



Chapter Focus

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Intangible Benefits of Membership

One of the main reasons that companies join SBCA is to take advantage of member discounts on products, programs and services. From BCSI and Jobsite Packages, to In-Plant WTCA QC and Truss Technician Training, to BCMC and Annual Workshop registrations and more, members literally pay for their dues with the discounts they receive from their purchases. Members can use all of the items that have been developed for their benefit and implement industry best practices at their companies.

Even so, a question sometimes arises – what do I get for free when I join? Beyond discounts on items that members will purchase, what is available at no cost?

Importantly, this is where the value of membership is reflected in the intangible benefits that members receive. As all of our long-time members will attest, there is a lot of value in being a member, whether or not you can put a dollar sign in front of it on a ledger.

As you encourage companies to join our association, our new *Make the Connection* flyer will help you convey the intangible benefits and how membership in SBCA brings us together to build our future.

- *Sharing Information* – Look to our educational programs and Workforce Development portal to reach the audiences that will protect and grow our industry.
- *Solving Problems* – Join us for the meetings where we define solutions and develop tools for members.
- *Adding Value* – Use the knowledge gained from the SBC Research Institute to ensure that components are the future of framing.

Help us grow our association and industry – recruit members for all of these reasons!

14th Annual SBCA Membership Drive Standings

September 1, 2012 - August 31, 2013

1 SBCA Component Manufacturer Membership Recruiter

Recruiter	Company	City	State	Pts
Bill Graber	Graber Post Buildings	Montgomery	IN	3
Tom Hollinshed	Comtech	Fayetteville	NC	3
David Marquez	Lockhart Truss Co	Lockhart	TX	3
Bob Dayhoff	Shelter Systems Limited	Westminster	MD	1

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
Mid Atlantic Structural Building Components Association	5
Inland Empire Truss Fabricators Association	3
SBCA - Montana	3
Structural Building Components Association of the Carolinas	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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