)**

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## Bracing Options for Webs Revisited

There are many options for bracing the webs of different types of trusses.

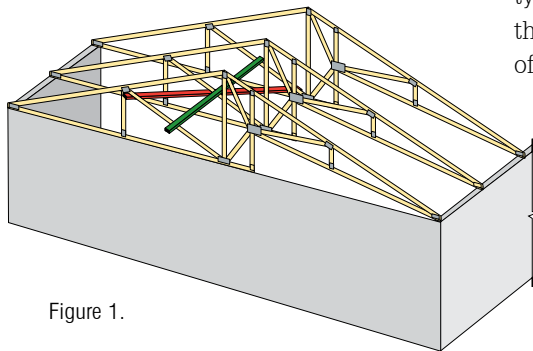


Figure 1.

**Editor's Note:** *The following Technical Q&A has been updated from the version that appeared in the 2006 June/July issue of **SBC Magazine**. It reviews options for restraining and bracing web members in trusses when only one or two adjacent trusses have the same web configuration. This information is included in Section B3 of Building Component Safety Information—Guide to Good Practice for Handling, Installing Restraining and Bracing of Metal Plate Connected Wood Trusses (BCSI) and the BCSI-B3 Summary Sheet, Permanent Restraint/Bracing of Chords and Web Members. Despite the widespread use and acceptance of BCSI, we continue to receive questions from framers and building officials on how the truss web “bracing” should be attached when the webs in the adjacent trusses don’t align.*

Stress-rated lumber attached with the long dimension at right angles to the web member of a truss is often considered the standard means of “bracing” the web member to prevent buckling under load. Often referred to as lateral bracing (LB) or continuous lateral bracing (CLB), a basic requirement when applying this type of lateral restraint is that the web member requiring bracing “lines up” with the web members of adjacent trusses that also require restraint. The complexities of most roof systems built today require a myriad of different truss configurations, resulting in very few trusses having the same web pattern. This can lead to confusion with installers as to how to “brace” the webs.

### Question

*I've got a residential roof with 46 different truss types. Several of the Truss Design Drawings show webs that need bracing and call out a lumber lateral brace. How am I supposed to brace the webs when there are only a few cases where I have more than one or two of the same truss web configuration?*

### Answer

There are many different ways to restrain the web members in a truss. As long as there are at least two adjacent trusses with the same or similar web configurations, lateral restraint (i.e., lateral bracing) methods can be used. These methods typically include the use of lateral restraint in combination with diagonal bracing (DB). The lateral restraints are installed to reduce the buckling length of the web(s), but must be restrained laterally to prevent the webs to which they are attached from buckling together in the same direction. Properly installed DB provides the restraint and transfers the forces from the laterals to the roof and ceiling diaphragms.

For groups of at least three trusses, attach the lateral restraint at the locations shown on the Truss Design Drawing together with a DB on the opposite side of the webs at an angle to the lateral (Figure 1). Be sure to extend the DB from the top chord of the first truss to the bottom chord of the last truss, attaching the brace to each web that it crosses. This provides rigidity that prevents the webs from displacing laterally. For long continuous runs of lateral restraint, DB should be installed at no more than 20' intervals, unless a closer spacing is specified by the Registered Design Professional/Building Designer.

If there are only two adjacent trusses in which the webs align, the single DB must be attached to each web and the lateral restraint. One way to accomplish this is to install the DB on the opposite side of the web that the lateral restraint is attached.

### at a glance

- The following Technical Q&A has been updated from the version that appeared in the 2006 June/July issue of **SBC**.
- Lateral restraints are installed to reduce the buckling length of the web(s), but must be restrained laterally to prevent the webs to which they are attached from buckling together in the same direction.
- BCSI-B3, Permanent Restraint/Bracing of Chords and Web Members*, provides general industry recommendations and methods for restraining web members against buckling.



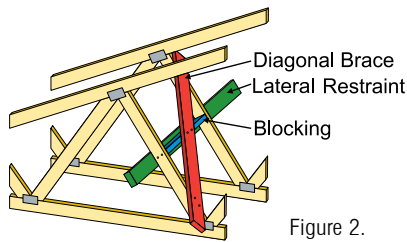


Figure 2.

Attach the DB near the top of the web of the first truss and near the bottom of the web of the second truss. Install dimension lumber blocking, of the same depth as the webs, directly behind the lateral restraint, and attach the blocking to both the lateral restraint and diagonal brace (Figure 2).

When each adjacent truss is of a different configuration so that none of the webs requiring bracing align, web bracing can be accomplished by installing either a single diagonal brace or web reinforcement. A single diagonal brace, without a lateral restraint, can be used to brace the web by attaching the diagonal near the mid-span of the web. The ends of the diagonal must be cut to fit snugly against the top and bottom chords of the adjacent trusses and toe-nailed to each (Figure 3). (**Note:** the single diagonal brace is acceptable only if one restraint is required for the web.)

Web reinforcement can also be used and, in many cases, is a more efficient and economical option. Web reinforcement is accomplished by attaching a piece of stress-rated lumber to the web, thereby increasing its cross-section. The reinforcement can be added to the edge of the web to form a "T-" or "L-Reinforcement," or may be added to the face of the web (i.e., scab). Proprietary metal reinforcement may also be available, and some truss manufac-

turers will "build" individual member reinforcement into the truss by plating an additional piece of lumber to the edge of the web in a "stacked" configuration (Figure 4). Lumber reinforcement must be a single piece at least 90 percent of the length of the web.

The single diagonal brace and web reinforcement options satisfy the bracing needs for individual trusses and truss members, but not the stability bracing for the entire building system. Building system bracing design is the responsibility of the Registered Design Professional.

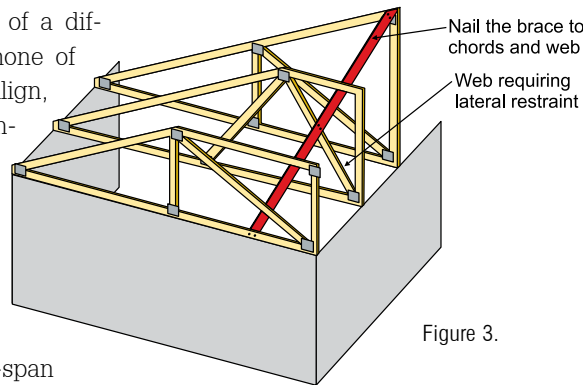


Figure 3.

*BCSI-B3, Permanent Restraint/Bracing of Chords and Web Members*, a publication jointly produced by SBCA and the Truss Plate Institute (TPI), provides general industry recommendations and methods for restraining web members against buckling. SBCA's *Technical Note T-DissimilarWebs06, Bracing Webs in Trusses that have Dissimilar Configurations*, also provides information. Both of these publications can be obtained by visiting the SBCA website at [sbcindustry.com](http://sbcindustry.com). Standard details for bracing individual truss web members may also be available from the Truss Designer. **SBC**

*To pose a question for this column, email [technicalqa@sbcmag.info](mailto:technicalqa@sbcmag.info).*

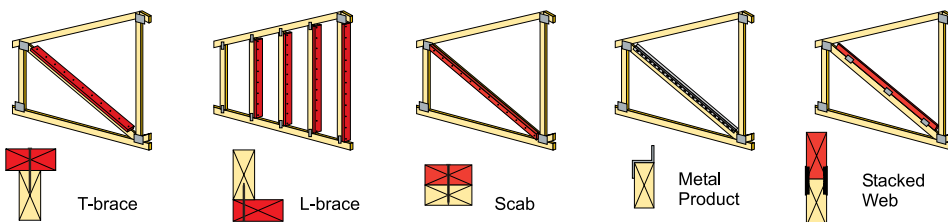


Figure 4.

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# TOP 10

# Employee Training Tools

by Ben Hershey & Sean D. Shields

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Housekeeping

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Driver Training

Material Handling

Designer Training

Sales Training

Networking Basics

Sing the Right Lyrics

**R**elationship experts tend to agree it's less about what you say than how you say it. When it comes to building a culture of safety, a component manufacturer (CM) can have a treasure trove of good information to share, but if it isn't broken down into bite-sized pieces and delivered in an effective way to each employee, it really doesn't matter. Obviously, in today's CM facility, employees are continually bombarded with information. Helping employees avoid communication "overload" so they process what they are told is one of the greatest hurdles to surmount. This article will discuss overcoming that obstacle through three simple approaches:

1. Sing the right lyrics to the right group.
2. Keep the message clean and concise.
3. Teach by example.

## Sing the Right Lyrics

You wouldn't sing "Brown Eyed Girl" to your blue-eyed wife, would you? Toolbox talks, safety communication boards, lock-out/tag-out procedures, safety committees, safety bonus programs—these are all great communication methods to have as part of a safety program. However, it's important for safety communicators to tailor their message to the right audience. A company doesn't need, nor even want, everyone in the

component operation together to discuss a safety topic. When speaking to a specific group, the message should be focused on what is pertinent to them. For instance, don't devote a lot of time talking about personal protective equipment like gloves and earplugs with the administrative staff or spend much time on lock-out/tag-out with delivery drivers.

Safety training also needs to be fresh, not the same thing over and over. A recent study referenced by professional safety trainers found that the average goldfish has a longer attention span than the average adult.<sup>1</sup> That might seem a bit over the top, but it raises a good point: Keep training short and the message targeted like a laser on a specialized group of employees.

## Keep the Message Clean & Concise

A study done by the National Center for Biotechnology Information agreed: The average adult attention span has dropped from somewhere in the neighborhood of 12 seconds down to just eight<sup>2</sup> (we've never seen a goldfish pay attention to something for more than eight seconds; granted, after seven and half seconds, we lose interest in the fish). Michael Pateidl, a specialist with Lockton, the largest privately held insurance brokerage firm in the world, advises, "Try to cover only one simple concept during each training session."

Ultimately, effective safety communication leads to greater safety awareness and fewer accidents in the workplace, which leads to lower costs and lower premiums.

<sup>1</sup> <http://cirsapeakstoplains.blogspot.com/2014/07/smarter-than-average-goldfish-how-to.html>

<sup>2</sup> <http://www.statisticbrain.com/attention-span-statistics>



## Teach by Example

Companies are quick to train employees on what is expected from a productivity prospective, whether in the office, at the job-site or in the production facility. It makes sense that safety fits right alongside. Show employees what safe behavior looks like. Don't assume all your employees know or remember exactly how to properly and safely use a gantry roller; periodically give them a refresher training by showing them.

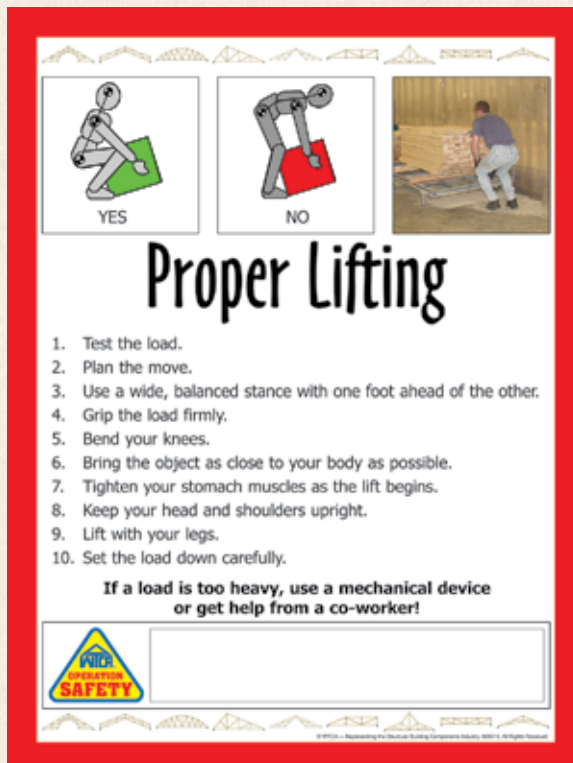
Want to avoid back injuries and pulled muscles? From time to time, have a supervisor properly lift a box of plates off the ground. This approach to "demonstration" training dovetails nicely when management walks through the plant. Don't stop at just observing production, but go up to a team at the table jig and show them how they should use a staple gun or swing a hammer to conserve energy and avoid repetitive motion injuries.

Behavioral safety training like this focuses on the exchange between employees and the sharing of techniques and knowledge. This approach to safety communication has also proven effective for companies to communicate they care about employees as individuals as opposed to just trying to avoid accidents and paying workers' compensation. After all, the whole point is for each employee to return home after their shift in the same healthy condition they arrived.

To reinforce this approach, ask supervisors to point out good behaviors, to stop someone they see exhibiting unsafe behavior, and take the time to demonstrate safe practices.

## Use Multiple Approaches

**Safety Communication Boards.** One of the easiest ways to show employees the importance of safety is through maintaining a Safety Communication Board. Located close to an area where employees congregate to check in, read company news, eat lunch or read productivity reports, safety should be the first item on the board in the upper left. Our eyes are



trained to read top to bottom, left to right, so the best place is in the upper left.

Just like with the five-minute training at the beginning of a shift, the safety information put on this board should be brief and updated regularly. Start simply by posting a safety slogan, but try to avoid using the same one over and over. The eyes tend to gloss over something if it matches a familiar pattern, so change the saying, change the font, and change the color often. As far as slogans go, try to keep them short and to the point, for example:

- Safety Is No Accident
- No Safety—No Business
- Safe Workers Are Healthy Workers

Slogans like these can readily be found on the Internet, insurance companies likely have hundreds, and there are also several used in the **SBCA Operation Safety** program. Putting regular effort into this communication board shows a commitment to the words written on it.

**Five-Minute Shift Start.** Some CMs have had success starting each work shift with a targeted group meeting lasting less than five minutes. Use this time to communicate a simple daily safety tip or demonstration. Remember, focus on only one topic at a time. It's more likely to be retained, and spreading out the information leaves plenty of material to rotate through to keep it fresh.

**Toolbox Talks.** Insurance carriers can be very helpful in providing targeted training materials and tips

prepackaged into easy presentations. These "toolbox talks" are perfectly suited to give during lunch or afternoon breaks. They have all kinds of topics you can choose from to present to the various groups in your operation and to everyone as a whole. This approach, which doesn't have to be formal in any way, can be a good one for answering questions, generating dialogue and getting employee buy-in to the safety culture.

Continued on page 14



## Employee Training Tools

Continued from page 13

**Outside Experts.** Don't hesitate to bring in an expert from the outside, whether it's a friend from the industry, a state OSHA consultant (many states with approved OSHA programs offer this business liaison service for free), or even someone from a related industry. For instance, a friend of Ben's, Jim Caspers, is a training instructor for marine pilots. He offers his services to shipping companies providing training to maritime officers. Jim says, "It's always beneficial to the boat captain to have a different perspective on the importance of safety brought to the crew by someone else."

**Go Visual.** A huge part of effective safety communication is visual imaging. Mark areas out on the floor with a caution color paint or safety tape to designate the path of moving parts of machines. Do the same for staging areas, or truck traffic lanes, or any place where electrical equipment might exist. Consider putting up posters throughout the facility near areas where caution needs to be exercised. SBCA's Operation Safety program has developed a number of bilingual posters as a visual aid and tool to train good safety behavior.

### Train the Trainers

Got a manager or supervisor who may not be comfortable communicating safety? Practice makes perfect. Give that individual a safety topic to present and have them give the

presentation to another manager who can provide feedback and tips. That practice will build confidence and familiarity in the material, as well as increase their experience in sharing the information with others. Remember, everyone gets nervous at times; giving managers and supervisors an opportunity to practice amongst peers will help reduce that anxiety and ultimately improve the chance the material is retained by the employees receiving it. If there isn't a lot of opportunity for one-on-one practice sessions, another approach is to encourage co-presenters, where one supervisor gives the main points and the supervisor who is practicing fills in minor details during the presentation until they are more comfortable doing it all on their own.

### Concluding Thoughts

Again, it's less about what you say and more about how you say it. Help employees avoid situations where they reach information overload and tune out important safety communication. Keep the message short, target it to the right audience, and continually vary how the information is presented, in order to catch their attention and engage their critical thinking about safety. **SBC**

*Ben Hershey is Past President of SBCA and a Lean Management & Manufacturing Expert with 4Ward Consulting Group. The topic of Reading Construction Documents will be covered in the November issue.*



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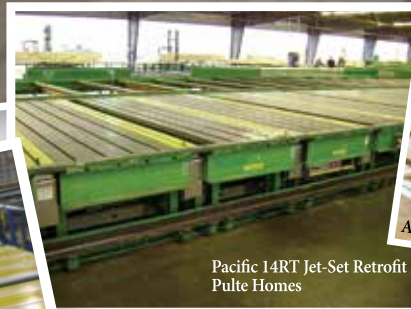
Alpine, MiTek and Wood table.



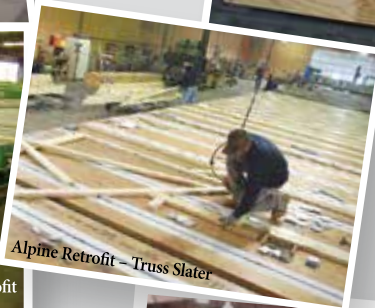
Pacific RT Retrofit - High Country Bldg. Components



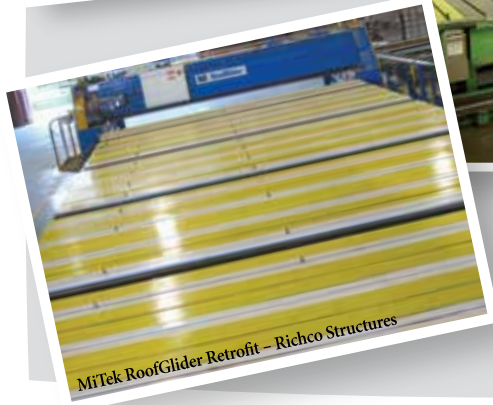
Wood Table Retrofit



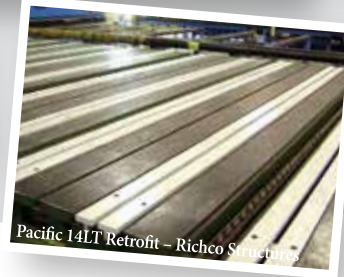
Pacific 14RT Jet-Set Retrofit Pulte Homes



Alpine Retrofit - Truss Slater



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# Knowledge Is Power



## Quantifying the Value of SBCRI through SP Design Value Changes

by Scott Ward, Joe Hikel & Sean D. Shields

The SBC Research Institute (SBCRI), a subsidiary of SBCA, is an amazing tool we have at our entire industry's disposal. In its first five years of operation, over \$2.3 million was invested in over 250 industry-funded tests related to assessing building system load paths and bracing, measuring web forces, and analyzing fall protection loads. This investment also resulted in the creation of a significant amount of structural testing-related intellectual property, establishing a credible foundation for all future testing at SBCRI. Since then, SBCA has received an additional \$1.1 million in net revenue from over 40 companies that have utilized SBCRI to conduct proprietary testing.

One of those 40 companies was a component manufacturer (CM) involved in a litigation case. The CM conducted forensic testing in SBCRI to replicate a real-world building, as it was constructed in the field, and ascertain the nature and cause of the construction issues that were witnessed. In conducting the forensic testing, SBCRI staff unexpectedly learned that the Southern Pine (SP) lumber in the tested trusses had up to 75 percent less strength than the properties expected per the published visually graded design values at the time.

Initially, SBCRI staff wondered whether the lower strength values of the SP in the trusses tested was an abnormality within the bunk of lumber used to build them, or whether these lower values were indicative of a more pervasive problem. Through lumber monitoring by CMs and subsequent testing at SBCRI of samples submitted by several CM members from throughout the SP region, it was determined the lower design values were not isolated and indeed a cause for concern.

This raised the possibility CMs were designing trusses with lumber that, by definition, did not have the strength values the engineering equations used in industry software programs were dependent upon for accuracy. Even worse, this was an issue completely out of the control of the components industry. This was a lumber industry problem, and it was clear they needed to address it.

In the beginning, the results of the SBCRI testing were privately communicated throughout the SP lumber producer community, with the hope they would find an effective solution to inaccurate lumber design values that appeared to be due to processing "juvenile wood," which was a problem identified and documented by the SP lumber industry as early as 1984.<sup>1</sup>

Over time, timber growing regions that produce lumber have become more and more dominated by plantation forests, genetically enhanced to grow harvestable fiber as quickly and efficiently as possible. This change has enabled timberland owners to obtain a faster return on their forest inventory investment, but has also resulted in lumber from these plantations that contains a larger percentage of pith-center lumber. If you take a moment to walk through your lumber storage areas and look at the ends of the lumber, the percentage of pith-center lumber is easy to pick out (see photo).

For the next 18 months, the Southern Pine Inspection Bureau (SPIB), the entity responsible for establishing, monitoring and publishing visually graded design

<sup>1</sup> [www.sbcmag.info/article/2013/SPIB1984](http://www.sbcmag.info/article/2013/SPIB1984)

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values for SP, was silent on the matter. Then, on July 28, 2010, SPIB issued a notice ([spib.org/DesignNotice.pdf](http://spib.org/DesignNotice.pdf)) that publicly announced SPIB had, "received information that some pieces of lumber have tested lower than the values assigned to the visual grade." The source of that information was deemed "credible" and "justified an investigation into this phenomenon."

### Importance of Design Values

On its surface, SPIB's July 28, 2010 memo did a remarkable job of not stating anything that should alarm the marketplace, specifically SP users, like ourselves, who rely on the accuracy of design values assigned to each stick of lumber. For an in-depth look at why our industry's existence is predicated on reliable design values, please read, "Design Values Matter: Make Sure You Fully Understand Why" (*SBC Magazine*, April 2013).

Component design software relies on lumber design values published by SPIB and the National Design Standard (NDS)<sup>2</sup> for every major lumber species produced and used in North America. That software allows users to input published design values into established engineering equations to output the expected performance of a particular component configuration. Every engineer, builder and CM in this business assumes the performance is reliable because the American Wood Council (AWC) and Truss Plate Institute (TPI) give us the assurance that the equations are accurate for use with the published design values.

Therein lies the big irony our industry faced in this situation. If the published

design values of SP were no longer reliable, neither would the performance outcomes of the components we were designing, producing and selling to our customers. In other words, the fundamental value of the engineered framing solutions our industry provides suddenly lost considerable value and credibility as an alternative to the conventional stick framing industry (which seems to conveniently ignore that lumber design values equally apply to the framing they undertake).

### Shock & Awe

After the July 28, 2010, memo, SPIB was silent on the matter for 14 months. The SP marketplace continued to function as it always had. CMs throughout the SP region designed and manufactured trusses per the published design values and entered into future performance contracts to do much the same.

At an open roundtable discussion held on the first day of BCMC 2011 in Indianapolis, a representative of the Southern Forest Products Association (SFPA), the marketing organization for SP, casually mentioned SPIB would be recommending an immediate 30 percent reduction in SP visually graded design values for dimensional lumber 2" to 4" in thickness at the then upcoming American Lumber Standards Committee (ALSC) meeting scheduled for October 20, 2011. This comment was confirmed by Tom Searles, then President of ALSC, the entity responsible for reviewing and approving all lumber inspection agency proposed U.S. lumber design value changes. This confirmation mobilized

Design Properties	CHANGE (approximate)
Bending	-30%
Tension	-20%
Compression	-35%
Modulus of Elasticity	-200,000 psi
Shear	No Change
Compression Perpendicular	No Change
Specific Gravity	No Change

Table 1. Proposed New Design Values for Visually Graded Southern Pine Dimension Lumber

those of us in SBCA leadership to begin pressuring SPIB to let us, their consumers, know what they were proposing.

That pressure resulted in the arrangement of a special teleconference on October 4, 2011. That morning, SPIB informed lumber producers of the design value reductions they planned to recommend to the ALSC, informing us they were recommending *immediate reductions* to the properties listed in Table 1 for all sizes of SP lumber.

Continued on page 18

#### <sup>2</sup> NDS for Wood Construction, 2012 Edition

ANSI/AWC NDS-2012 National Design Specification (NDS) for Wood Construction with Commentary ANSI/AWC NDS-2012, was approved as an ANSI American National Standard on August 15, 2011. The 2012 NDS was developed by the American Wood Council's (AWC) Wood Design Standards Committee and is referenced in the 2012 International Building Code.

#### NDS Supplement: Design Values for Wood Construction

NDS Supplement – Design Values for Wood Construction, 2012 Edition

Design provisions in the NDS are integral with design values in the NDS Supplement. As such, it is not appropriate to mix design values and provisions from different editions of the NDS. For example, the 2001 NDS Supplement contains increased shear design values for sawn lumber to reflect changes in ASTM D245, and provisions of the 2001 NDS were revised to address these increases.

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## Knowledge Is Power

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That teleconference was a virtual punch to the gut, given we had continually reached out to the lumber industry and advocated for the development of a joint-strategy to address design value concerns for both lumber producers and users.

First, the reductions were quantitatively significant. Second, the changes were to be effective immediately. We thought about all our industry's current executed contracts where we would be required to either use 30 percent more lumber, pay the premium on increasing the grade, or use machine stress rated (MSR) lumber, which did not exist in sufficient quantities. Extrapolate that circumstance to all CMs in the SP region, and millions of dollars were on the line. In fact, there were likely several CMs whose businesses were in jeopardy of financial collapse, depending on their cash position at the time.

Based on market share data from the National Association of Homebuilders (NAHB), 54 percent of the square footage of wood roof trusses installed in residential construction in 2012 occurred in the SP region. To the components industry, SPIB was, in essence, instituting at least a 30 percent increase in lumber costs to over half the construction industry overnight.

Alternately, think about our customers' point of view. If SP design values suddenly decreased by 30 percent, wouldn't alternate products look significantly more attractive? Suddenly, we faced a very real possibility we could lose our floor truss market to floor joists. According to NAHB data, 58 percent of the square footage of wood floor trusses installed in residential construction in 2012 occurred in the SP region. Based on SBCA's financial performance survey data, floor truss sales in the SP region in 2012 totaled over \$838 million. Losing even one percent of our collective sales would have been costly.

When you consider the lumber industry sells wood fiber to stick framers just as readily as they sell to us, it's not a big surprise they don't have a significant preference in how the lumber is installed in the building, so long as it's lumber that is used (even if the lumber used is wasted or inefficiently applied).

### Last-Minute Reprieve

It's important to point out that, had we not had the capability to conduct our own independent destructive SP lumber testing at SBCRI, our industry would never have known about these reductions ahead of time. At some point, maybe not in 2011 when housing was still struggling to recover but rather in 2015 when the impact would be much greater, these very real reductions in the design values of SP resources (again, they were known as early as 1984) would have been discovered by someone else, or unilaterally announced by SPIB. Under that scenario, the impact would have been immediate and our industry would have no time to react.

TABLE 1.A – STRUCTURAL LIGHT FRAMING, STRUCTURAL JOISTS AND PLANKS, AND STUDS - 2" TO 4" THICK (Each width has a separate set of design values)						
GRADE	Extreme Fiber in Bending (psi) "F <sub>b</sub> "	Tension Parallel To Grain (psi) "F <sub>t</sub> "	Horizontal Shear (psi) "F <sub>v</sub> "	Compression Perpendicular to Grain (psi) "F <sub>c⊥</sub> "	Compression Parallel to Grain (psi) "F <sub>c∥</sub> "	Modulus of Elasticity (million psi) "E"
Kiln Dried or S-Dry, MC 15, MC 19						
APPLIES TO 2" - 4" THICK - 2" - 4" WIDE ONLY						
No. 2	1050	650	175	565	1100	1.4

Table 2.

SPIB's recommended reductions were reactionary and served primarily to cover the risk of SP lumber producers. Fortunately, because of SBCRI, we had empirical data that proved instrumental in convincing ALSC to not approve SPIB's recommendation without further consideration. At its October 20, 2011 meeting, where it had been originally assumed ALSC would enact these immediate reductions, ALSC instead issued a 60-day comment period to give all stakeholders an opportunity to review the data and weigh in on the recommendations.

This postponement allowed us time to build a coalition of CMs, builders and even some SP lumber producers to make the case that an immediate reduction was unwarranted and would cause serious financial harm for wood construction in the SP region. At the Southern Pine Design Value Forum hosted by SBCA and SFPA in late 2011, 54 participants gathered to formulate recommendations to ALSC on how to best proceed in approving SPIB's proposed design value reductions.

Those recommendations proved very useful for our industry. On January 11, 2012, ALSC announced it only approved SPIB's recommended reductions to SP No. 2 2x4s (see Table 2). The reductions were still in the 25-30 percent range, and the dense and non-dense classification was eliminated, but the narrowed scope of the reduction was nonetheless significant. Further, ALSC set a precedent in giving a 60-day implementation period, something they had never done before, but was made possible through the building life-safety arguments our industry was able to make based, in part, on SBCRI test data.

By establishing an effective date of June 1, 2012, ALSC gave the marketplace a reasonable window in which to adjust. For us, that meant we weren't stuck in longer-term contracts we couldn't complete based on how we had bid and budgeted them. For our plate and truss design software suppliers, they had an opportunity to thoroughly update the software and issue patches. The extended implementation window also gave the SP lumber markets time to adjust, which, in the long run, probably saved some CMs from getting heavily gouged.

### Moving Forward

Having a seat at the table is invaluable. It gave our industry





The truss at the bottom right of this assembly test was the truss that first broke at approximately 1.6 times total load. The SP #1 2x4 web member was in the first panel with the top of the web at the top of the vertical over the bearing point. Thus, this web member had a very high tension force applied to it and broke in tension.

of SP consumers an opportunity to receive advanced warning on a potentially devastating shake up to this resource. SBCRI's credibility, and all the empirical test data it has generated, made that seat possible. More importantly, the test data also gave us a credible voice in the process, offering ALSC reason to limit the initial implementation to only No. 2 2x4s and requiring SPIB to conduct significant additional lumber testing. In other words, the test data allowed us to positively affect the outcome in a way that reduced many of the negative business impacts to our industry, instead of allowing the lumber industry to manage the process as they saw fit.

It is not unreasonable to think that reducing the impact to 54 percent of U.S. roof truss sales and 58 percent of U.S. floor truss sales totaled in the hundreds of millions of dollars. Add to this the fact that between June 1, 2012, and June 1, 2013, when the SP lumber design values for all sizes went into effect,



This was the "typical" #1 SP tension web failure for this set of trusses -- "shotgun- blast-brash" -- from a couple of different SP lumber mills this CM bought from.

the final reductions were not as great as originally proposed. SP No. 2 dense was reintroduced, and the overall reductions to wider dimensions were not as significant. Even No. 2 2x4 values were revised upwards. If not for the SBCRI test data, it is almost inconceivable any of these revisions to SPIB's original recommendations would have been made (a great comparison can be found in a **SBC Industry News** post from January 10, 2013: [sbcmag.info/news/2013/designvalues](http://sbcmag.info/news/2013/designvalues)).

Therefore, the difference in design values between where they were originally proposed (Table 1) and what they are today (see SPIB's Supplement 13<sup>3</sup>), is value CMs in the SP region still capture every day. Just in case you don't use SP and you think this issue doesn't affect you, remember that

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<sup>3</sup> [www.spib.org/pdfs/SupplementNo13RevisedFebruary11.pdf](http://www.spib.org/pdfs/SupplementNo13RevisedFebruary11.pdf)

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This was the first brash tension web failure in the lower right truss in the picture above. SBCRI staff tested this #1 SP web in bending to define its properties.

## Knowledge Is Power

Continued from page 19

the whole issue comes down to the way in which lumber is visually graded and how design values are assigned. The manner in which SPIB handled its monitoring and evaluation process is not unlike how the grading agencies responsible for Spruce-Pine-Fir, Douglas-Fir and Hem-Fir manage their processes. If SPIB had been allowed to do exactly what it had initially proposed, it would have set a harmful precedent for all of the other North American grading agencies.

## Additional Challenges

Unfortunately, this issue was not fully resolved for CMs once the new SP design values were published. Two additional issues have come out of the process. One relates to the lumber industry's stance on visually graded lumber design values and the other has to do with the prescriptive building code.

SPIB introduced new language to its *Appendix A* and made part of *Supplement 13* to the *2002 Standard Grading Rules for Southern Pine Lumber* (which contains the current SP design values effective June 1, 2013):

Wood is a natural product subject to variations in geography, climate, specific site characteristics, silvicultural practices, and harvesting decisions. Its strength properties are not only anisotropic (vary by principal axis) but also can vary with proximity to the center of the tree. These characteristics complicate the assignment of individual pieces into design value groups based on the visual appearance . . .

This value is then used to establish the design value. Each piece or lot of visually graded lumber is not mechanically tested to verify strength properties. Since the stress ratings are representative of the entire producing region, lots from a specific location may have physical properties at the extremes of the property range or statistical distribution representing that range of strength values.

That last paragraph presents a challenge to all SP lumber users and carries a significant weight for our industry. It essentially states that visually graded lumber design values are not reliable

for any individual bunk of lumber. If published lumber properties are not reliable, it minimizes our industry's core value, which is tied to creating engineered framing solutions for our customers.

The prescriptive building code exacerbates this issue. The ALSC ruling established an effective date of June 1, 2013, for the new SP design values. For SP users like us who rely on engineering equations to design and produce our products, those new values must be used upon the effective date. However, the prescriptive code relies on published span tables to guide conventional framing allowances. As a result, span tables based on inaccurate design values in the code give a competitive advantage to conventional framing practices. If building codes and building inspectors are not required to enforce the effective date for all buildings constructed with SP until updated building codes are adopted, a position advocated for by NAHB, how can our industry remain competitive?

These two issues are very real in our marketplace and represent challenges we still must address, individually and through the efforts of SBCA and SBCRI.

## Changing Attitudes

Beyond the significant monetary benefits all lumber end users and CMs derived from what has been learned in SBCRI, as well as SBCA's involvement in the SP design value change process, this experience has fundamentally changed our relationship with the lumber industry. In addition to the formation of SBCA's **Lumber in Components Council** and the subsequent direct lines of dialogue it opened between CMs and lumber producers, it has also changed perceptions.

Take, for example, the fact Scott Ward was invited to sit on the SPIB Technical Committee. Through Scott, our industry has the ability to hear first-hand actions SP producers are considering taking and the issues they are attempting to resolve. At the most recent SPIB meeting, one of the largest SP producers in the room advocated for a position that protected CMs, running contrary to an SPIB recommended course of action.

It's difficult to assign a dollar figure to examples like that one, but they, nonetheless, have a very real impact on our market and our ability to run our businesses competitively.

## Conclusion

Knowledge is power when it comes to making decisions, so the more knowledge the better. SBCRI unequivocally gives us access to knowledge no one else has. In the case of SP design values, the work we accomplished has provided an exceptional return on investment. However, there are still unresolved challenges ahead of us. We encourage you to get involved with SBCA to help yourself and your industry address these issues with a united voice. **SBC**

*Joe Hikel, COO of Shelter Systems Limited in Westminster, MD, was SBCA President from October 2010 through October 2011 and currently serves on the Board of SBCRI. Scott Ward, Treasurer of Southern Components in Shreveport, LA has served as SBCA President since October 2012.*



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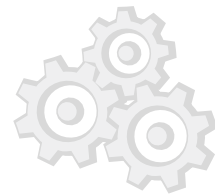
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to jump in with  
both feet, or dip in one  
tentative toe, now is the  
time to kick into growth  
mode, and BCMC is the  
perfect place to get  
geared up to  
do it!**

**As the premier  
tradeshow for the  
building components  
industry, BCMC is excited  
to return to Charlotte with  
our biggest show in five  
years, filled with exhibitors  
motivated to help you  
move your business  
forward.**

**Plus,  
our lineup of  
educational sessions  
will help you stay ahead  
of the curve and thrive in  
the coming year!**



## **BCMC Build Construction**

**Saturday - Monday, October 4-6  
6:30 am-6:00 pm**

BCMC Build has become a fitting way to kick off a week centered on building community and making connections. This charitable project relies on the generosity and collaboration of component manufacturers, suppliers, framers and builders to fully frame and sheath a home for a deserving family in only three days. BCMC Build will partner with Operation FINALLY HOME again this year to construct a mortgage-free home for a wounded veteran in the city where the build was born four years ago. If you haven't participated in BCMC Build in the past, this is a great year to start! Consider donating your time, materials or financial resources. Visit [bcmcbuild.com](http://bcmcbuild.com) for details.



## **Welcome Celebration: SBCA Annual Meeting & BCMC Build Ceremony**

**Wednesday, October 8, 5:30 pm**

(with reception to follow)

Celebrate the official start of BCMC by gathering with fellow members to hear the latest from the Structural Building Components Association, applaud the industry's award winners and recognize the completion of the BCMC Build. Attendees will meet the recipient of the 2014 BCMC Build house and watch a video of project highlights. Plus, last year's recipient, Cody Nusbaum, will be in Charlotte to share how his new home has transformed his life. Then kick back, grab a bite to eat and catch up with friends old and new during the welcome reception.

**Register online  
at [bcmcshow.com](http://bcmcshow.com)**





## SBCA Pre-show Seminar: Covering Your Costs for Maximum Profitability

**Tuesday, 10:00 am-12:30 pm**

### Speakers:

Rick Parrino, Plum Building Systems  
Keith Hershey, SBCA

It's not just plates, lumber and labor! When you build up costing for a job, how do you cover all of your expenses? Are you covering the costs of your miscellaneous materials? How do you handle it when something changes and you need to make adjustments? In this interactive CM-only workshop, the group will work backwards from a mock P&L and other budgeting spreadsheets to learn strategies to account for all labor categories and cost centers, as well as improve your costing process to surpass industry averages.

**Cost:** \$50 SBCA Member, \$100 Non-Member  
(working lunch included with registration)

**Sponsorships Available:** Supplier companies may sponsor this workshop for \$250. Each sponsorship allows one representative from the sponsoring company to attend the workshop.

## Plant Tours

**Tuesday, 1:00 & 2:00 pm**

Maximum Capacity for each tour: 50

### Builders FirstSource-Charlotte

*Departing at 1 pm & 2 pm*

7770 Caldwell Rd

Harrisburg, NC 28075

Length of Tour: 1 hour (plus 30-minute drive to and from the convention center)

BFS manufactures wood roof and floor trusses, wall panels and doors. They also distribute glulam beams, LVL, plywood, I-joist and nails/staples/related hardware.

### H.W. Culp Lumber Company

*Departing at 1 pm*

491 Old US Hwy. 52 N

New London, NC 28127

Length of Tour: 1 hour (plus 45-minute drive to and from the convention center)

H.W. Culp Lumber Company is a third-generation, family-owned lumber mill that produces quality Lumber for wholesale customers.



## Schedule of Events

Schedule changes may occur. Current as of 8/22/14.

### SATURDAY, OCTOBER 4 & SUNDAY, OCTOBER 5

**6:30a-6p** BCMC Build Construction

### MONDAY, OCTOBER 6

**6:30a-6p** BCMC Build Construction

**12p-8p** Exhibitor Move-in

### TUESDAY, OCTOBER 7

**8a-8p** Exhibitor Move-in

**10a-12:30p** SBCA Pre-show Seminar

**12p-5p** Registration

**1 & 2p** Plant Tours

**6:30p** Top Chord Club Dinner

### WEDNESDAY, OCTOBER 8

**7a-6p** Registration

**7:30a** Breakfast

**8a-9a** Educational Sessions

**9a** Coffee Break

**9:30a-10:30a** Educational Sessions

**9:30a** Convention & Visitors Bureau:

Spouse/Guest Orientation

Spouse/Guest Hospitality Room

**10:45a** Ribbon-Cutting Ceremony

**10:45a-5:15p** Exhibits Open

**2p** BCMC Hoops

**3p** BCMC Bowl Drawing

**5:30p-7p** BCMC Welcome Celebration:

SBCA Annual Meeting &

BCMC Build Ceremony

### THURSDAY, OCTOBER 9

**6a** 5K Run/Walk for BCMC Build

**7:30a-3p** Registration

**7:45a** Breakfast

**8:15a-9:15a** Economic Forecast

**9:30a-10:30a** Educational Sessions

Spouse/Guest Hospitality Room

**10a-4p** Exhibits Open

**10:30a-4p** BCMC Hoops

**11a-12p** Educational Session

**12p** BCMC Bowl Drawing

**1:30p** Spouse/Guest Tour

**1:30p-2:30p** Educational Session

**2:30p** BCMC Bowl Drawing

**3p** BCMC Hoops

**4p** Component Manufacturers

Roundtable

**4p** Official Adjournment

**Evening** Exhibitor Customer

Appreciation Events

### FRIDAY, OCTOBER 10

**6:30a** Fellowship Breakfast

**8a** Exhibitor Move-out

**8:30a** SBCA Board Meeting

**11a** NFC Meeting & Lunch

# Educational Sessions



**How  
are you...**

**...staying  
ahead of the  
curve?**

## Gearing Up for Growth

**Wednesday, October 8, 8:00 am**

**Speakers:**

Donnie Powers, Panel Truss Texas Inc.  
Aaron Roush, Villaume Industries, Inc.

- Consider the pros and cons of automation.
- Identify your short- and long-term goals.
- Devise a creative game plan for growth.

## Bolstering Your Workforce: Beating the Brush for Talent

**Speakers:**

Mike Ruede, A-1 Roof Trusses  
Ben Hershey, 4Ward Consulting

**Session 1: Sales/Design Staff**

**Wednesday, October 8, 8:00 am**

- Explore proven methods of finding, training and retaining truss designers and sales staff.
- Discover ways to build an effective pool of viable candidates for current and future employment needs.

**Session 2: Production & Skilled Labor**

**Wednesday, October 8, 9:30 am**

- Learn how to quickly tap into various pipelines for reliable production employees, including military organizations, trade schools and correctional facilities.
- Discuss various approaches to training and retaining production employees.

## Tips for Training Designers

**Wednesday, October 8, 8:00 am**

**Speaker:** Robert Dayhoff, Shelter Systems Limited

- Discover strategies for finding quality designers.
- Review typical long- and short-term training plans.
- Discuss truss design culture to better understand the needs of today's designers.
- Consider management approaches to help retain designers and capture a return on your training investment.
- Explore some of the great training resources available from SBCA.

## Optimization IS the Answer

**Wednesday, October 8, 9:30 am**

**Speakers:**

Rich Ackley, Truss Ops North LLC dba Latco Truss  
Dave Motter, P.E., Louws Truss

- Learn why you can't afford not to optimize.
- Examine optimization viewpoints on multi-family, tract and single-family custom homes.
- Determine the quickest way to affect the bottom line.
- Discover how to identify bottlenecks.
- Discuss the cost of optimization.

## The SCORE Advantage

**Wednesday, October 8, 9:30 am**

**Speaker:**

Jess Lohse, Rocky Mountain Truss Co.

- Become familiar with recent changes to the SCORE program.
- Understand how SCORE has been streamlined to reap program benefits.
- Focus on SBCA's best practice programs that matter most to a CM's customers.
- Learn more about the path to SCORE certification.
- Gain a SCORE perspective from new and participating companies.



## Economic Forecast

**Thursday, October 9, 8:15 am**

**Speaker:** Mark Vitner, Wells Fargo

When it comes to the economy, Mark Vitner has been around the block and back with over 25 years in the business.

As Managing Director and Senior Economist at Wells Fargo, he provides regular updates on the housing market, commercial real estate and inflation, including economic analysis and forecasting with a focus on real estate-related topics.





## SPECIAL EVENTS & MEETINGS

### Optimizing Your Inventory

Thursday, October 9, 9:30 am

**Speakers:**

Rich Ackley, Truss Ops North LLC dba Latco Truss  
Dave Motter, P.E., Louws Truss

- Understand how your market affects your inventory.
- Determine quantities for plates, hangers and grades.
- Consider the importance of inventory and cost knowledge.
- Be aware of inventory turns/carrying costs.

### Turnkey Is the Future of Framing

Thursday, October 9, 9:30 am

**Speakers:**

Kenny Shifflett, Ace Carpentry  
Scott Stevens, Modu-Tech

- Learn why turnkey is the current industry trend.
- Gain insight from two of the country's leading framers as they discuss today's framing process.
- Develop a better understanding of framing considerations—from building design to componentization to installation.
- Discover the benefits of a strong framer/manufacturer partnership.

### Looking Forward: Managing Risk Based on Customer, Product & Project Types

Thursday, October 9, 9:30 am

**Speakers:**

Josh Backer, BMC  
Kirk Grundahl, SBCA  
Kent Pagel, Pagel, Davis & Hill, P.C.

- Consider what customer types (e.g., production, custom, multi-family, etc.) most affect your risk.
- Understand risks inherent in product or service types (e.g., walls, I-joists, installed sales).
- Develop best practices for:
  - Getting paid for your scope of work.
  - Containing scope creep.
  - Getting paid for your risk.

### 5K Run/Walk for BCMC Build

Thursday, October 9, 6:00 am

Get moving for a great cause as BCMC Build hosts its 4<sup>th</sup> annual 5K run/walk. Everyone is welcome to participate! See [bcmcshow.com](http://bcmcshow.com) for more details and to register.

### Spouse/Guest Tour

Thursday, October 9, 1:30 pm

Cost: \$40/member  
(included in non-member registration fee)

Get a "taste" of the Queen City on a walking tour of Uptown Charlotte's unique urban culinary scene. See website for more details and to register.

### Component Manufacturers Roundtable

#### Your Business Lifeline - Component Manufacturers Only

Thursday, October 9, 4:00 pm

**Moderator:** Kirk Grundahl, SBCA

Bring your questions to this open-format, peer-to-peer forum that is designed to help you evaluate your business model and provide problem-solving resources.

### SBCA Board Meeting

Friday, October 10, 8:30 am

Attend the board meeting and learn more about how you can get involved with your industry's teammates to help grow the structural building components industry. Everyone is welcome! Visit [sbcindustry.com](http://sbcindustry.com) for details.

### National Framers Council Meeting

Friday, October 10, 11:00 am

Lunch will be provided.

Round out BCMC 2014 by learning more about how you can get involved in SBCA's exciting new council. For more details or to register for the meeting, email [info@framerscouncil.org](mailto:info@framerscouncil.org).

# EXHIBITOR PROFILES

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## **4Ward Consulting Group\***

4Ward Consulting Group provides 25 years of service and success with a team who have owned and operated several large component plants and other manufacturing operations. Built on first-hand knowledge in every segment of operating a profitable component business, clients are provided with an exceptional source of expertise.

## **A-NU-PROSPECT\***

A-NU-PROSPECT provides the wood component industry with effective delivery systems. These trailers are of the highest quality in the industry featuring innovative improvements on an old concept. These trailers reduce delivery and maintenance costs while being more driver-friendly than other trailers.

## **Alamco Wood Products, LLC**

Beautiful – Durable – Easy – Economical – Functional – Strong – Versatile  
Alamco Wood Products, LLC laminated beams beautify homes, religious structures, commercial and professional buildings, shelters and more. For more than 50 years, Alamco has had a strong reputation for being a supplier of the highest quality, custom laminated product. Contact us today!

## **Alpine, an ITW Company\***

*See ad on page 40*

Recognized for its engineering excellence, productivity-enhancing software and equipment solutions, and the industry's best service, Alpine is a leading provider of building component software, metal connector products and equipment to component manufacturers. Since 1966, the company has partnered closely with customers to enhance their business and productivity. Alpine is also a leader in delivering software solutions that increase home-builder productivity and profitability.

Contact: Mr. Michael P. Fagan • 800-521-9790 x4067 • 954-979-9683 fax  
mfagan@itwbcg.com • www.itwbcg.com

## **Anthony Forest Products**

A Leader in the Forest Products Industry – Anthony Forest Products Company is an integrated forest products business that began in 1916. The company operates a southern pine lumber producing mill, wood chip mills and engineered wood laminating plants. Anthony Forest Products Company and EACOM Timber Corporation of Montreal, Canada, jointly own and operate an I-Joist manufacturing plant in Ontario.

## **Apex Machine Works LLC\***

The WoodRunner is a revolutionary step forward in automated lumber retrieval. WoodRunner increases productivity by up to 30% with half the labor. This proven technology brings optimum efficiency to picking and feeding the correct lumber to saws like Hundegger SC-1, Omni Miser, Alpine's ALS and other linear saws.

## **Barrette Structural\***

The Barrette Structural Open Joist Floor System. The Strength of triangulation, maximization of dimensional lumber and environmentally-friendly field adjustability makes open joist TRIFORCE the only trimmable all-wood, open-webbed, finger-jointed floor joist without metal connectors. The open joist TRIFORCE provides.....Peace of Mind Underfoot. [www.ojtriforce.com](http://www.ojtriforce.com)

## **BCMC Build**

This charitable construction project relies on the generosity and collaboration of component manufacturers, suppliers, framers and builders to frame and sheath a home for a deserving family in only three days. BCMC Build will partner with Operation FINALLY HOME again this year to construct a mortgage-free home for a wounded veteran.

## **Beadles Lumber Company\***

Manufacturers of visually superior SYP MSR lumber, graded and stamped with #1 wane. 2x4 through 2x12. Look for SPIB mill stamp number "205."

## **BlueTarp Financial, Inc.\***

BlueTarp professionally manages the trade credit programs of building supply dealers. We help dealers grow sales and deliver more value to their contractors by offering extended terms and predictable cash flow. Our program features 60 day terms on all sales, BlueTarp payments to dealers twice a month and protection from credit risk.

## **Boscus Canada Inc.**

Founded in 1981, Boscus is a major player operating in the lumber industry as a wholesaler, distributor & international broker. We are one of the most experienced and largest organizations of this type in Canada, marketing a large variety of softwood, hardwood & OSB products to users in Canada, the U.S. & abroad.

## **CADWORK**

CADWORK is a unique 3D BIM package capable of producing full documentation of your projects including BOM, panel drawings, on-site assembly, data for CNC equipment and more. Build wall, floor, and roof panels according to your building system. CADWORK whole-house software is your solution including stairs and kitchen cabinets.

## **Calculated Structured Designs Inc.**

Calculated Structured Designs (CSD) is a software development company providing enterprise solutions for the engineered wood, architect, design, and building industries. Building with the most recent cutting edge development tools, CSD offers solutions for our industry leading designers, drafters, engineers and builders.

## **Canadian Wood Products - Mtl Inc.**

CWP focuses its efforts on certain specialty products in order to offer a service of high quality. Our traders are in touch with forest products suppliers around the world. The following products constitute our specialties: Certified Lumber, Commodities, Export, Hardwood Export, MSR Lumber, Premium Lumber, Tropical Wood and Pallet.

## **Canfor Wood Products Marketing**

Canfor is a significant producer of Machine Stress Rated Lumber in various MSR grades and sizes from 2x4 to 2x12 in WSPF, Doug-Fir/Fir-Larch and SYP that's used in engineered applications such as roof trusses and floor joists.

## **Carolina Strapping and Buckles Company**

Carolina Strapping and Buckles Company is the leading U.S. manufacturer of woven, composite and bonded strapping and lashing products used in a



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variety of packaging and load securement applications. Our brand name products: GatorSTRAP, MakoSTRAP, ZippSTRAP and GatorLASH offer savings, safety and convenience over steel banding and ratchet straps.

## **Cedar Creek**

Cedar Creek is a Building Materials Wholesaler with 24 distribution locations throughout the United States. Along with commodity lumber and specialty products Cedar Creek is a distributor of Engineered Wood Products (I joist, LVL, LSL, Treated Glulam beams, and Rim Board). We have design centers with the ability to produce joist and beam calculations as well as full layout drawings.

## **Clark Industries, Inc.\***

*See ad on page 11*

Considering Equipment? Consider Clark. With over 40+ years of truss manufacturing equipment building experience, we build equipment to last. We stress quality, reliability and continued support. Our equipment line includes roof truss presses, jack truss presses, floor truss machines, post & column lamination systems, fully electric horizontal & peak-up truss stackers.

Contact: Mr. Jared Schulz • 417-235-7182 • 417-235-8262 fax  
jared@clark-ind.com • www.clark-ind.com

## **Component Manufacturing Advertiser\***

Industry Trade Magazine including New & Used Equipment, Services, Products, and Career Choices in the Building Component and Engineered Wood Products Industry. Lowest advertising rates in the industry! Read on line or download a PDF.

## **Component Runner, LLC\***

Component Runner, LLC is an outsource truss and wall panel design firm offered exclusively for MiTek customers. Our team has over 350 years of SBC design experience and we've designed over 3,000 jobs for over 200 MiTek Customers since 2007. Please visit our booth to learn more.

## **Composite Panel Systems LLC\***

*See ad on*

*page 7*

EPITOME Foundation Walls are a panelized, engineered solution for the replacement of concrete foundation walls that can be installed in under 3 hours. The walls combine tremendous strength, integrated stud cavities, R-16.5 insulation value, top plate, vapor barrier and 9' height all in a single step. Learn more @ epitomewalls.com.

Contact: Mr. Scott Weber • 715-479-3348 • 715-479-5387 fax  
scottw@compositelpanelsystems.com • www.epitomewalls.com

## **Eagle Metal Products\***

*See ad on page 4*

Serving the component industry for more than 30 years with connector plates, structural design software, engineering services and manufacturing equipment, Eagle Metal is committed to providing exceptional products and customer service. Manufacturers across the country are discovering the advantages. Visit our booth to learn more. Eagle Metal...Engineered. Tested. True.®

Contact: Mr. Baird Quisenberry • 972-350-9803 • 972-888-9966 fax  
bquisenberry@eaglemetal.com • www.eaglemetal.com

## **Eide\***

*See ads on pages 15 & 37*

WizardPDS® is the world's leading automated truss jig system and the first

to virtually eliminate ALL setup time and manual jiggling at the assembly table. WizardPDS® technology will retrofit with virtually any new or existing truss manufacturing system. Powerful WizardPDS® Gold software offers Truss Projection & Laser Integration features.

Contact: Mr. G. Mitchell Eide • 612-521-9193 x2581 • 612-521-9307 fax  
mitch@eidemachinery.com • www.eideintegratedsystems.com

## **Eventek LLC**

Eventek manufactures user-friendly, safe and inexpensive automation for your company. We build competitive truss automation equipment. Our products include a high speed component saw, linear saw, projector systems and more. Come see our latest products at www.eventek.com.

## **FastenMaster\***

FastenMaster is a brand of task specific contractor quality fasteners engineered to enable a PRO builder to complete a project Faster – Easier – Stronger.

## **Georgia-Pacific Softwood Lumber\***

Georgia-Pacific southern pine dimension lumber is the workhorse of the industry. It is an affordable, strong, durable softwood that is excellent for floor and roof trusses.

## **Georgia-Pacific Wood Products LLC\***

Georgia-Pacific Wood Products is one of the world's largest manufacturers of plywood, oriented strand board (OSB), lumber, engineered lumber and other specialty wood panels. GP provides construction products from sustainable resources and operates around 100 manufacturing facilities in the U.S., Canada and South America.

## **GILMAN BUILDING PRODUCTS, LLC**

Gilman Building Products is a privately-owned company producing quality Southern Yellow Pine lumber since 1972, featuring M-Grade lumber, geared toward the Truss Industry. Annual production is over 600 million board feet at 6 GA/FL locations. Gilman offers prompt service and rail shipments to the Component Manufacturing Industry.

## **Gould Design, Inc.\***

Gould Design, Inc. provides design and consultation services to component manufacturers requiring skilled professionals. Partnered with MiTek USA & MiTek Canada, GDI's experience extends throughout North America. Looking for quotes or production design? In need of efficiency training? GDI does it all, designing to your needs, one project at a time.

## **Hiab USA, Inc.\***

Hiab is the world's leading provider of on-road load handling equipment. Customer satisfaction is the first priority for us. Hiab's product range includes HIAB loader cranes, JONSERED recycling and forestry cranes, LOGLIFT forestry cranes, MOFFETT truck-mounted forklifts and MULTILIFT demountables, as well as DEL, WALTCO and ZEPRO tail lifts. www.hiab.us.com Hiab is part of Cargotec. www.cargotec.com

## **hsbCAD North America**

The most comprehensive 3D design and manufacturing solution for the wood and light gauge steel construction industries.

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## **Hundegger USA, L.C.\***

See ad on page 39

We know how seriously you take your business. That's why we're just as passionate about ours. Hundegger is the world's leading manufacturer of linear saws. With Hundegger's exclusive HMC™ (Hundegger Motion Control), Hundegger Saws have more consistent contact with lumber, making Hundegger the most accurate and reliable measuring system available.

Contact: Mr. Steve Shrader • 435-654-3028 • 435-654-3066 fax  
steve@hundeggerusa.com • www.hundeggerusa.com

## **Integrated Stealth Technology\***

Integrated Stealth Technology will be showing automated jiggling. Stop by and let us see what we can do for you.

## **Interfor\***

Interfor offers one of the most diverse lines of lumber products in the world from operations across North America. With a wide range of products including dimensional and MSR lumber for truss and wall panel construction, Interfor has built a reputation on meeting customers' needs with choice and quality.

## **International Beams, Inc.**

We've raised the beam at International Beams. We have the largest Solid Sawn I-Joist production capacity in North America, yet are also adept at meeting your expectations, so start raising them higher. Visit us at our booth to find out how we'll support you.

## **Lakeside Trailer Mfg., Inc.\***

See ad on page 9

Stop by the Lakeside Trailer booth to get all the newest and latest improvements in delivery of components. Unbelievably reduced show prices on all models. We have made over 1,850 truss trailers built since 1987.

Contact: Mr. Lee J. Kinsman • 573-736-2966 • 573-736-5515 fax  
lee@rollerbed.com • www.rollerbed.com

## **Lamco Forest Products\***

Lamco Forest Products produces a unique EWP LAMCO LFL® made of Black Spruce with 1.6E, 1.7E, 1.9E and 2.1E replacing LVL, LSL & MSR. LAMCO LFL® is 1-1/2" x 2-1/2" – 16" with a maximum length of 32'-1". Perfect for optimizing Truss Designs, Tall Wall studs and Beam & Header applications.

## **MangoTech USA LLC**

### **w/ Square 1 Design & Manufacture\***

MangoTech will be displaying its latest Automated Wall Extruder, Apollo Saw, Spida Saw and the MangoTech Wall Plate Marker. Square-1 Design & Manufacture will be displaying state of the art Floor Truss Equipment including the Rolsplicer. Additionally, information will be available on NEW roof truss equipment, with the Klaisler reputation.

## **Metriguard**

The world's leading provider of precision equipment for machine lumber grading (MSR & MEL), veneer testing (LVL), bending & tension testing (Quality Control), and structural panels (OSB & plywood).

## **Metsa Wood USA\***

Visit the Metsa Wood booth and see the latest innovations in Kerto and Master Plank LVL products and applications.

## **MiTek\***

See ads on pages 2 & 20-21

MiTek provides the most-advanced, most-efficient, and most-complete structural framing design solutions for today's residential and light-wood-frame commercial construction, all delivered through MiTek structural connectors, software, expert support teams, and the growing family of component manufacturers that use MiTek products and software. Come and experience Better Technology. Better Building.™ for yourself.

Contact: Mr. Michael Klein • 314-851-7445 • 314-434-1394 fax  
mklein@mii.com • www.mitek-us.com

## **Modern Lumber Technology, Ltd (MLT)\***

See ad on page 9

A manufacturer of the superior quality LVL under the Ultralam™ brand. State of the art facility with a 63-meter long continuous press by Dieffenbacher – largest of its kind in the world. Ultralam™ is well recognized in EU, Australia, Taiwan, Middle East, and S. Africa. Tested by SBCRI, with design values established and sealed by DrJ Engineering. ICC-ES approved. FSC certified.

Contact: Mr. David Miskevich • 011-7-812-312-4898  
david@mltlvl.com • www.ultralam.com

## **Monet Desauw Inc.\***

Monet DeSaww Inc. is a company where Engineering and Service collide, bringing you the most sought after cutting and material handling equipment available today. Our linear saw has proven to be the most cost effective saw. Our floor web and DeSawyer 2000 fully automated saws are the most reliable.

## **National Framers Council**

The mission of the National Framers Council (NFC) is to develop standards for framing field operations and management to be used as industry best practices, nationally. As a Council of SBCA, NFC's primary purpose is to help ensure all framers leave the jobsite each day in the same health as they arrived.

## **North Star Forest Materials**

North Star Forest Materials is amongst the largest commodity Lumber and Panel Trading & Distribution Centers in the upper Midwest. We hold one of the most diverse lines of #2/MSR Lumber available in the market today. Please stop by our booth to learn more about North Star Forest Materials.

## **PANELS PLUS\***

See ad on page 38

In your industry, quality is most important and time is extremely valuable. Panels Plus is your solution. Our full line of wall panel equipment is designed and built with superior quality, ease-of-use and backed by experienced technician support. Our goal is helping you to be the leader in your market.

Contact: Mr. Tim Kaasa • 507-377-5341 • 507-369-0524 fax  
tkaasa@panplus.com • www.panplus.com

## **Pennsylvania & Indiana Lumbermens**

### **Mutual Insurance Companies\***

See ad on page 23

Founded "by lumbermen, for lumbermen" in the 1890s, both companies have focused on the wood industry throughout their histories. PLM/ILM offers competitive rates, loss control programs and prompt claims response and handling. We are financially strong and carry an A.M. Best rating of A- (Excellent).

Contact: Ms. Charlotte Friend • 267-825-9352 • 267-825-9351 fax  
cfriend@plmins.com • www.plmins.com



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## **Pratt Industries, Inc\***

Pratt, the Leading North American manufacturer of Roll-Off Truss Trailers, proud to service the building construction industry with custom length trailers for Pick-up Trucks and Tractors. Trailers are built with fully galvanized components for longevity. Around 25 options are available to choose from to fulfill your custom needs.

## **Precision Equipment MFG\***

*See ad on page 11*

Precision Equipment MFG manufactures premier truss trailers specifically designed to accommodate the challenging demands of the building industry. Precision Equipment MFG offers multiple truss trailer sizes in the gooseneck, standard and extendables. Precision Equipment MFG incorporates industry leading manufacturing components and features to ensure an excellent return on your investment.

Contact: Mr. Ken Axtman • 701-237-5161 • 701-280-0946 fax  
ken.axtman@precisionequipmfg.com • www.precisionequipmfg.com

## **Quick Tie Products\***

The QuickTie System is a Simple, Quick & Economical Method For Stronger Hurricane & Earthquake Resistant Wood Framed Buildings. Our trademark is "Strong in the Storm."

## **RAND Manufacturing, Inc.\***

RAND Manufacturing is a manufacturer of quality roof and floor truss equipment as well as unique Roll off delivery systems. Visit us at [www.randmanufacturing.com](http://www.randmanufacturing.com) for more information.

## **Randek AB**

Randek develops, manufactures and markets high-performance machines and systems for prefabricated house manufacturing. The product range consists of: cut saws, wall floor and roof lines, roof truss systems, butterfly tables and special machines. The automation level stretches from fully automated to manual.

## **Rex Lumber\***

Rex Lumber, a fourth generation company of the McRae family, has three SYP sawmills, two in northwest Florida and one in Mississippi. The state-of-the-art sawmills' production are from dense forests focusing in high grades including 1 and 2 prime for the box and export markets as well as machine evaluated and machine stress rated grades.

## **Robbins Lumber Company\***

Robbins Lumber offers distribution centers throughout the Midwest and South Eastern United States specializing in MSR Pine, MSR spruce and SPF #2. We have office/reload locations in Florida, Michigan, Alabama, Pennsylvania and Chicago, IL. Stop by our booth and let us show you our commitment to customer satisfaction.

## **Sauter-Timber LLC\***

Sauter Timber is North America's Joinery Center for heavy timber components. We supply the building industry with pre-cut heavy timber components to match with other components, as well as complete timber frame and hybrid homes.

## **SCOTCH GULF LUMBER, LLC\***

Scotch Gulf Lumber, manufacturers of quality southern pine lumber since 1892. One of the pioneers in MSR lumber with 3 sawmills and treating facility located in Alabama with a production capacity of 365 million board feet. Various items produced are: MSR lumber, standard dimension and radius edge decking.

## **Semmler Systems, Inc**

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## **Sherwood Lumber\***

Sherwood Lumber is a distributor, risk manager and broker of lumber, plywood and industrial building materials.

## **Shuqualak Lumber\***

Shuqualak Lumber Company is proud to offer the finest grades of Southern Yellow Pine dimension lumber, ranging from Clear to MSR to Industrial grades. Our large log-diet insures that we offer the most fine fiber and grain density around!

## **Simpson Strong-Tie\***

*See ad on pages 34-35*

Simpson Strong-Tie introduces its updated Component Solutions software – featuring improved 3D modeling software, a full line of high-quality, code-listed truss connector plates, comprehensive training, unsurpassed customer service, and a wide range of Simpson Strong-Tie® structural connectors, fasteners, anchors and lateral systems. [www.strongtie.com](http://www.strongtie.com)

Contact: Ms. Frankie Emerson • 925-560-9081 • 925-833-1496 fax  
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## **SL-Laser Systems\***

SL Laser has been a pioneering force in the development of multiple head laser projection systems for truss, floor deck and wall panel systems. Our patented hardware and software feature many user-friendly features that enhance functionality, while prompting the easy-to-use fundamentals that make our systems the industry benchmark.

## **Stiles Machinery Inc.\***

For over 45 years, Stiles has been helping manufacturers succeed. More than the largest supplier of quality machinery, Stiles provides a Total Production Solution approach by also offering equipment integration, financial services, education, parts and service. Visit Stiles at [www.stilesmachinery.com](http://www.stilesmachinery.com).

## **StrucSoft Solutions Ltd.**

Want to get your specialty components specified on framing jobs AND be BIM-compliant? Let MWF (Metal Wood Framing) for Revit be your vehicle! MWF automates framing of studs and joists, 2D shop floor drawing production, cut lists and CNC output. MWF collects the complex calculations necessary to create the correct framing for every opening.

# EXHIBITOR PROFILES

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## **Structural Building Components Association**

*See ad on page 38*

Representing component manufacturers, builders, material suppliers and industry professionals, SBCA provides the tools to protect and grow your business. Whether it's educational resources, risk management strategies, building code watch, financial/wage surveys, legislative alerts, in-plant safety and quality control, transportation issues, technical training or marketing plans, SBCA provides tangible benefits to members.

Contact: Ms. Trish L. Kutz • 608-274-4849 x168 • 608-274-3329 fax  
tkutz@qaltim.com • www.sbcindustry.com

## **T. R. Miller Mill Co., Inc.**

T. R. Miller Mill Company has been a quality lumber producer since 1872. We offer a full line of Southern Yellow Pine products, specializing in machine stress rated (MSR) lumber for the truss industry. Visit our booth and let us help you with your future lumber needs.

## **The Hain Company\***

The Hain Company specializes in measuring systems in lengths from 5 feet to 60 feet, used in lumber yards, roof and floor truss fabricators, onsite framing, wall panel and shed manufacturing, TJI processing, light gage steel, random length cutting, and pre-cut packaging. We offer over 35 years of experience providing innovative simple solutions to component manufactures.

## **Todd Drummond Consulting, LLC.\***

Lean manufacturing consulting services. New labor software tracks individual trusses automatically. 70+ consultations, 25+ years in the industry, and the 10+ years as an independent consultant. Providing clients with truss labor time standards. Most clients obtain a 3 to 6 point gain in net profit! All departments are addressed.

## **TOLKO INDUSTRIES\***

Tolko Industries Ltd. (Tolko) is a private, Canadian-owned forest products company based in Vernon, British Columbia, which manufactures and markets specialty forest products to world markets.

## **Truss Machinery Connections, Inc.**

Truss Machinery Connections, Inc., serves the component industry as a Manufacturers' Rep and as a Machinery Broker for new and used equipment. TMC helps customers define and reach production goals while solving bottlenecks and production issues. Industry experience since 1983 in all areas of manufacturing with customers spanning across 36 states and 11 countries.

## **Truss Plate Institute\***

The Truss Plate Institute (TPI) and its members are connecting the truss industry. Stop by our booth to learn about our nationally recognized 3rd Party Quality Assurance Inspection program, BCSI Jobsite Packages, our TPI standards including ANSI/TPI 1, and to ask questions about all of our products and services!

## **Vekta USA\***

Vekta USA, Manufacturer of Razor Linear Saws

## **Wasserman & Associates, Inc.\*** *See ad on page 17*

Wasserman & Associates is a representative for new truss, wall panel, stair, door and finger jointing equipment. We also offer the option of used or reconditioned equipment. As a partner in your equipment selection process, we promote the equipment that best suits your individual requirements, not the equipment that optimizes our commission.

Contact: Mr. Rod Wasserman • 402-761-2421 • 402-761-2422 fax  
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## **WEIMA America, Inc.**

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## **Wescana Industries Inc.**

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## **West Fraser\***

West Fraser is a complete forest products company offering both SPF and SYP products throughout North America. We have a diverse product mix of MSR and visual grades and the ability to build programs that work for your business. We look forward to seeing you at our booth.

## **Westervelt Lumber\***

Visit us at the Westervelt Lumber booth to see how we can help you with your SYP needs. We are able to supply you with FSC certified products in 2x4 - 2x12. Shipping available by truck and rail.

## **Wood Truss Systems, Inc.\*** *See ads on pages 19 & 33*

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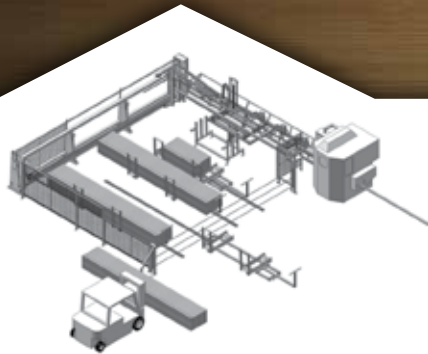
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# Our Founding Fathers



by Sean D. Shields

## help us write history



**S**tan Suddarth. Don Hershey. Bill McAlpine. Bob Halteman. These four pioneers of the structural components industry passed away in the last few years, and their lives and numerous contributions were subsequently shared in the pages of this magazine. It was a great honor to have the opportunity to write about these remarkable men. Their individual drives, passions and unique approaches collectively took this industry in a direction it would not have taken without them. Each story gave us a window into the early days of component manufacturing and provided perspective on how much has changed over the past 60 years.

These articles were also bittersweet to write, for the simple act of writing them meant these founding fathers of metal plate connected wood trusses were no longer with us. Their words and their actions had to live on through the memories of their family members, friends, peers and apprentices. There was no longer any way to find out what they were thinking or feeling when they made some of their most momentous contributions. Understanding their motivations behind important decisions or actions was left to conjecture.

Fortunately, these men were by no means alone. In the tribute to Bill McAlpine, several people told me stories that led me to write, “while it was Carroll Sanford who is credited with taking the plywood gusset concept and making it out of metal, it was entrepreneurs like Cal Juriet, Bill Black Sr., Charlie Harnden, Bill McAlpine and George Eberle, who developed the ‘nail-plate’ between 1952 and 1960.”

The trouble with listing names at all is that there’s never any way to include everyone who made significant contributions. This industry is simply too big, and there were many innovative entrepreneurs in the early years who helped shape what the industry would become. Yet, failing to create that list and explore the ways they each effected change seems like a minor travesty.

On the heels of the most recent SBCA Open Quarterly Meeting (OOM) in Madison, WI, a group of component manufacturers found themselves at the airport together waiting to fly home. Several of them were sons of men who had started truss plants in the 1960s and ‘70s. This group of “second-generation” CMs began sharing stories about their fathers and the things they remembered as kids growing up in the truss business.



**Heart Truss. Littfin Lumber. Cascade Lumber.** Two years ago, the September/October issue of *SBC Magazine* briefly explored the evolution of truss manufacturing in the Midwest through the eyes of two manufacturing companies celebrating 50 years of business: Littfin Lumber Company in Winsted, MN, and Heart Truss & Engineering in Lansing, MI. Coincidentally, last year the magazine continued its coverage of Midwestern component manufacturing in an article on Cascade Lumber's 60 years of operations. Run by a trio of second-generation brothers, Cascade now has members of the third generation working for the company.

It was their personal stories and articles like these that prompted that group of second-generation CMs to talk about how to record and preserve the history of the structural components industry. "I was sitting there laughing along with these guys about some of the crazy stuff our fathers had done," said James "Jimmy" Broach, Jr.; VP of Operations for Atlantic Building Components & Services, Inc. in Moncks Corner, SC. "By the end, we were all thinking about how we needed to capture those stories and write them down."

In 2015, *SBC Magazine* will embark on an ambitious project. In each of its nine issues, we will begin to record the history of the components industry through the eyes of several of its early pioneers. The goal is to directly interview these men and women, record their unique stories and memories, and publish a few of them in each issue. The birth and development of this industry

should shine through their stories, but these will primarily be stories about people and their journey into and through it.

The most difficult first task goes back to the problem of making the list of individuals to interview and share. Ideally, we want to cover component manufacturers and suppliers from across the United States and include a good cross section of business models and products. We are also looking for a diverse group of stories, from the few who started with only \$1000, a shed and a dream to build it into a multi-state empire, to the many who "fell" into component manufacturing only to find they had a unique knack for it.

This is where you, our readers, can lend a much needed hand. Let me know who you think we should interview. You can send me an email at editor@sbcmag.info, or call me at 608-310-6728 to talk about the individual or individuals you think would provide a valuable view on the development and character of this industry. We will have a group of veteran CMs and suppliers help us sift through the names you give us and choose a final list.

It's important to note they don't need to be in business anymore to be nominated. Some of them may still be intimately involved in the running of their business, some may have handed off the reins to family members, and some may have sold their company long ago (we really don't want to lose their stories). If there is someone whose story you think others should learn about, please let us know. **SBC**



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