



Chapter Focus

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Recruiting Associate Members

The 14th Annual Membership Drive is underway, so who should you recruit this year? Suppliers!

We have a new FREE benefit for supplier members, so now is a great time for chapters to pursue the companies that support their businesses and the industry overall. Throughout 2013, *SBC Magazine* will profile several aspects of the component manufacturing industry and highlight the supplier companies that serve those business segments.

All SBCA members in the featured categories will have their company contact information listed in that month's issue:

March – Truss Plate Manufacturers
April – Equipment Manufacturers
May – Engineered Wood Products

June/July – Lumber
August – Connectors, Hangers and Fasteners
November – Material Handling

Companies whose primary business category is one of the six above will be listed *automatically*; if more than one category applies, additional listings may be purchased.

Moreover, ALL supplier members are now invited to submit an article for our new monthly version of *SBCextra* for only \$125. This is a terrific advertising opportunity, especially for a new SBCA member.

Use the accompanying flyer in your recruitment efforts and contact staff if you need printed applications or other materials.

The main reason component manufacturers and those who supply them join SBCA is to learn from their peers. Members know that working together is the best way to strengthen not only the industry as a whole but also their own companies.

So, please help us recruit supplier members. Not only will we grow our association, but you'll earn Top Chord Club points and make a run for the #1 Recruiter awards for 2013, too!

14th Annual SBCA Membership Drive Standings

September 1, 2012 - August 31, 2013

1 SBCA Component Manufacturer Membership Recruiter

Recruiter	Company	City	State	Pts
David Marquez	Lockhart Truss Co	Lockhart	TX	3

1 SBCA Supplier Membership Recruiter

Recruiter	Company	City	State	Pts
Rudy Pierce	MiTek USA, Inc.	Chesterfield	MO	10
Rob Heri	MiTek USA, Inc.	Chesterfield	MO	3

#1 SBCA Recruiting Chapter

Chapter	Pts
Inland Empire Truss Fabricators Association	3
SBCA - Montana	3
Truss Manufacturers Association of Texas	3
Northwest Truss Fabricators Association	2
Western Component Manufacturers Association	2

Questions? Additions? Contact Anna L. Stamm, 608/310-6719 or chapters@sbeindustry.com.

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