



Chapter Focus

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Annual Workshop Sessions Online

Now in its fourth year as an online series, the Annual Workshop & Conference allows you to learn from knowledgeable speakers and discuss important industry issues with your peers. Held via phone and internet with *SBC Connection*, you may attend one or all of them from the convenience of your office. Before we finalize this year's topics though, we'd like to hear from you!

Please help us select topics of interest to you and return the following to chapters@sbcindustry.com or fax 608/274-3329 – please check ALL that apply.

For Company Owners and Managers

Operations Management

- Improving your truss shop costing
- Just in time manufacturing and keeping it lean
- Proper maintenance to keep things humming
- Safety: protect employees *and* your business
- Quality control for your products *and* workplace
- Smart plant layouts to improve the bottom line
- How to automate without going broke
- Successful scheduling to stay on point
- Transportation and delivery: finishing the job
- ROI: From PE to QC, more than alphabet soup
- Adding panels: how, when & why
- Component industry benchmarks to track your operation's effectiveness

Sales & Marketing

- Making it big when you're a small company
- Bringing your builders and framers on board
- Training your staff to sell your product right
- All the right moves: truss plant tours
- Building your company's brand with support from SBCA

Human Resources Management

- Better communication for a better business
- Incentive programs to retain and motivate
- Training your employees to support the business
- Insurance policies: which, where, when & why
- How design outsourcing can affect you
- Effectively communicating with non-English-speaking employees
- Navigating the immigration issues
- Managing the middle-management component
- Hiring team players and managing production

For Technical Personnel

- Heel heights and energy codes, a primer
- Design responsibilities and "just say no"
- Truss repairs: design, load and field issues
- The effect of code changes and planning ahead
- Getting started on whole house engineering
- Wall panels from design to installation
- ANSI/TPI and understanding the standards
- Sharpening your skills and getting more out of your job

Additional topics of interest to you: _____

Your Name: _____

Your Company: _____

Your Email Address: _____

If you have additional comments, please let us know. THANK YOU!

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

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