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Sept/Oct 2015

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At Great Lengths

A-1 Roof Truss Designs
90-Foot Trusses for
Riding Arena

Inside this Issue: SBCA QC • BCMC Celebrates 35 Years & more!

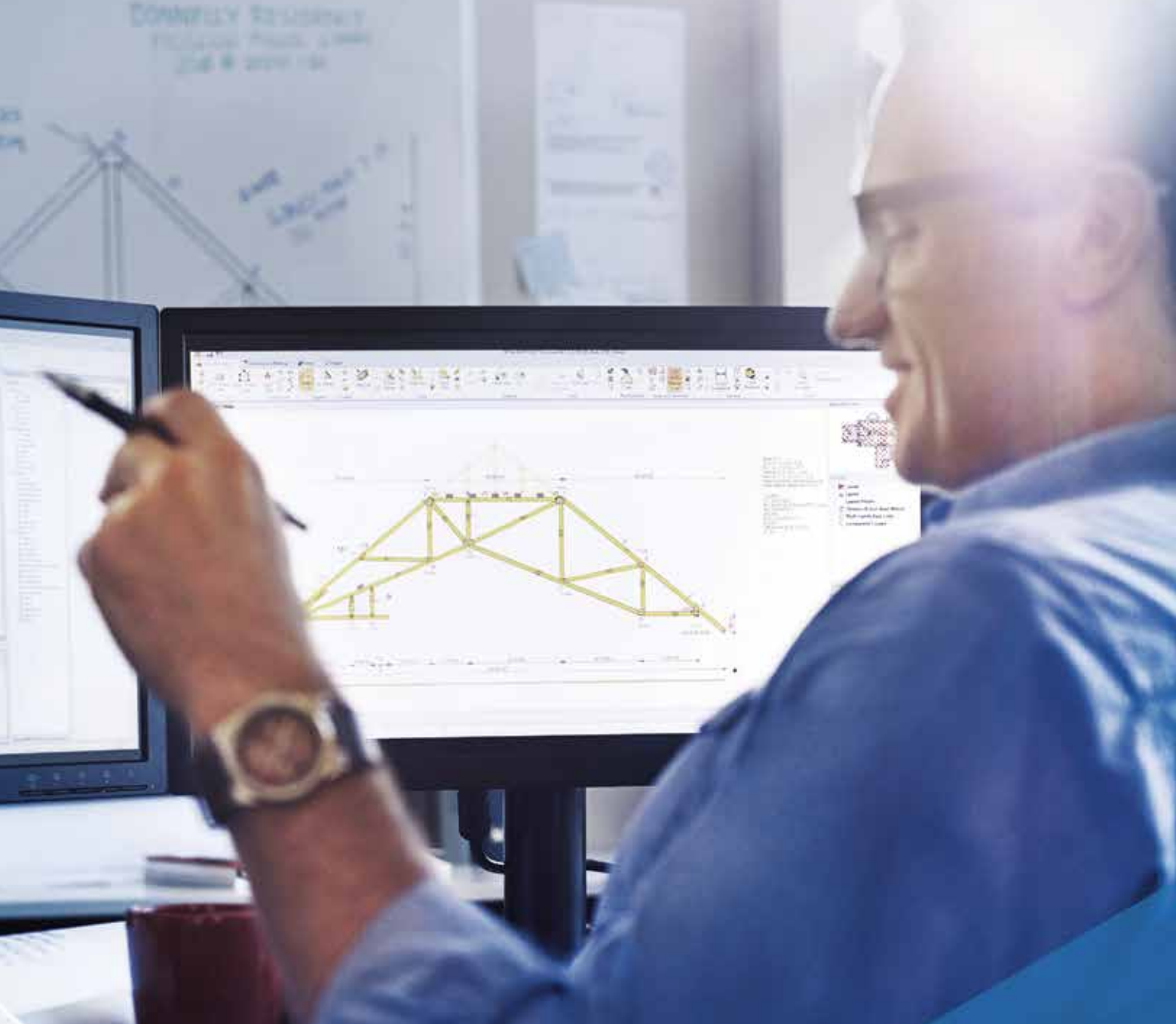
BCMC 2015 Attendee Show Guide

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The mission of *Structural Building Components Magazine (SBC)* is to inform those engaged in the structural building components industry, which includes the membership of the Structural Building Components Association (SBCA), in an effort to promote their common interests. Further, *SBC* strives to ensure growth, continuity and increased professionalism in this industry by staying abreast of leading-edge issues and serving as its primary information source. The exclusive focus of *SBC's* editorial content is on the products and issues of importance to manufacturers and distributors of structural building components. The opinions expressed in *SBC* are those of the authors and those quoted, and are not necessarily the opinions of Truss Publications or SBCA.

A-to-Z

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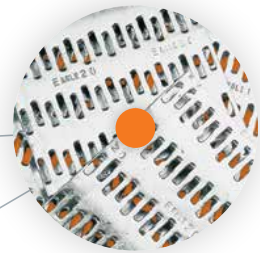
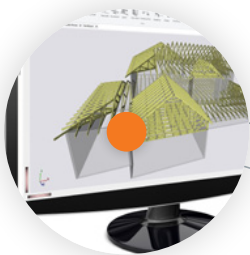
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Preserving & Growing Market Share

SBCA accomplished a lot this year that will benefit CMs, and the entire SBC industry, in significant ways going forward.

As I look back at the past year as SBCA President, I'm amazed at what we have collectively accomplished through the association. The primary goal of SBCA is to help each and every one of us preserve our current market share, while positioning us in a good place to expand it going forward.

Sometimes, like in the case of *International Residential Code (IRC)* Section R501.3¹, we had to band together to preserve market share from external forces. As with the template truss design drawing (TDD) notes we developed, we had to formulate a strategy to manage our exposure to the liability our vendors, customers and project design professionals want to shift onto us.

Fortunately, at other times, through Framing the American Dream (FAD) and our WorkForce Development (WFD) efforts, we had the opportunity to pursue proactive approaches to help component manufacturers (CMs) grow their market.

Fire Testing

We've previously outlined how *2012 IRC* Section R501.3 creates a competitive disadvantage for floor trusses and I-joists (see "Reevaluating Your Investment Strategy" in the March 2015 issue). In states like Ohio, Minnesota, Massachusetts and Pennsylvania, this code provision caused immediate and significant harm to CMs' market share once it was part of a state's building code. In states where basements and below-grade storage areas are prevalent, this code provision fosters a permanent change to the floor system marketplace when cost is a builder's main motivation.

The degree to which the code provision's authors (National Association of Homebuilders, American Wood Council and firefighters) have fought our efforts to amend or strike out this code provision during state and local code hearings says a lot about how valuable this provision is to their special interests. It's one thing to read or hear about it in the news as they talk about Congress; it's an entirely different thing to witness it happen right before your eyes.

In the end, we agreed the best way to combat the political nature of this issue was to back our industry's position with sound science and good old-fashioned test data. We conducted a series of *ASTM E119* tests and found there was no justification for excluding solid sawn 2x10s from the single membrane gypsum requirement. Fortunately, this conclusion is also backed up by data collected by Underwriters Laboratories (UL) through separate *E119* testing. We are now taking this data to decision-makers in several states to make them aware of the consequences of R501.3.

CM's Scope of Work

Effective April 2015, the American Softwood Lumber Standard (*PS 20-15*) effectively states the lumber industry does not stand behind the design values it publishes for visually graded lumber. *PS 20-15* now defines design values as, "published design data that are representative of the strength and stiffness of specific grades and species/species groups of lumber." This language of the standard clearly shifts the burden of determining the actual design values

Continued on page 6

at a glance

- By conducting its own *ASTM E119* floor assembly fire testing, SBCA has the data it needs to effectively fight the controversial *IRC* Section R501.3 code provision and help preserve CMs' market share.
- SBCA has drafted template best practice language CMs should consider using in their TDDs, customer contracts and submittal documents to counter the efforts of the lumber industry to shift liability onto end users.
- Through Framing the American Dream and WorkForce Development efforts, SBCA is actively engaged in helping CMs successfully navigate today's labor challenges and grow their businesses.

¹ sbcmag.info/news/2015/mar/sbca's-views-creating-fair-code-policy

Editor's Message

Continued from page 5

of individual sticks of lumber to the end user. In our business, where the truss design software we use assumes published design values are accurate and reliable, taking on that burden represents an exposure to risk.

We are in the truss business, not the lumber evaluation business. That's the responsibility of the companies that produce and supply the lumber to us. When we buy lumber, we aren't just purchasing wood fiber (if that were the case, we'd all buy the cheapest #3 we could find); we're paying for the design values that correlate to the grade stamp on the particular piece of lumber. That's why SBCA has worked hard this year to create template language CMs can use to better define the assumptions we make when we engage in truss design and manufacturing.

The best practices developed by SBCA are intended to be used by CMs in their TDD notes, customer contracts, submittal cover sheets and truss placement diagrams (TPD). This comprehensive approach is consistent with the *ANSI/TPI 1* standard, and helps CMs clarify their role in the building design process and the design and manufacture of structural framing elements. If you haven't already, I'd strongly encourage you to look at this template language and consider incorporating it into your documentation.

Framing the American Dream

As the economy improves and housing continues to grow, so does our industry. Our industry's ability to grow is constrained by two things: the number of building units constructed each year, and the degree to which builders choose alternate framing methods. With builders facing significant challenges in finding adequate framing labor, the ability to construct homes using fewer and less-skilled workers should be very appealing. The big question is, "To what degree can our industry's products offer a labor and cost savings to our customers?"

For the past 20 years, our industry has answered this question using data collected during the first Framing the American Dream (FAD) project. Since then, our industry has advanced significantly, thanks in large part to the growing capabilities of design software and computerized production equipment. This year, we will have the ability to capture these advancements more effectively as we build two homes side by side in Jackson, WI, as part of the 2015 BCMC Build project (see "Renewing the Dream" in the August 2015 issue).

As labor issues persist (both in terms of quantity and skill), the information we collect through FAD will help CMs provide an even more compelling argument to builders and general contractors to switch from labor-intensive, conventional framing methods, to componentized framing. Our hope is that this FAD project will solidify and/or significantly increase market share for CMs across the country.

WorkForce Development

Builders aren't the only ones facing a lack of viable workers. In our industry, it's also very difficult to find people qualified to do truss design or willing to do the hard work of fabricating them. Headhunters present a short-term solution, but it's one that not only costs more than it should, it significantly erodes our industry's overall ability to meet the



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needs of our customers. It hampers our ability to not only be profitable, but also to be businesses that allow for long-term, professional development and growth for our employees.

That is why SBCA has worked hard to develop a variety of tools to help CMs take the more effective and proven strategy of building a pipeline of employees through local high schools, tech schools and community colleges. Today, the CMs who aren't struggling with this issue are the ones who have committed to this strategy. I can attest it takes time and effort on the front end to get going, but it isn't hard to do, especially with all the tools SBCA has developed.

Engaging in this relationship-building with educators in your community pays significant dividends in the long run. You may also be surprised at how it can sometimes address short-term shortages as well, through internships and seasonal work positions during the summer months.

With Great Appreciation

It's been an honor and a privilege to serve as SBCA President over the past year; it's also been a lot of fun. We have a terrific Board of Directors and Executive Committee that is focused on moving the entire industry forward in a way that will benefit all CMs. I'm excited to pass the reigns into the capable hands of Jess Lohse. I know he will do a great job leading this organization just as he's done with his own company.

I want to thank all the Committee Chairs and Board members for their concerted efforts to make this a great association. I also want to thank the Executive Committee and all the Past Presidents who have been my mentors and advisors over the past 15 years; the knowledge they have shared with our industry cannot be found in any textbook or class. Finally, to my friend Scott Ward, thanks for all your hard work the past couple years and bringing us to the strong place we are at now.

If you haven't been involved with SBCA at the state or national level, I have to say you are missing out. There is nothing better than accomplishing your goals as an association with a group of your peers to help better our industry, whether the goal is educational or legislative. You will find it easier and more gratifying to work together as a group than trying to go it alone. The very best part of this is the friendships you foster through these activities. They are irreplaceable both personally and professionally. **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 ideas to editor@sbcmag.info.



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Why NFC Growth Is a Boon for Component Manufacturers

Promoting NFC shouldn't fall on framers alone; component manufacturers can benefit from recruiting in their market.

With so many players in the building and building support sectors of construction, each has a unique connection with general contractors (GCs) and framers. Component manufacturers (CMs) have a growing relationship with framers, especially since more structures are being designed using wood components, and it appears this trend will increase given the shortage of framing labor that will likely persist for the foreseeable future. For this reason, CMs have an opportunity to promote membership and active involvement in NFC to framers who buy their products.

Last year, Tom English wrote about using framers as a passive sales force for CMs (see Sept/Oct 2014 issue). In short, his argument was that, if framers installing a CM's product appreciated its quality and ease of installation, they're more likely to mention that to the GC that they are working with. If the GC continues to hear similar praises, they're likely to suggest/request a particular manufacturer's products on the jobs they oversee.

This approach highlights the power of communication and involvement between sectors in the building industry. Joe Hikel, Vice President and CEO of Shelter Systems Limited, says not only is it vital for framers to join NFC, it is important for CMs like him to become members also. "Framers are the end users of our products... it's important to understand what a framer needs and make the framer happy," he said. "Why not participate with them and their trade association?"

"If you're not adding value to the framer's job, if you're not working to make their jobs easier, then you're not doing your job."

Reaching a point where framers verbally endorse a product, share that with other framers and GCs in the field, and want to use it can be a great advantage to a CM. NFC membership can help make that happen, and there are several reasons why.

One, framing crews that are active in NFC will become more organized and will operate under similar approaches to safety and jobsite processes. NFC was created to help framers, no matter the size of the company, grow and evolve as successful proprietary businesses by following a proven system of safety and framing best practices. As framing crews become more familiar with the NFC approach to jobsite layout, planning and safety, training, and even scope of work best practices, there will naturally be a more standardized approach between crews. Designs and details can even become more simplified, and the design to installation process more clearly defined and easy to implement. Downstream, the hope is this will deepen the CM's relationship with framers as they work together on best practices. This will then lead to easier acceptance, use and installation of a CM's products.

Two, the experience and use of component products has been a large influence on NFC's work. SBCA already developed and currently promotes best installation practices, which are intended to help framers be safe and efficient, while also improving consistency and helping to ensure proper usage of components in the field. Having NFC engaged in the installation best practice development process, with framers providing installation guidance to CMs and other framers, will further bolster these

at a glance

- CMs engaged in NFC membership development efforts will find their work rewarded with better organized, safer, more effective and more reliable framing crews.
- Framers engaged in NFC will learn component installation best practices from other framers, with the goal of creating more efficient, safe and profitable framing outcomes.
- By actively growing awareness of and membership in NFC, CMs will expand their framing community connections and naturally expand market share and revenue growth.



To learn more about the FrameSAFE program, visit

framerscouncil.org/framesafe

efforts and encourage the evolution of recommendations that provide more efficient and safe solutions.

For example, there are three main areas where NFC has focused its efforts on creating best practices:

1. Safety: This isn't only a concern for NFC but everyone involved in the building industry. In the case of component-built structures, the ability to use components safely increases the validity of using them in the first place. GCs and framers want to maintain safe jobsites, and NFC promotes safe usage of components through its FrameSAFE Safety Manual, Site-Specific Fall Protection Plan, and Toolbox Talks.

2. Consistency & efficiency: These two words formulate the cornerstones of why using components is smarter than stick framing. Just last month in our article, "Better, Faster, Smarter: Componentized Rough Openings Are Making a Difference for Framers," we discussed how components are changing the way builders construct rough openings and the impact using them has on material efficiency, accuracy, production time and engineered designs.

3. Proper usage: Correct handling of components will lead to less broken members and/or damage to wall panels/trusses that either have to be repaired or replaced. This will reduce call-back costs significantly. Proper implementation also ties back into safety and consistency on the jobsite.

Our industry is more of a tight-knit group than one imagines, and every business plays a role in helping other businesses flourish. This is even more evident when one gets involved with NFC and SBCA because the relationship between framers and CMs is already strong and essential in providing the right materials at the right time to efficiently complete the job.

For CMs, NFC is a valuable platform for spreading the word about new framing concepts and innovative framing products. Since its conception, one of NFC's goals was to increase the rate of innovation in the field with outreach and education. It's a simple goal of adding value to framers' work for years to come, and Hikel says, it's a very important opportunity.

"If you're not adding value to the framer's job, if you're not working to make their jobs easier, then you're not doing your job," says Hikel. **SBC**

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New Digs

SBCA's QC Program Reloads with a Better Interface & New Layout

by Matt Tanger



With a long history of developing better standards and providing an efficient quality control (QC) program, SBCA's QC Program continues to undergo a facelift that gives more stable access to members and improves overall program efficiency to meet the needs of industry QC requirements.

Originally operating under WTCA, the currently titled SBCA In-Plant Wood Truss QC program was created as a way for component manufacturers (CMs) to monitor day-to-day quality. The goal has been (and will continue to be) to provide an easy-to-use program that is a data-driven management information system. This is simply not possible if one relies upon third-party inspections each quarter to provide a quality and management improvement system. *ANSI/TPI 1-1995* Chapter 3 certifications began in 1995 using the tooth count method to assure plate placement accuracy. This was later replaced with the quicker process called the plate placement method through the addition of a C_q factor used in calculating how much tooth capacity was available in a given truss plate. This allowed the creation of a tolerance polygon for ease in assessing if a plate was placed properly. Tolerances are based on percentages; for example, a 10 percent fabrication tolerance means there is a 10 percent reduction in plate capacity, or in other words, 10 percent additional plate material needs to be added to a particular member to act as a sort of buffer.

By using these processes, the QC program made available objective data that the manufacturer could use to ascertain who in their plant needed more training, what equipment should be checked, and how processes could be changed to improve quality and efficiency. In short, it served as a more robust feedback medium. Communication improves between management, design and manufacturing when CMs use this QC program, and in the end, design benefits from the feedback. To be clear, SBCA does not certify the level of quality in the plant; rather, it certifies the process used to define a given level of quality and changes in that quality over time.

Changes to *ANSI/TPI 1* QC standards in 2002 altered the course of the program. Take for example, random sampling, which involves inspecting a subset of trusses with a variety of crews, setup areas, shifts, truss types and truss sizes that allow plant management to paint a picture of all trusses manufactured in the plant. Additionally, the Plate Placement Method was introduced as a way to configure plate placement based on tolerance polygons, which are printed onto a template or Joint QC Detail. Our industry's major truss design software players even programmed this into their software. Doing so simplified the process by which manufacturers could calculate a plate's lateral resistance and plate placement tolerances, which ultimately increases the speed and accuracy of changing plate sizes based on the need to address lumber characteristics (e.g., loose knots, holes, wane and flattened teeth).

Fast forward to today, and the evolution of these historical changes began pushing the limits of the outdated Windows XP based Microsoft Access QC format. The buy-in for the program over the past 15 years was firm, but the need for an easier program and an upgraded format was growing. In late 2013, development started

Figure 1. The new Main Inspection Form Page has a cleaner layout for entering basic information on the truss, crew and assembly line. When navigating between tabs, the comments box remains fixed at the top of the page, so note taking is always available.

on a web-based QC program along with the aforementioned name change from “WTCA In-Plant QC” to “SBCA In-Plant Wood Truss QC.” The online format resolved the compatibility issues that users experienced while attempting to run Windows XP. Even more taxing was the stiffness of Microsoft Access and its lack of stability coupled with filing limitations.

With the switch to a web-based program, data storage is now on SBCA’s server, which means the program is agnostic to the operating system and the only need is a modern browser. This format lends itself to multiple users and is ready to go out-of-the-box. The best part? Reliable data backup is finally in use.

So what do users get with such a seamless, friendly program? Well, first and probably foremost, manufacturers can prepare for quarterly reviews more easily—sending data files is no longer

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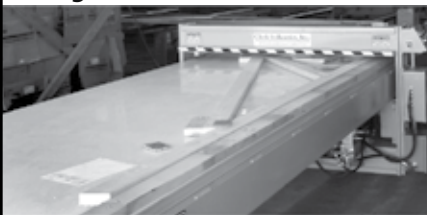
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New Digs: SBCA QC

Continued from page 13

required; the data is already on the server. Second, many of the inputs are grouped together. For instance, joints and members have been integrated into one tab. Last, recording defects due to manufacturing and lumber measurements based on *ANSI/TPI 1* has been separated. (See Figure 2.)

One of the more exciting features surrounding the move to a web-based QC program is the ability for different platforms of training. Interest in certifications is on the rise, and training clients on *how* to use all of the options available to them is just as important as the options themselves. It's for that reason that SBCA continues to offer in-person training, but users will soon have the opportunity to take online training courses. Online classes will include PowerPoint presentations, software demos and inspection procedure videos.

Truss Inspection Form

The inspection is full of information. You always fill in the items, I also comments to explain the error. All the corrections here.

Comments: Please enter a comment relating the cause of the joints and members to the Front side plate: was out of position and T1 had severe wear on front side

Front Inspector: [Remove Inspection]

Corrective actions completed - notes: [Save Inspection]

These joints by clicking on their respective tabs

Again, orange points to OOC on this tab

We then have another orange subset, indicating where the OOC is. Front side, and problem is with 1 member. Note the OOC with

Quickly add new joints

Remove both sides of a joint and all related members with one button click.

Remove joint

Above is the specified joint information based on the front and back sides of the joint, with members side grouped with joint sides - a major interface improvement

We've simplified this from 2 questions to one

Even though the member only has 90% teeth, it's made up for by member B2 on the back side. Below you the 85% rule.

Even though the member only has 90% teeth, it's made up for by member B2 on the back side. Below you the 85% rule.

When you add a member on the front side, it also adds the back sides at the same time

Fields are white when enabled, gray when disabled

This message reminds the user why tooth count is required on B2 (85% rule)

Fields also appear at page bottom for ease of navigation

| Member | Lumber | Manufacture | Required | Found | Defect | Manufacture | Defect | >1/32" | >1/16" | >3/32" | Effective teeth |
|-----------|--------|-------------|----------|-------|--------|-------------|--------|--------|--------|--------|-----------------|
| Remove T1 | 25 | 15 | 105 | 150 | 50 | 18 | 0 | 0 | 0 | 0 | 71% |
| Remove B2 | 5 | 10 | 60 | 72 | 4 | 5 | 0 | 0 | 0 | 0 | 90% |

| Member | Lumber | Manufacture | Required | Found | Defect | Manufacture | Defect | >1/32" | >1/16" | >3/32" | Effective teeth |
|-----------|--------|-------------|----------|-------|--------|-------------|--------|--------|--------|--------|-----------------|
| Remove T1 | 0 | 0 | 105 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | % |
| Remove B2 | 0 | 0 | 60 | 80 | 0 | 4 | 0 | 0 | 0 | 0 | 115% |

Tools: 1/2" or required for member "B2" because the max member on one side also adds with 85% Effective Teeth per TPI 1-10.10

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Figure 2. The Joints and Members tab now matches members to their respective joints on the same tab. Entering inspection information on critical joints inspected is a cleaner process in the new web-based QC program.

SBCA continues to implement this new QC program while pursuing further additions that will only make it better for manufacturers and fabricators. Change is inevitable in the industry and doing so as quickly and seamlessly as possible can be a challenge. SBCA stands committed to serving the needs

of members and values the initial positive feedback from users of the newest changes and hopes everyone can benefit from the work completed so far. **SBC**

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At Great

A-1 Roof

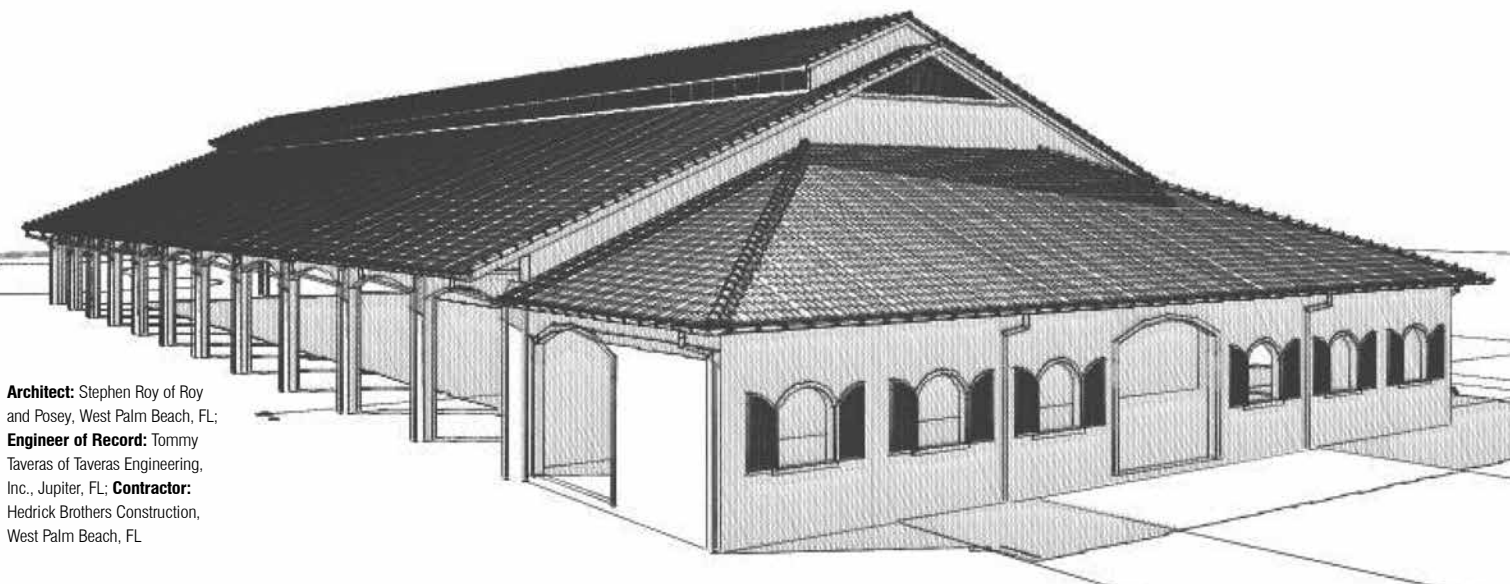


The Four Winds Arena is located in the Wellington Equestrian Center in Wellington, FL.

Lengths

Truss Designs 90-Foot Trusses for Riding Arena

by Emily Patterson



Architect: Stephen Roy of Roy and Posey, West Palm Beach, FL; **Engineer of Record:** Tommy Taveras of Taveras Engineering, Inc., Jupiter, FL; **Contractor:** Hedrick Brothers Construction, West Palm Beach, FL

To what lengths can a truss go?

Well, a truss can be designed to span as long as a project requires. Just take a look at the Four Winds Arena, a 20,000 sq. ft. practice riding arena with 90 ft. span trusses designed by A-1 Roof Trusses of Fort Pierce, FL.

While the sheer size of a 20,000 sq. ft. agricultural facility may conjure images of a large box, don't be fooled. The plans incorporated a number of design elements to give the arena a distinctive look. The structure included hand-framed exterior bearing timber beams, box beam trusses with a full bottom chord to give the appearance of timber, and a second tier of the roof designed with fixed glass windows.

"It's a design comparable to an old train depot, except this is 40 times the size," explained Tony Conant, Sales Representative at A-1 Roof Trusses.

Not Their First Dog & Pony Show

The Four Winds Arena is located in the Wellington Equestrian Center in Wellington, FL, an area A-1 is well acquainted with from previous jobs. Having already worked on a number of arena projects in the Wellington Equestrian Center, A-1 was familiar with a project of this scale. "We are one of the primary barn builders, and we come highly recommended for those projects," said Conant.

Along with being highly recommended, A-1 also had a good, established relationship with the architect, who asked if A-1 wanted to get involved during the project's design phase. "It kind of gets you in the door in the early stage," said Conant. That early participation in the project gave A-1 the opportunity to advocate for design options where structural building components best fit the structure's overall design. "We let the engineer and architect know what would and wouldn't work."

Continued on page 18





Figure 1. The box beam trusses were piggybacked and included windows located within the lower portion of the cap truss.

At Great Lengths • Continued from page 17

Box Beam Trusses for Design & Rigidity

While A-1 is accustomed to projects this size, the Four Winds Arena included some design features outside of the norm. “This project has a unique span with long overhangs,” said Conant. The project also included a large fabricated tube steel gable end truss (see Figure 1) and hand-framed exterior bearing timber beams (see Figures 2 and 3 on page 22).

The architect chose to use box beam trusses (see Figure 4 on page 22), which the team at A-1 confirmed would work for the design. “Each truss is essentially a two-ply truss with 2x6 segments nailed in between the truss,” explained Conant, noting that the bottom chord had a solid 2x6 between the full length of the truss. Once assembled as a box beam, each truss was 8.5 in. wide and spaced 48 in. o.c. The trusses were side wall piggybacked, to allow for the windows located within the lower portion of the cap truss. The base trusses were set and sheathed prior to hoisting and installing the piggyback trusses.

The design phase ran smoothly for A-1, in large part due to the company’s early involvement with the architect and engineer. “Because we were involved in the preliminary stages, the design was pretty simple,” said Conant.

All of the planning and collaboration between the trades paid off at the jobsite. “Box trusses took away a lot of the headaches,” Conant added.

Continued on page 22

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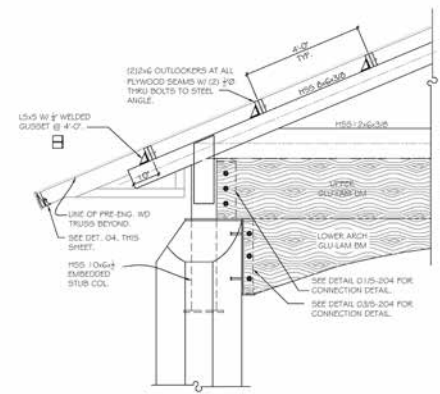
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Figures 2 & 3. The Four Winds Arena included hand-framed exterior bearing timber beams.



Figure 4. At the jobsite, the components were assembled into box beam trusses that consisted of a two-ply truss with 2x6 segments nailed in between the truss.

At Great Lengths

Continued from page 18

John Herring, CEO at A-1, echoed that sentiment saying, "Erection is critical. Making the box beam out of them, there's a little more labor, but it makes the trusses stronger and more professional putting them up."

For all long span projects, A-1 provides a video entitled *Handling, Installing and Bracing of Metal Plate Connected Wood Trusses* and supplies the BCSI B1-B4 Summary Sheets. Before A-1 will go to production for a job, the customer and the crew flying the trusses must watch the video and sign a letter acknowledging they have reviewed the materials.

The extra rigidity offered by the box beams aided the crane installation on the jobsite. "Flying the box beams, they didn't need to use as large of a spreader beam, compared to lifting single-ply trusses," said Conant.

During the installation process, Herring literally had a bird's eye view of the project's progress because he could spot the jobsite during his daily commute by helicopter to A-1's offices. "It [was] really neat the way [they were] putting them up," said Herring. "I wanted to keep going by."

Special Delivery

For all of the project's unique requirements, shipping proved to be the most formidable challenge. "The biggest thing we learned was shipping," said Conant. While A-1 had some of the longest trailers used in the structural building components industry, transporting the trusses

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To transport the long span trusses on its trucks, A-1 stacked 2x10s underneath the trusses in two locations.

for this job was still a feat. At the plant, A-1 stacked 2x10s underneath the trusses in two locations. Along with the proper escort vehicles, A-1 made its way, slowly but surely, to the jobsite. "We didn't have issues going down the road or making corners," said Conant.

At the site, A-1 exercised extreme caution delivering the trusses because the owner didn't want to tear out any of the perimeter of the property. While this mode of transport worked, Conant said they learned some lessons on how to simplify the process. "In the future, we would buy a steel I-beam and chain it to the stack," he said.

Another Project for the Record Books

For Herring, the success of the Four Winds Arena just goes to show A-1's specialty in this market. "I think because we're one of the bigger fabricators in the area, when people want the big trusses, they come to us because we have all the trucks, and we can handle them. It's not a big deal for us," he said. **SBC**

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GETTING the BIG PICTURE

The Evolution of BCMC Over the Past Decade

by Sean D. Shields

This year, BCMC will celebrate its 35th show as it returns to Milwaukee, WI (for an in-depth look at all BCMC 2015 has to offer, check out pages 28-37). We thought it would be a fitting time to take a brief look at how this annual industry tradition has evolved over the past 10 years. As you can quickly see from Figure 1, 2005-2014 was a roller coaster of a decade for the industry, and by extension, the show. We've created a timeline (see pages 26-27) that includes the show location, theme, number of attendees and show floor size for each year. However, this timeline doesn't tell the true story of what BCMC is about and the communal value it has provided component manufacturers and the broader industry. To begin to get at the heart of the value of BCMC, we sat down with five component manufacturers (CMs) who have attended a majority of the shows since 2005 to share their perspectives.

The Housing Boom

Tim Riegel, Engineering Manager at Rigidply Rafters, Inc., has only missed one BCMC show in the past 20 years. "Of course, back in 2004 through 2006, BCMC was enormous. We were building two million plus housing units each year, and there were a lot of truss companies out there as a result. In addition, there were more plate suppliers and equipment manufacturers that needed space to exhibit their particular products."

Indeed, the housing boom brought a lot of people into the industry, including entrepreneurs like Gary Schrock, Owner of Roof Tech Truss, LLC. "I opened my plant in late 2006, which in hindsight, was not the best time to start a truss manufacturing operation. I attended my first BCMC in 2007 to meet other manufacturers and learn from them. I started out small, and the ability to meet so many suppliers and other company owners in one place was incredibly valuable."

The strong housing market also enticed companies to expand their business models to include component manufacturing in order to further grow their market share. One such company was DuBell Lumber. DuBell has been a full-service lumber yard since 1940, and they opened their own truss plant in late 2005. Darren DiMedio, General Manager of DuBell's component manufacturing facility, recalled, "We went to BCMC in 2004 initially to learn more about the industry and gather information

"GOING TO BCMC

helps me and my leadership team take a step back and see the big picture of where the industry is going. I always hear so many good ideas that get us thinking about how to improve our operations."

—David Mitchell

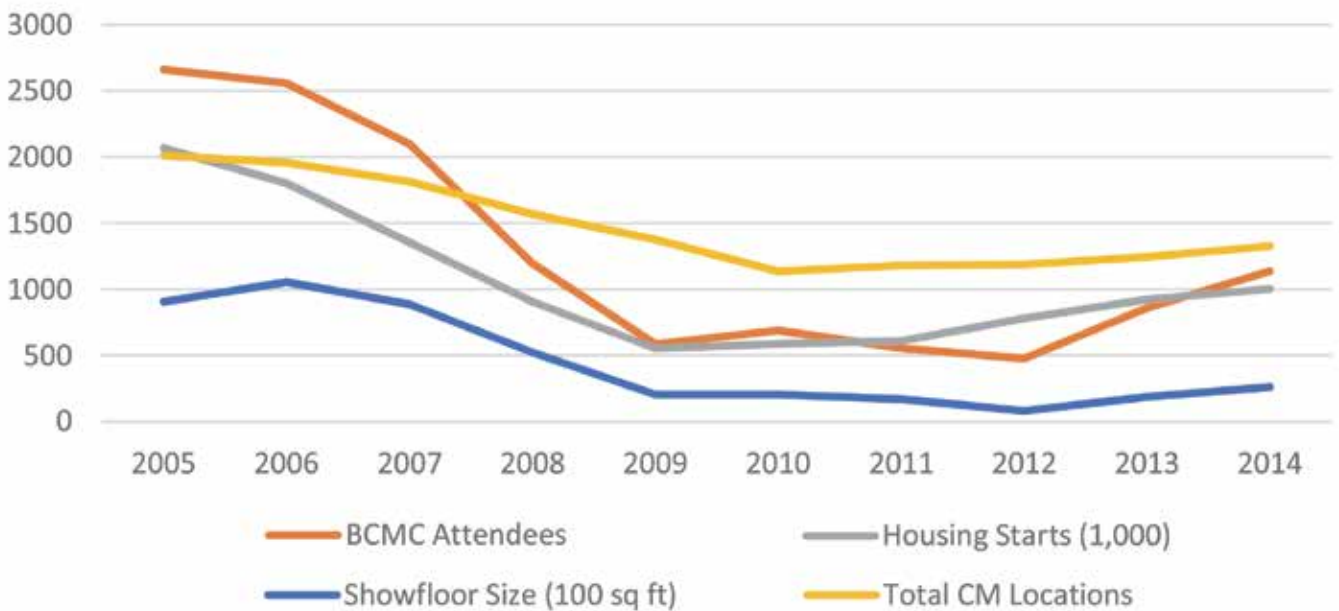


Figure 1. BCMC attendance each year in relation to housing starts and the number of component manufacturing locations in operation.

about what it would take to open and operate our own component manufacturing facility.” DiMedio’s brother initially ran the facility and attended BCMC in 2005 and 2006, but when he left, DiMedio took over and has attended BCMC ever since. “In the beginning, I was going just to meet people and learn how general managers at other truss plants solved the problems I was facing. It was a great place to learn the best practices of others that we could incorporate into our own facility.”

Finding Value After the Boom

When housing starts dropped off, so did BCMC attendance. There were many reasons behind the drop in attendance. One was that fact that between 2007 and 2010, nearly one in three CM locations closed their doors. It was also difficult to get away from the office. For example, David Mitchell, General Manager of Engineered Building Design, LC, missed only one show since the early 2000s. “I was signed up to go to Charlotte in 2010, but at the last minute I had to cancel to go to a customer sales meeting. The housing market was tough and I needed to stay home to get that customer.”

However, according to the CMs we talked to, the drop off in attendance had some advantages. “I think the people who attended BCMC in the years after the downturn were the individuals who are serious about our industry. They were the decision-makers and leaders who were committed to not only learning how to survive, but also how to position their company and the industry to prosper once housing came back,” said Riegel.

The common theme among the attendees we spoke to was that during the down years everyone was focused on survival. People came to the BCMC show to learn as much as they could from each other and to support others who were facing the same challenges. BCMC provided a place for this community of survivors to band together and collectively navigate

a very tough market. “It’s pretty clear the manufacturers who survived that prolonged downturn were the ones who knew what they were doing,” added Riegel.

DiMedio said, “I learned so much those first few years at BCMC. My plate supplier sales rep did a great job introducing me to other veteran general managers. The plant tours were also incredibly valuable. Having the opportunity to see first-hand how others ran their facilities was worth going to BCMC.”

Plant tours continued to be a key part of the value of BCMC every year. Keith Fell, Director of Manufacturing for Toll Integrated Systems, Inc. hasn’t missed a show for over a decade. “I always jumped at the chance to go on a plant tour. They’re extremely useful to see what others are doing, and sometimes to verify that what we are doing is right. We usually always took five to six people to the show and the tours always led to great conversations about how we could do things better.”

Beyond the plant tours and educational sessions, the ability to make in-depth comparisons and learn about new developments in production equipment and software remained the cornerstone of the BCMC show. Schrock provided this example, “Having started when I did, I always had to be very careful about my equipment purchases. I had to make sure I could pay for what I bought and not take on any more debt. During a conversation with a supplier at one BCMC, he let me know where I could find the saw I needed at an incredible price. That savings I realized from the lead on the saw more than paid for attending that show, and likely many, many others.”

Fell added, “Half the time we went to the show to shop for equipment, and BCMC was a great place to go and gather the information we needed to evaluate our options and make wise purchasing decisions. The other half of the time we went simply to plan for the future and learn as much as we could from

Continued on page 26

2005

Location: Milwaukee, WI
Theme: Riding on Tradition & Innovation
Attendees: 2662
Square Footage: 90,600



2006

Location: Houston, TX
Theme: Bigger & Better in Texas
Attendees: 2558
Square Footage: 105,400

2007

Location: Columbus, OH
Theme: Discover New Possibilities
Attendees: 2098
Square Footage: 88,600



2008

Location: Denver, CO
Theme: Mile High Performance
Attendees: 1195
Square Footage: 52,300



2009

Getting the Big Picture

Continued from page 25

educational sessions and conversations with other manufacturers. BCMC gave us the chance to see what was out there and what may be possible over the coming years, not only with our current suppliers, but with their competitors as well. You can't get that anywhere else."

Building Community, Making Connections

"If anything, I like the show more today than I did back before

the downturn. The quality of the people, and the emphasis on education and best practices, makes the show more valuable to me," said Riegel. In recent years, the "BCMC" transformed from the original Building Component Manufacturers Conference to "Building Community, Making Connections." Everyone we talked to seemed to echo this sentiment, that the BCMC show's greatest value was its ability to bring CMs and their supply chain together to foster long-term relationships and share best practices.

"Even during the smallest shows, there were still plenty of people I got a chance to get to know that helped make my business better. The shows always paid for themselves that way," said Schrock.

Mitchell may have said it best, "The BCMC show has always been a great place to go to get away from the daily details of running the business. It's easy to focus on those details and lose sight of the big picture. Going to BCMC helps me and my leadership team take a step back and see the big picture of where the industry is going. I always hear so many good ideas that get us thinking about how to improve our operations."

While none of the CMs we talked to have been directly involved in the BCMC Build project that started in 2010, this charity build project has also significantly contributed toward the goal of building a stronger community within the structural building components (SBC) industry. Starting in Charlotte, BCMC Build partnered with Habitat for Humanity to fully frame a house for a deserving family in the three days prior to the start of the show.

This unique addition to the BCMC week of activities gives attendees an opportunity to give back to the community hosting the show, build lifelong friendships and simultaneously showcase the framing advantages of components. In 2013, BCMC Build began its current partnership with Operation FINALLY HOME, an organization dedicated to providing

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Theme: Future of Framing
Attendees: 860
Square Footage: 18,800



Location: Charlotte, NC
Theme: Standing Strong...Gearing Up for Growth
Attendees: 1137
Square Footage: 26,100

Location: New Orleans, LA
Theme: Plan, Perform, Achieve
Attendees: 475
Square Footage: 8,100



Location: Indianapolis, IN
Theme: Rebuilding the American Dream
Attendees: 555
Square Footage: 16,900

Location: Charlotte, NC
Theme: Revvin' Up & Gaining Momentum
Attendees: 689
Square Footage: 20,500



Location: Phoenix, AZ
Theme: Soar to New Heights
Attendees: 584
Square Footage: 20,300



mortgage free homes to wounded veterans. The BCMC Build project this year will continue in that tradition, while also providing additional benefits to the industry through the Framing the American Dream project. (see "Renewing the Dream" in the August issue of **SBC**).

The More Things Change...

At its heart, BCMC hasn't changed much since the boom years a decade ago. If anything, the CMs we talked to who have attended the majority of the shows during that time indicated

the networking opportunities, educational sessions and plant tours have only gotten better. The ability to interact with multiple suppliers and peers and learn about the latest advancements in equipment, software and support services, can never be overstated. Further, the chance to participate in projects like BCMC Build, race on adult tricycles through the show floor, run in the 5K or shoot hoops for bragging rights, means there are many more opportunities to participate in building the SBC community and making connections with your peers. **SBC**

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2015 Attendee Show Guide

Be a part of the thing!



BCMC is the premier tradeshow for structural building component manufacturers to learn about the latest industry ideas, products and trends throughout their entire supply chain. Every year, the show welcomes exhibitors from all over the world to showcase the cutting-edge technology, state-of-the-art processes, and innovative products and services that have helped build a multi-billion dollar industry and shape the future of framing.

From beginning to end, with **informative** sessions and **interesting** exhibits, the 2015 show in Milwaukee will prove to be nothing short of **incredible!**

Kick-Off Presentation

Wednesday, October 21 | 7:30 am

Mark the official start of BCMC with a strong cup of coffee and a round of applause as we recognize this year's industry award winners and celebrate the completion of the 2015 BCMC Build/Framing the American Dream project.



Lieutenant General Willie J. Williams (USMC Retired) serves on the board of Operation FINALLY HOME and the Family Selection committee. Williams will introduce the deserving recipients of the **two** BCMC Build homes and deliver an inspiring presentation to kick off BCMC 2015.

Closing Celebration

Thursday, October 22 | 4-6 pm

This year's BCMC is action-packed to the very last minute of show floor hours, complete with some of the biggest giveaways attendees have seen in years. Of course, you must be present to win, but you will want to be present regardless.

The excitement will include:

- Lakeside Trailer Giveaway
- Vacation Giveaway
- Bean-bag Tournament Championship with cash prizes
- HOOPS Championship with cash prizes
- Appetizers and beverages
- And much more!



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SBCA Pre-Show Events

Creating a Financial Decision-Making Model & Tool Kit Seminar

Tuesday, October 20 | 8:30 am – 12 pm

Speakers:

Kendall Hoyd, Residential Design Services
Sharon Hoyd, Sharpen Business Analytics

In this interactive, CM-only workshop, our speakers will provide you with information and strategies so you can:

- Bring “Moneyball” and Theory of Constraints concepts to your pricing methodology.
- Develop a financial analysis framework that ties your theories about pricing to your profit and return on investment goals.
- Understand the true effect of highly complex truss orders on your plant economics.
- Utilize SBCA tools that help you tie all these ideas together in a way that will get you better financial results.

Don't miss this valuable presentation—the perfect way to start your BCMC 2015 experience! Sponsored by 4Ward Consulting Group.

Cost: \$50 SBCA Member
\$100 Non-Member



Golf Outing

Brown Deer Golf Course | Milwaukee, WI
Tuesday, October 20 | 12–6 pm

The BCMC Golf Outing is back! The outing will tee-off at noon at Brown Deer Golf Course in Milwaukee on Tuesday, October 20. The golf course was founded in 1929 and partially redesigned by Andy North and Roger Packard. The course has hosted PGA Tour and USGA national championships. The challenging layout features 60 sand-filled bunkers, tree-lined fairways and water winding throughout the course. The clubhouse is a designated historic site. Take advantage of this excellent networking opportunity and sign up your foursome today!

Cost: \$125 per golfer (includes light lunch)
Mulligans: \$10 each or 3 for \$25

All monies raised from the outing will be donated to the BCMC Build project.

Full-Day Plant Tour

SBC Research Institute &
Amwood Homes | Madison, WI
Tuesday, October 20 | 8 am – 4 pm

Maximum Capacity: 50
Length of Tour: 2 hours at SBCRI
1 hour at Amwood Homes
Cost: \$15 (includes lunch)

Take advantage of this unique opportunity to visit the industry's state-of-the-art, ANSI ACLASS ISO 17025 Accredited testing facility to better understand how SBCRI provides “value addition through innovation” via single-element and in-situ testing.

Amwood Homes/Windsor Building Systems manufactures floor systems, wall panels and roof trusses, delivering building component packages in four states from their plants in Madison and Toledo, IA. The Madison plant recently completed a new facility that features new saws, floor and roof truss tables and stackers.

Half-Day Plant Tour

Accurate Housing Systems
East Troy, WI
Tuesday, October 20 | 1–4 pm

Maximum Capacity: 50
Length of Tour: 1 hour

Accurate Housing Systems manufactures wood roof and floor trusses and wall panels.

Schedule of Events

MONDAY, OCTOBER 19

8a-8p Exhibitor Move-in

TUESDAY, OCTOBER 20

8a-8p Exhibitor Move-in
8a-4p Full-Day Plant Tour
8:30a-12p SBCA Pre-Show Seminar
12-5p Registration
12-6p Golf Outing
1-4p Half-Day Plant Tour
6:30-8p Top Chord Club & SBCA Board Dinner

WEDNESDAY, OCTOBER 21

7a-5p Registration
7:30-9:15a Kick-Off Presentation
9:30a Spouse/Guest Orientation
9:30-10:30a Educational Sessions
10:30-11a Coffee Break
11a-12p Educational Sessions
12:15-5p Ribbon Cutting & Exhibits Officially Open
Evening Exhibitor Events

THURSDAY, OCTOBER 22

7-8a 5K Run/Walk for BCMC Build
8:30a-3p Registration
8:30-9a Breakfast
9-10a Economic Forecast
9a-12p Spouse/Guest Tour
10-10:30a Coffee Break
10:30-11:30a Educational Sessions
11:30a-6p Exhibits Open
1-2p Educational Session
3-4p CM Roundtable
4-6p Closing Celebration

FRIDAY, OCTOBER 23

7-8a Fellowship Breakfast
8a-8p Exhibitor Move-out
8:30-10a SBCA Board Meeting

Schedule subject to change.
Current as of 8/20/15.



BCMC EDUCATIONAL SESSIONS

What's
in it for
you?

Instructional

Wednesday, Oct. 21 | 9:30–10:30 am

Achieving Maximum Efficiency: The Big Picture

Panelists:
Greg Griggs, ProBuild Southeast
BJ Louws, Louws Truss
Glenn McClendon, Sun State
Components of Nevada, Inc.

Discover that documentation is the key to improving efficiency as you gain a better understanding of the fundamentals of Lean and Six Sigma, as well as how to best identify waste and measure/track data.

Connector Design Considerations: Improvements Through SBCRI Research

Speakers:
Daniel Lawless, E.I.T., SBCRI
Jim Vogt, P.E., SBCA

Gain a better understanding of the application of ANSI/TPI 1 to connection systems that cause tension perpendicular to grain loading. Plus, learn how testing can help address design issues as well as how you can get involved with proposed testing concepts.

Financial Decision-Making: How SBCA Can Help with Your Tool Kit

Speakers:
Kendall Hoyd, Residential Design Services
Sharon Hoyd, Sharpen Business Analytics

Receive solid explanations of CM-centric financial management concepts while discovering SBCA tools available that can customize the analytical framework and

tailor it to your plant's unique characteristics. Join us throughout the coming year for ongoing topics on financial decision-making in the SBCA Workshop Series.

How Lumber Design Value Variability Affects Legal Responsibilities

Speaker:
Kent Pagel, Pagel, Davis & Hill, P.C.

Find out what significant changes to Appendix A of SPIB's Grading Rules mean to CMs and their Truss Design Engineers. Review important business management considerations including: contract review, submittals and notes/instructions on truss design drawings, placement diagrams and cover sheets.

Wednesday, Oct. 21 | 11 am – 12 pm

Achieving Maximum Efficiency: The Real World

Panelists:
Greg Griggs, ProBuild Southeast
BJ Louws, Louws Truss
Glenn McClendon, Sun State
Components of Nevada, Inc.

Learn practical applications for achieving maximum efficiency in your plant through before-and-after case studies and hands-on methods to minimize/eliminate waste.

Designer Training: Invest in Success

Speakers:
Mike Ruede & Travis White,
A-1 Roof Trusses

Consider how the benefits of a well-honed hiring process and intensive training program can result in a loyal team of employees who fit well into your company's culture.



How Building Code Politics Affect Business Value for All CMs

Speaker:
Kirk Grundahl, P.E., SBCA

Review the building code as the law and discuss some of the ways the law legalizes competitive advantages. As you share in the lessons SBCA has learned about CM business devaluation, consider if/how credible data trumps politics. Can we collectively change things to regain the value of our engineering intelligence?

How MSR Saves Me Money

Panelists:
Steve Kennedy, P.E., Lumber Specialties Ltd.
Jack Littfin, Littfin Lumber Co.
Jess Lohse, Rocky Mountain Truss Co.
Tim Riegel, P.E., Rigidply Rafters, Inc.

Learn more about why CMs use Machine Stress Rated (MSR) lumber, including how MSR improves efficiency, earns customer loyalty and reduces exposure to risk.

Thursday, Oct. 22 | 10:30 – 11:30 am

Fundamentals of Successful Automation

Speakers:
Buddy Raney, Raney Construction
Dana Rector, Universal Forest Products

Explore the essentials of success for CMs that currently employ automation. Gain a clearer understanding of the importance of material flow and learn how technology has changed the maintenance game, including who you need on your team to manage and care for your investment.



IT for Managers: Why “Backing Up” Isn’t Enough

Panelists:
Chris Alderink, Zeeland Lumber & Supply
Chris Cozart, ProBuild Corporate
Greg Dahlstrom, Villaume Industries, Inc.
Jason Hikel, Shelter Systems Limited
Dan Holland, Clearspan Components, Inc.

Enjoy a high-level overview of business continuity, disaster recovery and backups that will help you understand the impact of disasters from a business standpoint versus a technology standpoint.

Optimizing Your Inventory/Designs

Panelists:
Scott Leadbetter, Universal Forest Products, Inc.
Dan Morris, True House, Inc.
Kevin Riesberg, Plum Building Systems, LLC
Steve Szymanski, Truss Systems, Inc.

Consider the importance of inventory and cost knowledge, as well as how your market affects your inventory. Learn strategies for determining quantities for plates, hangers and grades, and how to be aware of inventory turns and carrying costs.

Turnkey Framing: The CM Experience

Speakers:
Michael Balliet, Builders FirstSource
Bill Sauder, Holmes Lumber

Are you considering turnkey as a profit center? Discover why this is a concept to revisit and/or retry as you learn how to add value to your operations from CMs with real-life turnkey experience.

Thursday, Oct. 22 | 1–2 pm

IT Deep Dive: Business Continuity/ Disaster Recovery

Panelists:
Chris Alderink, Zeeland Lumber & Supply
Greg Dahlstrom, Villaume Industries, Inc.
Jason Hikel, Shelter Systems Limited
Dan Holland, Clearspan Components, Inc.
Stacey Timmons, Atlantic Building Components

Learn the differences between disaster recovery (DR) and business continuity (BC) as you receive an overview of DR/BC planning procedures, complete with how to avoid common pitfalls.



Economic Forecast

Thursday, October 22 | 9–10 am

Speaker: John Burns, John Burns Real Estate Consulting, LLC

The Economic Forecast has become an INvaluable part of the BCMC experience! Join us once again as we welcome a new expert in the field to the BCMC podium. With a MBA from the University of California, Los Angeles, and a BA in economics from Stanford University, John Burns has advised real estate executives since 1989 and founded his own company in 2001. Many of the largest companies in the real estate and investment industries retain him to assist them with portfolio, strategic and community-specific decisions. Burns loves presenting his team’s industry knowledge to smart people and learning from them during the Q&A portion of his presentation. Sponsored by Alpine, an ITW Company.



Component Manufacturers Roundtable: Your Business Lifeline

Component Manufacturers Only | Thursday, October 22 | 3–4 pm

Moderator: Kirk Grundahl, P.E., SBCA

The “IN” place to round out the educational portion of BCMC, this open-format forum is designed to help you evaluate your business model in light of key industry benchmarks and best practices. Gain marketplace insight about the direction the CM market is heading and discuss problem-solving strategies in a community of your peers in this annual CM-only session.

SPECIAL EVENTS & MEETINGS

5K Run/Walk for BCMC Build

Thursday, October 22 | 7–8 am

Join us for this exciting 5th annual event to support BCMC Build! Walk or run—it's up to you! Everyone is welcome to participate. See website for course route. The entry fee is \$35 per person and t-shirts are not guaranteed after 8/25.

Download the 5K Form from bcmcshow.com and return it with payment to SBCA.

Spouse/Guest Tour

Thursday, October 22 | 9 am – 12 pm

Get up close and personal with Milwaukee on this 3-hour bus tour that includes a ride past the stately mansions along Lake Michigan, numerous photo opportunities at the city's most beautiful landmarks and several stops where you can interact with locals and experience the city as they do. We'll take in the Milwau-

kee Art Museum, North Point Lighthouse, Miller Park, Clock Shadow Creamery, Lakefront Brewery and much more.

On **Wednesday at 9:30 am**, the Convention and Visitors Bureau will stop by with valuable information about Milwaukee and the variety of things to do while you are in the city.



SBCA Board Meeting

Friday, October 23 | 8:30–10 am

Take this opportunity to attend a board meeting and learn more about how you can get involved with your industry's teammates to help grow the structural building components industry. The relationships developed here last a lifetime and can really help your business. Everyone is welcome! For more information visit sbcindustry.com.

BCMC Mobile App



Enjoy the entire show at your fingertips with the BCMC 2015 app! The powerful cross-platform design can be accessed on virtually any mobile or tablet interface. All of the essentials are covered, including:

- Exhibitor, speaker and attendee lists
- Show schedule (create a customizable personal agenda)
- Interactive exhibit floor map
- In-app surveys
- Social media integration
- And much more!

The app will be available to paid attendees via email for download the week before the show.



BCMC Build & Framing the American Dream (FAD)

The time, labor, material and cost comparison data collected through the first FAD construction project in 1996 has been used by CMs to successfully market the many advantages of SBC framing. BCMC Build 2015 presented the SBC industry with an opportunity to collect new and additional data to update the FAD marketing approach.

BCMC Build has proven to be a successful annual charity build project, allowing BCMC attendees to be part of providing a home for a deserving family in the show's host city. This year, Tim O'Brien Homes and Belman Homes, are working with BCMC Build to construct two homes on adjacent lots. Our industry will benefit from valuable data collection for FAD, while once again partnering with Operation FINALLY HOME to choose the recipients of these mortgage-free homes. For more details and to get involved with this year's build, visit bcmcbuild.com.



4Ward Consulting Group*

4Ward Consulting Group provides 30 years of service and success with a team who has 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. Come and see what is new in truss trailers.

Alamco Wood Products, LLC*

We offer a complete line of environmentally friendly beams and arches for uses in: Agricultural Buildings, Churches, Schools, Park shelters, Amphitheatres, Water parks, Equestrian and riding arenas, Trusses, Pedestrian and Vehicles bridges, Utility Commercial building and more.

Alpine*

see ad on back cover

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 homebuilder productivity and profitability.

Contact: Mr. Michael P. Fagan • 800-521-9790 x4067 • 954-979-9683 fax
mfagan@alpineitw.com • www.alpineitw.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. BCMC Build will partner with Operation FINALLY HOME again this year to construct a mortgage-free home for a wounded veteran.

Beadles & Balfour, LLC*

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

BlueLinX*

BlueLinX is America's distributor of building products, providing service and flexible distribution options to our customers and supplier partners. With more than 50 years of experience in the building products distribution industry, you can rely on BlueLinX to be a trusted partner who is committed to the success of your business.

Contact: Ms. Jodi Foster • 770-953-7000 • 770-221-8119 fax
jodi.foster@bluelinxco.com • www.bluelinxco.com

BlueTarp Financial*

BlueTarp Financial helps building material suppliers grow and protect their business with professional credit management services. Our program features larger lines and longer terms—up to \$1M and 90 days; guaranteed payments, and protection from credit risk.

Calculated Structured Designs Inc.*

Calculated Structured Designs (CSD) is a software company that provides solutions for the ewp, architectural and building industries. CSD offers powerful solutions for 3D structural design and layout (isPlan), single member design (isDesign), Tall Wall modeling and design (isWall), takeoff and optimization including support for automated saws (isOptimize) and more.

Canadian Wood Products

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, 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.

Clark Industries, Inc.*

see ad on page 14

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 and column lamination systems, fully electric horizontal and peak-up truss stackers.

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

Combilift USA

The Combilift is an engine-powered 4-directional forklift designed primarily for handling long loads in confined areas. Suitable for use both inside and out, the machine can operate in aisles as narrow as 80. The fully synchronized 4-way steering system provides excellent maneuverability.

Component Runner, LLC*

Component Runner, LLC is an outsource truss and wall panel design firm offered exclusively for MiTek customers. Our team has over 380 years of SBC design experience and we've designed over 4,000 jobs for over 200 MiTek Customers since 2007. Please visit our booth to learn more.

Composite Panel Systems LLC* see ad on page 39

EPITOME Foundation Walls by Composite Panel Systems are an engineered solution replacing concrete foundation walls. The walls combine tremendous strength, integrated stud cavities, R-16.5 insulation value, top plate, vapor barrier and 9' height in a single step and can be installed in under 3 hours. Visit epitomewalls.com.

Contact: Mr. Scott Weber • 715-479-0007 • 715-479-5387 fax
scottw@compositepanelsystems.com • www.compositepanelsystems.com

Cresswood Shredding Machinery

Cresswood Shredding Machinery is a Midwest based manufacturer of low RPM single shaft wood grinders. Capable of designing complete grinding system for large or small truss plants.

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: Ms. Misty Wylie • 800-521-3245 x301 • 972-888-9966 fax
mwyllie@eaglemetal.com • www.eaglemetal.com

Eide* see ads on pages 7 & 19

WizardPDS®—the world's leading automated truss jig system and first to effectively eliminate setup time and ALL manual jiggling at the assembly table. WizardPDS® technology will retrofit all new and existing truss manufacturing systems. WizardPDS® Gold® software offers perimeter AND internal web member definition, Truss Projection and Laser Integration features.

Contact: Mr. Thomas P. Hoy • 612-521-9193 x204 • 612-521-9307 fax
tom@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.

FastenMaster*

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

Framing the American Dream (FAD)

In January of 1996, the Framing the American Dream (FAD) project built two identical homes side by side to contrast stick-frame and structural building component framing methods by collecting, time, labor, material and cost comparison data. The dream lives on in 2015 as a new FAD project is undertaken in Jackson, WI as part of BCMC Build.

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* see ad on page 15

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.

Contact: Mr. Ron Blanchard • 404-652-2819 • 404-487-4114 fax
rcblanch@gapac.com • www.gp.com

Gilman Building Products*

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. specializes in offsite component design (Trusses, Panels, EWP). Partnered with MiTek, our staff's knowledge and experience cover North America, Europe and beyond. We also provide designer training for new recruits and seasoned veterans looking to upgrade their efficiency. Don't gamble on your growth, come see us today!

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. Hiab is part of Cargotec.

hsbCAD North America

hsbCAD North America has been the exclusive distribution and support center for all hsbCAD products in North America for over 10 years. Our team of technicians and programmers have had a major role in the development of the software for the North American market.

Hundegger USA* see ad on page 23

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. Rudy Banuelos • 435-654-3028 • 435-654-3066 fax
rudy@hundeggerusa.com • www.hundeggerusa.com

*SBCA Member • Gold Advertiser • Silver Advertiser • Bronze Advertiser

Integrated Stealth Technology* see ad on page 38

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.

IB is celebrating 20 years in business! International Beams is a leading manufacturer of premium quality engineered wood products, backed by state-of-the-art design software, exemplary customer service and an outstanding technical support team. Stop by our booth or check out our website anytime.

Klausner Trading USA, Inc.

Klausner produces high quality European Spruce and Pine and starting this year Southern Yellow Pine Dimension lumber, Studs and Boards for the U.S. Market. Every piece of SYP is slow dried and mild protected to give you a straighter, cleaner piece of lumber with the quality you have come to expect from Klausner.

Lakeside Trailer Mfg., Inc.* see ad on page 27

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 built over 1,850 truss trailers 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 and 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 and Header applications.

LMC - Lumbermens Merchandising Corp.*

A leading Forest Products and Building Materials Buying Group for over 80 years, LMC is owned by independent lumber & building material dealers and truss plants. Over 1,300 LMC dealer locations nationwide are united in their purchasing, creating a strong foundation supporting the growth of unique supplier relationships and purchasing opportunities.

Metriguard

The world's leading provider of precision equipment for machine lumber grading (MSR & MEL), veneer testing (LVL), bending and 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

Better Technology. Better Building™—MiTek delivers it to component manufacturers every day. From our automated jiggling, the best saws in the industry, and the industry's leading software that integrates your design with your automated production. Experience Better Technology. Better Building.

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

Monet Desauw Inc.*

Monet DeSawu, a company that has built its reputation on service, manufactures the most sought after cutting and material handling equipment available today. Our linear saw has proven to be the most cost effective saw and our floor web and DeSawyer line of fully automated saws are the most reliable.

MSR Lumber Producers Council*

Emphasizing its higher quality, longer spans, and better lifetime performance, we will let you know how you can benefit directly from using MSR lumber at your component manufacturing operation. If you are interested in less waste and better results, then MSR lumber is a great choice.

Norbord Inc.

Norbord brands build value into every project. Energy efficiency, reducing waste, material and labor costs for builders is our focus. Solutions with real value! With products like TALLWALL, WINDSTORM, PINNACLE, DURASTRAND POINT SIX and SOLARBORD, Norbord has all your wall, flooring and roof sheathing needs covered.

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.

Operation FINALLY HOME

Operation FINALLY HOME was established in 2005 as a nonpartisan/non-profit 501(c)(3) organization. In 2015, we are celebrating 10 years of providing custom-built, mortgage-free homes to wounded, ill or injured veterans, the widows of the fallen and their families. Operation FINALLY HOME partners with corporate sponsors, builder associations, builders, developers, individual contributors and volunteers to help America's military heroes and their families transition to the home front by addressing one of their most pressing needs—a home to call their own.

PANELS PLUS*

see ad on page 38

Panels Plus is your solution in both wood and light gauge steel. Our full line of wall and floor panel equipment is designed and built for quality, ease-of-use and backed by experienced engineering support. Panels Plus can be the one to help you to be the leader in your market.

Pennsylvania & Indiana Lumbermens Mutual Insurance Companies*

see ad on page 18

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 rate of A- (Excellent).

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

PRATT Industries, Inc.*

PRATT Industries, Inc: the leading North American manufacture of truss trailers.

Precision Equipment MFG*

see ad on page 13

Precision Equipment manufactures standard, extendable and gooseneck roll off truss trailers with your ROI in mind by using name brand components and the latest manufacturing procedures. With air ride suspension and the lowest ride height; Precision Equipment has been helping our customers increase their bottom line year after year.

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

Quick Tie Products Inc.*

The QuickTie System is a simple, quick and economical method for stronger hurricane and earthquake resistant wood framed buildings. Our trademark is "Stronger in the Storm."

Randek

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 NW 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 machine stress rated grades.

Robbins Lumber*

Robbins Manufacturing offers distribution centers throughout the Midwest, Northeast and Southeastern United States specializing in MSR Pine &

Spruce, SPF #2 and all SYP grades. We have office/reload locations in Illinois, Michigan, Wisconsin, Ohio, Iowa, Minnesota, Indiana, Pennsylvania, North Carolina, Alabama and Florida. Stop by our booth and let us show you our commitment to customer satisfaction.

Semmler Systems Inc.

Semmler's Big Red 3 located near Rapid City, SD, features the Column nailing bridge that contains 10,000 nails in one load. Total Systems of in-line equipment includes the fabricator, conveyor system, gusset press, planner, bunk stacking system with automatic stacker. Now available is the full line of finger-joint equipment.

Sherwood Lumber*

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

Shuqualak Lumber Company*

Shuqualak Lumber Company is a premier manufacturer of SYP wide dimension lumber in grades ranging from clear to #4, including MSR. Seventy-five to eighty percent of our output is in 8"-12" widths in lengths from 8'-16', with longer lengths available in visual grades.

Simpson Strong-Tie*

see ad on pages 10-11

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.

Contact: Ms. Frankie Emerson • 925-560-9081 • 925-833-1496 fax
femerson@strongtie.com • www.strongtie.com

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.

Square 1 Design & Manufacture / Spida*

Square 1 Design & Manufacture will be exhibiting our Trackless Roof Truss Gantry, WEG-IT Gantry Table and the "industry standard" Rolsplicer. As exclusive North American Agents for Spida Machinery, we will be displaying both Apollo and Spida CSS GEN5 Saws and the latest in Automated Jigging Rails, The Spida PROFILE.

Stark Forest Products*

Stark Forest Products is a nationally recognized provider of truss lumber and an APA engineered manufacturer of the Perma-Straight solid sawn I Joist as well as the Perma Straight Partially Treated Engineered Post.

***SBCA Member • Gold Advertiser • Silver Advertiser • Bronze Advertiser**

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.

Structural Building Components Association

Representing component manufacturers, builders, framers, material suppliers and industry professionals, SBCA develops tools to protect and grow your business. SBCA provides tangible benefits to its members through educational resources and online training, risk management best practices, building code and regulatory advocacy, in-plant safety and quality control programs, technical guidance, financial surveys and market share growth strategies.

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

Todd Drummond Consulting LLC*

Clients gain 3 to 6 points in net profit! Find out just how much your operation can improve its sales, design and manufacturing processes using the best practices our industry has to offer. - Consulting Services - Automated Incentive Software - Business Broker Referral Services

Trebnick Systems, Inc.

Trebnick Tags and Labels is a WBENC woman-certified, family owned and operated specialty tag and label converter. We specialize in strong synthetic materials and special adhesives that offer many solutions for hard to solve tag and label applications. We offer tear resistant, puncture resistant and harsh environment labels and tags along with printers and ribbons to meet all your requirements.

Truss Assembly Templates* see ad on page 9

Simplify Truss production with Truss Assembly Template's. Truss Assembly Templates reduce set up time and errors and increase production as well as the quality of the trusses assembled using them. Truss templates come in all sizes and thicknesses and are made of a high density Polyethylene.

Contact: Mr. Jayson Manning • 702-343-1539 • 702-364-8607 fax
jay@trussassemblytemplates.com • www.trussassemblytemplates.com

Truss Machinery Connections, Inc.

Truss Machinery Connections serves the component industry as a Manufacturers' Rep and as a Machinery Broker for new and used equipment. TMC customers span across 36 states and 11 countries. Industry experience since 1983 includes working directly in component manufactur-

ing to supporting manufacturers in design, design software, production and machinery.

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!

Vaagen Brothers Lumber

Family-owned small log mill that produces 200 million feet of MSR per year.

Vekta USA*

Vekta USA is a manufacturer of RAZER Linear Saws and material handling equipment.

Viking Forest Products

Viking Forest Products, one of North America's largest wholesale distributors of lumber and panel products, sells by the truck and rail car to component manufacturers, lumber yards, distribution centers, and industrial users. With reloads strategically located throughout North America we offer quick shipment as well as mill direct sales.

Wasserman & Associates* see ad on page 26

We will be displaying a new framing table with Programmable Single Tool Panel Bridge in our booth. Wasserman & Associates is a representative for new truss and wall panel 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
rod@wasserman-associates.com • www.wasserman-associates.com

Weyerhaeuser Company*

Come by our booth to learn about how our unique, industry-leading software solutions can save you time and money on the way to building a better, safer structure! Weyerhaeuser is your source for residential, multi-family and light commercial projects. We provide seamless building solutions, from design to installation to support.

Wood Truss Systems, Inc.* see ad on page 22

Innovative and objective solutions: Fully independent, we search from a variety of suppliers for equipment that best meets your needs. Count on effective and economical solutions featuring new/used: WoodRunner automated lumber retrieval; Truss Equipment; Wall Panel Equipment; Saws-Component, Linear, Measuring Systems; and Laser Projection.

Contact: Mr. Jay R. Halteman • 765-751-9990 • 888-751-9914 fax
jayh@woodtrussystems.com • www.woodtrussystems.com



Integrated Stealth Technology
16775 Industrial Pkwy • Lansing, MI • 800-662-2857

We have complete, turn-key truss systems customized to your plant's needs. Stop by our booth at the BCMA Show!

NEW Removable Plank Table

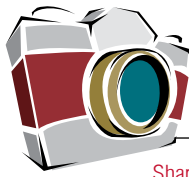
Patent Pending 2015



Trackless Floor Truss



www.integratedstealth.com



parting shots

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Villaume Industries was incorporated 134 years ago, and it has stayed in business by sticking to the leading edge of innovation. According to the company's history, "Villaume was the first to use metal connector plates, or 'Gizmo Gussets,' and the first to test and utilize the Auto-Omni, a computer-controlled saw specifically designed for the truss industry." The picture at left is believed to be one of their earliest truss orders built in the early 1950s. Below is an example of the early marketing materials Villaume used to promote its structural component products. **SBC**

Old Way!
Conventional Trussing

New Way!
Shop-fabricated roof trusses are rapidly becoming the choice of architects and builders. Here's why:

- NEW SAVINGS:**
 - Pre-fabricated trusses are factory-produced under strict quality control.
 - Trusses are delivered to the job site ready to be installed.
 - Trusses are delivered to the job site ready to be installed.
- MAJOR SAVINGS:**
 - Pre-fabricated trusses are factory-produced under strict quality control.
 - Trusses are delivered to the job site ready to be installed.
 - Trusses are delivered to the job site ready to be installed.
- ADDITIONAL SAVINGS:**
 - Pre-fabricated trusses are factory-produced under strict quality control.
 - Trusses are delivered to the job site ready to be installed.
 - Trusses are delivered to the job site ready to be installed.
- LEADS TO:**
 - Pre-fabricated trusses are factory-produced under strict quality control.
 - Trusses are delivered to the job site ready to be installed.
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- PROVEN ADDED VALUE:**
 - Pre-fabricated trusses are factory-produced under strict quality control.
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Gizmo Gus Sets: never work, never being worked with. Always trusses!



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A man with short, dark hair, wearing a white polo shirt and a dark jacket, is smiling and looking towards the camera. He is positioned in the foreground on the right side of the frame. The background is a complex wooden structure, likely the roof truss system of a building under construction, with many wooden beams and supports. The sky is visible through the structure, showing a blue sky with some clouds. A blue rectangular box is overlaid on the left side of the image, containing white text.

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