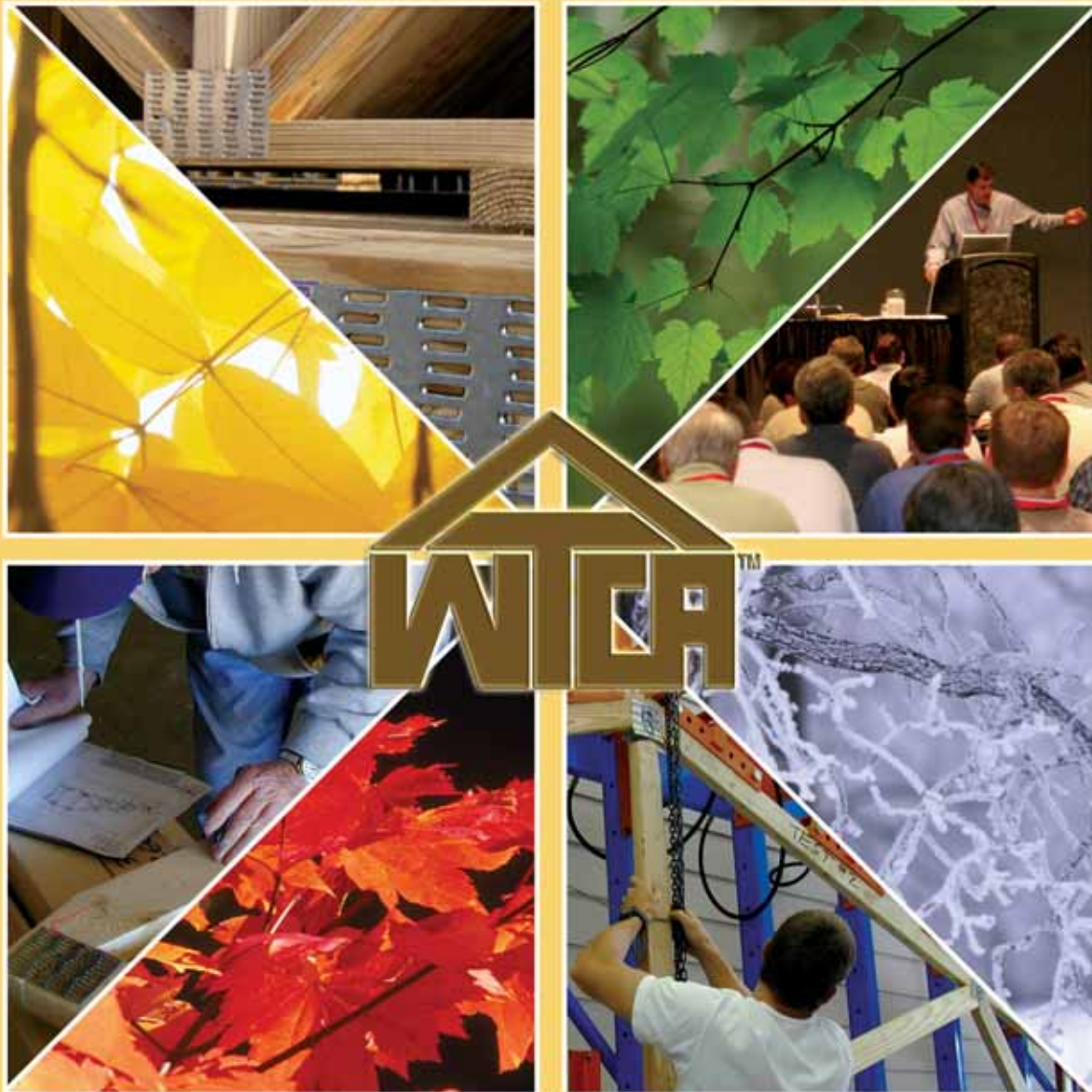


A Year Through the Chapters



2005 Annual Report & 2006 Desk Calendar



Representing & Supporting the Structural Building Components Industry

"A while back [WTCA staff] emailed me a preliminary copy of [The Load Guide]. I think that it is a great concept and cannot wait for its general release...As a [Colorado Chapter] Board Member, I want WTCA to know that we appreciate the efforts you put forth to further our industry. As my fellow board members, competitors and I can attest, we all get too busy running our businesses most time to look at the broadest picture of the wood truss industry. WTCA is our voice in the world when we are too busy to speak for ourselves as individual companies, that is why I am proud (and glad) to be a WTCA member."

—Stephen J. Scherneck, Jr., Sterling Component Systems, Sterling, CO

A Year Through the Chapters



2005 Annual Report & 2006 Desk Calendar

Every year, WTCA members and its 32 chapters face it all:

- • • crisis and resolution • • •
- • • competition and friendship • • •
- • • challenge and success • • •

The accomplishments of the whole organization are reflected in our work with our chapters. This Annual Report will show the best of WTCA over the year and highlight the chapters' contributions. Plus, a 14-month calendar will take you through the remainder of this year and into 2006 with reminders about all of the important issues and projects your association is working on. It also includes the dates for as many WTCA meetings, events and chapter functions as possible.

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WTCA Chapters

[WTCA has 32 chapters that represent the interests of members in 37 states.]

- Alabama Component Manufacturers Association (ACMA)
- California Engineered Structural Components Association (CalESCA)
- Central Florida Component Manufacturers Association (CFCMA)
- Colorado Truss Manufacturers Association (CTMA)
- Georgia Component Manufacturers Association (GCMA)
- Inland Empire Truss Fabricators Association (IETFa)
- Iowa Truss Manufacturers Association (ITMA)
- Mid Atlantic Wood Truss Council (MAWTC)
- Mid South Component Manufacturers Association (MSCMA)
- Minnesota Truss Manufacturers Association (MTMA)
- Missouri Truss Fabricators Association (MTFA)
- North Florida Component Manufacturers Association (NFCMA)
- Northwest Truss Fabricators Association (NWTFa)
- South Carolina Component Manufacturers Association (SCCMA)
- South Florida Truss & Component Manufacturers Association (SFTCMA)
- Southern Nevada Component Manufacturers Association (SNCMA)

"I'm proud to be part of a unique industry. It's almost a fraternal feel when we get together annually at a convention. When you travel around the country, you see that people in this industry have a unique bond because we're so different...."

—Merle Nett, 1996 WTCA President

- Southwest Florida Truss Manufacturers Association (SWFTMA)
- Tennessee Truss Manufacturers Association (TTMA)
- Truss Manufacturers Association of Texas (TMAT)
- West Florida Truss Association (WFTA)
- Western Component Manufacturers Association (WCMA)
- Wisconsin Truss Manufacturers Association (WTMA)
- Wood Truss Council of Michigan, Inc. (WTCM)
- Wood Truss Council of North Carolina (WTCNC)
- Wood Truss Council of the Capital Area (WTCCA)
- WTCA - Arizona (WTCA-AZ)
- WTCA - Illinois (WTCA-IL)
- WTCA - Indiana (WTCA-IN)
- WTCA - Kentucky (WTCA-KY)
- WTCA - New York (WTCA-NY)
- WTCA - Northeast (WTCA-NE)
- WTCA Ohio Chapter Association (WTCAOCA)

NOTE: The chapter meeting dates included on the calendar were those available at the time of printing and may be subject to change.

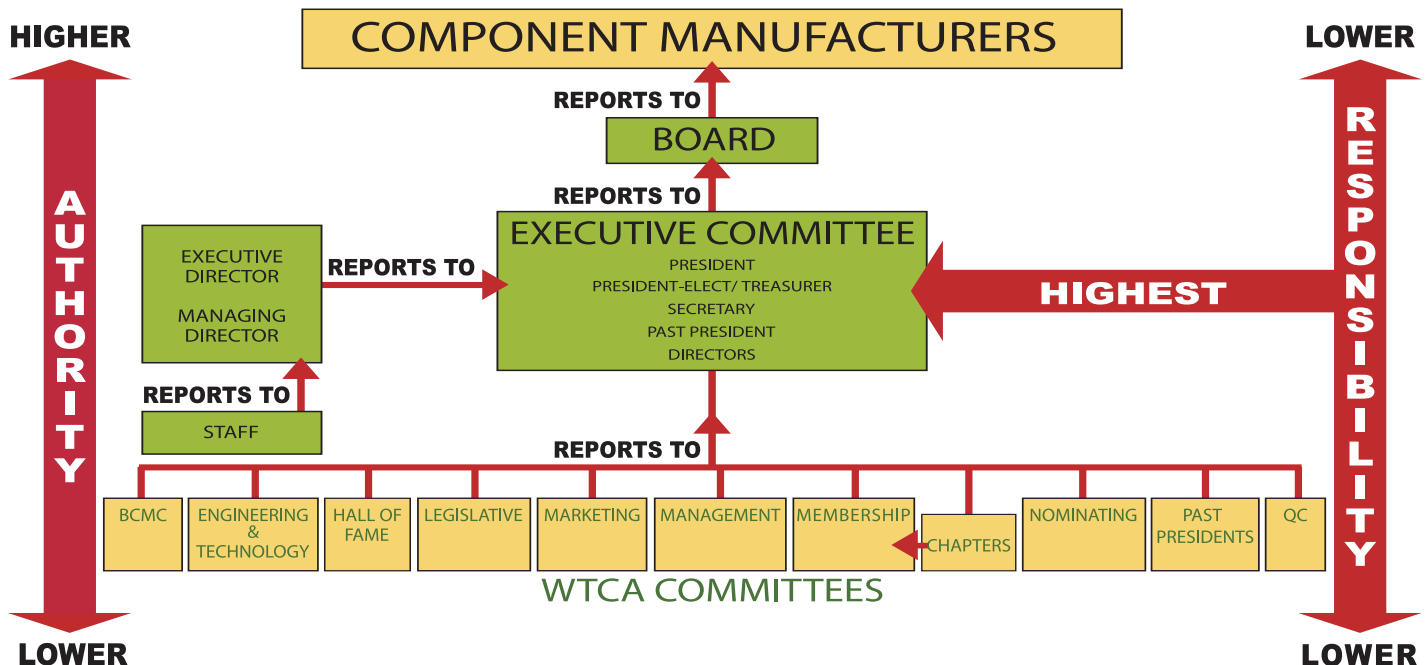


Out in the Field

Chapters and individual members are the eyes and ears of WTCA locally. When any local issues arise that affect component manufacturers—such as legislative, building code, engineering, education/training, risk, insurance, quality, or fire performance of components—it is important to contact WTCA immediately to gain the benefit of the broad-based expertise of the entire organization.

"In summary the [California Chapter] meeting went very well and there was a lot to discuss. Having WTCA [staff] there gets a lot of information to the group on how we can all work together and the benefits of the same. I know I walked out feeling like I just attended another Board Meeting. All were very receptive and appreciative of the information given. The next meeting will be interesting to see if we have greater attendance due to all who attended passing on the news and necessity to attend to our fellow competitors. The staff handouts and agenda were great. The agenda really kept us on track! Thanks!"

—Kenneth M. Cloyd, California Truss Company, Perris, CA





A Message from the President

Kendall Hoyd • Idaho Truss & Component Co. • Meridian, ID

Looking back on my year as WTCA president, I am surprised at how quickly the time flew and pleased with all that we managed to accomplish in these few short months. My primary motivation was to endow WTCA with the policies and resources needed to take us into the future as a strong, productive and responsive association.

Our Most Ambitious New Policies

- **Staff Travel to Chapter Meetings:** Putting members in direct contact with staff has increased our knowledge and potential tenfold.
- **Research and Testing Facility:** This major investment will vastly expand our knowledge base and pay huge dividends in the future.



The Areas in Which Our Association Continues to Excel

- **Educational Programs:** Just take a look at all of the courses offered through Truss Knowledge Online (TKO).
- **Quality Control:** Each year more companies realize the benefits of this excellent management and marketing tool.
- **Building Code Work:** The Load Guide (TLG) is an incredible tool but still represents just a fraction of our work in the code arena.
- **Legislative Activities:** Hand in hand with our code work are our efforts to form political connections and have our voices heard.

It Pays to Be More Involved in WTCA

Not only does WTCA provide a multitude of tools for the membership, but you can also give back to your association by becoming more involved. A great place to start is with the Open Quarterly Meetings.

- **Policies:** Where will our association head in 2006 and beyond? By attending Board Meetings, your voice will be among those that define and set the goals and policies of the entire association.
- **Programs:** Have you thought about what additional tools you would like from your association? By networking with fellow component manufacturers at the Committee Meetings, terrific ideas arise that can then be developed into new products and programs to serve members' needs.
- **Master of Component Administration (MCA):** Though not an actual degree, the information you gain from attending Board and Committee Meetings helps to build the knowledge base from which you run your business and understand your industry.

In addition, the MCA is a great management development tool. If you have management staff that you would like to see become more seasoned, capable and effective, I highly recommend spending the travel money and few days of time that it would cost each year to get them involved with the WTCA Board of Directors and Committees. They will be exposed to policy-level issues and decision making that is laser-focused on subject matter that relates directly to leading and managing a component manufacturing operation. The Component Manufacturers Roundtable that kicks off each Board Meeting is some of the most valuable time you or your managers will ever spend when it comes to setting strategy for your business. You can't get a better return on your management development dollar than you will by getting up-and-coming managers involved with WTCA Board and Committee work.

A Very Bright Future

We have grown steadily in effectiveness and credibility over the last 14 years and the rate and scale of this change will take off dramatically in the next few years. Our success with BCMC, WTCA publications and other incredibly valuable programs will allow it and our industry's growth will demand it.

Now is the time to realize the value of your membership in WTCA. This Annual Report will give you a taste of what our association has to offer and how you can become more involved throughout the year. The work we accomplish through WTCA will enrich our businesses and our industry.



WTCA is on the verge
of a transformation
from an excellent small
scale operation to a world-class
industry organization that
shapes the trends its members
face and influences the issues that
affect its members' economics.



A Message from Your Staff

When we come to work and put on our WTCA hats, we are continually pleased and proud to be able to support such a great industry and membership. When we tell you that our members are the greatest, we mean it! Without you, this organization wouldn't exist, so thank you for letting us assist and support your business and the industry.

We're Here for You!

Remember, we are here to help you in all of these areas, plus much more:

- **Technical:** Call us with technical feedback and questions, code issues, you name it and we will respond to your needs for information and assistance. If the answer is not already posted in the technical resources on the web site, we will research the issue and let you know.
- **Education:** Look to us for courses and programs to educate your personnel and the marketplace. Whether you need something for 30 minutes or three days, we can fill your educational needs.
- **Marketing:** We have the tools you can use to build your business and promote your company. From customized publications to marketing CDs, we have, or will develop, the resources you need.

We know that our members have businesses to run and association work is a volunteer activity that should not consume inordinate amounts of your time. However, it is essential that our members provide strategic direction to staff so that we implement projects and tasks based on what is genuinely important to your business.

- **Risk Management:** From publications to the **ORisk** program, each year WTCA creates more resources and products to help you manage risk in all areas of your business.
- **Information:** From **SBC Magazine** and Weekly Board Reports to Chapter Focus, Legislative Notices, Industry News and much more, our goal is to communicate with you about the important topics affecting your business.
- **Representation:** The association can speak for you and represent your interests in all of the building code and legislative policy-making arenas—WTCA is the voice of the structural building components industry.

- **Chapters:** We are learning so much by attending your local meetings and are very pleased to finally spend more face-to-face time with you! Just let us know how else we can be of assistance while we are there.
- **Networking:** Open Quarterly Meetings, Regional Workshops, the annual Legislative Conference and BCMC—these are organized for your benefit and we hope you will attend.

What Would You Like Next?

Just let us know what you need! Based on member requests and feedback, here's a sampling of the new products and programs we undertook this year:

- **ORisk:** At BCMC 2005, we will debut the new Online Risk and Liability Management program under development by WTCA Legal Counsel Kent Pagel.
- **Work Force Development (WFD):** We're working with ITT Technical Institute, the U.S. Department of Labor's Business Relations Group, the National Association of Workforce Development Boards, and several state- and local-level groups to meet our goal of having 1,000 résumés online for component manufacturers to access.
- **Transporting Trusses Guide:** Incorporating the logistics of transporting structural building components and the expectations of highway and rail travel, this guide will address the requirements and constraints everyone should know.
- **Off-Loading and Hoisting Trusses Guide:** A logical extension of the Building Component Safety Information (BCSI) document, this will be added to the next BCSI update to bolster proper handling and installation.
- **Operation Safety, Forklift addition:** The Operation Safety program continues to be expanded with new resources and information, the biggest and best this year being a new section on forklift safety with companion safety materials.
- **Lumber Trading Data (LTD) site:** Undoubtedly one of our most detailed new projects, the LTD site will act as a database of lumber trading information to assist members in making informed decisions. This site is scheduled to be available by the end of 2005.



Give Us Your Feedback, Please

Whether you see us at a chapter meeting, send us an email or pick up the phone, please let us know how we're doing and what else you would like to see. Chances are WTCA already has the resources you need; and if not, we'll make it our next project.



Carbeck Structural Components Institute

Spreading the Facts about the Fire Performance of Trusses

[CSCI strives to undertake research and education for the betterment of the industry, enhance fire service education and promote fire service safety.]

Major Myth-Busting

Since its inception, CSCI has been providing tools dispelling the myths associated with the fire performance of trusses. Much work remains to be done:

- A law in the State of New York took effect in December of 2004 requiring buildings with trusses to be labeled, while not requiring this of buildings using other types of construction.
- The Village of East Hills, NY passed an ordinance that effectively bans the use of trusses.
- The myths keep spreading. From the minutes of a public hearing, October 18, 2004 in East Hills: "Now when exposed to the heat of a fire, these plates can twist and pull away from the wood, and as it pulls away the teeth naturally extract and it's subject to the very, very rapid and sort of immediate collapse in a fire."



The Good News

The truth is getting out, to one fire official at a time. Over 3,000 fire officials have received educational information compiled by Carbeck. Carbeck is also supporting important research with the University of Wisconsin on bracing performance and design methodology.

"Trusses are strong, efficient, reliable, predictable, and, once you get to know them, pretty cool. For too long the fire service has vilified this structural engineering marvel."

—Mark Emery, Operations Battalion Chief in King County (Woodinville), WA [from "Truss Truce" in Fire Rescue Magazine]

What's Next:

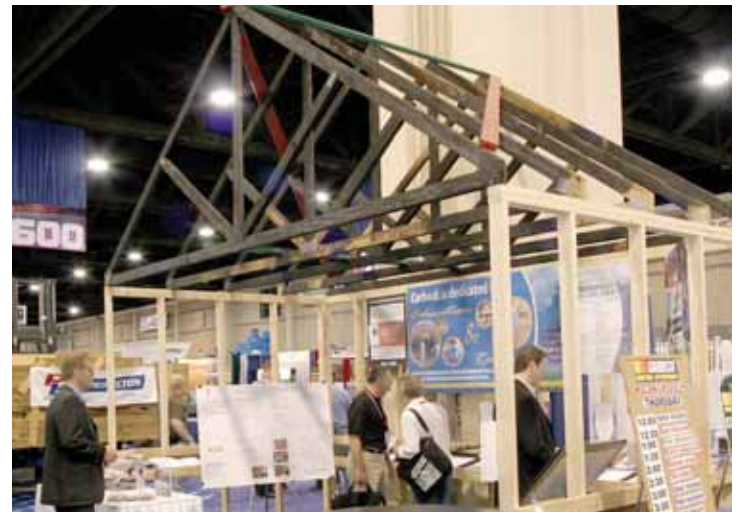
- Continued and increased grassroots effort through WTCA Chapters
- Updated web site, including short web-delivered educational segments
- Summary CD based on existing program
- Revise and update CD
- Promoting model legislation
- Promoting pre-fire planning technology
- Research in 2005 in cooperation with the University of Wisconsin
- Development of a testing facility for research and testing focused on growing our knowledge and expanding the structural building components industry

Carbeck Structural Components Institute



"[The presentations for the fire service in Arizona] were very well received. They really all just took it in, and I kept hearing comments like, 'Wow, this is great!' They were impressed with what they heard; it was another angle and more information. At the end, they were still hungry for more."

—Keith Azlin, U.S. Components, LLC, Tucson, AZ



Chapter Highlight

Every year the Iowa Chapter issues a challenge to all chapters to donate \$1,000 to Carbeck. The chapters that have accepted this challenge include: Arizona, Illinois, Missouri, New York, North Carolina, Northeast, South Florida, Southern Nevada and Texas. In fact, in 2005, the Southern Nevada Chapter donated \$5,000!

The Iowa Chapter also continues to educate local firefighters about trusses. Their education committee members, including two who are firefighters, teach volunteer and professional firefighters in firehouses and community colleges across Iowa.



Research

November

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Spreading the Facts about the Fire Performance of Trusses

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
			WTCCA Chapter Meeting		Eid-al-Fitr	
6	7	8	9	10	11	12
		SCCMA Chapter Meeting Election Day	SWFTMA Chapter Meeting WTCNC Chapter Meeting Chapter Teleconference	MAWTC Chapter Meeting WFTA Chapter Meeting WTMA Chapter Meeting	Veterans Day	
13	14	15	16	17	18	19
		CFCMA Chapter Meeting		MTMA Chapter Meeting SFTCMA Chapter Meeting	WTCA-KY Chapter Meeting	
20	21	22	23	24	25	26
				Thanksgiving Day		
27	28	29	30	<p>"All knowledge comes from experimentation." —Richard Feynman</p>		



Allied Associations & Industry Cooperation

Collaboration...The Key to Maximizing Association Resources

[WTCA works closely with a multitude of other organizations throughout the year.]

Successful Collaborations in 2005

- **American Legislative Exchange Council (ALEC):** Creating model legislation for states regarding transporting trusses.
- **American Softwood Lumber Committee (ASLC):** WTCA staff was appointed to this committee in 2005.
- **Building Officials Association of Florida (BOAF):** Building a stronger relationship to address building code issues in Florida.
- **International Codes Council:** This year, staff was asked to serve on the Structural Committee of the ICC, which provided an excellent opportunity to become involved in the code review process and protect the structural building components industry.
- **MSR Lumber Producers Council (MSR LPC):** Coverage of "What Component Manufacturers Need from their Lumber Suppliers" at the MSR Workshop for *SBC Magazine*.
- **National Association of Home Builders (NAHB) Fall Protection:** Participation in NAHB's Residential Fall Protection workgroup.
- **National Lumber and Building Material Dealers Association (NLBMDA):** Collaboration on **Operation Safety** and drafting a scope of work for each organization to avoid duplication of effort.

"This [success at the ICC hearings] is great news...Please thank [staff] for their tireless dedication to our industry and the great strides they have just made for all members. This is the kind of thing that makes me feel so good about the association we are in and where we are heading...not to mention how much I learn from all the great members I get to work with. Thanks to everyone at WTCA."

—Richard P. Parrino, Plum Building Systems, West Des Moines, IA

"Anyone paying attention [to the industry's recent work on our IBC code changes submitted in collaboration with the National Council of Structural Engineers Associations (NCSEA)] knows the bracing issue had to be dealt with and we couldn't just do what we wanted and expect everyone else to accept it. I think you guys did a great job on coming up with a very workable solution that should be acceptable to all and doesn't dance around the issue."

—Joe Heinsman, P.E., Davidson Industries, Franklin, IN

- **National Council of Structural Engineers Associations (NCSEA):** Teamwork on the development of code changes protecting component manufacturers and the design community.
- **National Institute of Standards & Technology (NIST):** Staff, along with Steve Cramer (University of Wisconsin) and Mike Cassidy (TPI) met with Bill Davis from NIST in July to discuss a summer intern's preliminary test results concerning burned splice joints. We continue to monitor the student's progress and will review her report before it is finalized.



Extreme Examples

Congratulations to WTCA members who were featured in several different productions of ABC's ***Extreme Makeover: Home Edition***. Thanks to these members, the benefits of component construction were demonstrated to the entire country:

- Woodinville Lumber, Woodinville, WA
- Lumber Unlimited, Jacksonville, FL
- Capital Structures, Fort Smith, AR
- Home Lumber, Longmont, CO
- Meek's The Builder's Choice, Springfield, OH

- **Southern Forest Products Association (SFPA):** Presentation by WTCA Past President Dan Holland on component market trends, lumber consumption by component manufacturers, lumber qualities important to component manufacturers, and how the Southern Pine Council could support component manufacturers.
- **Truss Plate Institute (TPI):** The partnership between TPI and WTCA continues to be very productive with the implementation of many important projects in 2005. Completion of **The Load Guide (TLG)** was the highlight of the year.
- **University of Wisconsin:** Research and testing initiative with WTCA.
- **U.S. Value-Added Wood Products Alliance:** Building a stronger relationship with the United States Trade Representative and urging a negotiated settlement between the U.S. and Canada with regard to softwood lumber trade.

"The shared vision of the TPI and WTCA Board of Directors has led to a renewed focus on serving the best interests of all involved in the component manufacturing industry. Because of this, more positive outcomes like BCSI can be expected in the future."

—Michael Ruede,
California Truss Company, Perris, CA



Chapter Highlight

The chapters play an important role in developing working relationships with local and state organizations. These relationships are the building blocks of lasting cooperative efforts. This year, when an issue regarding permanent bracing in Michigan schools was revealed, the Michigan Chapter and WTCA staff worked to develop a "Tool Kit" approach with the State of Michigan for local inspectors. We created a Builder Owner Inspection Report, along with summary and detailed New Structure Building and Truss System Design checklists and provided links to WTCA bracing information for the State to provide in a web-based system to better educate building officials on this very important subject.



Collaboration



Truss Knowledge Online

Flexible • Effective • Affordable

[Many WTCA members focus on training their employees starting in January.]



Truss Technician Training (TTT)

Start the year off right by educating your employees with Truss Basics and TTT Levels I, II and III.

Proven over and over since its inception in 2002, every year more WTCA members use the TTT online certification program. 2005 was no exception—over 1,500 students enrolled this year. TTT provides top notch training on wood design and engineering fundamentals for truss technicians.

Also in 2005, we introduced a new version of TTT Level I, with updated content based on the latest codes and industry standards, and an improved online delivery system.

"The TTT online training has been a remarkable addition to our training portfolio. Previously, the only way to gain this knowledge was through costly (and inconvenient) off-site training. Through the use of both TTT and TATO, we have been able to assess our current knowledge level and areas that require improvement. TTT in particular has helped our 'home-grown' designers understand the principles behind design, which leads to better designs, more-knowledgeable staff, and greater potential for innovative methods."

—William Eckman, Eckman Building Components, Leighton, PA

"I would like to thank WTCA for the information and training contained in all three [levels of Truss Technician Training]. I also appreciate the quick response to my queries and your following up with me. I find this complete experience to have been extremely [educational] and beneficial to me and my performance in my job. I look forward to the opportunity to study with WTCA in the future."

—Ron Galloway, BMC West, Minden, NV



Technical Assessment Tests Online (TATO)

Members find WTCA's online testing products to be excellent tools for effectively assessing potential and existing employees.



"I used the TATO to hire my newest employee. I had two candidates that were virtually equal during the interview process. I gave the TATO to these candidates and found that one had a much better handle on 3D conception and 'thinking skills.' This test was vital in my decision to hire the employee, and he is working out quite well....Hiring employees for a designer position isn't an easy proposition, but this tool is very helpful in the process. I would suggest to anyone looking at a prospective employee for their design department to utilize TATO as a tool to analyze the prospect's visualization and cognitive thinking skills. Thank you for your continued support."

—Brad Black, Rogers Manufacturing Corp., West Monroe, LA

Truss Manufacturing Orientation (TMO)

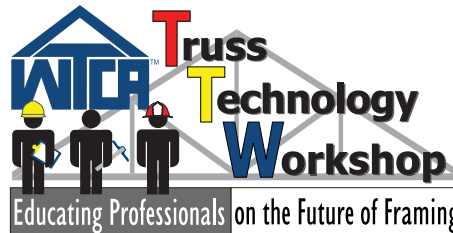
A great introductory course for new hires—from office staff to production.



Truss Technology Workshops (TTW)

This year, WTCA introduced a new web site focused on educating the marketplace. Be sure to check out ttw.woodtruss.com.

TTWs cover important structural building components industry topics. Please encourage architects, engineers, builders, building officials and other professionals to educate themselves online!



Chapter Highlight

All chapters are invited to partner with WTCA to provide access to TKO through their web sites. The chapter partnerships to date include: Michigan, Missouri, North Carolina, Northwest, South Florida, Texas and Wisconsin. The new TTW web site will make it even easier for chapters and all members to download the presentations they need to provide live TTWs in their areas.

Chapters and members may also supply their customers and anyone else in need of education with "coupons" to access online courses at reduced costs.



Training

December 2005						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

January

February 2006						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28			

Flexible • Effective • Affordable						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
New Year's Day	8	9	10	11	12	13
			Truss Technician Training Level II Live • Madison, WI			
			ITMA Chapter Meeting SWFTMA Chapter Meeting WTCCA Chapter Meeting Chapter Teleconference NAHB International Builders' Show	NAHB International Builders' Show	NAHB International Builders' Show	NAHB International Builders' Show
15	16	17	18	19	20	21
	Martin Luther King Jr. Day	CFCMA Chapter Meeting	WTCA-AZ Chapter Meeting WTCA-NE Chapter Meeting	NFCMA Chapter Meeting SFTCMA Chapter Meeting SNCMA Chapter Meeting TMAT Chapter Meeting WTCA-NY Chapter Meeting Alpine Workshop	Alpine Workshop	
22	23	24	25	26	27	28
		MSCMA Chapter Meeting		ACMA/GCMA/TTMA/WTCA-KY Joint Chapter Meeting		
29	30	31	<p>"Excellence is an art won by training and habituation. We do not act rightly because we have virtue or excellence, but we rather have those because we have acted rightly. We are what we repeatedly do. Excellence, then, is not an act but a habit." —Aristotle</p>			
Chinese New Year		Muharramn/New Year				



WTCA Gatherings

Information • Relationships • Support • Value

[WTCA schedules a variety of opportunities for industry peers to meet throughout the year, starting with the first Open Quarterly Meeting (OQM).]

Open Quarterly Meetings

These Board & Committee Meetings are open to ALL Members. Members often comment that the best part of these meetings is the interaction and learning from their peers across the country.

- February/March with full committee meetings
- April/May in conjunction with the Legislative Conference
- August with full committee meetings
- October in conjunction with BCMC

Learn more: OQM agendas and meeting summaries are available online to members only on **www.woodtruss.com**.

"[Attending meetings] for a very low cost, you get access to people with dozens of different ways of thinking about many of the exact same problems you already face every day. I have rarely come away from a quarterly board meeting without having encountered some concept or suggestion that has ultimately made a difference in my work at home."

—Kendall Hoyd, Idaho Truss & Component Co, Meridian, ID

"After today [at the Regional Workshop & Conference on The Load Guide], I have a broader understanding of loading issues. The ability to discuss issues with fellow component manufacturers was invaluable."

—David Danielson, Automated Building Components, Montrose, MN

"[At the Regional Workshop & Conference covering Risk Management & Liability Avoidance] I learned a great deal [more] about insurance and contracts than I ever had before."

—Steve Elkins, Modern Homes & Equipment Co., Mobile, AL

Regional Workshop & Conferences

Members take a winter break and learn from qualified speakers, form relationships with fellow members, solve pertinent problems and get some time to relax in a pleasant environment.

Risk Management & Business/Personnel Development with Guest Speakers:

- March 2005: Kent Pagel, WTCA Legal Counsel
- April 2006: Nancy Frush, Frush Ideas

Advanced Technical Topics with a Panel of Industry Experts:

- April 2005: The Load Guide (TLG)
- March 2006: Building Code & Design Issues



Annual Legislative Conference in Washington, DC

WTCA members meet with:

- Senators
- Representatives
- Congressional staffers
- Federal Agency officials

The significant effort put forth by members becomes more and more valuable every year we visit the hill.

Our industry is well represented and the level of dedication that WTCA members have by traveling annually to DC carries much more weight in their message than any of the lobbyists who reside in DC and are paid to voice their various opinions.

Strong relationships have formed with our elected officials and our industry is being well represented and protected through the Legislative Conference.



"I was really impressed with how much the Legislative Conference had to offer. This was my first time there, and while I live nearby in Virginia, I had never been to a Congressional office before. Not only were the meetings with lawmakers exciting, I felt I had a significant chance to voice the concerns I have with railroad service on the east coast when we met with Surface Transportation Board Chairman Roger Nober. I'm definitely coming back next year."

—Brian Johnson,
Structural Technologies LLC, Ashland, VA

"Your voice is being heard now and will continue to be in the future."

—James Mendenhall, Acting General
*Counsel for the Office of the
U.S. Trade Representative (USTR)*



Chapter

Highlight

At last year's February OQM, Georgia Chapter member Truss Systems showed its Southern hospitality by providing a plant tour and barbeque for the attendees. At the May OQM and Legislative Conference, members toured Capital Area Chapter member Shelter Systems Limited's brand new plant. In August, the Colorado Chapter gave a presentation on CTMA and the structural building components industry in its state.



Gatherings

January 2006						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

February

March 2006						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

Information • Relationships • Support • Value

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4
				WTMA Chapter Meeting Groundhog Day		
5	6	7	8	9	10	11
			SWFTMA Chapter Meeting Chapter Teleconference	WFTA Chapter Meeting Alpine Executive Retreat Truswal Conference	Alpine Executive Retreat Truswal Conference	Alpine Executive Retreat Truswal Conference
12	13	14	15	16	17	18
Truswal Conference Lincoln's Birthday		Valentine's Day		MTMA Chapter Meeting SFTCMA Chapter Meeting		
19	20	21	22	23	24	25
			Truss Technician Training Level III Live • Madison, WI			
	Presidents' Day		Washington's Birthday			
26	27	28				
		Mardi Gras				
			"Dependent people need others to get what they want. Independent people can get what they want through their own efforts. Interdependent people combine their own efforts with the efforts of others to achieve their greatest success." —Stephen Covey			



WTCA Publications

Educate Your Customers • Protect Your Business • Market Your Product

[Publication orders start picking up in March as component manufacturers gear up for the active summer building season.]

Publications Popularity on the Rise

The best measure of the value of WTCA products in the marketplace is how many publications our members buy. In 2005, members have purchased 24 percent more publications than in 2004. The online ordering system makes purchasing fast and easy!

New/Updated Products in 2005

- A new **Jobsite tag** instructs installers to refer to BCSI Summary Sheets and other materials in the component manufacturer's JOBSITE PACKAGE for handling, storing and bracing information.



- **Long Span Truss Installation** (an addition to the *Truss Technology in Building* [TTB] series) addresses issues relating to the handling and installation of trusses 60 feet and greater in length.
- **Crane Use & Proper Truss Hoisting** is also an addition to the *Truss Technology in Building* (TTB) Series.



"We have been handing out handbooks in our marketplace and we've been surprised how much of a hit they've been with our customers. One of our salespeople commented: 'Wow, I've never had my customers be so enthusiastic about anything!' This book is a great resource."

—Cyril Thompson, Gang-Nail Truss Co., Visalia, CA

- **Updated Standard Responsibilities in the Design Process Involving Metal Plate Connected Wood Trusses** - now a reprint of ANSI/TPI 1-2002.
- **Updated Fire Resistance Rated Truss Assemblies TTB** - now available as a printable document online.
- All **truss tags** are now bilingual - English & Spanish.
- Now in English/Spanish: **Checklist for Handling & Installing Trusses (TTB)** and **How to Read a Truss Placement Diagram (TTB)**.
- All **Operation Safety** Posters, Employee Handbooks and Educational Modules are available “à la carte” in WTCA’s product catalog.

Building Component Safety Information

BCSI 1-03 and its supporting summary documents are setting the industry standard on handling, installing and bracing.

Marketing/Promotion Support Services

WTCA can help your company build your local brand through customization:

- Market your company with personalized brochures.
- Deliver precisely what you need with customized JOBSITE PACKAGES.

“I have seen safety products come and go over my 23 years in the business, and I can honestly say that this is a vast improvement. WTCA and TPI set a goal to make comprehensive, joint publications that are easy to understand. That is exactly what was accomplished in the BCSI B-Series. These publications are understandable, explicit documents that offer more pictures and drawings and fewer words. The creation of BCSI and its supporting TTW was right on the money.”

—Michael E. Nilles, Raymond Building Supply Corp., North Port, FL

“I’ve noticed that WTCA has helped the industry to arrive at a greater level of standardization. BCSI in the marketplace has made a big difference. We used to hear framers ask why each manufacturer provided different bracing recommendations; now framers seem to know that there are standard permanent and temporary bracing requirements for all trusses on the jobsite.”

—Darrell Walker, Tri-State Truss Company, Inc., Cleveland, TN



Photographic proof that the use of BCSI 1-03 is making a difference in the industry.

Chapter Highlight

Publications cooperatives are a great way for chapter members to take advantage of quantity discounts each month. Chapters with pubs co-ops include: California, Iowa, Michigan, Mid South, Ohio, Texas and West Florida. In addition, chapter members are eligible to take advantage of the lowest prices available for any product when they are placing orders on behalf of their chapter for educational programs and activities. Providing publications at tradeshow, plant tours, TTWs and other presentations is one more way that chapters are educating their marketplaces.



Publications

February 2006						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
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March

April 2006						
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23	24	25	26	27	28	29
30						

Educate Your Customers • Protect Your Business • Market Your Product

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4
“He that teaches us anything which we knew not before is undoubtedly to be revered as a master.” —Samuel Johnson			WTCA Open Quarterly Meeting (OQM) • San Antonio, TX			
			Ash Wednesday			
5	6	7	8	9	10	11
		WTCA-IL Chapter Meeting	ITMA Chapter Meeting SWFTMA Chapter Meeting Chapter Teleconference	MTFA Chapter Meeting WTCM Chapter Meeting Alpine Workshop	Alpine Workshop	
12	13	14	15	16	17	18
		CalESCA-South Chapter Meeting CTMA Chapter Meeting SCCMA Chapter Meeting Purim	CalESCA-North Chapter Meeting WTCNC Chapter Meeting	SFTCMA Chapter Meeting	WTCA Regional Workshop	
19	20	21	22	23	24	25
					St. Patrick's Day	
	Spring Begins	CFCMA Chapter Meeting				
26	27	28	29	30	31	



Structural Building Components Magazine

1985 - 2005 • *Your Industry... Your Ideas... Your Magazine for 20 Years!*

[April is the Annual Membership Listing Issue.]

The Industry's Cutting Edge Publication

- Content is dedicated to the component manufacturing industry.
- WTCA is always looking for and highlighting our members' ideas and concepts so that the publication remains relevant and focuses on what matters most to the business of component manufacturing.

"The *SBC Magazine* has helped me tremendously... It has been very educational. It has opened my eyes on equipment, tips, legalities. It has been a portion of my schooling for the component manufacturing business."

—Manuel Jorge, *Energy Wall and Building Products Ltd, Yellowknife, NT, Canada*

20 years & counting!

SBC
magazine
1985 - 2005

Providing News & Resources for Component Manufacturers

- Building Code & Industry Standards Watch
- Component Manufacturer Member Profiles
- Current Events
- Economic Trends
- Educational Pointers
- Industry News
- Legislative Activities
- Marketing Resources
- New Products
- Risk Management Tools
- Safety Tips
- Technical Q & A
- WTCA Chapter Reports



www.sbcmag.info

Advertiser Support

Remember that this magazine would not exist without our loyal advertisers. Please support the advertising suppliers that support our industry! A list of the current program advertisers can be found on page 6 of every issue of **SBC**.

2006 Editorial Calendar

January/February: *Wall Panel Manufacturing*

March: *Personnel & Safety*

April: *Grassroots Activities; Annual Membership Listing*

May: *Design & Engineering Advancements*

June/July: *Legal & Legislative Issues; WTCA Legislative Conference Recap*

August: *Equipment & Materials Handling; Supplier & Professional Listing*

September/October: *BCMC Show Guide; Industry History*

November: *Handling, Installing & Bracing*

December: *Manufacturing Issues/Quality Control; BCMC Recap*



"I look forward to receiving **SBC Magazine** and read it cover to cover, sometimes twice. It's the finest trade publication I've ever seen. I hope members realize the money and effort expended every issue to keep us all on the cutting edge of technical progress and business information that continues to lead so many firms to success."

—Bill Loeffler, Loeffler Marketing Services, Winston-Salem, NC

"**SBC** is certainly a stand-out publication—it's really a quality piece, these days, in both content and form. Every time I look, it seems to have gone up another notch."

—Paul Harmon, Harmon & Associates, Minneapolis, MN

Other Communication Tools from SBC:

- SBC Top Industry Headlines of the Week
- One-Minute Poll (OMP)
- Housing Starts
- Legislative resources online at www.sbcleg.com

Chapter Highlight

All known chapter meeting dates also are printed in the **SBC** calendar. Member or not, if you are interested in the chapter meeting near you, you are welcome to attend! Contact information for each appears in the magazine too. In every issue, Chapter Corner gives a recap of many of the recent chapter meetings and activities. Chapter officer elections and upcoming meetings are recorded there too. In addition, the Chapter Spotlight profiles a significant chapter event or issue affecting all chapters.



Education

March 2006						
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12	13	14	15	16	17	18
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May 2006						
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21	22	23	24	25	26	27
28	29	30	31			

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
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April Fool's Day

Daylight Savings Time Begins

Palm Sunday

GCMA Chapter Meeting
Prophet's Birthday

SWFTMA Chapter Meeting
WTCCA Chapter Meeting
Chapter Teleconference

ACMA Chapter Meeting
WFTA Chapter Meeting
Passover

Good Friday

Easter

TTMA Chapter Meeting

WTCA-AZ Chapter Meeting
WTCA-NE Chapter Meeting

NFCMA Chapter Meeting
SFTCMA Chapter Meeting
SNCMA Chapter Meeting
TMAT Chapter Meeting
WTCA-NY Chapter Meeting

Earth Day

MSCMA Chapter Meeting

Administrative Professionals Day



Membership Development

Ever Increasing Tangible Products and Services

[In May, a mid-year package of the latest valuable information, products and services from WTCA is sent to the entire membership along with the annual dues invoice.]

Spreading the Word

The Membership Committee of WTCA has directed that one of the most important goals of this Annual Report is that it be a recruitment tool for new members. Thus, the benefits of membership are woven throughout this book, both in what has been accomplished and what remains to be done on behalf of the entire industry.

When talking with companies that have not joined WTCA, common concerns and questions are raised, questioning the value of membership. Here are just a few of these concerns and questions, and the responses WTCA members provide when encouraging businesses to join the association:

“Dues are too expensive.”

- WTCA’s cost of dues averages less than .0003 percent of gross sales for the majority of member companies—not even close to being a line item on your financial statement! To earn back the value of dues, members need only take advantage of one or two products or services and receive special member pricing. Typically members find that they receive the value of their dues many times over in tangible goods and services.

“Thank you for all that you do to keep us informed about the wood truss and component manufacturing industry. The ground that you people cover is simply incredible; clearly, the WTCA has become a world class organization through your tireless efforts.”

—Gary Niemela, *Skandia Truss, Skandia, MI*

“I would like to see WTCA continue to grow as an organization and increase our national presence. If you quote the WTCA Mission Statement, ‘Our Purpose....provide the services our membership needs to continue expanding structural building component market share...’ Our biggest competition in most markets is still stick-framing, not other component manufacturers, and increased services would best serve everyone.”

—David Horne, *Universal Forest Products, Inc., Burlington, NC*

“Why would I want to associate with my competitors?”

- The saying “keep your friends close and keep your enemies closer” has a great deal of truth in all aspects of association work. There are many non-competitive subjects that the industry faces, such as code issues, education of local building professionals and risk management. The typical enemies of our business are not the direct competition; rather, they are outside forces that can change the way our game is played through regulation, litigation, etc. The more you can learn from your industry peers, the more everyone can avoid common pitfalls and take a proactive approach to building industry business.



TMAT—On a Roll with Recruitment

Congratulations to the Truss Manufacturers Association of Texas (TMAT) for being named the #1 Recruiting Chapter two years running. TMAT President Al Sifuentes of Timber Tech Texas, Inc. (Cibolo, TX) had this to say about the chapter's success: "TMAT's growth can be attributed to the unselfish commitment of its members and Board of Directors. The professional camaraderie in this organization is well perceived among its members, and as a result, volunteer participation is well maintained. Being part of a larger, reputable, parent organization in WTCA makes TMAT's recruiting job easier. TMAT's success is WTCA's success, and WTCA's success is TMAT's success!"

"Our business is so specialized that we are better off to do our own internal education and outside promotion rather than relying on a trade organization for assistance."

- Many of the tools WTCA creates can be customized to fit your company's unique business plan. WTCA's focus is on the non-proprietary, industry-wide work that is intended to set a foundation, so that you have more time to work on setting your company apart in the marketplace.

"I have good relationships with my local building officials, so what you're doing on the national level really doesn't affect me."

- Over and over, events that occur in one market of the country spread to other markets. When you face a challenge to your business, it's highly likely that someone else in the country has faced the same challenge. WTCA's goal is to communicate with all members about problems faced in the industry and solutions reached, so that everyone has the necessary tools to positively deal with local marketplace issues. Our industry is always stronger being united in our approaches.

"No man is an island. The fact that this is an organization that exists solely to support our industry makes WTCA membership an easy sell. There are so many resources available for members, there's no reason not to join!"

—Frank B. Klinger, *Mid-Valley Truss & Door Co., Harlingen, TX*

"I joined WTCA to have access to all of the excellent tools for us to use at our truss plant, such as the Work Force Development site and all of the online training options. I'm glad I found this valuable information."

—R. Blair Nutting, *P.E., Centex Homes Inland Empire Division, Corona, CA*

Chapter Highlight

Previous winners of the #1 Recruiting Chapter award are Ohio, South Florida and Texas, but many other chapters have also had good luck in recruiting members. What's the secret? When discussing membership with nonmembers, they emphasize what they personally find of value in their WTCA membership. In 2005, a few more resources were developed to assist in recruitment efforts: WTCA's Quarterly Snapshot newsletter and WTCA At a Glance PowerPoint®.

If you would like any additional tools from WTCA to assist you in recruiting members, just let us know.



Membership

April 2006						
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May

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25	26	27	28	29	30	

Ever Increasing Tangible Products and Services

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2	3	4	5	6
7	8	9	10	11	12 Cinco de Mayo	13
14	15	16	17 SWFTMA Chapter Meeting Chapter Teleconference	18 MAWTC Chapter Meeting WTMA Chapter Meeting	19	20
21 Mother's Day	22	23 CFCMA Chapter Meeting	24	25 MTMA Chapter Meeting SFTCMA Chapter Meeting	26	27 Armed Forces Day
28	29 Victoria Day (Canada)	30 CalESCA-South Chapter Meeting	31 CalESCA-North Chapter Meeting			
	Memorial Day			"Talent wins games, but teamwork and intelligence win championships." —Michael Jordan		



Confronting Challenges Together

Together We Can Reduce and Even Avoid the Recurrence of Problems in Different Parts of the Country

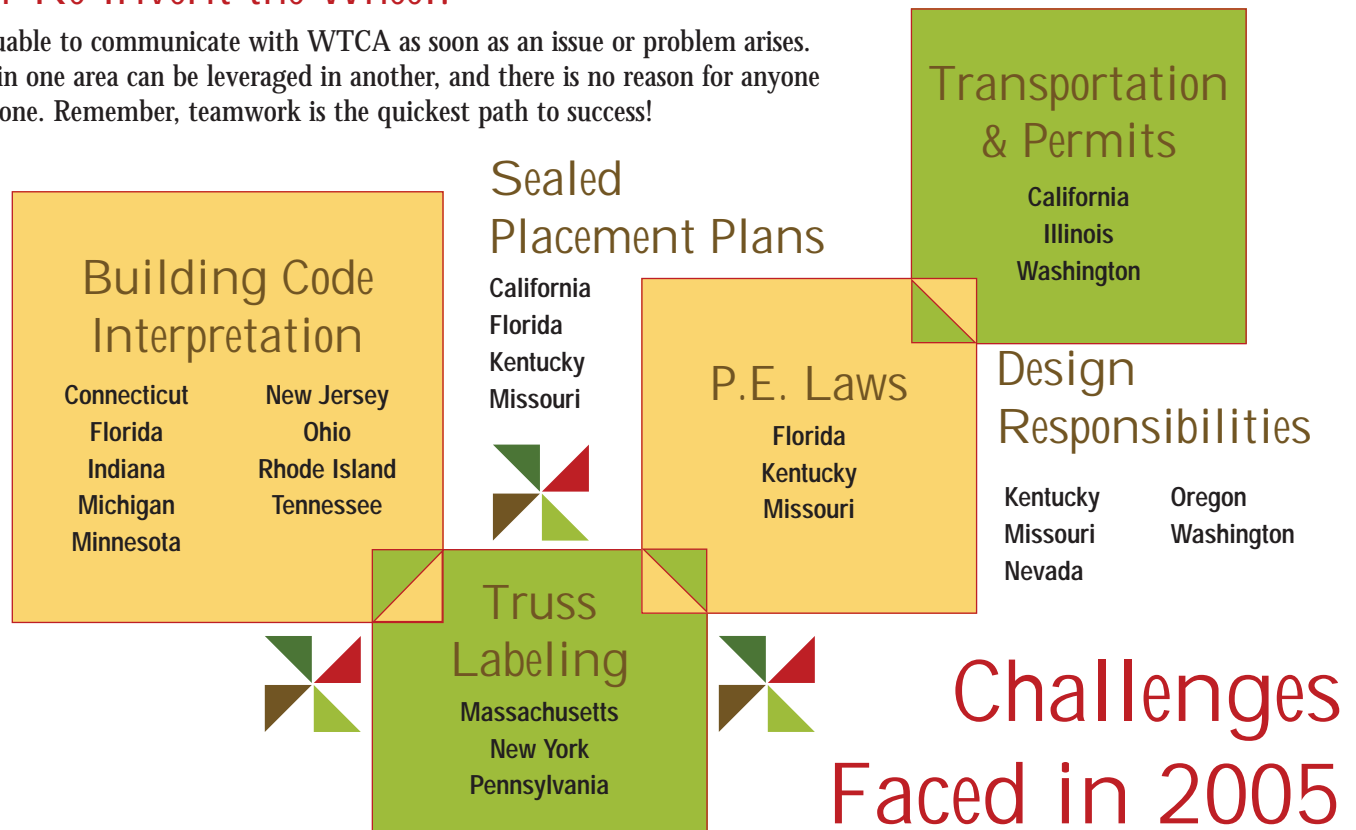
[By June, the building season is in full swing!]

Under Pressure

While we all want more business growth and success, the “busy season” brings about a time when members feel even more pressure from outside sources. By working in cooperation with WTCA, members and chapters meet the challenges and strive for solutions that protect and advance the interests of our industry.

Never Re-invent the Wheel!

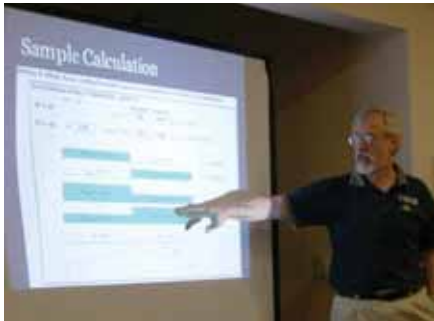
It is valuable to communicate with WTCA as soon as an issue or problem arises. Success in one area can be leveraged in another, and there is no reason for anyone to act alone. Remember, teamwork is the quickest path to success!





More Staff Engagement on the Local Level

This year, WTCA budgeted for staff to travel to up to four meetings of each chapter. The visits have been very valuable and productive. It was an excellent opportunity for staff to hear first-hand what issues our members are addressing and assist in whatever way possible, as well as get to know more members on a personal level. The initiative was such a success that at its August meeting, the Board passed a resolution that WTCA budget for this level of staff travel to chapter meetings in future years as well.



"When the New York Chapter faced the seemingly illogical challenges of the political process, WTCA staff provided a clear strong voice, through hours of research and attendance at numerous code and subcommittee meetings. We would not be where we are, if not for that assistance."

—Bruce C. Hutchins, WTCA-NY Chapter President, Northeast Panel & Truss, LLC, Kingston, NY

"The Northeast Chapter/WTCA staff team succeeded in obtaining a 'blanket variance' to the Rhode Island residential code that will allow the use of the 2004 IRC supplement bottom chord live load requirements. This is another great example of teamwork leading to a very positive outcome."

—John F. Goodrich, WTCA-NE Chapter President, Truss Engineering Corporation, Indian Orchard, MA

"I continue to be amazed at the complexity this seemingly simple project [resolving sealed placement plans in Riverside] turned into. I cannot think of a better reason for all truss manufacturers to join our organization. It is obvious that we cannot as individuals tackle the problems we will face in the coming weeks, months and years without a team effort and guidance from a central organization staffed with experienced people."

—Gary Sartor, Stone Truss Co., Inc., Oceanside, CA

"I highly admire and appreciate the ongoing work of the WTCA. In lieu of the highest priority [in ranking the Engineering & Technology Committee priorities], the top slot should still go to the ongoing struggle to fight off sealed placement plans. This age-old virus still shows its ugly face from time to time....I have attached the [priorities] survey requested. Keep up the good work."

—Tony Miller, P.E., Stock Components, Kernersville, NC



Chapter Highlight

At some point in time, every single chapter has received assistance from WTCA with a "local" problem or issue. By contacting staff immediately when a problem or issue arises, we can marshal the best information and resources to confront the challenge. In fact, facing a challenge is how several chapters started. If you are in a state without a chapter, contact staff to help you connect with other local component manufacturers and see if you are a chapter-in-the-making.

Quite possibly, you'll have nothing to lose and everything to gain by forming a chapter to speak with a united voice in your marketplace.



challenges

July 2006						
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23	24	25	26	27	28	29
30	31					

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3
<p>"The ultimate measure of a man is not where he stands in moments of comfort and convenience, but where he stands at times of challenge and controversy." —Martin Luther King, Jr.</p>						
4	5	6	7	8	9	10
		WTCA-IL Chapter Meeting		MTFA Chapter Meeting WFTA Chapter Meeting	Shavuot	
11	12	13	14	15	16	17
		CTMA Chapter Meeting	ITMA Chapter Meeting SWFTMA Chapter Meeting Chapter Teleconference Flag Day	SFTCMA Chapter Meeting TMAT Chapter Meeting WTCM Chapter Meeting		
18	19	20	21	22	23	24
		SCCMA Chapter Meeting	WTCNC Chapter Meeting Summer Begins			
Father's Day	25	26	27	28	29	30



In-Plant WTCA QC

A Useful Tool for Tracking Quality that Adds Significant Value to Your Business

[In July, why not take some time to review your in-plant QC inspection process and renew your company's focus on quality?]

Measurable Value

In-Plant WTCA QC is the most effective quality control and business management program available to the industry:

- Its management information tools and reports have proven to be an exceptionally effective way for members to track quality in truss manufacturing.
- 2005 brought about a significant increase in member use of WTCA QC.

"With In-Plant WTCA QC, our industry has done outstanding work in defining the quality standard for our product, and has improved both the accuracy and the usability of the QC tools for truss plants, as well as the accessibility of information and analysis. This has served to put in place a quality framework that does an excellent job of considering and balancing all of the criteria and needs that have to be met. In my opinion, the more we support, utilize and promote In-Plant WTCA QC in our industry, the more it will evolve into the de facto standard for defining 'fitness of use' and that will work to the benefit of our customers in both the short and long term."

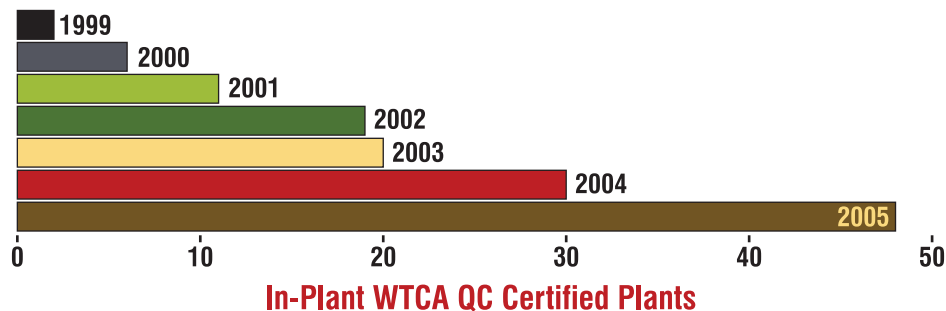
—Kendall Hoyd, Idaho Truss & Component Co., Meridian, ID



"Several of Davidson Industries' commercial customers have requested [that we] furnish a digital copy of the acknowledgement of [our In-Plant WTCA QC certification]. Your press release of November 3, 2004 has been very impressive to our clients. So much so, that a few wish to include it in their presentations to their clients. They wish to convey the emphasis on quality in all aspects of their construction. Our involvement in their successful projects has enabled us to be the single source of wood components for these clients...The impact of the WTCA Quality Control Program cannot be understated. We are honored to have received the certification and all the associated benefits."

—Doug Phillips, Davidson Industries, Inc., Franklin, IN





"One of my concerns was that it would slow down our production. It hasn't done that, in fact if anything I think it has overall sped up production because things now that we used to have to go back and fix, we don't have to do that now."

—Clyde R. Bartlett, *Bluegrass Truss Company, Lexington, KY*

"In-Plant WTCA QC gives Carter-Lee Building Components a high level of confidence in the jobs leaving our facility correctly. By using the best QC program we have been able to find in the industry, we now document that we have been able to achieve a higher level of quality for our customers."

—Steven L. Stroder, *Carter-Lee Building Components Inc., Mooresville, IN*

Key QC Projects in 2005 & 2006

- ANSI/TPI-1 Chapter 3 rewrite
- Software integration with plate suppliers
- Version 4.2 upgrade
- QC "Best Practices" document
- "Truss builder" QC training
- Online QC inspector training (to be used by third party inspectors and component manufacturers)
- Incoming lumber quality standard development



Chapter Highlight

The benefits of In-Plant WTCA QC as both management and marketing tool become even more apparent at the chapter level. Chapters with a cluster of QC-certified companies include: Indiana, Mid Atlantic and Ohio. Why not have your next chapter meeting include In-Plant WTCA QC as an agenda item? Odds are, anyone in your chapter using the program will be able to explain the benefits first-hand and anyone not familiar with the program will learn what they've been missing.



Quality

July

A Useful Tool for Tracking Quality that Adds Significant Value to Your Business

43



Operation Safety

The Most Important Component Is You

[It's August, and your plant workers have likely been putting in a lot of busy hours this summer. Plus, it's hot everywhere! What better time to devote some extra energy to communicating the benefits of a company safety program that involves every single employee?]

Tailored to Fit Our Industry

WTCA's **Operation Safety** is your key to lower workers' compensation and safety management costs. One hundred percent focused on the component manufacturing industry, members are gaining the value of educational tools that were specifically developed with their workers in mind. Use it to build an excellent program from the ground up, or pick the components of the program that will best complement your company's existing safety program.

Resources Available

- Online subscription to the latest information and fresh resources
- Safety guidelines binder
- Educational modules available both online and on CD
- Safety posters
- Employee handbook
- Safety articles and tips
- A database of checklists to track your safety practices on a regular basis

New in 2005

- Available in Spanish
- Forklift Certification Module



"The best thing about the **Operation Safety** program is that it is very specific to our industry. The online training is great and the whole program is top-notch."

—Kenneth L. Kinsey, *Engineered Building Design, L.C., Washington, IA*

"We have not had a recorded injury in six months, which is basically when we started the **Operation Safety** program....The main strength of the program is its thoroughness and the fact that it is so easy to work with. Everything we need is in the database or the handbook. We threw our old program out."

—Zachary Lindell, *Manion Truss & Components, Superior, WI*

"There is nothing lacking in WTCA safety checklists—they're very thorough."

—Jean Blackwood, *TJ Truss Corp, Fort Pierce, FL*



The Heat Is On

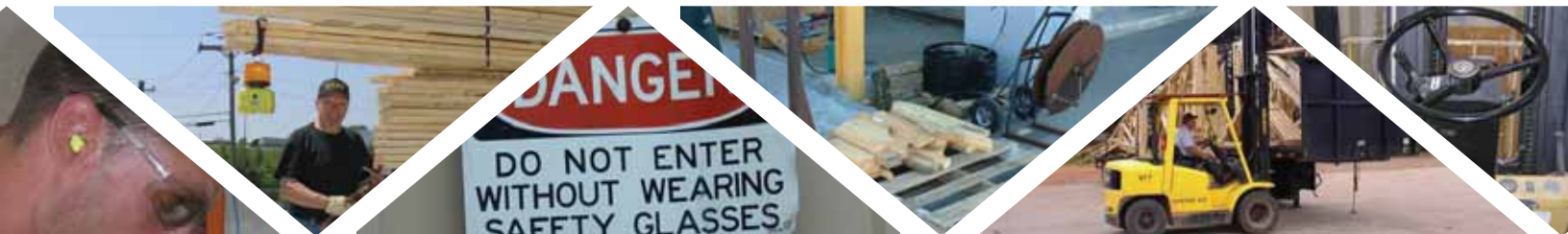
Working in a component manufacturing facility in the warm weather can be a taxing activity. High air temperatures, high humidity and/or strenuous activity have the potential to cause heat stress and related disorders such as heat stroke, heat exhaustion, heat cramps, heat collapse and heat rash. To brush up on safety tips for working in the heat and humidity, read the **Safety Scene** column, "It's Gettin' Hot in Here..." from the June/July 2005 issue of *SBC Magazine* (page 16). And remember: by the time you feel thirsty, you're already dehydrated, so keep drinking water throughout the day.

4 Levels of Certification

- (Truss) Plant
- Safety Coordinator
- Safety Specialist
- Individual Recognition

"The cost of **Operation Safety** is easily outweighed by the benefits. Our company has seen a tremendous drop in industrial accidents since we started using the program....[Also], about 90 percent of our workforce speaks Spanish only, so we were very glad hear when the Spanish version was available."

—Johnny Fuller, Sun State Components, Inc., North Las Vegas, NV



Chapter Highlight

The South Florida Chapter has scheduled a component manufacturer safety workshop to be presented by WTCA and the Safety Council of Palm Beach in November 2005. Included in the workshop is a roundtable discussion to share effective strategies for improving safety practices and employee morale. We expect to use this workshop as a template for other chapters interested in setting up safety presentations in 2006. We also hope to report on additional chapter/local safety council cooperative projects next year as the South Florida experience is used as a model for other chapters to follow.



safety

August

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17	18	19	20	21	22	23
24	25	26	27	28	29	30

The Most Important Component Is You

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
<p>"It is one of the worst of errors to suppose that there is any path for safety except that of duty." —William Nevins</p>						
6	7	8	9	10	11	12
			SWFTMA Chapter Meeting Chapter Teleconference	WFTA Chapter Meeting WTMA Chapter Meeting		
13	14	15	16	17	18	19
				MTMA Chapter Meeting SFTCMA Chapter Meeting		
20	21	22	23	24	25	26
27	28	29	30	31		
		CalESCA-South Chapter Meeting	CalESCA-North Chapter Meeting			



WTCA Online

Information at Your Fingertips—24/7

[In September, take a breath and visit WTCA's web site to catch up on what's been happening in your industry while you've been so focused on running your business over the summer!]

A New Look

In 2005, WTCA rolled out a new look for the web site, plus many new useful pages. We have been working to make the site even more user-friendly and targeted toward individual visitors. Always remember to provide your feedback on what would make your association's web site more valuable to you!

New Pages Created in 2005

- Educational Programs and Training Resources
- Fire & Wood Trusses
- Material Handling
- Loads & Trusses
- M2M - Members Helping Members (as a response to Hurricane Katrina and future disasters)



"The WTCA web site is a great resource for us; it's like a library that stores everything that anyone could ever need for MPCWTs. We direct people to the WTCA web site every day to help answer all types of technical questions. Moreover, when responding to questions received via email, our reply includes hyperlinks to specific areas to help answer the question. Keep up the good work!"

—Steve A. Kennedy, E.I., Lumber Specialties, Dyersville, IA



www.woodtruss.com



Now Available Online: THE LOAD GUIDE (TLG)

Introduced in 2005, the Guide to Good Practice for Specifying and Applying Loads to Structural Building Components is a valuable load calculation tool developed for building designers (architects, engineers, etc.), building code officials, component manufacturers, truss designers and truss technicians. The goal of **TLG** is to help users more easily understand, define and specify all the design loads applied to structural building components. **TLG** is available for free download on the WTCA web site: www.woodtruss.com/loads.php.

WTCA's Key Resources Available Online

- WTCA Online Catalog
- BCSI Information
- Locate a Member—improved this year with a map to find members in a specific state with one click.
- Component Manufacturer News (Members Only)
- Education
- Careers & Job Search
- Membership Materials
- Chapter News & Contacts
- Calendar of Events
- Board and Committee Meeting Updates
- Educational Programs
- Technical Resources
- Industry News and Statistics
- Industry Links
- Online Surveys
- Photo Gallery

"The work that has been put into your **TLG** document is phenomenal. It eliminates questions I have had for years. Although our standards and codes can get quite gray at times, I believe this document brings information together into a realm which we can now get answers for and in the future progressively all but eliminate the gray areas....Ultimately it will be the consumer who will have the reassurance that they are receiving products with equivalent minimum design specifications regardless of the manufacturer."

—Chad Fletcher, Plum Building Systems, Osceola, IA

"[**TLG**] will come in very handy, especially for new designers and estimators, with all the dead loads as well as exposure factors, thermal factors, etc. 'just a click' away...."

—Bill Weber, Cascade Mfg Co, Cascade, IA

Chapter

Highlight

Looking for more information on your local chapter? Visit the WTCA web site and read the latest updates on each chapter's page on the main site. If you need a membership application to join the chapter in your area, look no further than the chapter pages. Contact information for each chapter president is posted too. Still have questions? Contact WTCA staff for more information. In addition, several chapters have established their own sites linked to WTCA's including: Michigan, Missouri, North Carolina, Northwest, South Florida, Texas and Wisconsin.



Technology

September

August 2006						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

Information at Your Fingertips—24/7

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<p>"All the technology in the world will never replace a positive attitude." —Harvey Mackay</p>					1	2
3	4	5	6	7	8	9
10	Labor Day	12	13	14	15	16
17	18	CTMA Chapter Meeting WTCA-IL Chapter Meeting	SWFTMA Chapter Meeting Chapter Teleconference	WTCM Chapter Meeting	MTFA Chapter Meeting	23
24	25	CFCMA Chapter Meeting	SCCMA/WTCNC Joint Chapter Meeting	SFTCMA Chapter Meeting TMTAT Chapter Meeting	Autumn Begins	Rosh Hashanah
Ramadan Begins						



Building Component Manufacturers Conference

The One-Stop Shop to Learn about the Latest Industry Ideas, Products & Trends

[Of course October brings BCMC, our industry's key event!]



Riding on Tradition & Innovation

Another record-breaking show, BCMC 2005 took place October 12-14 in Milwaukee, WI, as the conference celebrated its 25th anniversary.

Year after year, BCMC increases attendance and exhibitor participation, making it a “can’t miss” annual event for all component manufacturers.

What Better Way to Spend Three Days?

- Exchange ideas with other component manufacturers and industry suppliers.
- Undertake market research to analyze and make informed decisions about products and equipment for improving your operation.
- Learn from valuable educational sessions, given by component manufacturers, focused on YOUR business.
- Participate in peer-focused roundtables.
- Look ahead with the Economic Forecast.
- Tour truss plants.

“By attending BCMC programs, we were able to network with component manufacturers. The contacts we have made have proven to be invaluable and extremely helpful in our business. Being able to consult with component manufacturers who have dealt with an issue that we are facing has saved us, in some cases, many hours of research. Without the connections made at BCMC this would not have been possible.”

—Donald Groom, Stark Truss Company,
Canton, OH



www.bcmcshow.com



Future Sites:

BCMC 2006 • Bigger & Better in Texas • October 4-6 • Fort Worth, TX

BCMC 2007 • October 3-5 • Columbus, OH

BCMC 2008 • October 1-3 • Fort Worth, TX

BCMC Stats at a Glance	2003 (Phoenix)	2004 (Charlotte)
Total Exhibitors	118	137
New Exhibitors	23	30
Floor Space	70,750	86,450
Attendees (incl. Exhibitors)	2,241	2,693
Attendees (CM Individuals)	1,450	1,668
Attendees (CM Locations)	635	724
Attendees (CM Companies)	504	538

"I have owned a truss plant for 10 years and this is my first BCMC show. One of the great things about BCMC is seeing all of the truss related products and services in one location. We are registered for a plant tour too—it's always helpful to learn how other plants operate. I am also anticipating seeing some old friends in Milwaukee and meeting new people!"

—Cora Gilbert, Builders Truss Co., Fort Myers, FL

"Once again, BCMC exceeded my expectations. I cannot imagine anyone in the component industry not attending!"

—Ray J. Noonan, Jr., Cascade Mfg Co, Cascade, IA

"People go to BCMC for two main reasons: for education and to see what's out there in terms of new equipment and ideas in the industry...."

—Roger Gibbs, SpaceJoist TE, LLC, Dyersville, IA

"Much more than I expected....I'll be at every one in the future unless there is a family emergency or I grow too old....You guys have done a superb job and are a real credit to an industry that can use some excitement."

—Matt Layman, Layman's Lumber & Panel Guide, Burlington, NC



Chapter

Highlight

Roundtable discussions at BCMC are a great place to get ideas for meaty component manufacturer-focused discussion topics to use at your upcoming chapter meetings. Interacting with your peers on important industry issues is always valuable. This year, the main topics of discussion were "Building Relationships for Business Growth," "Ideas for Understanding Your Manufacturing Costs," "Quick Response Manufacturing" and "The Load Guide & Building Codes." Let WTCA staff know if you would like more information on any of these topics to use at your next chapter meeting.



Innovation

September 2006						
S	M	T	W	T	F	S
				1	2	
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

October

November 2006						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

BCMC • The One-Stop Shop to Learn about the Latest Industry Ideas, Products & Trends

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
			Building Component Manufacturers Conference (BCMC) • Ft. Worth, TX			WTCA OQM • Ft. Worth, TX
	Yom Kippur			ITMA Chapter Meeting		Sukkot Begins
8	9	10	11	12	13	14
	Columbus Day Thanksgiving Day (Canada)	GCMA Chapter Meeting	SWFTMA Chapter Meeting Chapter Teleconference	ACMA Chapter Meeting WFTA Chapter Meeting		
15	16	17	18	19	20	21
	National Boss Day	CalESCA-South Chapter Meeting TTMA Chapter Meeting	CalESCA-North Chapter Meeting WTCA-AZ Chapter Meeting WTCA-NE Chapter Meeting	NFCMA Chapter Meeting SFTCMA Chapter Meeting SNCMA Chapter Meeting WTCA-NY Chapter Meeting Lailat Ul Qadr		
22	23	24	25	26	27	28
		MSCMA Chapter Meeting United Nations Day Eid-al-Fitr		NLBMDA Summit	NLBMDA Summit	NLBMDA Summit
29	30	31	<p>"Feeling and longing are the motive forces behind all human endeavor and human creations." —Albert Einstein</p>			
Daylight Savings Time Ends		Halloween				



Communication Tools

Communication • Teamwork • Success

[In November, after coming back from BCMC with your head full of ideas for the upcoming year, how about making it a goal to keep up with WTCA's communications? Focused on topics of interest to our members, your input and feedback will give us more ideas to share with the entire industry.]

At a Glance

In addition to **SBC Magazine**, WTCA has a number of shorter communications that members can review in just a few minutes. The goals of these quick exchanges are:

- Alerting members of new issues and challenges
- Discussing hot topics and current events
- Providing updates on programs and projects
- Working together to advance the industry

"I always read your [Legislative] Notices. They are very informative and well written. Thank you for all of your hard work on behalf of Stark Truss and the entire component industry."

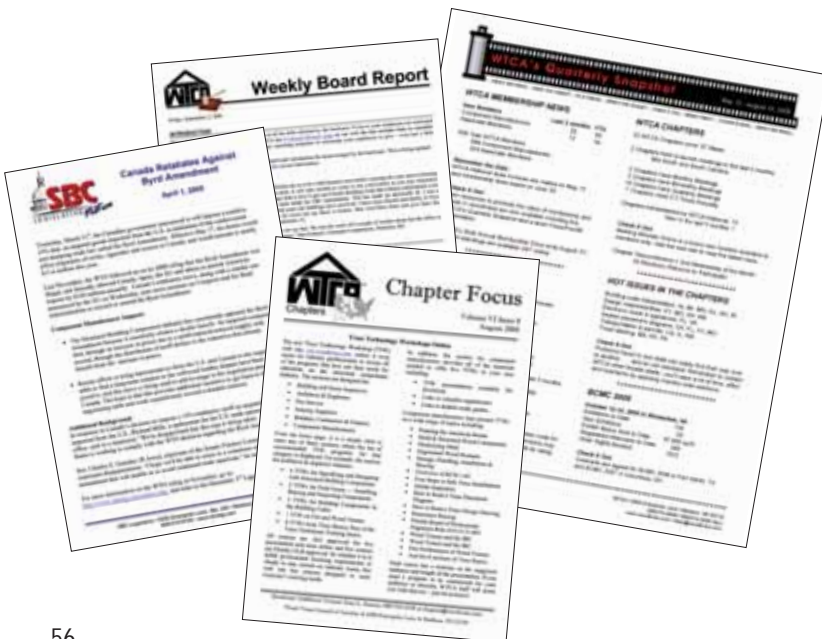
—Mike Dyer, Stark Truss Company, Canton, OH

"I really like the industry news. I share it with my customers from time to time so they can be educated on industry trends. Thank you!"

—Roger A. Voight, Paradise Custom Homes, Kimberly, WI

Newsletters & Email Updates

- Chapter Focus
- Industry News Top Headlines
- Legislative Action!
- Legislative Notice
- State By State
- Weekly Board Report
- WTCA's Quarterly Snapshot



SBC
Industry News

The Week's Top Headlines

Discussion Forums:

- Chapter Teleconference
- Chapter Presidents Teleconference
- Business Solutions Groups
- WTCA Committee Participation—
Open to All Members

"[This Florida Executive Committee Update] does an excellent job summarizing and highlighting the truss related issues in these Bills! You and the rest of the staff at WTCA never cease to amaze me with the quality, timeliness, and the volume of work you produce. Thanks for the great work you do!"

—Rick Cashman, Florida Forest Products, Largo, FL

"Staff attendance at chapter meetings is a really good thing. A problem we have had in the past is a disconnect between the chapters and the national organization, and this is an important way to link the organizations together. With this better communication, we are accomplishing much more on behalf of our industry."

—Robert J. Becht, Chambers Truss Inc., Fort Pierce, FL



"I like hearing a different perspective from other areas of the state and country. The Chapter Teleconference is a great place to find solutions to new issues we're facing that another chapter has already dealt with."

—Jim Swain, Carpenter Contractors of America, Fort Myers, FL



Chapter Highlight

Good communication is vital to the continued health and prosperity of our association and the industry as a whole, and one of the best places for information exchange is a chapter meeting! The value of face-to-face communication from member-to-member and member-to-staff cannot be understated. Thank you to EVERYONE who has participated in a chapter meeting this year!



Communication

October 2006						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

November

December 2006						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

Communication • Teamwork • Success

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4
“Happiness is when what you think, what you say, and what you do are in harmony.” —Mahatma Gandhi						
5	6	7	8	9	10	11
			All Saints Day			
12	13	14	15	16	17	18
		SCCMA Chapter Meeting Election Day	SWFTMA Chapter Meeting WTCNC Chapter Meeting Chapter Teleconference	MAWTC Chapter Meeting WTMA Chapter Meeting		Veterans Day Remembrance Day (Canada)
19	20	21	22	23	24	25
		CFCMA Chapter Meeting		MTMA Chapter Meeting SFTCMA Chapter Meeting		
26	27	28	29	30		
				Thanksgiving Day		



Looking Toward the Future

The Transformation of an Industry and Its Trade Association

[In December you'll be tying up one year and thinking about your resolutions for the new year. Your list of considerations will include where your business is going and we'd ask you to consider how it fits into the bigger picture of your industry and your association. All of us know that structural building components are the future of framing. How can we continue to grow, change and improve, while still remembering the lessons we've learned? We have some ideas we're already implementing, but each member's ideas and input are critical to the success of our organization and the industry overall.]

A Few Exciting Projects & Programs from WTCA to Watch in the Future

- Development of a **full-scale testing facility** in Madison, WI, focused on structural building components (see page 68 for more information).
- **Updates to the Building Component Safety Information (BCSI) book and Summary Sheets.**



"I believe the most exciting initiative on WTCA's horizon is the development of a research and testing center. I see us gaining key knowledge that will enable us to truly become a leader in the market for structural components. Having more credible data will allow for better quality control and software applications can be more refined and optimized. From the knowledge we learn, we will have the opportunity to create more market share for our products, which is the most important thing that WTCA can do. It goes to our mission statement of 'providing the services our membership needs to continue expanding market share.'"

—Barry E. Dixon, Incoming 2006 WTCA President-Elect/Treasurer



- **Work Force Development:** The goal is to have 1000 résumés online for our members to help alleviate industry labor shortages.
- **ORisk** - Online Risk and Liability Management: WTCA Legal Counsel Kent Pagel's Risk Management Seminar in an online format will be available in 2006.
- **TTT Plan Reading Online** and **TTT Level IV Online.**
- **ANSI/TPI 1 update for QC** and several other items.
- **WTCA Approved Insurance Broker Program:** Bringing improved coverage to our members through better education of our broker partners.
- **Financial Performance Survey/Wage & Benefit Survey:** Biannual surveys to collect and provide industry-specific benchmarking data. Now both surveys can be filled out online!
- **Guide for off-loading and hoisting trusses.**

Online Risk
and Liability
Management

RISKTM

"One of my goals in the upcoming year is to continue to build on the past successes of what WTCA's been able to do. Our industry is made up mainly of small companies, where oftentimes the owners have risked everything to start their businesses. It's up to WTCA to come alongside these member companies and provide the products and services they need to manage the risk associated with doing business in this industry. When you look at all of the programs that WTCA has, I believe you can build a fence of protection around your company simply by embracing these programs. In fact, almost everything we do as an organization is geared toward protecting both small and large companies both now and into the future. I also see how much this industry is changing and there are more and more alternatives out there that we need to watch. As an organization, WTCA needs to be on the cutting edge of helping members explore and embrace any technologies that will take us into the next 25 years."

—Donald Groom, Incoming 2006 WTCA President



Chapter Highlight

Some of our best ideas come from the chapters and we always want to hear how you would like staff to assist you at the grassroots level. For example, the Arizona Chapter is taking **Work Force Development** to the next level by developing a regional pilot program with technical campuses across the state. This approach to obtaining more potential employee résumés will later be available for use as a template for other chapters to follow. Staff is also assisting the Missouri Chapter develop a scholarship program in its state.

Remember in all projects: **Communication + Teamwork = Success!**



Forward-Thinking



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Charles C. Hoover, Jr., PE. • Alpine Engineered
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Joe Kusar • Tolleson Lumber Co., Inc.
478/987-2105



Past Presidents & Hall of Fame

Past Presidents

1983	Staton Douthit • Douthit Consulting Services • 903/963-7975
1984	Ed Clark • Retired
1985	David Chambers • Deceased
1986	Tom Carbeck • Deceased
1987	Leonard Sylk • Retired
1988	Koss Kinser • Kintec, LLC • 502/241-9456
1989	Rip F. Rogers • Trussway, Ltd. • 713/898-1026
1990	John R. Herring • A-1 Building Components LLC • 561/509-6000
1991	Robert L. Ward • Southern Components, Inc. • 318/687-3330
1992-93	Don Hershey • Alliance TruTrus, LLC • 602/252-1772
1994	Lee Vulgaris • Retired
1995	Patrick M. McGuire, P.E. • Borkholder Buildings & Supply • 574/773-3144
1996	Merle Nett • Richco Structures • 920/565-3986
1997	Gary L. Sweatt, P.E. • Sweatt Engineering • 817/999-3135
1998	David Gould • Retired
1999	Richard W. Brown • Truss Systems, Inc. • 770/787-8715
2000	Roger J. Gibbs • SpaceJoist TE, LLC • 563/875-9095
2001	Mary Pat Keller • Gateway Building Components • 618/281-8080
2002	Michael Ruede • California Truss Company • 909/657-7491
2003	Scott Arquilla • Best Homes, Inc. • 708/335-2000
2004	Daniel N. Holland • Clearspan Components, Inc. • 601/483-3941

Hall of Fame

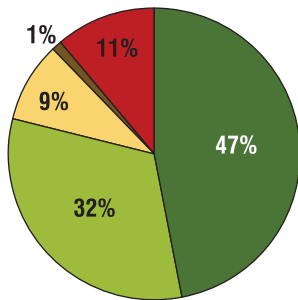
1986	Staton Douthit Dr. Stanley K. Suddarth
1987	David Chambers Donald H. Percival
1988	Don O. Carlson
1989	Leonard Sylk George Eberle
1991	John R. Mannix, Jr. William Alcorn
1992	Rip F. Rogers
1993	Tom Carbeck
1994	Michael D. Conforti
1995	Don Hershey William R. McAlpine
1996	Lee Vulgaris
1997	Kirk Grundahl
1998	Robert L. Ward
1999	John R. Herring
2000	Thomas J. Manenti
2001	Bernie Boilen
2002	Koss Kinser
2003	Merle Nett
2004	Richard W. Brown Andy Schwitter

"In the beginning, we were a division of our major supplier's trade association. We had no vote, no say and no control over our destiny as businessmen wanting to join together as an association....Looking back, those times seem so far away, that is hard to believe it was once that way. We have accomplished a lot, and have much to be proud of, and are thankful to all those who led the way. I am proud to have been part of that success."

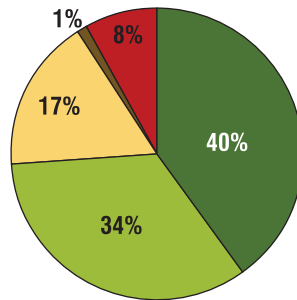
—Leonard Sylk, 1987 WTCA President



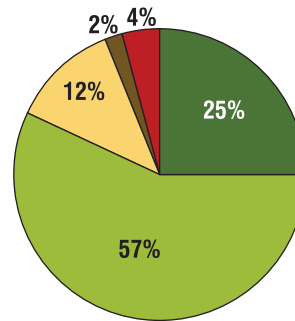
Financial Picture



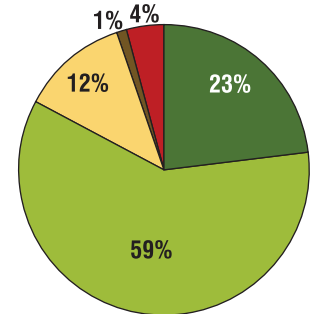
2002



2003



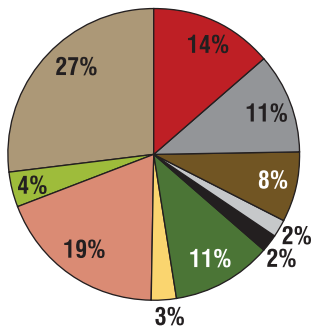
2004



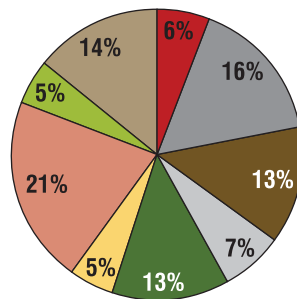
2005

Income (2002-2005)

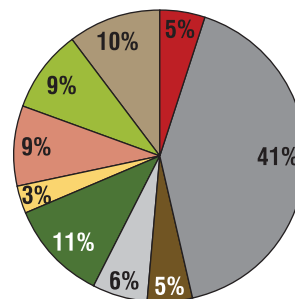
■ Membership Dues
 ■ Publications Sales
 ■ Education/Truss Knowledge Online
 ■ Quality Control Program
 ■ Other



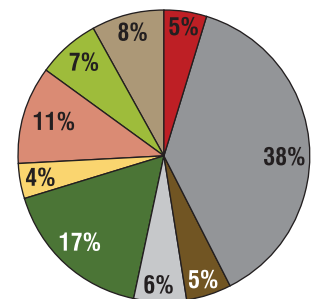
2002



2003



2004



2005

Expenses (2002-2005)

■ Operations
 ■ Publications
 ■ Marketing Committee
 ■ Meetings
 ■ Handbook Development
 ■ Membership & Chapters
 ■ Quality Control Program
 ■ Education/Truss Knowledge Online
 ■ Engineering & Technology
 ■ Special Projects



WTCA Staff

[WTCA's staff strives to provide you, our membership, with the very highest level of service. The individuals listed below work for Qualtim, a company that WTCA contracts with to manage the association. Each person listed spends at least a portion of his or her time throughout the year serving WTCA members.]

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A Glimpse of WTCA's Research & Testing Initiative

As Charles Kettering said, "There is a great difference between knowing and understanding: you can know a lot about something and not really understand it." As an association, we know as much as there is to know about trusses, but do we fully understand all of their performance characteristics?

To that end, the WTCA Board of Directors has committed necessary resources to embark on a research and testing program. They have further approved the following allocation of those funds:

- University of Wisconsin Professor Steve Cramer is working on a project to test and report on truss buckling to complete our current knowledge in this technical area.
- We will develop a two- or three-year research plan with the goal of tackling issues that are having a direct impact on component manufacturers and the cost of building trusses.
- We have planned to set up a testing facility near our headquarters in Madison to test single trusses spanning up to 80 or 90 feet. We are also planning the possibility of testing truss systems up to 20 feet in width by 80 to 90 feet in length.



"The research and testing facility is a great move. The Executive Committee should be commended on this decision."

—Greg Shelly, Shelly Enterprises, Inc., Perkasie, PA

Our goal is to have the facility in place by the first quarter of 2006. This means building a structure and setting up testing equipment. Next, we'll implement the 2006 testing plan and mobilize the staff to carry it out. At that point, we will develop a long-term research plan. We will seek guidance from our Engineering & Technology Committee in concert with the Truss Plate Institute's Technical Advisory Committee (TPI TAC), and the Executive Committee and Board of Directors to ensure that the research and testing has maximum immediate value to everyone in our industry.

We look forward to realizing all of the potential this important step forward has to offer WTCA and the structural building components industry at large.

"I am proud of this industry for: Providing products of quality and value to the public that serve the building industry well and have made this nation the best housed nation in the world. For having the caliber of people in our industry that are willing to remove a competitive hat and come together to serve the best interests of the entire industry. For having the wisdom and insight to have made an outstanding number of correct decisions in the past that are bearing fruit now. WTCA has outstanding leadership and a staff of very competent personnel. As long as we continue as we have in the past, I think we have a bright future indeed."

—Robert L. Ward, 1991 WTCA President

"I'm proud of the growth we've achieved, the stability we've established, and the influence we now have when we're invited to meetings or to sit on committees. People look to us for information. Now, we're honestly brought into the evaluation of things because of who we are. I'm proud of the growth and stability we've established over the past 25 years."

—*Richard W. Brown, 1999 WTCA President*



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