



Structural Building Components Association

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Collaboration Meeting of SBCA and Lumber Industry Representatives Discussion of Key Lumber Design Value Issues of Mutual Interest

Tuesday, September 7, 2010

Dinner for those in Madison

Wednesday, September 8, 2010

8:30 – Finish at about 3:30 p.m. so people can fly out late afternoon

Dinner with those still in Madison and Interested

6300 Enterprise Lane

Madison, WI 53719

Or

External Meeting Room Depending on Group Size

SBCA Mission Statement ([APPENDIX A](#))

1) Call to Order– Steven Spradlin, President

- a) Opening Remarks – Steven Spradlin
- b) Introductions
- c) Sign-in Sheet & Anti-trust Statement
 - i) Do not discuss current or future prices (be very careful of discussing past prices).
 - ii) Do not discuss what a fair profit level is.
 - iii) Do not discuss an increase or decrease in price.
 - iv) Do not discuss standardizing or stabilizing prices.
 - v) Do not discuss pricing procedures.
 - vi) Do not discuss cash discounts.
 - vii) Do not discuss credit terms.
 - viii) Do not discuss controlling sales.
 - ix) Do not discuss allocating markets.
 - x) Do not complain to a competitor that his prices constitute unfair trade practices.



SBCA Councils

Wood Truss Council of America | Cold-Formed Steel Council

- 2) **Review past events to present (no more than 30 minutes)**
 - a) Discussion of background information
 - b) Existence of current lumber design properties test data
 - c) Various positions and actions taken by individual companies and industry organizations
 - d) Comments, questions and any other related information sharing
- 3) **Discussion on the 3 key issues before us (60 minutes):**
 - a) Define the key issues:
 - i) Issue No. 1: Prospects/possibilities of joists, rafters, trusses, walls, etc. previously designed and installed with some pieces of lumber that were grade-marked but which may test lower than the values assigned to the visual grade through existing lumber industry testing programs;
 - ii) Issue No. 2: Designing and manufacturing trusses currently using existing truss design software which rely on published lumber design properties; and
 - iii) Issue No. 3: Prospects/possibilities that exist in the future with respect to lumber grade-marking, lumber design properties, truss designs, wall designs, lumber testing programs, truss testing programs and 3D building testing.
 - b) Refine the agenda based on roundtable discussion with respect to these key issues.
 - i) Define any new key/critical issues
- 4) **The goal is to focus the rest of the discussion on the action items for these “3 key issues” that can be undertaken to:**
 - a) Positively impact any outcomes that could potentially have a downside to them.
 - b) Serve the best interests of the structural building component industry.
 - c) Serve the best interests of the lumber supply industry.
 - d) Serve the best interests of the engineering design industry.
 - e) Define any action items.
- 5) **The goal is to focus the second group discussion topic on a roundtable discussion between suppliers and component manufacturers on desirable characteristics in lumber supply including:**
 - a) Structural properties
 - b) Visual characteristics
 - c) Lengths, dimensions, etc.
 - d) Define any action items.
- 6) **Other discussion topics, if any.**
- 7) **Recap of meeting outcomes, action items and timelines, if any.**
- 8) **Adjournment**

APPENDIX A

Mission Statement

What We Are...

Structural Building Components Association (SBCA)

SBCA is the information conduit for our membership to stay abreast of leading-edge marketplace issues. We disseminate this information through educational seminars, membership support, SBCA chapters and our industry publications.

Our Purpose...

We provide the services our membership needs to continue expanding the market share of all structural building components by promoting the common interests of those engaged in manufacturing trusses, wall panels and related structural components to ensure growth, continuity and increased professionalism, which will strengthen the structural building component manufacturing industry's influence.

What We Do...

SBCA formulates policy that protects and advances the interests of its members by initiating and carrying out projects that address membership concerns and promote industry marketplace interests. SBCA acts as the voice of the structural building components industry to legislative, regulatory and standards-generating agencies.

SBCA provides membership services, including addressing technical questions, serving members through the creation of various products and publications, and providing support to each SBCA committee.

SBCA supports each of its chapters to enable our industry to put a human face on the structural building components industry.

SBCA supports research, development and testing of structural building components - trusses, wall panels, and related structural components - to root the industry in sound engineering and improve the quality, efficiency and cost-effectiveness of our products, for the purpose of achieving greater product acceptance.

For Whom...

All structural building component businesses, material and equipment suppliers, and industry professionals.

Why...

SBCA desires to promote the consistent, safe, economic, and structurally sound design, construction and use of structural building components, thereby increasing their market penetration.

By successfully implementing its policies and serving the needs of its membership, SBCA will have the potential to make a significant difference on behalf of the entire structural building components industry.