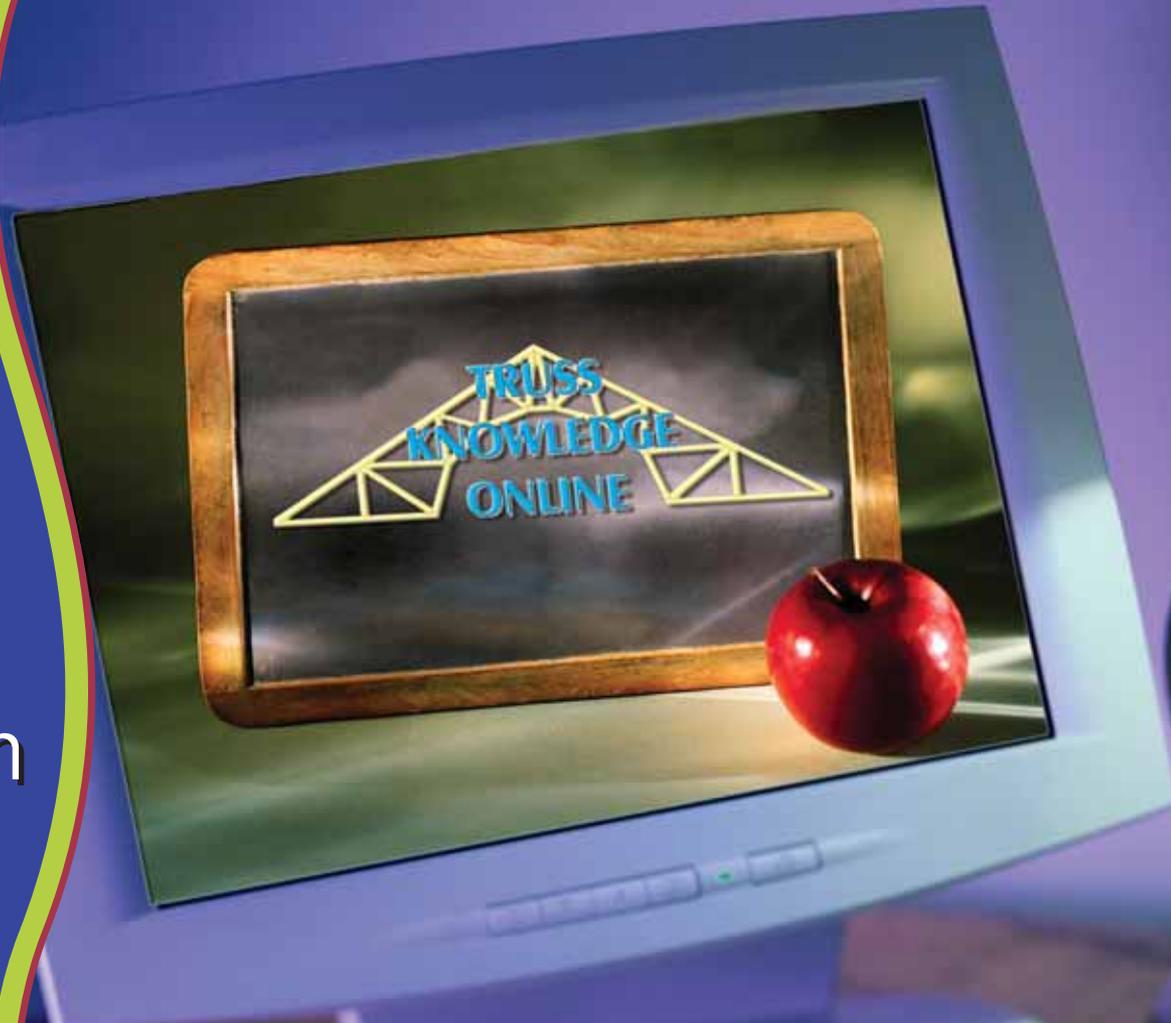


Growing
the
Industry
Through
Education



2003 Annual Report





Serving Our Members' Needs for Two Decades

"We at Bluegrass Truss Company appreciate all the work that WTCA staff does for us. We've never been treated with anything but courtesy and respect. We know it is your goal to advance the industry, but we take it very personally. It would be difficult if not impossible to replace you with anyone even remotely as capable or dedicated. Thank you."

Clyde Bartlett, President/Sales Manager, Bluegrass Truss Company, Lexington, KY

Growing the Industry Through Education

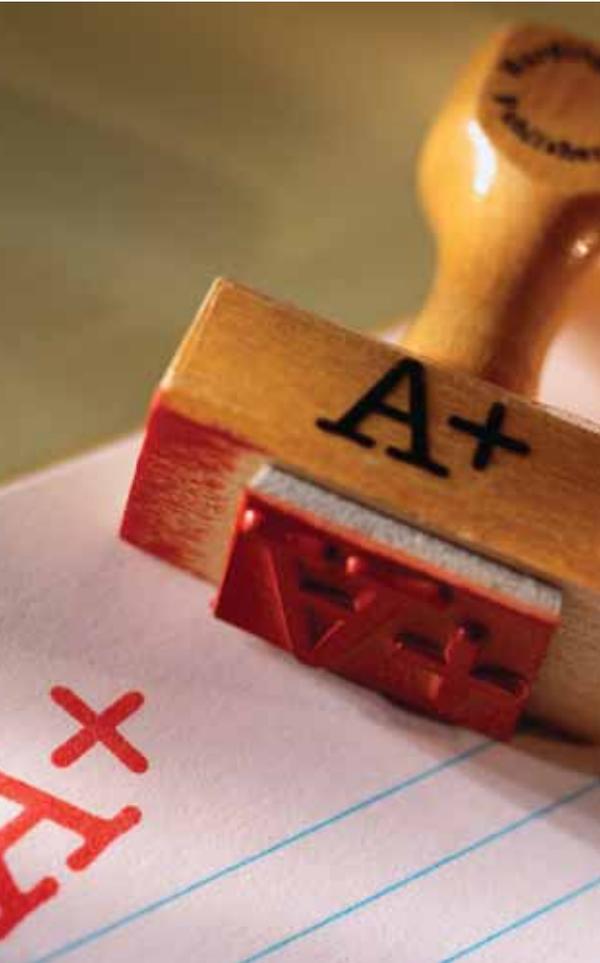
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The watchword for 2003 was **education**. Online and in person, WTCA members and staff put forth a multitude of educational tools, products and information for the benefit of industry members and their peers. The reach of the online programs increased exponentially. The reception of WTCA positions and presentations was outstanding. Working together, we continue to grow our industry through education.

PRESIDENT'S MESSAGE



When I began my term as WTCA President, I set forward three goals:

- Deepen our relationship with TPI
- Expand Truss Knowledge Online
- Promote our revised Quality Control program

I am very pleased to report that we have succeeded in all of these ventures, plus several more. In my opinion, WTCA's most notable successes of the past year are:

Truss Knowledge Online (TKO)

As the first section of this Annual Report demonstrates, TKO has expanded by leaps and bounds. For example, in less than one year, the number of students registered for Truss Technician Training Levels I and II exceeded the total number of attendees for the live courses, which began in the fall of 1996. Obviously, online training was a product that our members greatly desired.

Victories Against Sealed Placement Plans

With a critical outcome in Florida achieved (see page 34), building officials in other areas of the country, such as North Carolina and California, which had considered the requirement of sealed truss layouts, are now forging alliances with WTCA Chapters and members to understand the importance of the way we transact business when considering new regulations and building codes.

Publication Sales Growth

Our WTCA publication sales have been growing annually because of one reason: our membership's demands. Staff has kept in touch with our members and has listened to our requests for improved, easier to understand and simplified documents for use with our customers. Look forward to new publications in the years to follow.



Another Successful Year...Thanks to All for Your Support!

WTCA/TPI Cooperation

Since April 2002 when we reached an agreement with the TPI Board of Directors on a new "Litmus Test," there has been a new spirit of cooperation between both organizations. In particular, I would like to thank TPI President Charlie Hoover and the rest of the TPI Board for their efforts to bring the new Building Component Safety Information (BCSI) document to fruition (see pages 16-17).

Carbeck Structural Components Institute (CSCI)

Since its introduction last summer, more than 2,500 CDs on the Wood Truss Industry & Fire Performance of Wood Trusses have been distributed to fire department officials across the country. Thank you to Captain Tim Neal of the Houston, Texas Fire Department for his great help on this project and to our CSCI supporters for their contributions.

Supplier Support Through BCMC & SBC Magazine

This year's BCMC Show should be the largest and most successful show in our industry's history. Furthermore, the September/October issue of *SBC Magazine* was the largest in its history. I would like to thank our exhibitors and advertisers for their support of our industry, for without them, our organization would be unable to carry out the many tasks necessary to grow the market for the use of structural building components.

Seven years ago, I attended my first Board meeting. If you have not yet become involved in WTCA, consider attending an Open Quarterly Board Meeting. You will realize the importance of each member working together to make our organization even stronger.

I would like to thank everyone who has contributed to another successful year for WTCA. Thank you to our Board of Directors, Committee Chairs and Committee members for all of their efforts of the past year. Our successes are also due to each of their commitments to help make WTCA a better, stronger organization. Thank you to WTCA's staff, which serves each of our members with the utmost professionalism, responsiveness and dedication. Lastly, thank you to our membership for granting me this opportunity to serve WTCA and the support I have received as our association's President this past year.



Scott Arquilla, 2003 WTCA President

"...consider attending an Open Quarterly Board Meeting. You will realize the importance of each member working together to make our organization even stronger."

Online Education & Resources

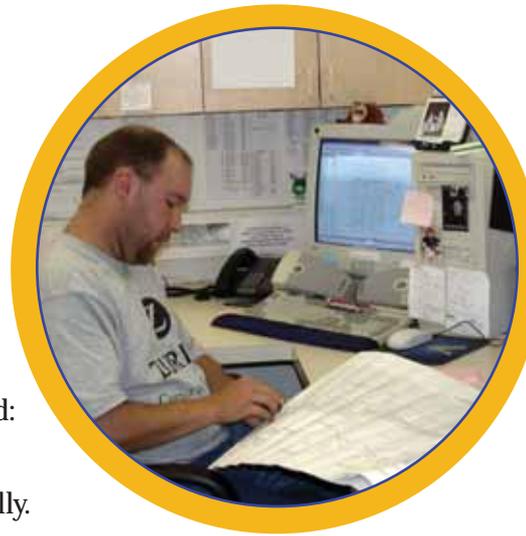


TRUSS KNOWLEDGE ONLINE (TKO)

In addition to the main WTCA site, www.woodtruss.com, which hosts all of the information you want to see on your web site (such as legislative and chapter updates, new product news and ordering information, and membership listings), there is now a companion site to take you directly to the educational courses you have requested: www.wtcatko.com.

Launched in August 2002, www.wtcatko.com has grown exponentially.

TKO presents the most up-to-date, economical, convenient and effective education and training programs for component manufacturers and related professionals.



- Flexible
- Effective
- Affordable

TKO: Flexible, Effective, Affordable

- Offers a wide variety of online courses and certifications for anyone interested in learning more about metal plate connected wood trusses and wall panels.
- Provides industry-recognized certifications, continuing education credits, or complements in-house training programs.
- Gives the flexibility to train anyone, anytime, anywhere. All you need is a computer, an Internet connection and an email address!



"...There are a lot of details in the truss business that need to be covered in a short period of time. This is certainly a great way to obtain a lot of that core knowledge."
—Don Perrin, Vice President—Production/Quality Control,
All-Tech Carpentry Contractors, Jamesburg, NJ

TRUSS TECHNICIAN TRAINING (TTT)

Top notch training on wood design and engineering fundamentals for truss technicians.



I can only say how impressed I am with the little bit of what I have seen of your programs. A lot of truss companies need this program, because they are 'grooming' new truss people in their offices and this is a way to keep them productive, while adding to their knowledge. I feel that a lot of companies think they can 'grow' a designer and estimator in three months. This certification will round out their knowledge and give them a wonderful foundation to help accelerate their progress! There are a lot of details in the truss business that need to be covered in a short period of time. This is certainly a great way to obtain a lot of that core knowledge.

—Don Perrin, Vice President—Production/Quality Control, All-Tech Carpentry Contractors, Jamesburg, NJ

Online Experience:

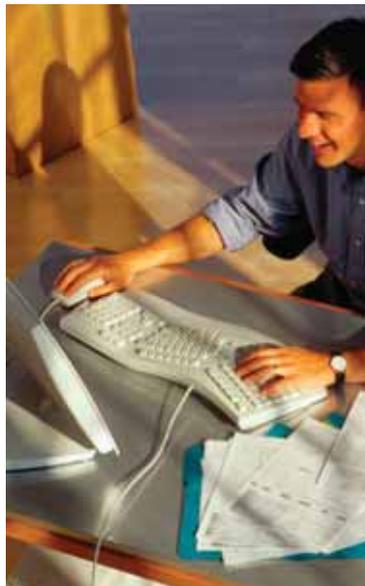
- Combination of audio, video, visual images and text to allow for any learning style
- Ultimate flexibility—repeat sections as necessary
- Quizzes throughout track progress

Student Resources:

- Glossary of industry terms
- Comprehensive help section
- Course FAQs

Management Resources:

- Managers can access online progress reports on students at any time. For example:
 - Percent completion (amount of each section that students have completed)
 - Percent accuracy on quizzes
 - Current course usage
- Built-in functions for corporate training representatives



Self-Paced Training

- Students study at their own pace
- Training is available anytime, anywhere
- Same valuable material as our classroom setting
- Focus in depth or review sections
- Skim familiar topics

Available 24/7 to Fit into Your Schedule

- Train in between jobs
- Train at night or on weekends
- You decide when, where and how much time will be spent

No Travel Expenses

- Train online at work or at home
- Exams taken at proctored location
- No time taken away from the office

WTCA Co-Marketing Agreements:



Many thanks to our TKO Partners!

"Everyone in our industry knows we are driven by software. Indeed, continuous efforts in software development are at the heart of our industry's productivity gains. However, not everyone may realize the monumental step taken by WTCA in developing Truss Technician Training Online. When we first heard about it, we realized the tremendous benefits in productivity gains not only for Robbins customers, but also for the industry as a whole. Hence, immediately, we contacted WTCA and asked if we could participate in a joint marketing effort that would benefit our customers and employees with the understanding that while Robbins was the first in this effort, the opportunity to participate would be extended to other members of WTCA. We explained that our goal was to pre-test all individuals wanting to be trained in our OnLine Plus™ software to determine the need to complete WTCA's course before starting ours. The rest is an ongoing success story for our industry. Incidentally, we not only actively promote this course to our customers, but also require all our sales, technical and engineering personnel to take it. WTCA staff needs special recognition for this historical endeavor that will change forever the way we train designers in our industry. Keep up the good work!"

—Dionel Cotanda, President & CEO, Robbins Engineering, Tampa, FL



"WTCA's Truss Technician Training Online provides a convenient way to train truss designers. In the past, we sent our employees offsite for Truss Technician Training, which interrupted our workflow. Now training can take place at their desks, at their own pace, whenever time allows."

—Andy Schwitter, CEO, Truswal Systems Corporation, Arlington, TX

“ I found the [TTT Level I] very interesting and helpful especially to newcomers in our industry. I have worked in the truss industry for 8 years and it was surprising to find how much I depend on automation. It was a needed step back to the basics of design to take the rust off of the basic skill set of a truss technician. I appreciate your help and updates with our account, and look forward to the ongoing continued education of myself and fellow employees. Thanks.”

—Brian Goings, Senior Designer/Trainer,
Boozer Lumber Company, Columbia, SC

TTT Level I Online

- **Introduction date:** August 2002
- **Number of companies engaged:** 106
(compared to 190 companies participating in live training from 1996-2003)
- **Number of enrolled students:** 1,171
(compared to 686 students participating in live training from 1996-2003)

TTT Level II Online

- **Introduction date:** December 2002
- **Number of companies engaged:** 45
(compared to 80 companies participating in live training from 1996-2003)
- **Number of enrolled students:** 252
(compared to 295 students participating in live training from 1996-2003)

Truss Basics Online

- **Introduction date:** August 2003

TTT Level III Online

- **Introduction date:** December 2003

TRUSS TECHNOLOGY WORKSHOPS (TTW)

Professional development courses on metal plate connected wood trusses and wood framed construction.

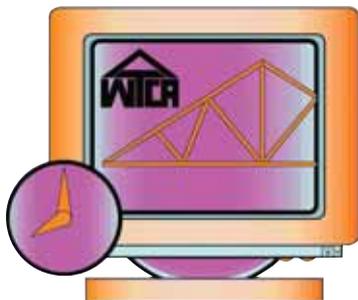
Programs Currently Available:

- **Framing the American Dream: Component Construction Is the Future of Framing** (1 hr)
Launch date: Fall 2002
- **Mold & Structural Wood Components** (1 hr)
Launch date: Fall 2002
- **Storage, Handling, Installation & Bracing of Metal Plate Connected Wood Trusses** (1.5 hrs)
Launch date: Fall 2002
- **Wood Truss Industry & Fire Performance of Wood Trusses** (3 hrs)
Launch date: Fall 2002
- **Performance & Application of Wood Truss Fire Rated Assemblies** (1 hr)
Launch date: Spring 2003
- **Wood Trusses & the IBC** (1 hr)
Launch date: Summer 2003
- **Wood Trusses & the IRC** (1 hr)
Launch date: Summer 2003



Other Programs Coming Soon:

- Engineered Wood Products
- Permanent Bracing
- What Building Designers Need to Know
- FBPE Rule 61G15-31.003 & ANSI/TPI/WTCA 4-2002
- How to Minimize Mold on Structural Building Components



Truss Technology Workshop™

WTCA Co-Marketing Agreements:

- Florida Home Builders Association (FHBA)
- Building Officials Association of Florida (BOAF)
- South Florida Truss & Component Manufacturers Association (SFTCMA)

Certified Professional Development Hours (PDHs) & Continuing Education Units (CEUs):

- Florida Construction Industry Licensing Board (FL CILB)
- American Institute of Architects (AIA)
- Florida Board of Professional Engineers (FBPE)

Great information for:

- Sales & Office Staff
- Suppliers to the Industry
 - Builders & Contractors
 - Architects & Engineers
 - Building Officials



"The course content had some very good facts on fungi and mold that is useful in explaining the issue to people who do not understand any more than what they glean from media coverage of lawsuits. [The Mold TTW] will help me explain the facts to people (employees and customers) that don't understand the issue."

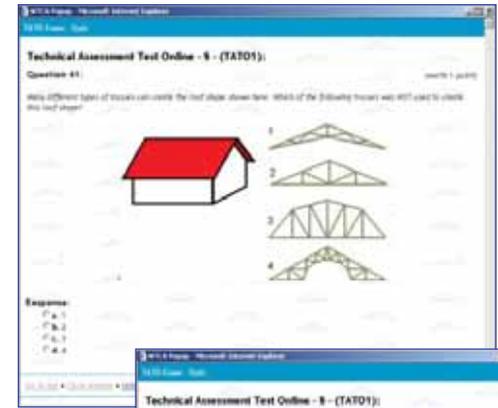
—Eric Aasen, Sales Manager, Truss Specialists, Inc., La Crescent, MN

THE RIGHT STUFF

The Technical Assessment Tests Online (TATO) were developed at the request of our component manufacturer members for their use as a tool in hiring and assessing technical personnel.

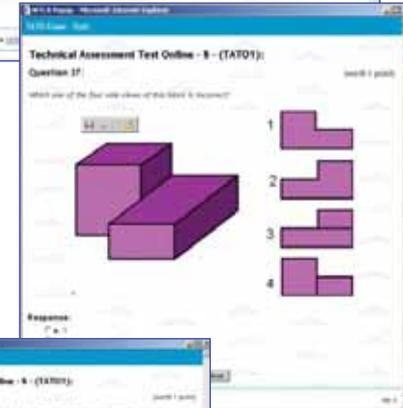
Technical Assessment Test Online 1 (TATO 1)

- Introduction date: July 2003
- To help you hire the right employees, this timed 50-question online test evaluates candidates' math and 3-D skills, and you receive immediate feedback on their results



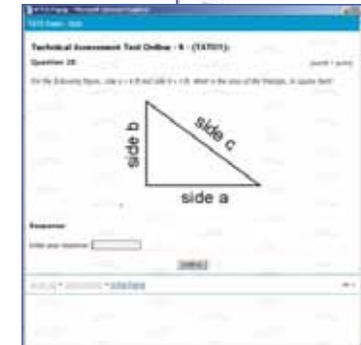
Technical Assessment Test Online 2 (TATO 2)

- Introduction date: Fall 2003
- Designed to determine a truss technician's level of knowledge and ability, this test is useful for taking inventory of design department skills and clarifying training priorities for individuals, or helping you as you hire more experienced truss technicians



TATO 1 & 2 Are:

- Available 24/7 including during job interviews
- Value-priced
- Immediate feedback for management



TATO

Technical Assessment Test Online



"The math and 3-D portions of TATO 1 are good. 3-D reasoning is such a critical part of any new hire's assessment and it is either difficult or impossible to teach if the candidate does not have the aptitude for it. Overall the exam looks very good and user friendly!"

—Brent Hendricks, Customer Service Manager,
Idaho Truss & Component Co., Meridian, ID

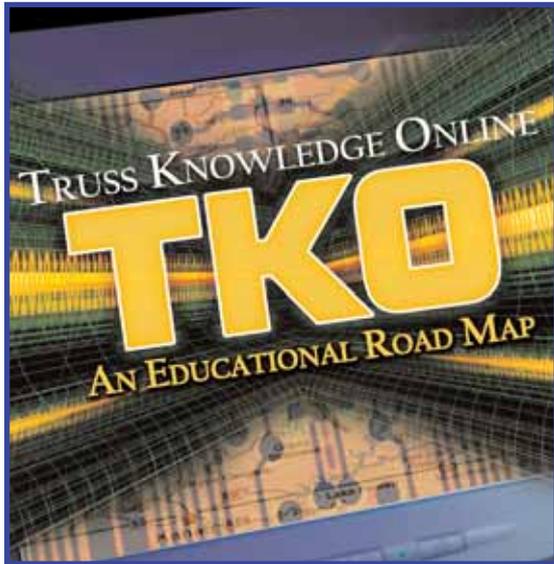
New Hire Program Online

- Introduction date: September 2003
- Like its companion course available in binder format and on CD, New Hire Online provides an excellent grounding in the industry for entrants with little or no previous experience

Workforce Development Portal

WTCA received a grant of \$1000 from the National Association of Manufacturers (NAM) to assist in the development of this important industry tool.

- Planned introduction date: December 2003
- Post résumés
- Post job listings
- Confidential
- Real-time information delivery
- Targeting technical colleges, high schools, community colleges and universities



Confused about Education & Training Options? WTCA points the way with TKO

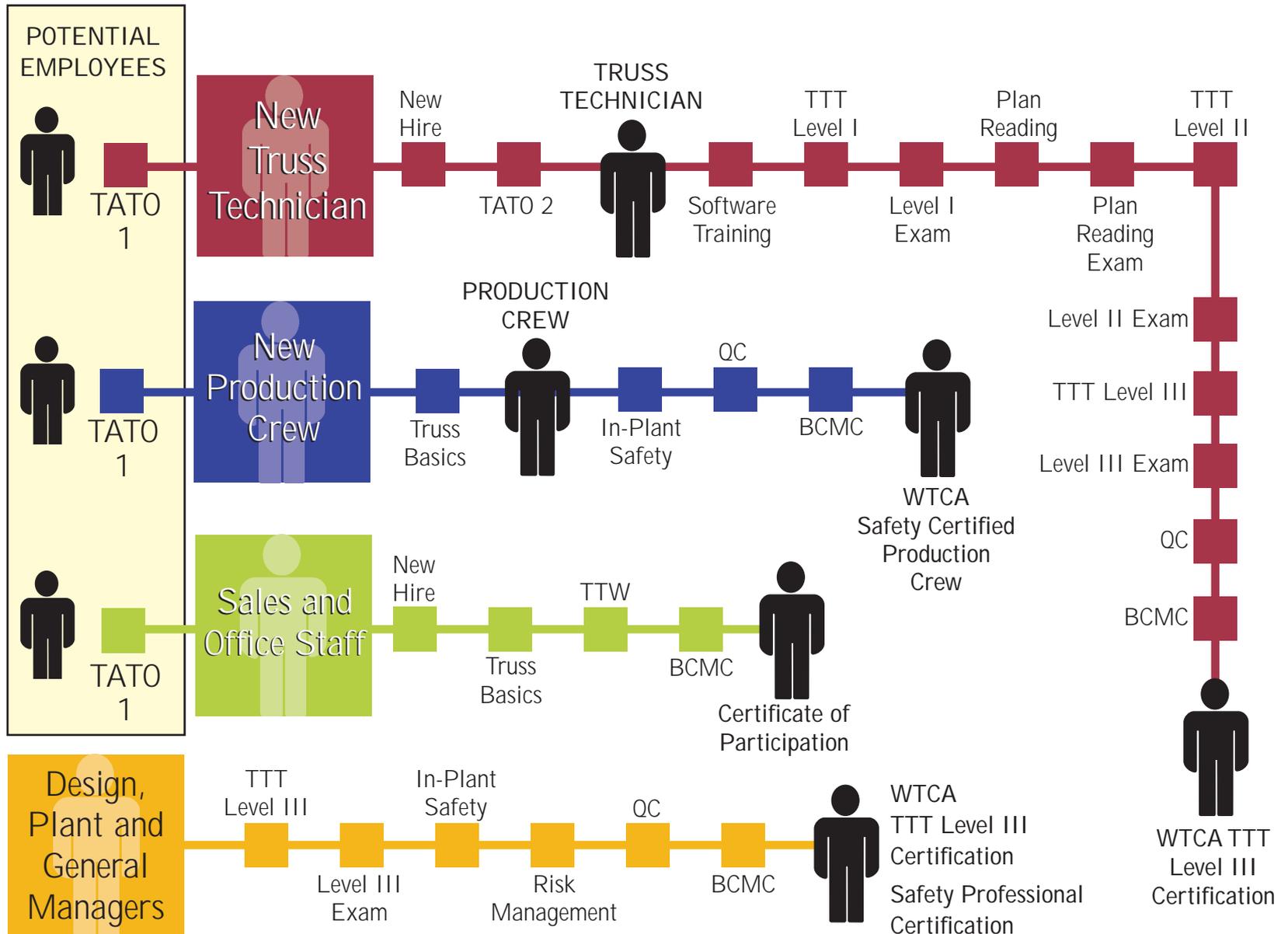
TKO makes it easy to expand your knowledge at your own pace, on your own time!

- For technical, production, office and management staff
- Up-to-date, economical, convenient and effective education and training programs
- See training paths and TKO programs on page 12

The tools you need to
find, train & retain
the **right** employees!



TKO TRAINING PATHS for Employees of Component Manufacturers



COMING SOON:

WTCA Operations Safety Program

- Expected introduction date: Fall 2003
- Section One: Safety Program Analysis
- Section Two: Worksite Analysis
- Section Three: Employee Training Modules
- Identify costs and savings
- Create, implement, train, evaluate and maintain an in-house program



In addition to all of the great courses available online, visit woodtruss.com for:

- Industry news & information
- Technical resources & answers
- Chapter news & developments
- Board & Committee meeting updates
 - Calendar of events
- Business Solutions Group discussions
 - Membership surveys
 - New product news
- Online publications ordering

www.woodtruss.com

Risk Management & Liability Avoidance Online

- Written by Kent Pagel, WTCA Legal Counsel
- Risk Online will help truss manufacturers understand liability issues in the design, manufacturing, sales and delivery (and sometimes erection) processes
- This program will also provide segments on effectively understanding and managing property and casualty and workers compensation insurance



Publications
& Technical
Information



NEW IN-PLANT WTCA QC 4.0

The systematic approach to inspection, data collection and analysis just got better with **In-Plant WTCA QC 4.0**.

- Launch date: May 2003
- Provides a simple ANSI/TPI 1-2002 compliance process
- Plate placement or tooth count method
- Enhanced reporting and data analysis tools
- Handheld data entry device available
- Significant reduction of data entry time
- Certified plants that take advantage of it have a tremendous marketing tool



- Simple Compliance
- Enhanced Analysis
- Marketing Tool



Quality Speaks for Itself!

" Before WTCA QC, we had our own quality control system in place, but we had no real standard to compare our product to. Now, if I see a trend [through monitoring the quality control graphics] in defects for our products, I can address it with staff...The advantage of this quality control standard is clear: it provides an accurate guideline for which to compare each part of the truss. [WTCA QC] has really helped us. Now we have a guideline. Now we have actual inspectors."

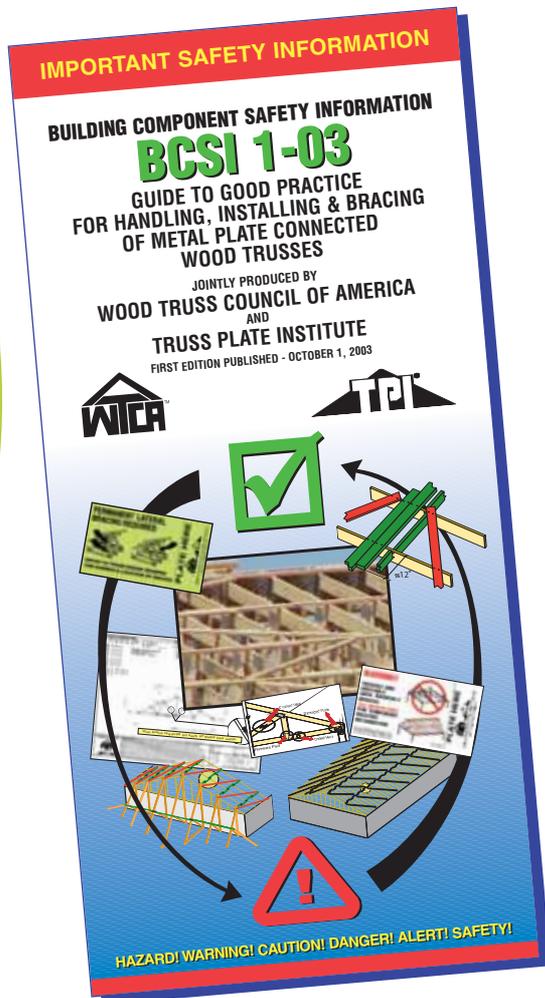
—Alan Houseworth, Quality Control Manager,
Powell Structural Systems, Delaware, OH



" We use [the WTCA QC] logo on business cards, on our web site...we even stamp our trusses as WTCA QC certified."

—Scott Ward, Assembly Supervisor,
Southern Components, Inc., Shreveport, LA

BUILDING COMPONENT SAFETY INFORMATION (BCSI)



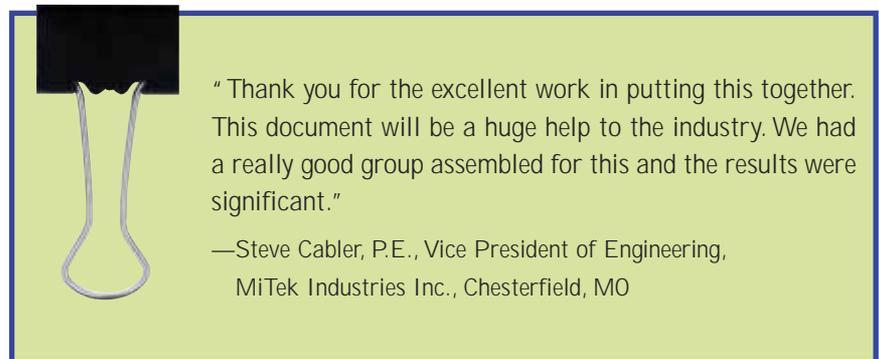
The TPI and WTCA Boards of Directors met in May and passed the following motions unanimously:

We agreed our industry is best served if we have a single set of documents that serve as our fundamental information base when dealing with the proper specification, storing, loading, handling, installing and bracing of metal plate connected wood trusses. We agreed that our desire is to have common publications available to the industry, to replace the various publications with different appearances or wording serving the same objectives.

The HIB-91 booklet is now referenced on the truss design drawings. This makes it essential that a new/updated “parent document” be created. The desire by WTCA and TPI Boards is to have one document to reference on the truss design drawings rather than all the separate TTB information that has been produced. This updated parent document will be a compilation of the existing HIB-91 and TTBs, which WTCA will create as soon as possible. The new parent document will be reviewed by TPI TAC, WTCA’s Marketing and Engineering & Technology Committees and approved.

Developed under this mandate, the “parent document” became BCSI 1-03 “GUIDE TO GOOD PRACTICE FOR HANDLING, INSTALLING & BRACING OF METAL PLATE CONNECTED WOOD TRUSSES” and is being launched at BCMC 2003. This is a vastly improved, industry-wide, single set of safety documents for our industry (and our customers) to benefit from for years to come.

Written in close collaboration with the most experienced engineers in our industry, this document represents industry cooperation at its finest.



The BSCI booklet will contain 11 B-series documents, the foundation of which came from WTCA's **Truss Technology in Building (TTB)** brochures. These titles include:

- **BCSI-B1** Guide for Handling, Installing & Bracing of Metal Plate Connected Wood Trusses
- **BCSI-B2** Truss Installation & Temporary Bracing
- **BCSI-B3** Web Member Permanent Bracing/Web Reinforcement
- **BCSI-B4** Construction Loading
- **BCSI-B5** Truss Damage, Jobsite Modifications & Installation Errors
- **BCSI-B6** Gable End Frame Bracing
- **BCSI-B7** Temporary & Permanent Bracing for Parallel Chord Trusses
- **BCSI-B8** Toe-Nailing for Uplift Reactions
- **BCSI-B9** Multi-Ply Girders
- **BCSI-B10** Post Frame Truss Installation & Bracing
- **BCSI-B11** Fall Protection & Wood Trusses



"I would like to compliment you on collecting and illustrating solutions to most of the problems encountered in the field by countless erectors and investigators. I am amazed at the clear illustrations that even I can understand. I believe you have fashioned a real winner for WTCA and the many component manufacturers, architects, engineers, general contractors, framers, erectors and their workmen. Thanks for your splendid effort."

—John E. Meeks, P.E., P.A. Consulting Engineer, Fort Lauderdale, FL

For more information on the cooperative work between WTCA and TPI, see pages 24-25 of this Annual Report.

"The new BCSI document presents vital information regarding bracing of trusses in clear graphical and pictorial context. The emphasis is long on graphics and short on words, which enhances the ease of understanding and therefore promotes proper implementation."

—Gary Sweatt, P.E., President,
Sweatt Engineering, Bedford, TX



A single,
industry-wide
document:

- Convenient for manufacturers
- Easy to apply by truss installers
- Less confusing for all users
- Comprehensive in its ability to educate

NEW PRODUCTS & RETURNING FAVORITES



COMING SOON

TTB: Brittle Flooring

TTB: Sound Rated Assemblies

TTB: Chord Notching & Drilling

TTB: Blocking Options

Truss Technology in Building (TTB)

Together with the TTBs that make up the B-series of documents, there are now 27 titles in the Truss Technology in Building series. New this year are:

- **TTB: Multi-Ply Girders**
- **TTB: Drywall Cracking & Crowning (DCC) Issues**
- **TTB: Facts Regarding Mold on Wood Structural Building Components**
- **TTB: Builder Advisory on Mold**
- **TTB: Gable End Frame Bracing**
- **TTB: Temporary & Permanent Bracing for Parallel Chord Trusses**
- **TTB: Post Frame Truss Installation & Bracing**

Future of Framing

Structural Building Components are the Future of Framing! This full color marketing brochure relays the top reasons why everyone should be building with components. The benefits are:

- Economical
- Technological
- Environmental

With “dream houses” on the front cover and color photos throughout, this brochure shows that components are the smartest choice in building today.

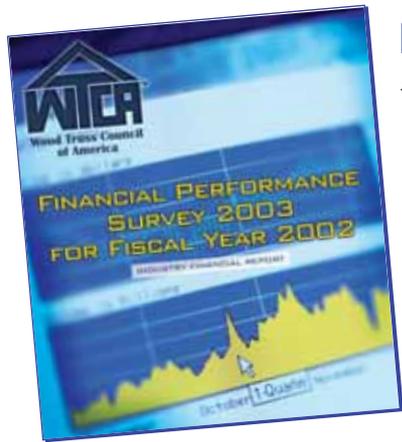
This is another great example of a member request turning into an industry document whose goal is to help increase sales and tell the compelling truss industry story.



“ We in the truss industry here try very hard to take a leadership role among our customers and related businesses in solving problems common to the construction community, and WTCA helps us do that. The responsiveness WTCA has shown to specific problems, such as the Drywall Cracking and Crowning (DCC) issue, has been invaluable to us. Thanks again for your help.”

—Susan Harrelson, H.R. Manager, James Truss Company, North Las Vegas, NV





Financial Performance Survey

Alternating years with WTCA's **Wage & Benefit Survey**, WTCA's **Financial Performance Survey** contains financial and operating information in a balance sheet and income statement format. This year, the survey results were upgraded with full-color graphics. It remains a must-have resource for members examining their financials relative to industry benchmarks.

Jobsite Safety Package

The popularity of the **Jobsite Package** has been phenomenal. Created to provide component manufacturers' customers with educational and safety information, **Jobsite Packages** contain eight industry safety documents and a color cover sheet tucked into a resealable plastic bag large enough to accommodate all of the truss design drawings for the job. Since February 2002, WTCA has sold more than 53,050 **Jobsite Packages**, and of those over 20,000 have been customized by individual companies to provide documents specific to the needs of their markets.



Two Must-Have Resources

WTCA's *Metal Plate Connected Wood Truss Handbook* is now available packaged in a variety of options with *ANSI/TPI 1-2002: National Design Standard for Metal Plate Connected Wood Truss Construction* for your convenience.



"The opportunity to discuss and/or have input into the SBC/TTB would be an honor. The pooling of industry knowledge from research and field experience is the best way to further the quality and applicability of the SBC and WTCA publications. Please, add me to the list of individuals who review the TTB brochure. Thank you for the opportunity...without active involvement from industry professionals the credibility of the WTCA and SBC is lessened. Using the opinions of your members in your documents shows how much you understand our synergistic relationship. Thank you once again."

—Greg Kebbekus, Design Manager,
Structural Component Systems,
Greeley, CO

"These [Jobsite Packages] allow us to provide an essential service to our customers by promoting safe workplaces and compliance with OSHA standards and are an excellent risk management tool for truss manufacturing liability. WTCA allows us to customize these packets to meet the specific needs of our manufacturing and our customers."

—John A. Smith, Risk, Safety, and
Environmental Health Manager,
Foxworth-Galbraith Lumber Company,
Dallas, TX

Industry
Ventures &
Cooperative
Work



INDUSTRY RELATIONSHIPS

Every year, WTCA works in cooperation with a multitude of other associations, publications and organizations to inform and educate related industries and professionals. Highlights of these ventures for 2003 include:

- WTCA joined forces with **AF&PA** on the **Whole Building Design Guide** which will give product users a comprehensive understanding of product attributes, such as structural building components.
- Approximately 20 representatives from the **National Frame Builders Association** attended a meeting at **WTCA** headquarters to discuss issues affecting both associations.
- **AF&PA**, **TPI** and **WTCA** submitted a joint code change proposal to the **IBC** and **IRC** on attic loading.
- Representatives of **WTCA** met with the **Occupational Safety and Health Administration** (OSHA) about jobsite safety issues during our Legislative Conference in Washington, D.C.
- **WTCA member Wheeler's** in Rome, GA contributed roof trusses and wall panels to the fastest house ever built by **Habitat for Humanity**: 3 hours, 26 minutes and 34 seconds.
- **Finnforest USA** donated \$5,000 to the **WTCA Marketing Committee** to continue its efforts to expand the market through activities such as Truss Knowledge Online (TKO) and the Truss Technology in Building (TTB) series.
- **Rutgers University** in New Jersey renewed its request that **WTCA** provide several courses annually for code officials.
- **WTCA** provided an educational session at **Alpine's** Technical Workshop.
- **WTCA** attended **MiTek's** January sales meeting to review industry issues.
- **WTCA** was invited to speak at the **Truswal** seminar (but could not attend due to the Softwood Lumber dispute negotiations).
- **Arch Wood Protection** came to **WTCA** to create a plan, undertake testing and then finalize a performance-based warranty for trusses using Dricon fire retardant treated wood.



Information from WTCA has been published by:

- Building Safety Journal
- Florida Wood Council's WoodSource Magazine
- Florida Building Material Association's BluePrint Newsletter
- Frame Building News
- Log Home Design Ideas
- MiTek's TrussFacts Newsletter
- PATH/Toolbase News
 - Random Lengths
 - Structure Magazine
- Successful Builder of Wisconsin
 - SLMA Management Update
 - Rural Builder Magazine
- Truswal's Trusworld Newsletter
 - Wood Design Focus
- Wood Promotion Network web site

"AF&PA finds that collaboration with product associations such as WTCA to influence national model building codes, as well as in educational outreach programs such as the development of the NIBS Whole Building Design Guide, benefits members of both associations and the wood products industry as a whole."
—Paul D. Coates, P.E., Midwest Regional Manager, American Forest & Paper Association

CARBECK STRUCTURAL COMPONENTS INSTITUTE

Established in 2001, the Carbeck Structural Components Institute (CSCI) is an IRS approved Section 501 (c) (3) charitable organization dedicated to promoting research and education focused on structural framing of residential housing and commercial buildings.

CSCI was created to:

- Undertake research and education for the betterment of the industry
- Enhance fire service education
- Promote fire service safety

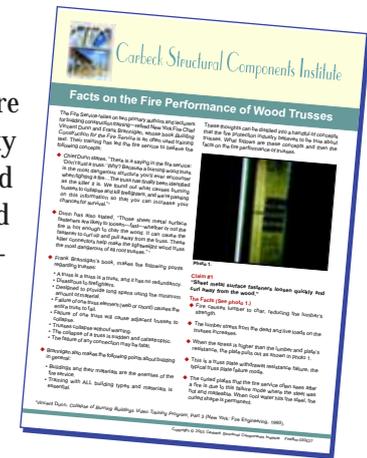
CSCI Projects

This year, CSCI created a companion brochure to its “Fire Performance of Trusses” Educational CD and its top priority remains the broad distribution of the educational CD and brochure to the fire service. Future plans include continued work with the Houston, Texas Fire Department to do additional testing and specific case studies on actual fire events.

Fire Performance of Wood Trusses Information

- CD-ROM presentation
- Full-color facts on fire performance brochure
- Online Truss Technology Workshop

The CSCI CD was donated to the U.S. Fire Administration’s Education Department and has been placed in its library, through which about 6,000 students go annually.



Carbeck Structural Components Institute

International requests for the CD include:

- University of Plymouth, Drake Circus, United Kingdom
- University of Belgrade, Yugoslavia
- Woodlandor Roof Systems, Kuala Lumpur, Malaysia

Fundraising Activities

- Silent Auction at BCMC
- Dunk Tank at BCMC
- Corporate Partnerships
- Individual Contributors
- Chapter Sponsorships



Educating the Fire Service Means Developing Relationships

" I enjoyed meeting with the members of the WTCA in Houston [at the February Open Quarterly Meeting]. As I was listening to the meeting, I realized that WTCA and HFD have the same basic problem. We are both at the mercy of politics. We try to educate the powers that be, to understand the basic job functions without getting lost in the details. We try to explain our needs. We try to help guide them in their decision-making. Then we are stuck trying to make things work with the latest restrictions that have been hung around our collective necks. The HFD training division recently held their first hands-on safety training seminar and the proceeds from the Carbeck donation will be going toward this year's seminar. This is to be an annual event in November of each year. Seminars like this are held around the country and it is HFD's goal to become one of the premier training seminars. With help from WTCA and Carbeck, this should be an obtainable goal."

—Capt. Tim Neal, Houston Fire Department

" The Fire Performance of Wood Trusses was made using the best approach possible; the most effective way this could have been done was to bring fire officials together and have them come forward to do research in alignment with the wood truss industry. That's what you see when you watch this presentation."

—Allen Erickson, Executive Vice President, Cal-Asia Truss, Concord, CA

" I gave a plant tour to fire science instructor Mike Gablemann and 18 firefighter students. Mike is a 20-year St Lucie County firefighter and 19-year instructor for Indian River Community College Fire Science Program. The class is studying trusses and Mike quoted Frank Branigan's book challenging me to defend wood trusses. The knowledge I gained from WTCA board meetings and the Houston FD CD wood truss course gave me the ammunition to win him over. I gave him a copy of the Houston FD CD and he was really excited about the knowledge he gained. He said for 20 years he has been hearing that trusses killed firefighters but today changed his mind. He invited me to speak at the college and wants to bring more firefighters to tour Chambers Truss. Mike told me that he was impressed by my statement that I did not want to build a product that hurt firefighters and that I convinced him that I did not build a product that hurt firefighters. Mike was also impressed by WTCA's commitment to firefighter safety. I could not have done it without WTCA. Thank you. Anyone who doubts the value of WTCA should have been with me today."

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



Captain Neal, the Houston Fire Department representative who worked with CSCI to create the educational video segments within the CD, was introduced at WTCA's Open Quarterly Meeting in February. CSCI presented him with a check for \$2,000. HFD put on its first Safety Symposium in November 2002 and the money will go toward improving its 2003 symposium.



WTCA/TPI COOPERATION



Working together to:

- Oppose rules & laws that are unfair to the component industry
- Develop well-defined areas of responsibility that best utilize the resources of both organizations

Last year's ground-breaking agreement, formalized at the May TPI Board/WTCA Executive Committee Meeting, created the Litmus Test that defined the areas of responsibility for WTCA and TPI as follows:

In general, TPI's role is to deal with: truss plate design, manufacturing and safety; individual truss design and engineering; consensus standards on individual truss design and engineering; building code regulations as they pertain to individual truss design and engineering; and machinery.

Specifically:

TPI produces truss design documents. TPI used this concept as the framework from which they defined their role. This then includes:

- All the design methods and references made on the truss design documents
- The consensus standards development process
- Publication of ANSI consensus design standards as they relate to metal plate connected wood trusses
- All building code regulations that impact truss design and software development
- Third party quality control

For any projects that fall inside these parameters, TPI will be the lead organization.

WTCA will take the lead in all other areas as they relate to component manufacturing, the use of trusses by component manufacturer customers and aggressive fulfillment of its mission statement.

This foundation is fostering the ability to have a much stronger relationship between our two industry associations.

Electronic Seals and Signatures

Another important area of TPI/WTCA cooperative work is electronic seals and signatures (ESS). Together, our associations are working to have ESS approved in:

- Maine
- New Jersey
- Ohio
- Kentucky
- California
- And eventually many more states



" We have a clear challenge to help component manufacturers eliminate the very tedious process of tracking the great paper trail."

—Donald Scott, P.E., VP of Engineering,
Truswal Systems Corp., Arlington, TX

Implementing ANSI/TPI 1-2002

On May 19, 2003, the TPI and WTCA Boards of Directors issued an open letter to all component manufacturers to present their joint position on the implementation of the new ANSI/TPI 1-2002, “National Design Standard for Metal Plate Connected Wood Truss Construction.”

This letter described:

- Economic benefits, such as chord cost reduction
- Quality improvements, incorporated into the design software

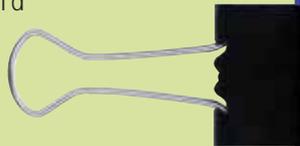
Partnering for the Good of the Industry

Working Together in Florida

To support the effort against sealed placement plans (see page 34), TPI made a generous donation of \$15,000 to the Florida Chapter Executive Committee’s War Chest to help defray the costs of this important truss industry project.

“Once the TPI Board realized the impact the initial FBPE [Florida Board of Professional Engineers] proposed changes would have had on their businesses, they quickly supported our efforts in every way. [This contribution] shows how the TPI Board and WTCA have joined together to support issues, such as this, and make every effort to grow and improve our industry for the benefit of all parties. I sincerely thank Charlie Hoover, TPI Board President, and each Board member for their gracious support.”

—Scott Arquilla, President of WTCA



“The Boards of Directors of both TPI and WTCA have been intimately involved in the development of this consensus standard. Both Boards furthermore believe that this new standard successfully meets TPI’s mission of maintaining the wood truss industry on a sound engineering basis and WTCA’s desire to promote the safe, economic and structurally sound use of wood trusses and related components, thereby increasing market penetration of truss products.”

—Charles C. Hoover, Jr., P.E., President of TPI,
and Scott Arquilla, President of WTCA

Industry Sponsorships

In addition to supporting work that significantly benefits our industry overall, TPI sponsored tote bags and lanyards at BCMC 2003, which helps us undertake important industry work.

Many thanks to TPI and its members for their continued support and partnership.



U.S. VALUE-ADDED WOOD PRODUCTS ALLIANCE

The U.S. Value-Added Wood Products Alliance was formed in 2002 with the sole purpose of safeguarding American jobs and businesses in the value-added industry by urging the U.S. Administration to find a quick and enduring solution to this harmful trade dispute. WTCA was a very active participant in the activities of this alliance.

“The U.S. Value-Added Wood Products Alliance had a direct voice in helping to assure that key stakeholders—including Congress and the U.S. Department of Commerce—understood the negative effect this dispute



was having on thousands of U.S. jobs in this sector. While a long-term agreement is proving very difficult it will be important to continue monitoring the situation to assure the breadth of U.S. interests are reflected in any settlement.”

—Gary O'Malley, Director of Issues Management, Weyhaeuser Company, Federal Way, WA

Making Our Voice Heard

Dan Holland of Clearspan Components in Meridian, MS, set the stage for us having representation by attending a “CEO Meeting” on January 31, 2003. Based on this work, we were well positioned to be engaged in the process and have a voice.



Jack Louws and Kirk Grundahl formed a team to represent our Alliance at working group meetings the week of February 3, 2003, doing everything possible to help facilitate the negotiations between Canada and the U.S., and at the same time providing a voice for the interests of all value-added wood products manufacturers. We had very good meetings while in D.C. with the United States Trade Representative, communicated with the Department of Commerce on the negotiation progress, provided our perspective on the issues as negotiations moved forward and met or had contact with Senator Cantwell, Congressman Larson, Senator Murray, Congresswoman Dunn, Congressman Pickering, Senator Craig and Senator Baucus to strongly express concern for how this dispute impacts our value-added industries.

Following a congressional staff briefing held on March 13, 2003, retired Senator Slade Gorton (WA) said, “We ought to feel very good about our accomplishment. The attendance was phenomenal given the circumstances going on in D.C.—war and the long budget debate the night before, you must have really worked hard on this. This was a very impressive group and a very impressive presentation of the issues surrounding this dispute. It will be seen that the VWPA group made a strong positive impact on the issues we face.”

As the following data indicates, there are many value-added jobs at stake in this debate:

Total Value-Added Wood Products Industry	\$47.93 Billion	390,563 Total Employees	\$10.111 Billion in Total Payroll
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This is in contrast to the protection from foreign trade competition being provided to a much smaller U.S. softwood industry:

Total Softwood Industry	\$12.57 Billion	64,910 Total Employees	\$1.850 Billion in Total Payroll
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Setting Records... Serving the Industry

BCMC 2003 shaped up to be a record year! This show is the industry's best opportunity of the year to learn the latest and charge up for another year of growing our individual component manufacturing operations.



"We go to BCMC every year to learn from exhibitors what's new in the market, what changes are coming, and to plan for future purchases. This market is expanding rapidly, so if you don't go see what's out there you can get lost in it! Some years I go to make purchases, but every year I go, I find something that I plan to purchase from a BCMC exhibitor in the future."

—Richard Brown, President, Truss Systems, Inc., Oxford, GA

"I really took a lot of valuable information from the new format of the educational sessions [begun in 2002] . . . I usually go to BCMC every other year, but I am tempted to go every year thanks to these improvements!"

—Steve Keplinger, General Manager, Structural Component Systems, Simpsonville, KY

"We love the simple fact that all vendors are in one room and shopping can be done side by side. We get a lot done whether it is choosing new machinery or computer software; 99% of what you need is under one roof."

—Aaron Roush, Branch Manager, Automated Building Components, Inc., Sharon, WI

"BCMC is an opportunity for our company to show component manufacturers new products designed specifically for this industry. The show also provides us a centralized location where we can meet with customers, friends and industry associates that we normally talk with over the phone. Communication with industry professionals is critical to the success of our company and the BCMC show helps make this possible."

—Tim Comstock, National Manager, Builder Sales,
USP Structural Connectors, Montgomery, MN



2003 BUILDING COMPONENT MANUFACTURERS CONFERENCE

New Frontiers
Phoenix, Arizona
October 8 - 10

“We like the BCMC show because it regenerates interest for the rest of the year; basically, it is the center of the truss world for four days!”

—Bruce C. Hutchins, President/GM,
Northeast Panel & Truss, LLC, Kingston, NY

Number of exhibitors:	115*
Floor space sold:	69,250 sq. ft.*
Projected number of attendees:	2,100*

*As of 9/12/03

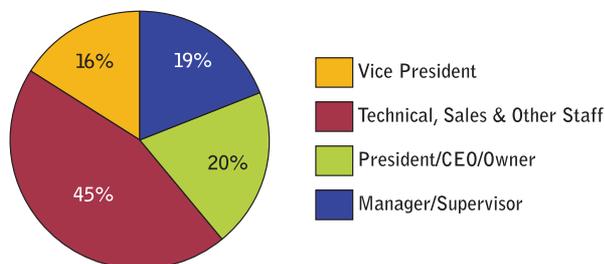
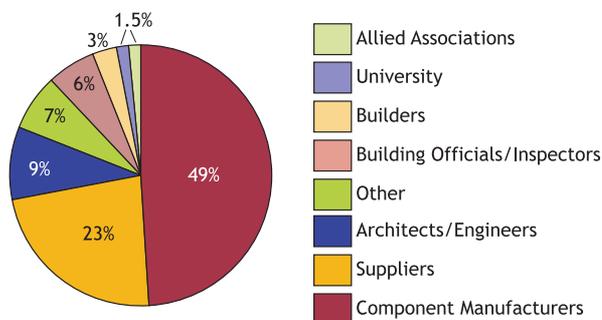


NEW FRONTIERS

STRUCTURAL BUILDING COMPONENTS MAGAZINE

The mission of Structural Building Components Magazine is to be a key voice of the structural building components industry. The goal of the component manufacturers that oversee SBC Magazine is to provide content that is relevant to current issues that all component manufacturers are facing.

Here's who we reach:



If you're not reading SBC, you're missing a lot:

- Feature stories on industry-specific topics
- Articles by industry professionals
- Technical FAQs by WTCA staff engineers
- Analysis of market trends
- Updates on chapter activities
- Messages from the editor and publisher
- Advertisements of the latest products available

STRUCTURAL BUILDING COMPONENTS™

THE FUTURE OF FRAMING

Plus...

- Industry news & data
- Classified ads
- Calendar of events
- And more!

"Just a note to let you know how much we appreciate your magazine! It's great! Being a consultant engineer faced with numerous projects related to pre-engineered wood trusses, I find your magazine filled with useful information. Keep up the good work!"

—Marc LeBlanc, JOMA Engineering Group, Inc., Architect/Engineer, Moncton, New Brunswick, BC

"I really devour the SBC, even more now than when I was active. Thanks for making it the most outstanding communicator for the truss and engineered wood industry."

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

"Your magazine is top notch. After I read it, I always pass it on to all of our engineering department. The articles and information are excellent: easy to read and technically sound."

—Greg Ruhl, General Manager of Engineered Products, Rockett Lumber, Mississauga, ON



Also, remember to log onto www.sbcmag.info for:

- Legislative news
- Risk management information
- Economic news & statistics
- Association & industry news
- Education & training
- Classified ads
- Advertiser information
- Subscriptions
- Past issues
- And much more!

Number of unique visitors to www.sbcmag.info:

- January - December 2002: 20,323
- January - August 2003: 27,198



“Component manufacturers recognize that Structural Building Components Magazine is their magazine—the publication that represents their interests and keeps them informed about their industry. Monet DeSaw has inhabited the back cover of SBC since December 2000. In that time, I have found that supporting the industry through advertising in SBC has really paid off. The bottom line is that consistent advertising in SBC has helped me develop our company’s identity in the industry. I’ve repeatedly referred to our presence on the back page of SBC as a way to jog a potential customer’s memory about who we are and what we stand for. In most cases, the person I’m talking to has a copy of the magazine right there on his desk. My association with SBC has given us an extra foot in the door on more than one occasion because it shows that we support the industry and care about the issues that affect component manufacturers.”

—Jerrold Taylor, Corporate Secretary/Treasurer, Monet DeSaw, Inc., Fulton, MO



2003 SBC Program Advertisers

The pages of **SBC** would not be possible without the support of our loyal program advertisers. Many thanks to these valued suppliers:

Charter Gold

(appearing in all 9 issues)
 Alpine Engineered Products
 A-NU-Prospect
 BCMC
 Dricon
 (Arch Wood Protection)
 Eagle Metal Products
 Finforest USA
 HLPC & Supply, Inc.
 Holtec (USA) Corp.
 Hoover Treated
 Wood Products
 Intelligent Building Systems
 Keymark Enterprises, Inc.
 Klaisler Manufacturing Corp.
 Lakeside Trailer
 Mango Tech USA
 MiTek Industries
 Monet DeSaw
 MSR Lumber
 Producers Council
 Open Joist 2000
 Qualtim, Inc.
 Rand Manufacturing Inc.
 Robbins Engineering
 Simpson Strong-Tie Co.
 Tolleson Lumber Co. Inc.
 Truswal Systems Corp.
 Tryco/Untha International
 Turb - O - Web
 USP Structural Connectors
 Wood Truss Council
 of America

Gold

(appearing in all 9 issues)
 ADT-A Viking Company
 Panels Plus

Charter Silver

(appearing in at least 5 issues)
 Maximizer Technologies, LLC
 (a component of The
 Fitzgerald Group, LLC)
 Pacific Automation, Ltd.
 Triad/Merrick Machine Co.

Silver

(appearing in at least 5 issues)
 OFC Capital
 TIGERSTOP, LLC

Bronze

(appearing in at least 3 issues)
 Advanced Recycling
 Equipment
 Anthony Forest Products
 Chemical Specialties Inc.
 Clark Industries, Inc.
 Distribution Management
 Systems, Inc.
 The Hain Company
 “It’s Your Choice”
 Nordic Engineered
 Wood Products
 Nortruss Ptd. Ltd.
 PFP Technologies
 Pratt Industries Inc.
 Princeton Delivery Systems
 Safety Speed Cut Mfg
 Stiles Machinery
 Weyerhaeuser Company

(Listing based on contracts
 received as of 9/8/03.)

Membership,
Chapters &
Support



WTCA MEMBERS: A UNITED FRONT

Every single day, WTCA members are educating fellow industry professionals and customers on the benefits and proper uses of the products manufactured and sold by our members.

Each time a member uses a WTCA product or publication, refers to a WTCA resolution or position, calls upon information learned from a WTCA training program, or attends a WTCA national or chapter meeting, everyone benefits from the growing reach and value of our association.

A Strong & Loyal Membership

Only through a strong and loyal membership has WTCA's Board been able to develop strategies and programs to promote and advance the interests of all component manufacturers.

Our goals are developed by component manufacturers to advance the interests of our industry.

"It seems as though everyone at WTCA is headed for a common goal and is doing more (far more) for the advancement of the industry than any company or group of companies could ever do on their own. Thanks."

—Keith Cressotti, President,
NU-Truss, Inc., Westfield, MA



- Educating
- Promoting
- Advancing

Membership Statistics

Components Manufacturer
Members: **659**

Number of manufacturing
locations: **1,008**

Supplier Members: **127**

Professional Members: **85**

WTCA Chapters: **30**



"It is our responsibility as WTCA members to educate the uninformed...We need to stand united in order to win the battles facing our industry."

—Carl Schoening, VP of Sales & Marketing, Truswal Systems Corporation,
Arlington, TX, WTCA Membership Committee Chair

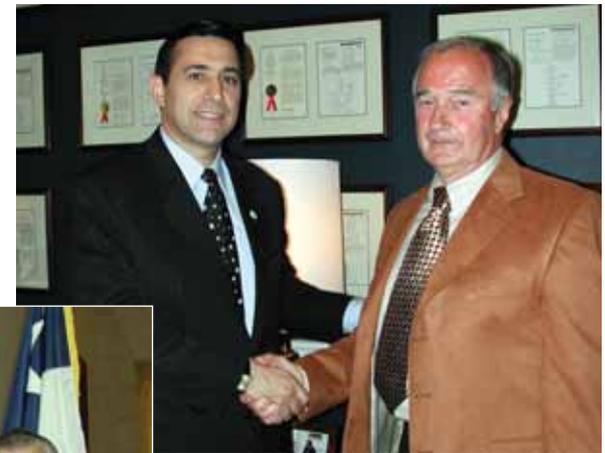
THIRD ANNUAL WTCA LEGISLATIVE CONFERENCE ON CAPITOL HILL

Washington, D.C.
April 30 - May 2



Benefits of National & Grassroots Efforts

- Having our voices heard
- Engaging in the policy-making process
- Protecting and advancing our industry



Above: Congressman Darrell Issa (CA-49) and Gary Sartor of Stone Truss Company.



Left: Frank Klinger of Mid-Valley Truss & Door Company, Senator Kay Bailey-Hutchinson (TX) and WTCA Legal Counsel Kent Pagel of Pagel, Davis & Hill.

Participants by the Numbers

	2002	2003
WTCA Members:	31	51
States Represented:	20	19
U.S. Senators:	40	38
Representatives:	29	31
Legislative Staffers:	93	153



"I would say that I found the visit entirely satisfying. Before the trip, I had reservations. Would I be effective? Would the legislators care about my concerns, and would they listen to my voice? Staff did a great job of prepping us with a policy handbook that we could discuss with the legislative staff members, and leave in their possession. It clearly spelled out some of the hot issues for the component industry, and what the legislators could do to help our industry. I discussed the softwood lumber trade issue with Senator Cantwell. She was well informed on the issue, but was not aware of the size of the value-added industry. She was gracious and I plan to follow up with the findings from the ITC 332 investigation. I now believe that our industry can make a difference with our government officials, and we must continue to talk to our representatives about issues important to our industry."

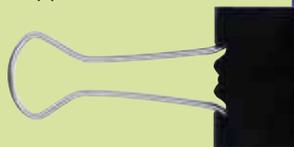
—David Motter, P.E., Design Manager, Tri-County Truss, Burlington, WA

"The legislative conference exceeded my expectations. It was obvious to me that the voice of the WTCA had been 'heard' in the previous trips to Washington. I look forward to becoming a more active participant in future legislative conferences."

—Tony Harris, GM Truss Division, Smyth Lumber Company - Truss Division, Orlando, FL

"After meeting with my legislators, I feel as if I've grown tremendously. This was a whole new experience for me and I have to admit I was somewhat intimidated at first. It was great. We have taken a part in influencing our government. Even if our influence was small, it's better than doing nothing. A big THANK YOU to WTCA for not only making this happen but also for making our meetings/presentations so professional. Great job."

—Dave Denoncourt, Plant Manager, Steenbeke & Sons, Inc., Boscawen, NH



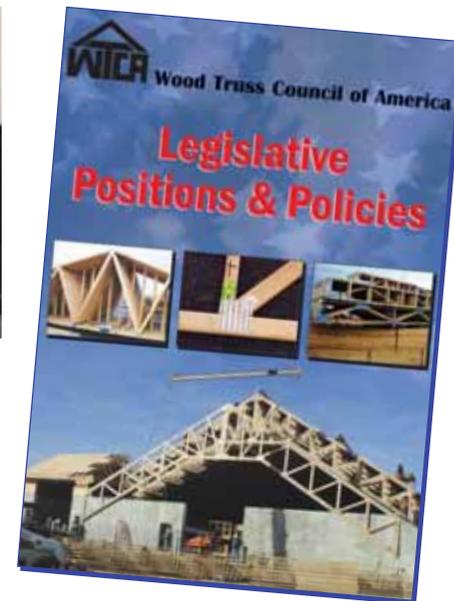
International Trade Commission Section 332 Investigation

In December, several members of WTCA from across the country testified before the ITC on the impact of lumber tariffs on the structural building components industry. Participating in this investigation allowed us to demonstrate that our industry is a significant market segment of the U.S. economy that feels the effects, in lost jobs and revenue, of these trade actions, which in turn affects the national and local economies. The results of the investigation are available at www.sbcmag.info/legis_index_redirect.htm.



Above: Matt Winslow of Senator Cornyn's (TX) office, Andy Schwitter of Truswal Systems Corp. and WTCA Legal Counsel Kent Pagel.

Right: Gary O'Malley, Director of Government Affairs at Weyerhaeuser, provided a presentation on the current softwood lumber issue and where he sees the U.S. value-added sector in the future.



Above Left: Leg. Aide to Congressman Todd Akin (MO), Tom Manenti of MiTek Industries, Inc. and Mary Pat Keller of Truss Components, Inc.

Left: Conference participants prepare for their Capitol Hill visits.

CHAPTER SUCCESSSES

The daily achievements of WTCA's Chapters are vast! Though we wish there were room to list them all, the 2003 highlights include the following.



New in 2003—Monthly Chapter Teleconference

- Open to all members
- Discuss timely topics affecting our industry
- Exchange information
- Learn more about WTCA
- Receive advice and feedback

Battling Sealed Placement Plans

Florida Chapter Executive Committee (FCEC): A tremendous result was achieved in Florida! Instead of requiring sealed placement plans, sealed cover or index sheets have been approved by the Florida Board of Professional Engineers. This will simplify and reduce the time expended and the expense of the process. Most importantly, the new rule does not change the way our industry has traditionally undertaken truss design work in the state.

Wood Truss Council of North Carolina (WTCNC): After much communication with the Department of Insurance, it was determined that the root cause of the



requirement for sealed placement plans was coming from a need for more information for building officials. To solve this problem, a truss reaction summary sheet was developed that would provide the necessary information without requiring sealed placement plans.

California Engineered Structural Components Association (CaESCA): In this case, the requirement for sealed placement plans was coming from a desire to ensure that the trusses supplied to a job were the trusses originally designed for it. By working directly with the Chief Building Official for Riverside County, not only are sealed placement plans being avoided, but also electronic seals and signatures are going to be allowed.

Communication, Teamwork, Success



"WTCA did a remarkable job of taking the lead in successfully reversing the FBPE's position on the requirement for sealed placement plans. Together with TPI and the Florida Home Builders Association, this was a huge victory for our industry and we have accomplished a great deed on behalf of all truss manufacturers in Florida, as well as setting the right precedent for any other states who face this issue in the future. There is no other organization that could have accomplished this feat with the integrity and the huge outcome benefit that WTCA accomplished."

—John R. Herring, President/CEO, A-1 Roof Trusses, Boynton Beach, FL

Building Code Challenges

Wood Truss Council of Michigan: After a long process that even included hiring a lobbyist, the controversy over code interpretations was settled with the acceptance of a roof load data sheet. Furthermore, by showing its strength, influence and determination throughout the process, the chapter was also given a seat on the state's code council from this point forward.

Building Labeling

WTCA New York: Unable to defeat adoption of a building placard law, the chapter remained engaged with the groups responsible for writing the administrative rules relating to such law to ensure that the legislation would be implemented in an equitable manner that made building labeling universal and not apply exclusively to "truss-type construction."

“The goal of this effort was to get the attention of certain influential governmental bodies and discuss the issue without being clouded with the emotion...WTCA-National and AF&PA were even able to draft the initial white paper uniting code language with our interpretation. We, New York State component manufacturers, would never have been able to have the voice we have on this issue without our teamwork.”

—Joseph Plourde, General Manager of Operations, Universal Forest Products, Inc., Hudson, NY

Fire Education

Iowa Truss Manufacturers Association: In February, the chapter conducted a daylong fire education train-the-trainer session for its members before embarking upon a series of educational presentations throughout the state. Furthermore, ITMA continued to extend its challenge to its fellow WTCA Chapters to donate \$1,000 to the CSCI annually.

Softwood Lumber Dispute

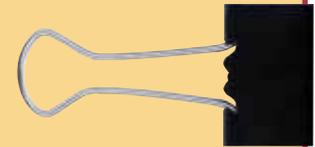
Northwest Truss Fabricators Association: In addition to its activities at the national level and at the WTCA Legislative Conference, NWFTA raised awareness of this issue by participating in several events, including the following: front-page article in the *Seattle Times*; business section front-page article in the *Vancouver Sun*; U.S. Chamber of Commerce meeting; Finance Authority of British Columbia four-hour panel discussion; and a forum for Seattle reporters sponsored by the Canadian Consulate.

Chapter Presentations to Building Officials

- Arizona
- California
- Colorado
- Florida
- Iowa
- Louisiana
- Michigan
- Nevada
- New Hampshire
- New Jersey
- North Carolina
- Texas
- Washington

Chapters Are Educating

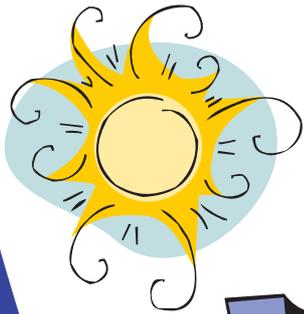
- Architects
- Building inspectors
- Code officials
- Customers
- Engineers
- Fire service professionals
- Framers
- Legislators
- Suppliers
- and each other



“The most important thing to remember—and I emphasize this when I’m talking to the other guys—is that we can still be competitors, fighting for our businesses, and stand side by side while fighting for the same cause.”

—Louis S. Blattner, Vice President, Blattner Truss, McMechen, WV, on his effort to organize a new West Virginia Chapter of WTCA

MEMBERSHIP HIGHLIGHTS



Membership Satisfaction Survey

- Provide feedback on WTCA activities
- Critique ongoing projects
- Prioritize WTCA goals
- Comment on industry issues
- Recognize progress on objectives
- Suggest areas for improvement
- Contribute to the advancement of OUR association

2003 Regional Workshop & Conferences

- Orlando and Las Vegas
- Pertinent industry topics, including:
 - Sealed placement plans
 - Bracing
 - Design responsibilities
 - IBC/IRC code changes
 - Mold
 - Fire
- Open discussion and networking
- Sponsor reception and tabletop displays



“ I went to the Las Vegas Workshop looking for the information and motivation I would need to restart the local chapter in my area, and I came away with my batteries recharged and my spirits high. Even though a lot of the problems we discussed are not affecting us in the Inland Empire region yet, I know they will be in the near future. We need to remain proactive, and I will bring back the good ideas I learned at the Workshop and put them to use in my chapter.”

—Phil Adams, General Manager, Coeur D’Alene Builders Supply, Coeur D’Alene, ID

“ I do enjoy attending these Workshops. It is more than what is on the agenda, which should be enough to generate interest and attendance by itself. I’ve realized that while at these workshops, I am in the company of industry leaders. In my opinion, the people at the workshops are not industry leaders just because their businesses are successful. They are leaders because they join in these workshops and meetings to share common industry issues, problems or resolutions, with others just like themselves. They understand the ‘attraction’ at these meetings is not some fascinating guest speaker or presentation by someone else. It is the people who attend and participate that make it interesting and provide value in attendance. It is the wide range of views and perspectives from whomever is there that is valuable. We followed the ‘flow’ of conversation whenever possible or practical to address whatever arose as important issues to the people there. It seemed to work quite well with what got brought up during the day, and it seemed that everyone with a comment or opinion, pro or con, was satisfied. I consider that a good meeting, and I consider that a day well spent.”

—Mike Nilles, Truss Division Design Supervisor, Raymond Building Supply Corp., North Port, FL

Business Insurance

In 2003, WTCA continued its efforts to define an industry insurance program for our members. Based on member feedback and research, the key appears to be educating brokers (and our members) on the facts about our industry to better handle claims specific to our industry.

Through this program, WTCA (on a non-exclusive basis) will establish a list of approved insurance broker/agents to our membership.

WTCA-Approved Insurance Brokers/Agents will:

- Be professional members of WTCA
- Educate themselves on our industry by taking WTCA's pertinent online courses
- Become familiar with the industry's recommended risk management practices, tools and publications
- Provide component manufacturer claims and account loss information on a confidential basis to work jointly with WTCA to develop a database of claim history and case studies

While there is no "quick fix" for solving the insurance crisis we find ourselves in, we are confident that we can develop some long-term strategies that will protect our members in the years to come.



"Today's climate, at least with general liability insurance, has been termed a 'General Liability Insurance Crisis' by the National Association of Home Builders."

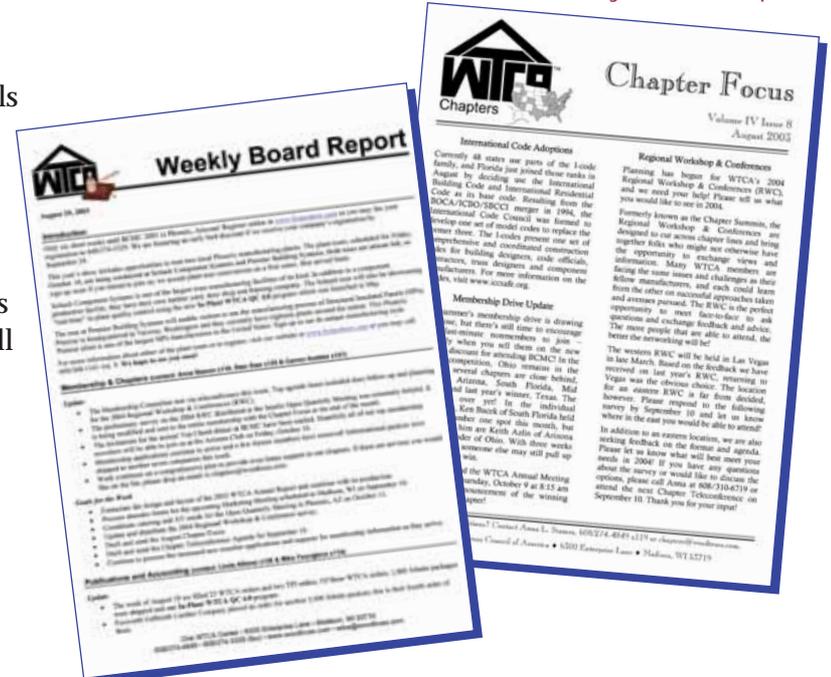
—Kent Pagel, WTCA Legal Counsel

"Out of this adversity we will ultimately end up with something of solid value for our members."

—Kendall Hoyd, President,
Idaho Truss & Component Co., Meridian, ID,
WTCA Management Committee Chair

Communication Vehicles

- Chapter Focus monthly newsletter
- Monthly Chapter Teleconference
- SBC Legislative Updates
- State By State local updates
- Top Ten List
- Weekly Board Report



Weekly Board Report

- Provides project updates and goals
- Keeps the membership in touch with ongoing work at WTCA

“WOW, I can't believe how complete, concise and informative these updates are...it is a very good idea and keeps all updated, as thoroughly as one wants to get. If that is not enough they can also pick up the phone and speak with the appropriate person for more detail.”

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

WTCA BOARD OF DIRECTORS

PAST PRESIDENTS

- 1983** Staton Douthit • MG Building Materials Ltd. • 210/623-4770
- 1984** Ed Clark • Retired
- 1985** David Chambers • Deceased
- 1986** Tom Carbeck • Deceased
- 1987** Leonard Sylk • 609/261-4300
- 1988** Koss Kinser • Kintec, LLC • 502/241-9456
- 1989** Rip Rogers • 713/898-1026
- 1990** John Herring • A-1 Roof Trusses, Inc. • 561/509-6000
- 1991** Robert Ward • Southern Components, Inc. • 318/687-3330
- 1992-93** Don Hershey • Imperial Group • 602/252-1772
- 1994** Lee Vulgaris • Reliable Truss Co. • 508/998-7877
- 1995** Pat McGuire, P.E. • Borkholder Buildings • 574/773-3144
- 1996** Merle Nett • Richco Structures • 920/565-3986
- 1997** Gary Sweatt, P.E. • Sweatt Engineering • 817/999-3135
- 1998** David Gould
- 1999** Richard W. Brown • Truss Systems, Inc. • 770/787-8715
- 2000** Roger J. Gibbs • SpaceJoist TE, LLC • 563/875-9095
- 2001** Mary Pat Keller • Truss Components, Inc. • 618/281-4666
- 2002** Michael Ruede • California Truss Company • 909/657-7491

Officers & Executive Committee Representatives

- President:** Scott Arquilla
Best Homes, Inc. • 708/335-2000
- President Elect/Treasurer:**
Daniel Holland • Clearspan
Components, Inc. • 601/483-3941
- Secretary:** Kendall Hoyd • Idaho Truss
& Component Co. • 208/888-5200
- Past President:** Michael Ruede •
California Truss Co. • 909/657-7491
- Representative:** Robert J. Becht •
Chambers Truss, Inc. • 772/465-2012
- Representative:** Dwight Hikel •
Shelter Systems Ltd. • 410/876-3900

At-Large Representatives

- Louis S. Blattner
Blattner Truss, Inc. • 304/233-4238
- Kenneth M. Cloyd
California Truss Co. • 909/657-7491
- Allen Erickson
Cal-Asia Truss • 925/680-7701
- Ben Hershey
Imperial Group • 602/252-1772
- Tom J. Reaves
Component Mfg. Co. • 605/339-3647
- Gary Robinette
Carolina Holdings, Inc. • 919/431-1000
- Tony Harris
Smyth Lumber Co. • 407/299-1522
- Gary Wright
Universal Forest Prod. • 336/226-9356

Directors Representing Chapters

- Keith Azlin
U.S. Components, LLC • 520/882-3709
- Clyde R. Bartlett
Bluegrass Truss Co. • 859/255-2481
- Larry Bodin
Windsor Homes, Inc. • 608/241-2185
- Michael P. Cahoon
Razor Component Systems, Inc. •
843/726-3387
- Michael Colcombe
Wickes Components • 303/434-2891
- David A. Denoncourt
Steenbeke & Sons, Inc. • 603/796-2974
- Jack Dermer
American Truss Systems, Inc. •
281/442-4584
- Barry E. Dixon
True House, Inc. dba True Truss •
904/757-7500
- Simon Evans
Simon Evans Truss • 510/232-0937
- Rusty Fennell
Stewart Truss LLC • 615/799-8787
- James C. Finkenhoefer
Truss Systems, Inc. • 770/787-8715
- John Hogan
Vivco Components • 816/449-2161
- Douglas A. LaChapelle
West Coast Truss, Inc. • 813/887-4510
- Eric Lundquist
Allwood Building Components •
586/727-2731
- Glenn McClendon
Sun State Components, Inc. •
702/657-1889

- David Motter, P.E.
Tri-County Truss • 360/757-8500
- Michael Nilles
Raymond Building Supply Corp. •
941/429-1212
- Jack Parker
Eastern Bldg. Components •
252/638-6506
- Richard P. Parrino
Plum Building Systems • 641/342-6661
- Timothy Rouch
Gang-Nail Truss Co. • 559/651-2121
- Gary Sartor
Stone Truss Co., Inc. • 760/967-6171
- Greg Shelly
Shelly Enterprises, Inc. • 215/723-4304
- Pat Shugrue
Bama Truss & Components •
205/669-4188
- Terry Tontarski
Fabco - Tontarski, Inc. • 315/782-5283
- Stephen Yoder
Stark Truss Co., Inc. • 330/478-2100

Associate Member Directors

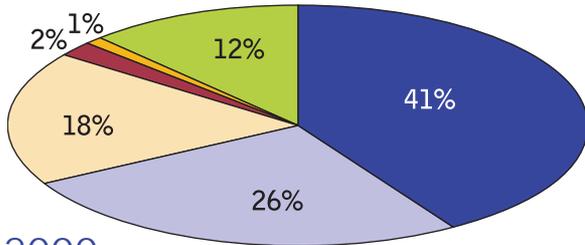
- Helen Griffin, P.E.
Weyerhaeuser Co. • 250/372-2217
- Jack Palacio
Finnforest USA - Engineered Wood Div. •
586/296-8770
- Carl Schoening
Truswal Systems Corp. • 817/633-5100
- Andy Schwitter
Truswal Systems Corp. • 817/633-5100

HALL OF FAME

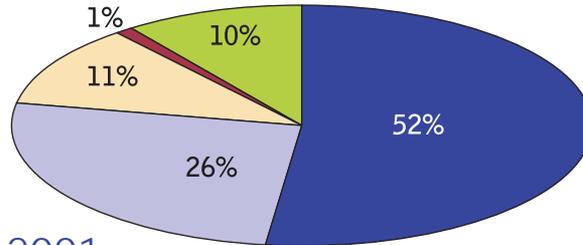
- 1986** Staton Douthit
Dr. Stanley K. Suddarth
- 1987** Dave Chambers
Don Percival
- 1988** Don O. Carlson
- 1990** Leonard Sylk
George Eberle

- 1991** John Mannix
Bill Alcorn
- 1992** Rip Rogers
- 1993** Tom Carbeck
- 1994** Michael Conforti
- 1995** Don Hershey
Bill McAlpine

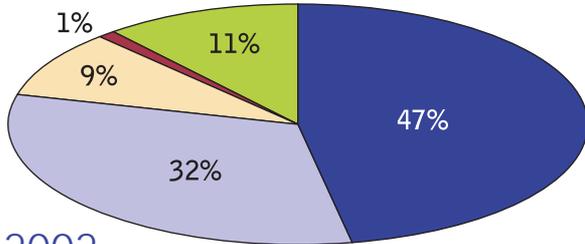
- 1996** Lee Vulgaris
- 1997** Kirk Grundahl
- 1998** Bob Ward
- 1999** John R. Herring
- 2000** Thomas J. Manenti
- 2001** Bernie Boilen
- 2002** Koss Kinser



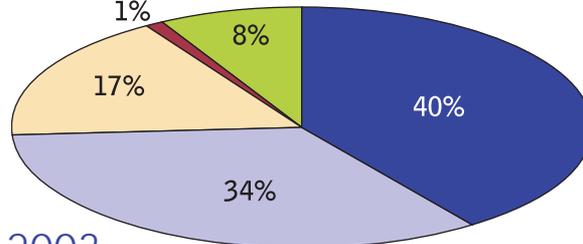
2000



2001



2002

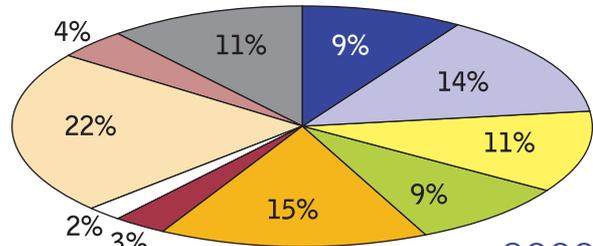


2003

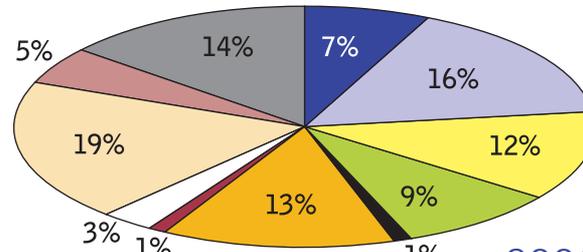
Income (2000-2003)

- Membership Dues
- WTCA Publications Sales
- Education/Truss Knowledge Online
- Quality Control Program
- Special Projects
- Other

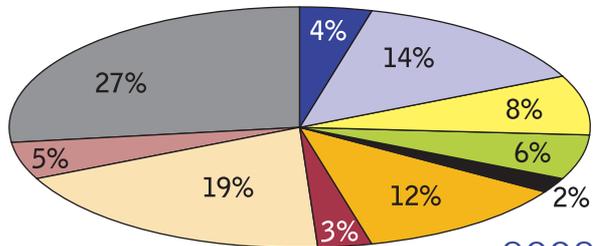
WTCA FINANCIAL STATEMENT



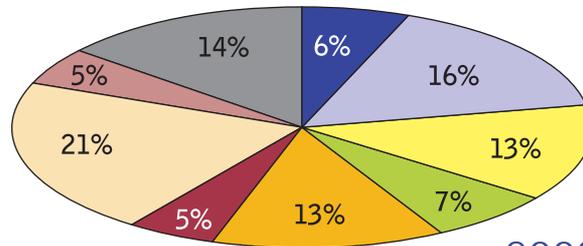
2000



2001



2002



2003

Expenses (2000-2003)

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

WTCA STAFF

Wood Truss Council of America

One WTCA Center
6300 Enterprise Lane
Madison, WI 53719
608/274-4849 phone • 608/274-3329 fax
wtca@woodtruss.com • www.woodtruss.com



WTCA LEGAL COUNSEL

Kent J. Pagel • Pagel, Davis & Hill, P.C.
1415 Louisiana, 22nd Floor
Houston, TX 77002
713/951-0160 phone • 713/951-0062 fax
kjp@pdhlaw.com

WTCA's staff* strives to provide you, our membership, with the very highest level of service.

Executive Director

Kirk Grundahl, P.E. • 608/274-2345 direct line
kgrundahl@qualtim.com

Managing Director

Suzi Grundahl • x110 • 608/310-6710 direct line
sgrundahl@qualtim.com

Chapter & Membership Development

Carren Koebke • x121 • 608/310-6721 direct line
ckoebke@qualtim.com

Stan Sias • x135 • 608/310-6735 direct line
ssias@qualtim.com

Anna L. Stamm • x119 • 608/310-6719 direct line
astamm@qualtim.com

Educational Development & Technical Services

Ryan Dexter • x144 • 608/310-6744 direct line
rdexter@qualtim.com

Jay Edgar • x112 • 608/310-6712 direct line
jedgar@qualtim.com

Jeff Gilardi • x125 • 608/310-6725 direct line
jgilardi@qualtim.com

Hien Khuu • x137 • 608/310-6737 direct line
hkhuu@qualtim.com

Tony Piek • x113 • 608/310-6713 direct line
tpiek@qualtim.com

Joel Saindon • x138 • 608/310-6738 direct line
jsaindon@qualtim.com

Rick Saindon • x117 • 608/310-6717 direct line
rsaindon@qualtim.com

Rachel Smith • x127 • 608/310-6727 direct line
rsmith@qualtim.com

Barb Speer • x145 • 608/310-6745 direct line
bspeer@qualtim.com

Richard Zimmermann • x143 • 608/310-6743 direct line
rzimmermann@qualtim.com

Marketing & Graphic/Web Site Design

Molly Butz • x141 • 608/310-6741 direct line
mbutz@qualtim.com

Melinda Caldwell • x129 • 608/310-6729 direct line
mcaldwell@qualtim.com

Kelli Gabel • x128 • 608/310-6728 direct line
kgabel@qualtim.com

Lora Gilardi • x111 • 608/310-6711 direct line
lgilardi@qualtim.com

Libby Maurer • x124 • 608/310-6724 direct line
lmaurer@qualtim.com

Anita Meredith • x142 • 608/310-6742 direct line
ameredith@qualtim.com

Dong Vuong • x136 • 608/310-6736 direct line
dvuong@qualtim.com

Publications & Accounting

Linda Alfonsi • x126 • 608/310-6726 direct line
lalfonsi@qualtim.com

Jan Pauli • x146 • 608/310-6746 direct line
jpauli@qualtim.com

Mike Younglove • x114 • 608/310-6714 direct line
myounglove@qualtim.com

Tradeshow Management & Sales

Peggy Pichette • x123 • 608/310-6723 direct line
ppichette@qualtim.com

Jill Zimmerman • x122 • 608/310-6722 direct line
jzimmerman@qualtim.com

*The above individuals work for Qualtim, a company that WTCA contracts with to manage the association. Each person listed spends at least a portion of their time throughout the year serving WTCA members.



"Thank you very much for your help. This [technical assistance from staff] is what I needed. We'll take it from here. I appreciate WTCA's support. This is the kind of thing we need from our associations. Thanks again."

Steve Johnson, General Manager, Nelson Truss, Edgerton, WI



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One WTCA Center • 6300 Enterprise Lane • Madison, WI 53719
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