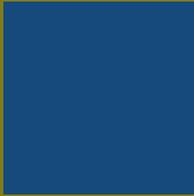




Bringing
Members
Together



Providing
the Tools



2004
Annual
Report

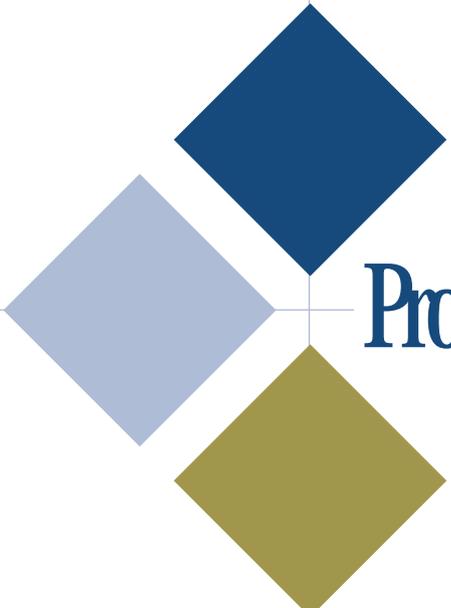
2004 WTCA Annual Report



Supporting Our Membership & Our Industry

“So many things that WTCA accomplishes on behalf of the industry would not be possible if a single company tried to get them done. [The recent ICC code changes] are just one more example of how they are working to protect members’ interests. Our influence and our voice are being recognized through a lot of hard work by people who did their homework and presented our case. Our time and resources invested in WTCA are important and will come back to us many fold.”

—Rip Rogers, Vice President, Trussway Ltd., Houston, TX



Bringing Members Together & Providing the Tools They Need to Protect & Advance Their Businesses

MEMBERS

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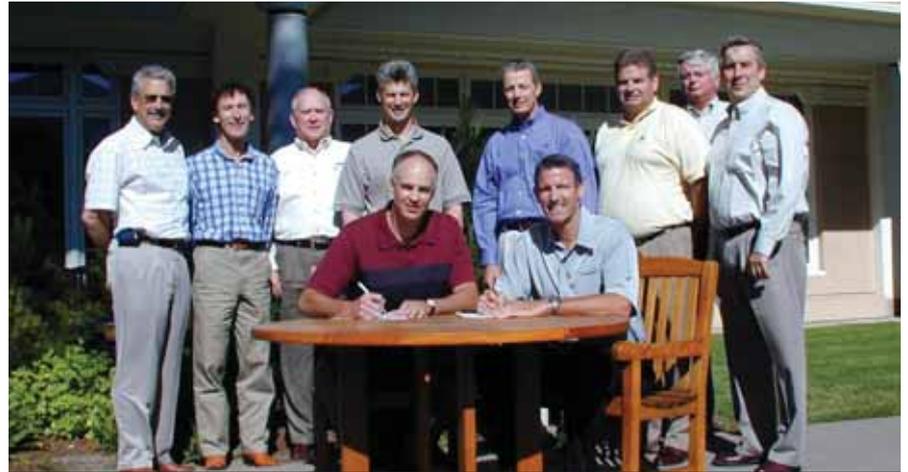
Despite the unique make-up of our membership—managers, key employees, owners, competitors, friends, suppliers, first-generation business owners and second-generation business owners—we are represented by one industry association. One of WTCA's greatest challenges is to meet the needs of members in all areas of the country and all markets. Through this Annual Report, you will see how we have strived to meet our goals in 2004.

Our greatest successes of the past year include:

Words to Remember:

“We are a growing part of the healthiest sector of the largest economy on the planet. Within the last ten years, our industry has increased from a \$2 or \$3 billion/year industry to an \$8 billion/year industry.”

“Life is like carrying a piano: some men are lifting more than others, some are leaning more than others. Only you know if you are doing more lifting or more leaning.”



Pictured Above - Front Row: WTCA President Dan Holland and TPI President Bill Turnbull. Back Row: Ken Cloyd, Charlie Hoover, Dionel Cotanda, Kendall Hoyd, Tom Manenti, Wayne Masengill, Andy Schwitter and Tom Whatley.

Building Component Safety Information (BCSI 1-03)

There are no words to describe the selfless cooperation and effort on the part of the TPI Board of Directors and Technical Advisory Committee, the WTCA Board of Directors and Engineering & Technology Committee, and the incredible effort of WTCA staff to get all twelve of these documents to the marketplace in less than eight months. The value of this work to our industry cannot be overstated.

WTCA/TPI Joint Publications Agreement

This agreement and all it entails has generated a significant positive effect on both TPI and WTCA. It has removed the appearance of competition between our associations and has allowed both organizations to focus on industry advancement without any duplication of effort. The value and synergy of our cooperation is certain to make our industry much stronger.

Building Code Work

- **At the individual level:** Working with code officials, engineers, insurance industry groups and others to clarify the scope of work of component manufacturers and design professionals is resulting in a better understanding of our product and its use.
- **At the national level:** Truss friendly changes were adopted into the IBC and IRC model codes clarifying, simplifying and harmonizing their treatment of truss design and use.
- **Within our industry:** *The Guide to Good Practice for Applying Loads to Metal Plate Connected Wood Trusses* will be a great resource for our industry. This ongoing project can only increase our products' value and market share.



Daniel N. Holland • 2004 WTCA President

Even so, this list is only part of the picture and I urge you to review all of the information contained in this Annual Report to see for yourself how WTCA is bringing members together and providing the tools we need to protect and advance our businesses.

A handwritten signature in black ink that reads "Daniel N. Holland".

Through the time I have had the good fortune to be involved in WTCA, I have come to believe that collective association is the only way to have any credible influence on the design community, code community and market. Alone you will always be suspect of seeking competitive gain. Sometimes working in association with other component manufacturers is difficult due to our egos and authoritative positions within our own companies. Yet, the experience is profoundly useful for our common good as well as being the most stimulating and pleasant social experience one might seek as an individual. Everyone I have met in the process brings value and knowledge that WTCA and I would otherwise not have. Perhaps you should get involved with WTCA. Consider attending a quarterly board meeting. Our meetings are open to everyone.

2004-05 Open Quarterly Meetings:

October 9, 2004 • The Westin Charlotte • Charlotte, NC

February 23-25, 2005 • Renaissance Atlanta Hotel Downtown • Atlanta, GA

May 4-6, 2005 • Hyatt Regency on Capitol Hill • Washington, D.C.

August 17-19, 2005 • Hyatt Regency Denver • Denver, CO

For details, visit www.woodtruss.com or contact staff at 608/274-4849 or wtca@woodtruss.com



Bringing Members Together



WTCA's membership base grows stronger every year. In 10 years, we've more than doubled the membership!

WTCA Chapters

- 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)
- Greater Chicago Area Truss Manufacturers Association (GCTMA)
- Inland Empire Truss Fabricators Association (IETFA)
- Iowa Truss Manufacturers Association (ITMA)
- Mid Atlantic Wood Truss Council (MAWTC)
- Mid South Component Manufacturers Association (MSCMA)
- Missouri Truss Fabricators Association (MTFA)
- North Florida Component Manufacturers Association (NFCMA)
- Northwest Truss Fabricators Association (NWTFMA)
- South Carolina Component Manufacturers Association (SCCMA)
- South Florida Truss & Component Manufacturers Association (SFTCMA)
- Southern Nevada Component Manufacturers Association (SNCMA)
- Southwest Florida Truss Manufacturers Association (SWFTMA)
- Tennessee Truss Manufacturers Association (TTMA)
- Truss Manufacturers Association of Texas (TMAT)
- West Florida Truss Association (WFTA)
- Wisconsin Truss Manufacturers Association (WTMA)
- WTCA–Arizona (WTCA–AZ)
- WTCA–Indiana (WTCA–IN)
- WTCA–Kentucky (WTCA–KY)
- WTCA New York (WTCANY)
- WTCA–Northeast (WTCA–NE)
- WTCA Ohio Chapter Association (WTCAOCA)
- Wood Truss Council of the Capital Area (WTCCA)
- Wood Truss Council of Michigan, Inc. (WTCM)
- Wood Truss Council of North Carolina (WTCNC)

	1994	2004
Component Manufacturers	342	702
Associate Members	112	224
WTCA Chapters	9	30*



* By the end of 2004, we expect to welcome the 31st and 32nd WTCA Chapters—Minnesota Truss Manufacturers Association and Western Component Manufacturers Association. Welcome aboard!

Chapter Focus

Monthly newsletter highlighting chapter issues

"Thank you for disseminating the information on IBC/IRC attic live loading in the November Chapter Focus! It's been a subject of varied interpretation in our area and hopefully this will help get everyone in the building process on the same page."

—David Horne, Director of Engineering Services,
Universal Forest Products, Inc., Burlington, NC



Chapter Teleconference

Date: Wednesday, February 11, 2004
Time: 1 PM ET
Phone Number: 973/341-3032
Passcode: 225745# (be sure to include the #)

Chapter Teleconference
February 11, 2004
Agenda

1. Introductions
2. Old Business
 - Building Component Safety Information / BCSI 1-03 "Guide to Good Practice for Handling, Installing & Bracing of Metal Plate Connected Wood Trusses"
 - Feedback from users: Are people aware? Are they using it?
 - Implementation and education strategies
 - B-Series Summary Sheets update
3. New Business
 - Issues needing feedback
4. WTCA Regional Workshop & Conferences
 - Recap February 6 in Las Vegas, "Risk, Safety & Quality Control"
 - Promote March 26 in New Orleans, "Building Code & Design Issues"
5. Safety Concerns and WTCA's Operations Safety Certification Program
 - Discussion of common accidents
 - Profile of new program
 - Beta test schedule
 - Questions and feedback
6. Adjourn

Upcoming Teleconference Dates

March 10
April 14

In 2004, we'll continue to hold these teleconferences on the second Wednesday of the month!

Questions? Additions? Contact Anna L. Stamm, 608/510-6719 or chapters@woodtruss.com.
To receive this via email instead of fax, please respond to chapters@woodtruss.com.
Wood Truss Council of America • 6500 Enterprise Lane • Madison, WI 53719

Chapter Teleconference

Monthly conference call for members to exchange ideas and input

"The February Chapter Teleconference was good as usual. I learned that MiTek might have a non-concurrent bottom chord live load option in its program. While the meeting was going on, I emailed my Design Tech Manager about it and she is running it down. This could save me some money. The Chapter Teleconference is one of the best-spent hours of my month."

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



Chapter Focus

Volume IV Issue 11
November 2005

IBC/IRC Attic Live Loads

From Florida to Minnesota and across WTCA's Chapters, manufacturers and building officials are asking for help and clarification on the issue of attic live loads. As reported in the September issue of *Chapter Focus*, the WTCA/TPA/ARPA code change proposal to the IRC was accepted but the proposal to the IBC was not for a variety of reasons. While we work to have the code change accepted during this IBC public comment period, the following information should be of use to you in your marketplace.

IBC/IRC Attic Live Loads: IBC Table 1607.1 and IRC Table R301.5

The attic load provisions in the above referenced Tables in the existing I-Codes were not specific with footnotes to direct the building designer, building owner, contractor or code official in a consistent manner as to how to apply the listed loads. Until both model codes are made more specific, state guidance must be provided to assure sound and consistent application of the code provisions. This code change proposal was accepted by the IRC Building & Energy Committee at the September code hearings and should be approved through the final IRC review process in May.

Historical Approaches to These Questions in the Codes

International One and Two Family Dwelling Code 1998

802.9.1 Truss live loads.

Where there are two or more adjacent trusses with the same web configuration, the bottom chords of the trusses shall be designed to support a minimum live load of 20 psf (958 Pa). The design live load shall be applied to portions of the bottom chord that are capable of containing a rectangle 42 inches (1067 mm) high by 2 feet (610 mm) wide, or greater, located within the plane of the truss. The rectangle shall fit between the top of the bottom chord and the bottom of any other truss member, provided that each of the following criteria is met:

1. The attic area is accessible by a permanent stairway, pull-down stairway, or framed opening in accordance with Section 807.1; and
2. The truss shall have a bottom chord pitch less than 2:12.

BOCA 1999 and UBC 1997

The BOCA National Building Code/1999, page 168, section 1606.2.3 "Residential attics with trusses" and Table 1606 require a 20 psf bottom chord live load to be applied to those portions of the bottom chord of not less than two adjacent trusses with the same web configuration containing a rectangle 42 inches high or greater by 2 feet wide or greater, located within the plane of the truss. This load is concurrent with other live loads.

Questions? Additions? Contact Anna L. Stamm, 608/510-6719 or chapters@woodtruss.com.

Wood Truss Council of America • 6500 Enterprise Lane • Madison, WI 53719

Weekly Board Report

Weekly email capturing staff projects and progress reports

“Very informative. Thank you. It is important for us as members to review the goals WTCA staff has set for themselves each week, and then try to provide any information or ideas to help reach those goals that impact us.”

—Charles E. Stillwaggon, Technical Services Manager, Casmin, Inc., Leesburg, FL



spreading
news &
information

State By State Communication

State-specific marketplace updates as needed

“Thanks for the heads-up in Texas [on the Texas Board of Professional Engineers Policy Advisory Update]. It appears Florida and now Texas have finally seen the light. All we have to do is get 48 more states to agree to a better description of engineering sub-contracts, etc. I think the trend is toward total building design responsibility falling into the hands of component manufacturers, since A&E firms seem to deny their own responsibilities.”

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

SBC Legislative Update

Monthly email highlighting governmental actions and policy updates



“[The Legislative Update] is very good and very useful. You are doing awesome work!”

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

“I like the format of this report—nice to have the list of items covered at the top.”

—Helen Griffin, P.Eng., Lumber Marketing Engineer, Weyerhaeuser Company, Kamloops, BC

February 6 • Las Vegas, NV • Risk, Safety & Quality Control

"The workshop in Las Vegas was again both very informative and fun. This year's focus on risk was a reminder of the continuous hazards that we face daily. I have attended a few previous WTCA Risk Management Seminars and I always learn something new and get a few new ideas that make the trip both fun and profitable. It was also great to see many new faces and to share some time with a few fellow chapter members. All of the attendees from Texas are looking forward to next year's trip."

—Jack Dermer, President, American Truss Systems, Houston, TX

"I always get something from these meetings and usually something more than I expected. I guess the more time you spend around top Truss people, the more you learn about our industry. The seminar on Risk Management by Kent Pagel was very good. I have been trying to attend one of these sessions for a couple of years but was never able to before this Workshop. It was a very good session and I recommend that everyone in the truss business attend one of these sessions."

—Frank B. Klinger, President, Mid-Valley Truss & Door Co., Harlington, TX



"I was very impressed with the Las Vegas Workshop. The risk management presentation by Kent Pagel was excellent. I learned a lot and it was ABSOLUTELY worth my time to attend."

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



March 26 • New Orleans, LA • Building Code & Design Issues

“The New Orleans Workshop, while only one day, was worth the trip from North Carolina to Louisiana. Not only did we get updated on current issues concerning Codes and their three-year revision cycles, we were able to communicate face to face with the human technical resources (who are usually on the other end of a long distance phone call) about many different issues including my main design concern—wind. In addition to the benefits of good discussion, I was excited to hear about WTCA plans to finalize a truss loading reference document by the end of the year. I want to commend the Workshop sponsors and organizers for the excellent meals provided and choice of hotel. The location could not have been better for Saturday sightseeing.”

—Betsy Conzelman, P.E., Engineer,
Eastern Building Components, New Bern, NC



“The New Orleans Workshop on building code and design issues was very informative. Initially I had hoped the presentation on the I-Codes would give me a simple picture of all of the issues involved, but I soon learned that details in the codes resist simplification. Instead, I learned a great deal and know a lot more about the nuances and requirements now. In addition to the presentation, I particularly enjoyed the lively question-and-answer period that was able to focus on the issues of most interest to the attendees. Overall, the Workshop exceeded my expectations.”

—Michael Karceski, President,
Atlas Components, Inc., Rockford, IL

Attendance:

Las Vegas - 44

New Orleans - 35



THANK YOU to our Generous Workshop Sponsors

Las Vegas

- Gold: MiTek Industries, Inc.
- Silver: Alpine Engineered Products, Inc.
“It’s Your Choice!”
Simpson Strong-Tie Co.
Truswal Systems Corporation
USP Structural Connectors
Weyerhaeuser - Softwood Lumber & Trus Joist
TimberStrand
- Bronze: Turb-O-Web

New Orleans

- Gold: MiTek Industries, Inc.
Simpson Strong-Tie Co.
Southern Pine Council
- Silver: Alpine Engineered Products, Inc.
Truswal Systems Corporation
USP Structural Connectors
Weyerhaeuser - Softwood Lumber & Trus Joist
Timberstrand
- Bronze: Finnforest USA
Turb-O-Web

Every year, our members and chapters face many pressing issues:

Sealed Placement Plans

Arkansas
California
Florida
Hawaii
Massachusetts
North Carolina
Rhode Island
Washington

Building Codes

Florida
Illinois
Indiana
Maryland
Minnesota
Nevada
New York

“Our success in getting the County of Riverside to review and revise their policy regarding sealed placement plans was due, in part, to WTCA lending its help and national credibility to its local Chapter, CalESCA. It was a huge benefit to be able to provide sample policies from WTCA past successes, such as the City of San Diego, CA and Jacksonville, FL. It helps to have local building departments know that there are policy alternatives that work in other areas besides their own. WTCA, with its national coverage, was a great source for this information. We hope to continue to use this model to address sealed placement plan concerns in other building department jurisdictions. Hopefully, this will lead to a national policy in the future.”

—William J. Turnbull, President, CompuTrus, Inc.,
Riverside, CA, 2004 TPI President

Electronic Seals & Signatures

California
Florida

Design Responsibilities

New Jersey

Professional Engineering Laws

Arkansas
Missouri
Texas
Washington

“I appreciated reading the attached article from...WTCA. I would strongly endorse participation by...representatives of WTCA in the wood task group. WTCA has many members with vast experience and with SEAW much could be done to further educate the building community on the subject of wood trusses. I think SEAW and WTCA will work well together and real progress can be made.”

—Lee Engen, Anderson Peyton Structural Engineering, Federal Way, WA



May 18, Overland Park, KS • International Code Council (ICC) Final Action Hearings • Code change accepted • S14-03/04 on attic live loads

“We made great headway with this issue by providing NCDOI [North Carolina Dept of Insurance] with tables that show the maximum point loads that are already allowed within the NC Building Code. Even though NCDOI has been adamant about the requirement for a seal being applied to the truss placement plans, their stance softened during this meeting with our code information....This led us to another path that enabled us to find common ground with NCDOI.”

—Jack E. Parker, Jr., GM Panel Division, Eastern Building Components, New Bern, NC, on the North Carolina Chapter and WTCA's persistence and determination to put an end to the sealed placement plan requirement

“Published in one of their newsletters, the SEAW [Structural Engineers Association of Washington] cited a recognized gap between what services the building designer or engineer of record assumes they are getting from the truss manufacturer/truss engineer and what is actually being provided. Comments made following the article suggested that not only should the truss design engineer have a complete set of construction drawings on hand to properly review truss designs, s/he should also be responsible for all bracing (temporary and permanent) and the design of all framing members tying into the truss system. With the help of WTCA—National, we [the Northwest Chapter] were able to effectively deal with this issue.”

—Jack Louws, Owner, Louws Truss, Inc, Lynden, WA

We have tremendous news from the ICC code change process that our industry attended in Kansas City! Both code change items that we desired to go in a specific way went exactly the way we wanted, which serves the best interest of our industry. Our industry group attending the hearings consisted of the Truss Plate Institute's Dave Brakeman, Steve Cabler, Charlie Goehring and WTCA's Kirk Grundahl. We worked hard in the background on each code change working with the American Forest & Paper Association (AF&PA staff included Dave Tyree, Dennis Pitts, and Paul Coats, who were tremendous assistance); Allen Zepper, a code official from Minnesota; Dottie Harris and Ron Piester, State of New York; Phil Brazil, Reid Middleton; and the NCSEA (National Council of Structural Engineers Association). The latter two had previously opposed our bottom chord live load code change proposal. We also worked with each of these contacts to build coalitions.

“Our industry associations did their homework to write a code provision that everyone could agree to and also worked to assure that there would be broad based supporting testimony at the hearings. The result was that there was no testimony against our proposal and the vote by the ICC members was overwhelmingly for it. The process worked!”

—David B. Brakeman, P.E., S.E., Vice President of Engineering, Alpine Engineered Products, Inc., Earth City, MO

“The code hearings went very well and we were successful in achieving the outcome planned. With a coordinated team effort we were able to kill a fairly onerous truss marking provision and get our bottom chord live load approach approved in the IBC code, harmonizing with the previously approved IRC position. These hearings can be unpredictable and broad support of a position is critical in getting the votes needed. WTCA did a wonderful job of lining up industry support and, in the end; this is what put us over the top. These solid relationships with building officials, structural engineers and related industry associations were a huge benefit to us in the hearings and will continue to pay dividends for our industry in the future.”

—Steve Cabler, P.E., Vice President of Engineering, MiTek Industries, Inc., Chesterfield, MO

Guide to Good Practice for Applying Loads to Metal Plate Connected Wood Trusses

This year marked the beginning of an impressive endeavor—the compilation of load information from each of the states.

“Going into our subcommittee meeting on the new *Guide to Good Practice for Applying Loads to Metal Plate Connected Wood Trusses*, I was not sure what to expect and initially the approach was not what I thought we were going to do. Then after thinking more about what was being proposed and the work that has been done, the more I realized that this was the right way to approach the code issues. By the end of our meeting, the work we had accomplished exceeded my expectations. Not only that, but the working group of Dave Wert, P.E. (MiTek), Joe Heinsman, P.E. (Davidson Industries), Steve Kennedy (Lumber Specialties), Clyde Bartlett (Bluegrass Truss), and Richard Zimmermann (WTCA staff) turned out to be a tremendous working group that accomplished a great deal in a short amount of time and one that we will rely on as future work in this area is needed.”

—David B. Brakeman, P.E., S.E., Vice President of Engineering, Alpine Engineered Products, Earth City, MO

“The *Guide to Good Practice for Applying Loads to Metal Plate Connected Wood Trusses* will be an industry guide drafted by an E&T Subcommittee and reviewed by the full E&T and TPI TAC Committees to arrive at a consensus approach to applying loads to trusses. The interpretation and application of loads, as required by the various building codes, is probably going to be one of the more important and valuable projects we have undertaken in quite some time. Our customers need to know that all of us are applying the same loads the same way. This can only increase our value and market share as residential building design shifts away from traditional prescriptive design methods.”

—Daniel N. Holland, President, Clearspan Components, Inc., Meridian, MS, 2004 WTCA President

Topics Included in Loading Guide:

- Load Cases & Load Combinations
- Dead Loads
- Live Loads
- Wind Loads
- Snow Loads
- Seismic Loads
- Special Design Considerations
- Structural Design Checklist Examples
- Application to Truss Design Drawings
- Appendix: Lateral Loading Issues
- Appendix: Serviceability Considerations

Joint Preservative Treatment Policy Statement

Also developed by TPI and WTCA in 2004, this statement includes guidelines for the new generation of preservative treatments. A copy of this statement may be found on the WTCA web site at www.woodtruss.com/projects/woodtruss/images/PTWGuidelines.pdf.



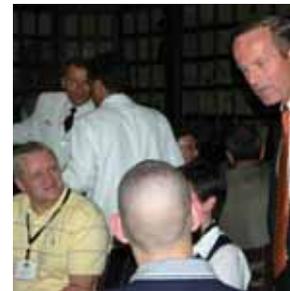
May 5-7 • Washington, DC • Top Issue in 2004: Raw Material Price Volatility, Lumber & Steel

"The Legislative Conference was a great experience for me. It directly related to the work I do on a daily basis. Since I have little experience in politics, the Hill visits with legislators and their staffers gave me some insight into the political process....We have much to gain by having one voice as members of the Wood Truss Council of America. We can promote our cause and influence the political process with the votes from people we know within the industry."

—Bruce J. Bain, Operations Manager, Richco Structures, DePere, WI

"It's very advantageous for our industry to use our collective position to gain an audience with our legislators. Our group alone probably isn't enough to sway our representatives, but when we piggy-back with other trade groups who share similar interests on issues such as steel, our united voices are certainly heard."

—David Horne, Director of Engineering Services, Universal Forest Products, Inc., Burlington, NC



"I would recommend this trip to every truss manufacturer; it gives you an opportunity to help shape your government. I have attended for two years and the WTCA staff does a great job of arranging the meetings and providing us with information, making the Hill visits much easier."

—John Hogan, President, Vivco Components, Maysville, MO



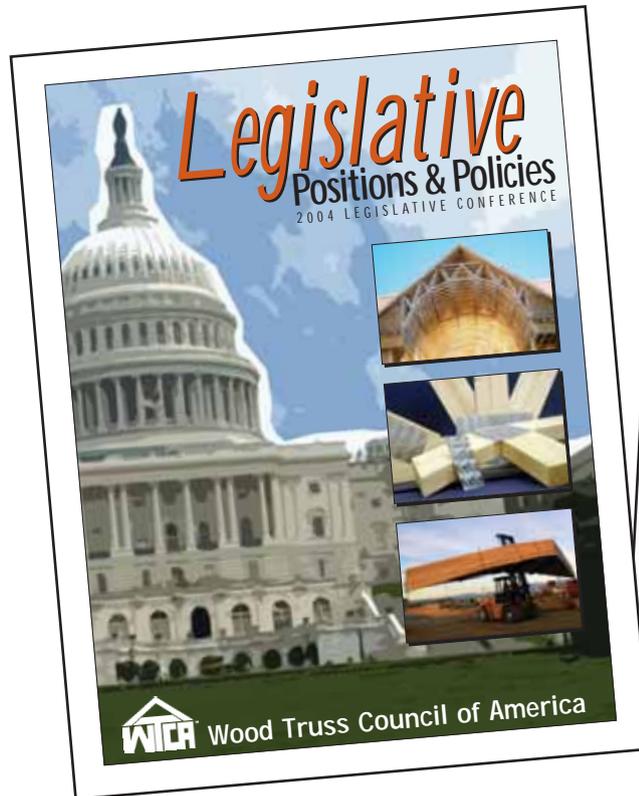
"I found the Legislative Conference exciting! The reception I received from my representatives was enthusiastic. They were really interested in the issues I discussed with them. This is the second conference I have attended. I learned some more things, and I am looking forward to being even more effective next year."

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



Informational Handouts for Legislators

- Legislative Policies & Positions Handbook
- Industry statistics by state

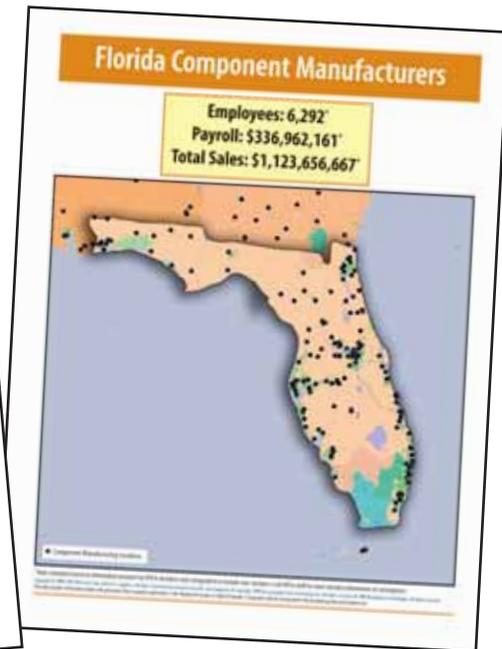


"Before WTCA took me 'inside' D.C., I saw only monuments, memorials and backrooms. Then, in less than a day, I saw a great truss industry influencing a great government."

—R. Joseph Kannapell, Regional Sales Manager, MiTek Industries, Inc., Charlottesville, VA

Thank you to our Conference Sponsors

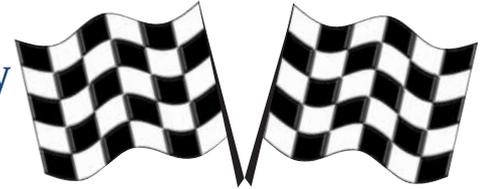
- Gold:
- Alpine Engineered Products, Inc.
 - MiTek Industries, Inc.
 - Robbins Engineering, Inc.
 - Truswal Systems Corporation
 - USP Structural Connectors
 - Weyerhaeuser - Softwood Lumber & Trus Joist TimberStrand
- Bronze: Simpson Strong-Tie Co.



Building Component Manufacturers Conference

October 6-8, 2004 • Charlotte, NC • Revvin' Up the Component Industry

Our industry's annual tradeshow brings members together while showcasing cutting-edge technology.



REVVIN' UP THE COMPONENT INDUSTRY

"BCMC is the component manufacturing industry's biggest show. It's the one show you can't afford to miss! Take this opportunity to travel to a great place and see an incredible show that is the best tradeshow value around."

—Thomas J. Manenti, Executive Vice President,
MiTek Industries, Inc., Chesterfield, MO, BCMC Committee Chair



"I attend BCMC because I like to make contact with other component manufacturers in the industry and look forward to touring the show floor to view the latest equipment available. Attending the educational seminars is a must as they provide a great deal of take home value."

—Rob Williams, Owner, Bestbilt Systems, LLC, Byhalia, MS

"No other show brings together the players and decision makers of the component manufacturing industry under one roof like BCMC."

—Craig Hall, Sales Representative,
Gilman Building Products Co., Yulee, FL



Projected 2004 Statistics:

Total Exhibitors - 128
Floor Space - 85,250 sq ft
Total Attendees -
approximately 2,200





Praise from Last Year's Show October 8-10, 2003 • Phoenix, AZ • New Frontiers

"I had a great time in your [Truss Basics] class on Tuesday and I think you did an excellent job of keeping the class on track....That is a difficult thing to do. We had a very diverse group of students in the class, but that was part of the reason I enjoyed it so much. I learned a great deal from the other students. Please pass along our thanks to the rest of the staff. It obviously took a coordinated effort to make the week such a great success. You, as a group, gained much more respect from my wife and I as a result of the excellent show this year. The more I learn about WTCA, the more I realize the incredible amount of help that is available for all of us in the truss business. Thanks again for the TTT class and your hard work at the show!"

—Ronald E. Kinville, General Manager, Quality Truss Co., Redmond, OR



"I have been part of the BCMC show since the late '80s and the 2003 show is one of the best that I have ever attended from a supplier's standpoint. The entire show was very well organized, well attended and ran extremely smooth. We couldn't be more pleased with the response that we got."

—Dave Harris, Vice President Customer Service,
Truswal Systems Corporation, Arlington, TX



"In terms of attendance and serious prospects, this is the best show that I can recall. In fact, everyone in our group agreed this show was the best show we'd ever been to. We have experienced a nice quantity of orders and a steady turn of business since the show."

—Jerry E. Koskovich, President, The Koskovich Co. Inc., Rochester, MN

"I have attended every BCMC there has been, and this one was unquestionably the best yet.... the staff at WTCA continues to succeed at providing all our industry could ask for from its association. Thanks!"

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





The WTCA Board of Directors meets four times a year:

- Annual Meeting at BCMC and Board Meeting
- Winter Open Quarterly Meeting
- Spring Legislative Conference and Board Meeting
- Summer Open Quarterly Meeting

ALL MEMBERS are welcome to attend!

WTCA's Committees meet at the Winter & Summer Quarterly Meetings & in between as necessary.

- Component Manufacturers Roundtable
- Engineering & Technology
- Legislative
- Management
- Marketing
- Membership
- Quality Control



"Consider attending a board meeting. Your participation is essential in keeping WTCA useful. Without direct involvement of new people in our association, we get stale and run the risk of failing to do the important work of being your collective voice. With your involvement, we can continue to advance the technology for the good of the industry, each member and our customers."

—Daniel N. Holland, President, Clearspan Components, Inc., Meridian, MS, 2004 WTCA President



“If you’ve been to a board meeting lately, you know I like to talk. Reading this [Membership Column in *SBC Magazine*], you know I like to talk about myself. But isn’t it all about me and what I can get out of my WTCA membership and what I can contribute to the structural building component industry? It’s also about you: what you and your company can get out of your WTCA membership and what you can contribute to our industry.”

—Robert J. Becht, President, Chambers Truss Inc.,
Fort Pierce, FL, WTCA Membership Committee Chair



“Our industry is very fortunate to have a great group of extremely talented Board and Committee members working on its behalf. Our association is privileged to have this group of industry professionals guiding our progress with perseverance and vision. The Board guarantees that we are always moving forward with the best interests of our members and our industry at the forefront. Over the last few years, we have really matured into an effective Board member/staff team. There is no question that what we get done as a team is much greater than any individual or company could do on their own. We should all take a great deal of pride in our teamwork, the projects we have undertaken, and the positive difference we have made for our industry and its members.”

—Kirk Grundahl, WTCA Executive Director

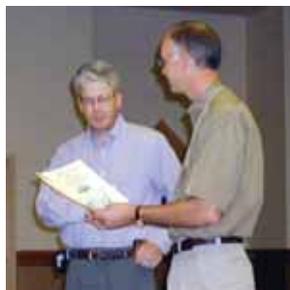
share
ideas

offer
feedback

identify
problems

devise
solutions

See page 46 for a complete list of board members & contact information.



“I was impressed by the attendance at the quarterly meeting and the participation of the members. I also recognize the importance of attending the quarterly meetings on a regular basis.”

—Richard Langton, Wood Products Insurance Manager,
Bowermaster & Associates, Downey, CA



Related WTCA Chapter Web Sites

www.mtfachapter.com (Missouri)
 www.sfwatca.com (South Florida)
 www.tmatchapter.com (Texas)
 www.wiwtca.com (Wisconsin)
 www.wtcmich.com (Michigan)
 www.wtcnc.com (North Carolina)

Online Resources

Industry Updates
 Technical Q & A

Centralized Resources for Chapter Members

Chapter news and events
 Chapter contact information

Membership Materials

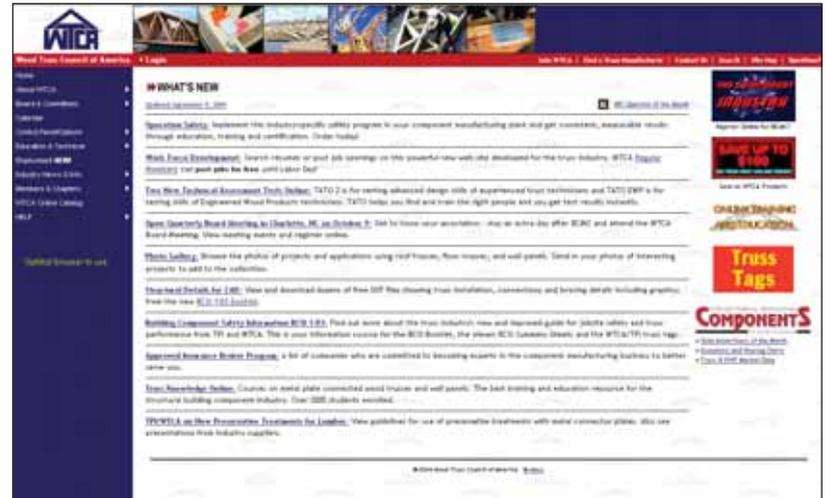
Recruitment
 Supplies
 Publications
 Online
 WTCA Annual
 Reports

Online Surveys

Accessing Meeting Information Online

Members not able to travel to meetings may take advantage of the next best thing:

- Open Quarterly Meeting Summary presentations
- Annual Meeting presentation



www.woodtruss.com

Item Code	Description	Qty	Unit Price	Member Price	Tax	Amount
Discount (Number of Products: 1)	Discount (Number of Products: 1) (Discount)	1	0.00	0.00		
MEMBER		1	0.00	0.00		

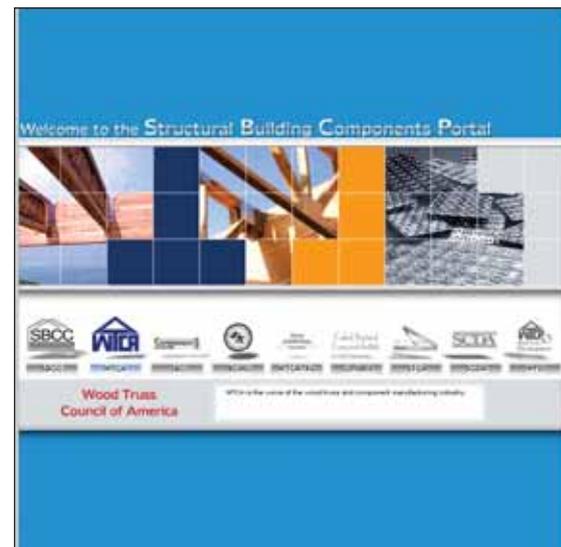


woodtruss stats:

- Unique IP Addresses: 29,271
- Average Hits per Month: 17,981
- Record Daily Hit: 5,411 on March 12, 2004

Reach All of Our Affiliated Organizations through the Structural Building Components Portal

- Wood Truss Council of America (WTCA): www.woodtruss.com
- Building Component Manufacturers Conference (BCMC): www.bcmshow.com
- Carbeck Structural Component Institute (CSCI): www.carbeck.org
- Structural Building Components Magazine (SBC): www.scbmag.info
- Structural Building Components Council (SBCC): www.sbcc.info
- Structural Component Distributors Association (SCDA): www.scda.info
- Steel Truss & Component Association (STCA): www.steeltruss.org
- WTCA Truss Knowledge Online (TKO): www.wtcatko.com
- WTCA Work Force Development (WFD): www.wfd.com



“Everything I used on your web site was very easy to understand. When encountering a problem, the feedback system was very helpful too.”

—Michael Boulet, Owner,
Mainly Trusses, Inc., Fairfield, ME



For publications and educational products online, see the next section of this Annual Report—Providing the Tools.



Spotlight on the Truss Manufacturers Association of Texas

The old adage, “everything is big in Texas” applies to the Truss Manufacturers Association of Texas (TMAT). Already the largest WTCA Chapter, the members of TMAT decided to keep it that way and set the goal of adding ten new members during their summer membership drive. In a tremendous showing, TMAT added 18 new members to its roster this summer and resoundingly captured ALL of the prizes in this year’s Fifth Annual WTCA Membership Drive.

#1 Component Manufacturer Recruiter—Frank B. Klinger, Mid-Valley Truss & Door Co., 2004 TMAT President

#1 Supplier Recruiter—Norm McKenna, MiTek Industries, Inc., 2004 TMAT Director

“I guess the reason I have put so much effort into TMAT is that I was reared from an early age to make a full commitment to anything I get involved in. There is an old saying what all achievers have in common and that is ‘If you commit to do something, you need to do it your best and better than anyone else.’ This is a stepping stone to the next level. I have reaped a great deal from WTCA and TMAT and only want to try to return a little more than what I have gotten out of it.”

—Frank B. Klinger, President, Mid-Valley Truss & Door Co., Harlingen, TX, 2004 TMAT President



2004 Member Statistics:

- New Chapter Members Recruited: 18
- New WTCA–National Members Recruited: 3



TMAT on TV

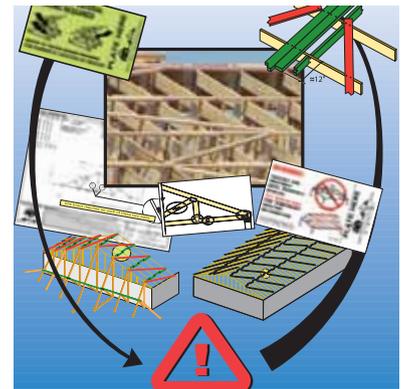
Chapter members have donated trusses and been featured on “Michael Holigan’s Your New House” do-it-yourself television program.

“I talked about the benefits of using engineered components, and that they will mean material and labor savings for the contractor. Ultimately, savings for the contractor will lead to savings for the consumer or homeowner...The show was a great opportunity for our industry to be seen at the consumer level and, therefore, hopefully create a demand from the building and design professionals to specify engineered components.”

—Alfonso C. Sifuentes, Assistant Sales Manager, Timber Tech Texas, Inc., Cibolo, TX, 2004 TMAT Vice President



Providing the Tools



WTCA/TPI Joint Publications Agreement

In May, WTCA's ability to provide the tools you need for your business took another leap forward with the WTCA/TPI Joint Publications Agreement.

- Delivering one set of jobsite safety documents and safety tags
- Presenting a single industry standard
- Providing comprehensive risk management
- Eliminating marketplace confusion
- Simplifying purchasing
- Fulfilling the duty to warn and inform



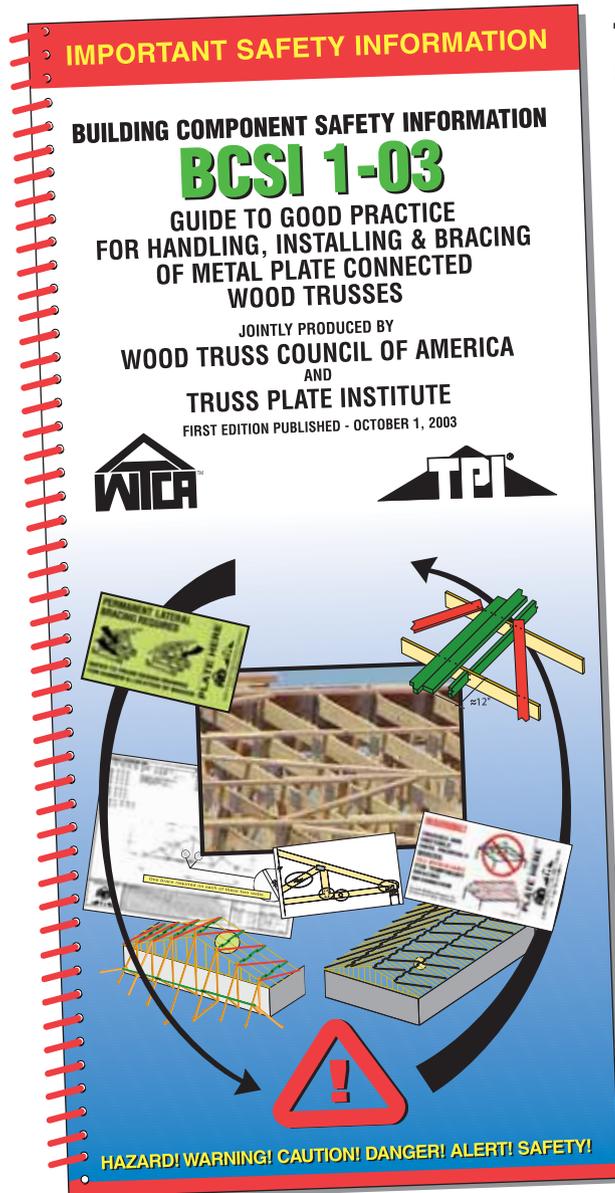
"I'm very pleased to have finalized the details of this important industry agreement. The incredible cooperative effort of TPI and WTCA has resulted in what I believe to be the best information the industry has ever been able to provide to its customers. Installers will enjoy a better understanding of truss installation as well as enhanced jobsite safety because of the documents this agreement reflects."

—Daniel N. Holland, President, Clearspan Components, Inc., Meridian, MS, 2004 WTCA President



"The Joint Copyright and Publishing Agreement is an excellent example of how TPI and WTCA can work together for the betterment and advancement of the wood component industry. This document creates a unified source for component manufacturers to obtain important information containing industry accepted standards relating to safety and risk management. My congratulations and thanks to all the people that made it happen."

—William T. Turnbull, President, CompuTrus, Inc., Riverside, CA, 2004 TPI President



The pinnacle of the WTCA/TPI Joint Publications Agreement is Building Component Safety Information (BCSI) 1-03.

“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. Our belief is that the improvements in our BCSI truss handling, bracing and installation information will yield many positive safety outcomes well into the future.”

—Charles C. Hoover, Jr., P.E., Executive Vice President,
Alpine Engineered Products, Haines City, FL, 2003 TPI President

“We’ve designed a custom cover sheet for our jobsite packages that lists the contents of the entire package. There is a line at the bottom that says ‘to get your own copy of BCSI, contact us and we’ll send it to you.’...This way, they get a look at the B-Series literature in the package, and if they’re interested enough, they’ll call for a booklet.”

—Michael Karceski, President, Atlas Components, Inc., Rockford, IL

“Not everyone on the jobsite has the time or desire to read about bracing. But it’s easy for them to look at BCSI, which has color-coded pictures and graphics.”

—Preston Ketchum, Estimator/Wall Panels, PDJ Components, Inc., Chester, NY



“The presence of the Spanish text on all of the B-Series documents is crucial for us in Texas.”

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

“[The B1 Summary Sheet] is a first-class document. If this is the kind of quality communication and documentation we’re going to receive out of the new WTCA/TPI relationship, then it is a true demonstration of industry unity! Great job to ALL!”

—Michael Ruede, Vice President, California Truss Company, Perris, CA

“It is vital that we continue to educate you and your customers about the proper handling, installation and bracing of trusses.”

—Donald Scott, Vice President of Engineering, Truswal Systems Corporation, Arlington, TX

Also New in 2004 BCSI Truss Technology Workshop Program

“This [program] is a terrific tool full of excellent educational material. It made giving this presentation so easy, I didn’t even have to adapt it to Florida’s building issues like wind application because it already dealt with temporary bracing and stability. It is a clear, comprehensive presentation.”

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

industry
consensus on
handling, installing
& bracing

New Truss Technology in Building (TTB) Brochures in 2004

- Hip Set Assembly & Bracing
- Field Assembly
- Long Span Truss Installation

Truss Technology IN BUILDING

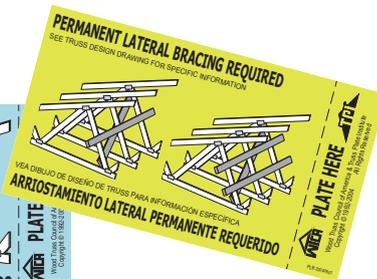
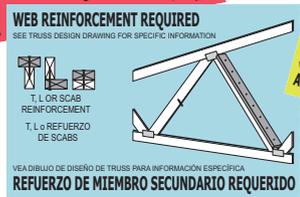
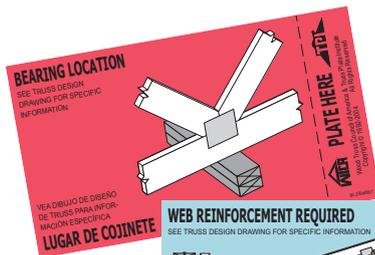
Sales of Jobsite Packages Top 110,000 by September 1, 2004!

"We use the jobsite packages that you put together for us, and they are great! They are priced low enough so that [it does not make sense for us to] do the packages ourselves."

—Marc Charvoz, Operations Manager, Sierra Pre-Bilt, Inc., Grass Valley, CA

"Although we had our own jobsite package before, we have adopted many of the WTCA documents. WTCA's legal counsel has taken the time to review each of the documents in the package. The WTCA knows the industry inside and out, and recommends that component manufacturers distribute these with every job. Our experience has been to either pay now with proactive programs or we will pay later with claims and higher insurance rates."

—Stephen Yoder, President, Stark Truss Company, Canton, OH



Launch date: October 16, 2003

Ordering publications became even easier this year with our state-of-the-art Online Publications System.

- View PDFs
- Request samples
- Browse by subject, profession or title
- 10% off first-time orders
- Average weekly orders: 32 (about one-third of orders received)

"Very easy to order, easy on my part, I didn't have to calculate and figure out the shipping charges. Saved me valuable time. Thank You. Very easy to follow. I like how the 'NEXT' step is very easy to see as I completed the order."

—Alyisha Metz, Production Office, Builders FirstSource, Mason, OH

"Very user friendly and easy to browse through all items. Images of items made it easy to be sure I was obtaining the correct products. Very well laid out. I only had problems deciding which poster best reflected the old poster we had."

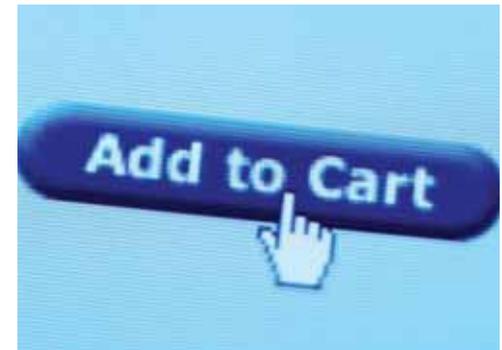
—Jamie R. van Kasteren, Office Manager, Tandelle Truss, London, ON

"Great site. The online ordering couldn't be easier or more self explanatory."

—Don Ciccone, General Manager,
Adams Building Materials, Inc., Sanford, FL

"[What I liked was] how easy it was to order any of the items and how easy it was to find them!"

—Melissa Gatien, Administrative Assistant,
Wendricks Truss, Inc., Hermansville, MI



Your Industry..Your Ideas..Your Magazine

The staff of **SBC Magazine** continues to strive to deliver relevant content about current issues facing all structural building component manufacturers. The pages of every issue of **SBC** contain the following and more!

- Feature Articles on Hot Topics and Perennial Issues
- Industry Data and Trends
- Marketing Advice
- New Products and Advertisements
- Risk Management Information
- Safety Information and Tips
- Technical Pointers
- Technological Advancements
- WTCA Chapter News and Calendar Items

SBC magazine



"I read every issue. It's very well written and very well laid out; there's definitely a passion evident in the magazine. It's great; I wouldn't change a thing."

—Ryan T. Holmes, General Manager,
HNR Framing Systems, Inc., Poway, CA

"I want to compliment you on the FAQ article you wrote about valley sets in the *Structural Building Components Magazine*. I am a structural engineer and this is the second one of your articles (the other was Multi-Ply Girders) that I have put in my files for future reference. You did a good job of answering all the questions I could think of about valley trusses. I look forward to your next article."

—Richard A. Burch, Johnson & King Engineers, Columbia, SC

"I greatly appreciate your continued mailing to me of the 'Components' magazine. The March issue very effectively addresses a topic which has significantly plagued the industry—i.e., long span truss installation stability. The buckling characteristics of these products is not easily understood by the typical construction worker and resulting accidents have been very costly re: life/injury and property damage. Those responsible for such projects must avoid tempting shortcuts. The success percentage of these long span truss installations continues to be far too low. You've highlighted the topic very well. Readers take note!"

—Sherman A. Nelson, P.E., Oceanside, OR

"One of the reasons we advertise with *SBC Magazine* is because of the array of individuals it reaches. The market it reaches is essential to our business and our users."

—Stan Axsmith, Sales/Marketing Manager, Panels Plus, Albert Lea, MN

Remember the article but can't find it now? Go to www.sbcmag.info. All of the great information found in the pages of *SBC Magazine* is online in a searchable format!

Thank You to Our Loyal Program Advertisers

GOLD (Appearing in all 9 issues)

Advanced Design Technology*
Alpine Engineered Products*
A-NU-Prospect*
BCMC*
Commercial Machinery Fabricators
Dricon (Arch Wood Protection)*
Eagle Metal Products*
Finnforest USA*
The Hain Company
HLPC & Supply, Inc.*
Holtec (USA) Corp.*
Intelligent Building Systems*
Klaisler Manufacturing Corp.*
Lakeside Trailer*
Mango Tech USA*
MiTek Industries*
Monet DeSaw*
MSR Lumber Producers Council*
Open Joist 2000*
Panels Plus*
Qualtim, Inc.*
Rand Manufacturing*
Robbins Engineering*
Simpson Strong-Tie Co.*
Southern Pine Council
Stiles Machinery, Inc.
Tolleson Lumber Co. Inc.*
Truswal Systems Corp.*
Tryco/Untha International*
Turb - O - Web*
USP Structural Connectors*
Wood Truss Council of America*

SILVER (Appearing in at least 5 issues)

CANFOR
Hundegger USA LC
The Koskovich Company
Maximizer Technologies, LLC*
(a component of The Fitzgerald Group, LLC)
NUCONSTEEL™
Pratt Industries, Inc.
Sweed Machinery, Inc.
TigerStop LLC
Triad/Merrick Machine Co.*

BRONZE (Appearing in at least 3 issues)

Anthony Forest Products
Precision Equipment Mfg.
Princeton Delivery Systems
Safety Speed Cut Manufacturing
TCT Manufacturing, Inc.
Temple-Inland

*Indicates Charter Status • Listing as of 8/15/04

- Supported by WTCA Members and Chapters
- Conducting Industry Research
- Creating Educational Programs
- Developing Cooperative Relationships
- Contacting Fire Academies
- Distributing Educational Fire Performance CDs
- Fundraising Successes:
 - > Silent Auction
 - > Dunk Tank

Carbeck Structural Components Institute

“Over the last few years, the work that has been funded by the Carbeck Structural Components Institute has gone a long way in helping educate the public on the benefits of structural framing. The research into the areas of fire performance and other aspects of fire retardation and the study of bracing analysis/truss stability have greatly enhanced the credibility of our industry. Thanks to many of you, Carbeck will allow our industry to continue taking the lead into the future of framing methods and solutions.”

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



“The research and information on the Fire Performance of Wood Trusses CD, conducted by the Houston Fire Department and WTCA, gave us the independent verification of the fire ground facts that we have observed throughout our career and have been teaching at Ladder Concepts for several years.”

—John Vardian, Phoenix Fire Department Captain and co-founder of Ladder Concepts, Peoria, AZ

“We’re not going to see the heavy timber construction of 100 or 200 years ago, truss construction is continuing to grow. We’ve been drilled so many times about how dangerous trusses can be, but the reality is, it doesn’t matter if a building is made with trusses or pre-cast concrete, fire is fire and any situation can be dangerous. It’s up to the Incident Commander to make a decision based on the facts at the fire ground when he sends someone into a burning building.”

—Captain Alan Esch, Dyersville, IA, on why he uses the Fire Performance of Wood Trusses CD to educate his fellow firefighters

“I just wanted to drop you a line and thank you for the research you did on wood truss issues related to fires. We in the fire service lack the scientific data that you can provide. We have to rely upon anecdotal stories which are by and large incorrect. I wrote a research paper for my Bachelors Degree on wood truss myths and used your data as part of my supporting argument. We need to get this information out to more firefighters, it is not the truss that is killing us, it is poor decision making skills, recognizing when to exit a structure based upon fire conditions. Thank you for helping our profession.”

—David Fogerson, Fire Captain—Training/Safety Division



Many Thanks to OUR CSCI PARTNERS

(June 2003 to August 2004)

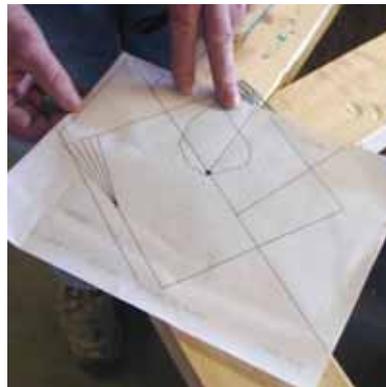
A-1 Roof Trusses
Allwood Building Components
Alpine Engineered Products
American Truss Systems
BCMC
Best Homes, Inc.
Bluegrass Truss Company
Cal-Asia Truss
California Truss
Capital Structures
Chambers Truss
Clearspan Components
Engineered Building Design LC
Fellowship of Christian Athletes
Gang-Nail Truss Company of Visalia
Greater Chicago Truss Manufacturers Assoc.
Iowa Truss Manufacturers Assoc.
George & Pamela Ketchum
Missouri Truss Fabricators Assoc.
MiTek Industries, Inc.
Montgomery Truss & Panel
Jack & Jan Parker
Qualtim, Inc.
Rio Truss LP
South Florida Truss & Component
Manufacturers Assoc.
Spates Fabricators
Stark Truss Company
Stone Truss Company
Leonard & Barbara Sylk
Tri-County Truss
Tri-K Truss
Truss Systems – Booneville, IN
Truss Systems – Oxford, GA
Truswal Systems Corporation
Turb-O-Web
US Components LLC
USP Structural Connectors
West Truss, Inc.
Whitewater Building Products
WTCA-Arizona
WTCA New York

Endorsed by the Truss Plate Institute

“WTCA has taken the quality control process one step further by creating a quality management system called **In-Plant WTCA QC**, which uses as its foundation the ANSI/TPI 1-2002 quality requirements. The goal of **In-Plant WTCA QC** is to provide our industry with a system that allows any component manufacturer to quickly obtain quality control data from manufacturing, determine conformance to the ANSI/TPI 1 standard, and use the data collected to better manage manufacturing trends over time and truss plant operations overall. For instance, the data collected has helped to find problem trends with machinery that could then be corrected early.

“TPI endorses and is promoting the use of **In-Plant WTCA QC** as the best in-plant quality management system available to our industry. Additionally, TPI’s third party inspection forms match the **In-Plant WTCA QC** formwork. This serves as a dual quality management benefit for those plants that use TPI as their third party inspection agency—they have data on the in-plant manufacturing processes and on the third party quality assurance process, while providing an efficient and paperless tracking system for upper management monitoring and action.”

—William T. Turnbull, President, CompuTrus, Inc., Riverside, CA, 2004 TPI President



In-Plant QC Stats:

- Current Version: 4.1
- Certified Users: 30
(9 added in 2004)
- Certifications in Progress: 14
- Programs Sold: 114

User Feedback on In-Plant WTCA QC

“Since starting the **In-Plant WTCA QC** program I’ve been able to work with the technicians and fabricators to reduce critical joints which improves the quality of our trusses, not to mention saves time! With this program our company feels that the customers are getting the absolute best products that they can buy.”

—Dan Archer, QC Manager, Carter Lee Building Components, Mooresville, IN

improve
quality

reduce
repairs

“Assemblers initially thought it would slow them down to be so ‘quality conscious.’ After investigating our fabrication practices through the help of **In-Plant WTCA QC**, we noticed that with a little more awareness and training we were able to rid ourselves of our mistakes....Our assemblers know that we expect quality along with efficiency and take pride in that. The program provided output to find your problem areas—as a fabricator there is tremendous value in that. We as a company have made the worthwhile commitment to quality by using the **In-Plant WTCA QC** program. After certification, we created a tag. This tag is applied to each bundle of trusses. We also have space on the tag to allow the assembler to sign their name and take the credit for our good quality.”

—Dennis Peters, Quality Control Consultant, UBC Timber Roots, DePere, WI

“The reports are very useful. I print them out every end of month. They break the information down so that others find it easy to understand what’s happening in the yard.”

—Angela Hasenbalg, Designer, Tri-County Truss, Woodinville, WA

Handheld Program Available

- Paperless data entry
- On the spot calculations
- Quick and efficient inspections
- Automatic links to main program
- Programs sold: 34

“I recommend the WTCA Pocket PC program. No more lost paperwork or transposing the info from paper to computer. It has drastically reduced the amount of time spent on paperwork, which translates into more time for inspections.”

—Beth Rutenber, Quality Control, Stark Truss Company Inc., Rockledge, FL

Your Key to Lower Workers' Compensation & Safety Management Costs

- Customizable
- Industry-specific
- Create or Improve an In-house Safety Program

Based on Member Requests
Beta-Tested for 5 Months

3 Levels of Certification

- Plant
- Management
- Individual

Helping Members Manage Their Businesses & Risks

Variety of Resources

- Safety Guidelines Binder
- Safety Guidelines CD
- 8 Safety Posters
- Employee Handbook
- Web Site Resources



"The WTCA Operations Safety Certification is one of the best safety programs that I have had the opportunity to work with. It is well written and gives a user friendly manual and tools to comply and meet OSHA standards, as well as a guide to keep your employees in a work safe environment."

—Kenneth Kinsey, Human Resource/Safety Manager,
Engineered Building Design, L.C., Washington, IA





“The Operation Safety program and manual have been a life saver, no pun intended, for our plant. Being a new start-up this came at the right time for us and has gotten us up to speed and par with other facilities in a timely fashion. The extent to which WTCA staff has streamlined the process has relieved a stressful situation and made it bearable by all involved. Inspections are happening in a timely manner and all personnel in the plant have come to realize the necessity for this program. Thanks to all for making this happen.”

—Zachary Lindell, Safety Coordinator,
Manion Truss and Components, Superior, WI



“We appreciate the initiative that WTCA has taken in developing the Operation Safety Program. As a direct result we have enhanced our safety program with industry specific training materials. The PowerPoint® presentations, posters and employee handouts are effective training tools.”

—Harvey Larsen, Human Resource and Safety Manager,
Truss Specialists, Inc., La Crescent, MN



Partnering with WTCA to Serve Component Manufacturers

- Educated on important industry topics
- Working for component manufacturers to find competitive insurance rates
- Aligning with attorneys and expert witnesses who are knowledgeable about our industry
- Understanding the WTCA tools and programs that help you lower your risks

New This Year: Expert Partners

WTCA has created a new level of recognition for those insurance brokers who very aggressively serve our industry in such ways as assisting in the creation of pertinent WTCA training and certification programs, participating in industry meetings and programs, and promoting WTCA membership and our tools for lowering risk.

Communication + Education = Reduced Claims = Lower Premiums

“We had some very positive developments working toward helping members with their insurance problems. This past year, several insurance brokers have made the commitment to become specialists in our industry through the WTCA

Approved Broker program, and some of them are aggressively targeting our industry for new business. Over time this will make better insurance representation available to our members. Our company benefited significantly from using one of the approved brokers this year—we saved tens of thousands over a proposal for the same coverage from another broker.”

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

guiding the industry
to better insurance
coverage & risk
management



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Taylor, Turner & Hartsfield
Insurance Services
Mr. Mark Verbeke
mverbeke@tthins.com
770/889-8600 • 770/887-8507 fax

Online Employment Resource...for Employers:

- Post Job Openings
- Search Resumes

...for New Graduates & Skilled Workers:

- Post Resumes
- Search Job Openings

Other Features:

- Industry Job Descriptions Explained
- Available to Members Only
- Addressing the Shortage of Skilled Workers

Launch date: August 5, 2004

"We have explored the new [Workforce Development] web site and think that it is going to be great... We are already taking advantage of TKO certification training and I would like to explore making use of this new web site you have...."

—Robert M. Kalina, Human Resource Manager,
Space Coast Truss Inc., Cocoa, FL

"I found the workforce development portal easy to use. I received a number of contacts after I posted my resume, and I ended up finding a job through the web site. Thanks!"

—Danny Moreno, Louisville, KY



The Industry's Online Training Resource

- Descriptions of All Online (and Live) Truss Technician Training Courses
 - > Truss Basics
 - > Level I
 - > Level II
 - > Level III
- Access to All Online Truss Technology Workshops
 - > New in 2004: BCSI 1-03
- Information on Additional WTCA Programs:
 - > Truss Manufacturing Orientation
 - > In-Plant WTCA QC
 - > Operation Safety
 - > Risk Management



"The obvious educational advantages of the program are being complemented by the sales advantage it has given our company. Boozer was always able to boast about the ability to handle the most intricate design challenges, but now the fact is being validated by a third party. Our sales staff has been able to employ one more tool to increase value and peace of mind when our prices are challenged or compared to our competition."

—Keith Harris, Director of Design & Estimating,
Boozer Lumber, Columbia, SC

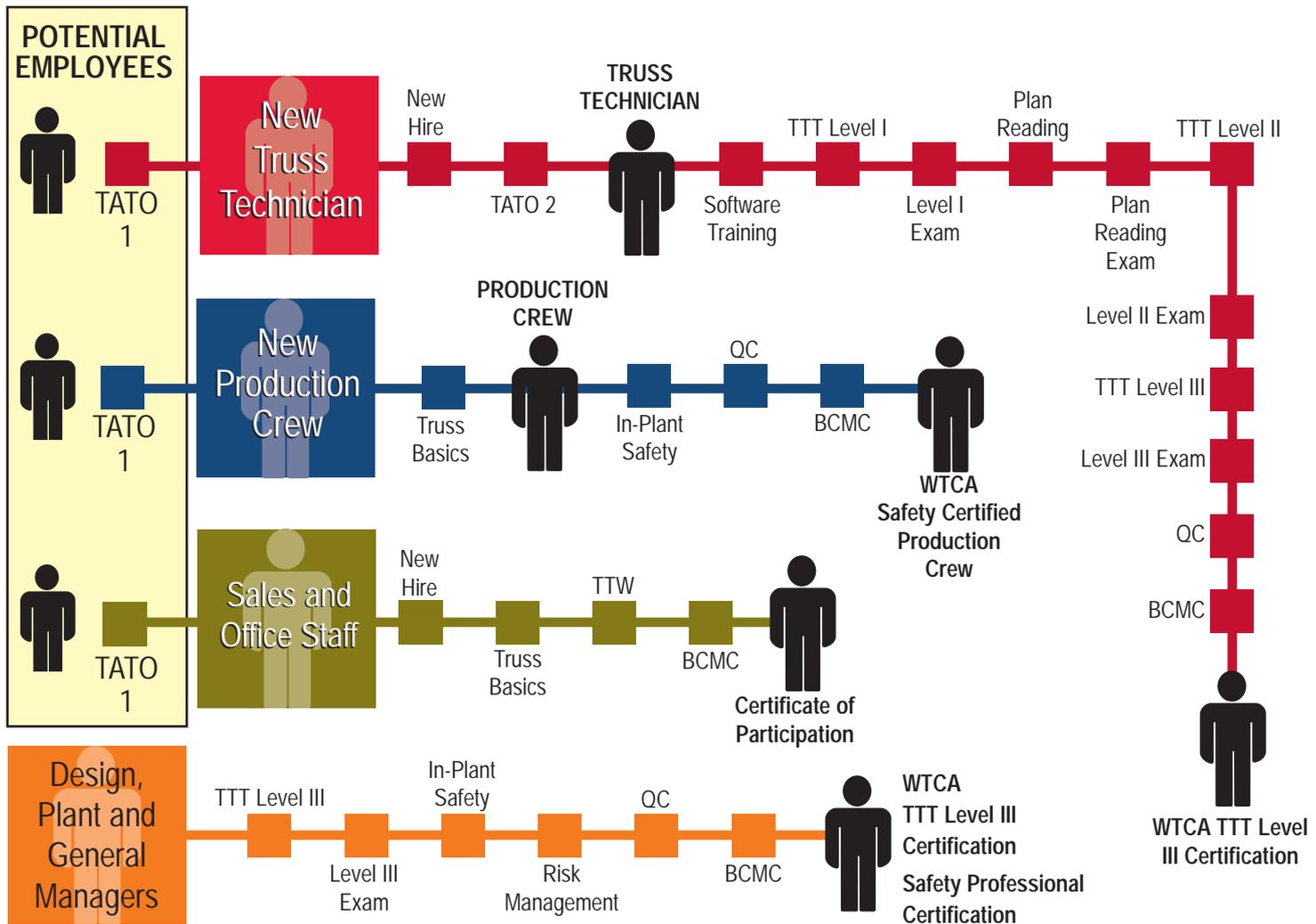
"We've been recently doing the Truss Technician online program, which I absolutely love...I would suggest anybody who is in truss design out there get online with Truss Technician Training because you'll like it. You may even grow to love it because you're going to have certain people who work for you and their strengths and some of their weaknesses are going to come out but it's going to help you as a manager understand their abilities and it's going to help you to direct those abilities and channel them in the proper way...[Once the employees see] that you are interested in training them, they have a better attitude about your company, they have a better attitude about your department, you're going to have less turnover in your department....That employee knows that you are interested in their future and in the direction of their livelihood."

—Bob Dayhoff, Director of Technical Operations, Shelter Systems Limited, Westminster, MD

"We anticipated going in that WTCA online training and certification would increase the knowledge and skill level of our design staff. We have not been disappointed. An unexpected result however has been an increase in designer confidence, not only in themselves but with fellow designers as well."

—Dan Dollar, Design Manager, Gang-Nail Truss, Visalia, CA

TKO TRAINING PATHS for Employees of Component Manufacturers



TKO Stats:

- Unique IP Addresses: 17,003
- Average Hits per Month: 114,541
- Record Daily Hit: 42,687 on February 11, 2004

"Our industry lacked training for so long. WTCA has done a great job of organizing a training program that every company can use and I encourage everyone to look at it and use it. I personally have used it and brought several designers to Level II and even Level III. Level III is not easy but it provides super training and just the team of people who have gone through this training are in my estimation the best in the industry and I really enjoy working with them because they're so highly trained."

—Kenneth W. Bucek, General Manager, Atlantic Truss Co, Ltd, Fort Lauderdale, FL

Technical Assessment Tests Online: TATO1 & TATO2 (new in 2004)

- Evaluate the technical aptitude of job candidates
- Make informed decisions in hiring and placement
- Assess existing design department skills
- Identify strengths and weaknesses
- Prioritize training needs

TATOEWP (new in 2004)

- Determine staff's knowledge of Engineered Wood Products
- Define training needs and goals



"It's not necessarily a hire/no-hire kind of evaluation, really [TATO] gives us the opportunity to observe the technical abilities of a candidate, and to see the strengths and weaknesses of a candidate and apply a training approach should we decide to hire them. We let them know ahead of time that this isn't a pass/fail test, but a chance for us to know how they will fit in at the company."

—David W. Hughes, General Manager, Oregon Truss, Salem, OR

"TATO is one piece in the total evaluation of a prospective employee. The primary objective is to assess the general aptitude of the person and to demonstrate competency with math concepts and three-dimensional visualization. After we hired [two salespeople], we allowed each of them to complete Truss Technician Training Level I. It gave them a good foundation in the industry since neither of them had extensive truss backgrounds."

—Patrick R. Neely, General Manger, Andrews Truss, Inc., Andrews, NC

"[TATO 2] is a great tool that will offer our industry an opportunity to hire talented and qualified Truss Technicians. It will bring the truss industry to a greater level of knowledge as well as it enhances the integrity of that valued position. In my opinion, for those who use it, the test itself will elevate the type of applicant and therefore pay huge dividends. Great job again WTCA Staff, our dues are well spent!"

—John Herring, CEO, A-1 Roof Trusses, Ltd., Boynton Beach, FL

"[TATO 2] will be an excellent tool not only for assessing current staff but also for evaluating new hires who come with 'experience' with trusses that our company interviews. The questions are challenging and are right on target with determining someone's level of expertise."

—Richard A. Jamieson, Director of Design, U.S. Components Inc., Berlin, NJ

"The new TATO EWP test is very good and hits the mark on testing knowledge of engineered wood products. It even showed me that I have a few things to learn about EWP. An added bonus is that it provides a fantastic fact sheet for those selling EWP. The references to IBC and tolerances are good fingertip information."

—Kris Craft-Alberti, President, Renaissance Technology Enterprises, Ephrata, WA

"The TATO EWP exam is a valuable instrument for our industry. This exam allows Manager and Owner to find out if new candidates will have the ability to design loads and communicate correctly to contractors. This test also will save the training cost that comes into effect with new hires, which will entail a quicker return on investments, so you can continue to pay attention to making money not absorbing cost."

—Michael Redmon, General Manager, Carolina Truss Systems, Inc., Summerville, SC

Find, Train & Retain the Right Employees!



In addition to the 21 Truss Technology Workshops on the web site, many folks still give presentations the old-fashioned way—live and in person. The following are just three of this year's chapter presentations to engineers, building officials, home builders and fire officials.

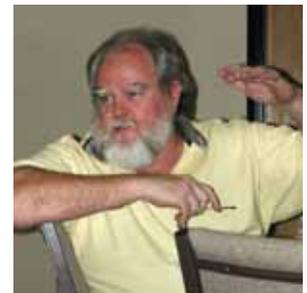
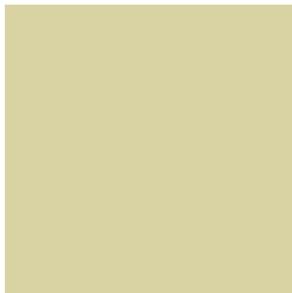
California Engineered Structural Components Association Presentation for the Sacramento Valley Association of Building Officials • April 2004 • “Inspection of Installed Wood Trusses”

“First of all, we've promoted communication with the building inspectors and have opened doors that didn't even exist before. We've had many requests for more information and additional materials....We've established a set of common goals, and it's no longer an 'us and them' situation. It is our entity and their entity, but we're both committed to providing a quality product with a safe and lasting installation that the homeowner can enjoy for a lifetime.”

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

“It was very well attended and there was a lot of interest and excitement from the people that were there. They were thrilled to get the information and as we were wrapping up it was obvious they were hungry for more. In retrospect, we probably could have brought more information with us, I know they would have been glad to have it.”

—Duane Hillabush, Sales Manager, Villa Truss, Lodi, CA





Iowa Truss Manufacturers Association Presentation for Iowa Valley Continuing Education • Marshalltown Community College • April 2004 • “Fire Performance of Wood Trusses”

“As education committee chair, I coordinate all the training schedules. I start by sending a letter to every home builders association, community college and junior college in the state...inviting them to contact us and set up a presentation. We’ve been doing this for five or six consecutive years now....Our objective is to promote the safe and effective use of components. We’ve done our job if we’ve accomplished that goal. I’m convinced that there have been less personal injuries and claims that have occurred in Iowa since we’ve been hosting this training. If our products are installed properly, people are going to use more of them.”

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

WTCA-Northeast Presentation for the Structural Engineers Association of Vermont • November 2003 • “Design Responsibilities & Proper Bracing”

“The results of the meetings with these organizations were tremendous. It opened up a communication line that seems to close a little tighter over time. We should not be afraid to meet with these groups. In fact, we should try to get in front of them as often as possible. It’s true we deal with engineers and building officials all the time. By asking to attend a meeting of your local engineers or building officials you see a whole new side of them and the inverse is true also. They get to put a face with a name. This face-to-face contact just can’t be accomplished with a fax machine or computer.”

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



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Past President:

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Dwight Hikel • Shelter Systems Limited
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Kentucky

Clyde R. Bartlett • Bluegrass Truss Company •
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David Motter, P.E. • Tri-County Truss • 360/757-8500

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Charles C. Hoover, Jr., P.E. • Alpine Engineered Products •
863/422-8685

Kelly Sias • Simpson Strong-Tie Co. • 925/560-9000

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- 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 • Retired
- 1988 Koss Kinser • Kintec, LLC • 502/241-9456
- 1989 Rip Rogers • Trussway, Ltd. • 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 • Retired
- 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
- 2003 Scott Arquilla • Best Homes, Inc. • 708/335-2000

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- 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
- 2003 Merle Nett

Building on the Work of Past Leaders

“I feel the reason [our industry] is so sophisticated today is because we were so oppressed—there was never a time when we didn’t have to prove ourselves, and our product, to the construction industry. That constant challenge just pushed us to become more advanced more quickly.”

—Charlie Vaccaro, Alpine Engineered Products, Inc.,
Pompano Beach, FL

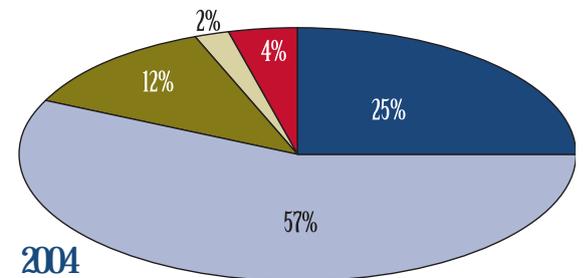
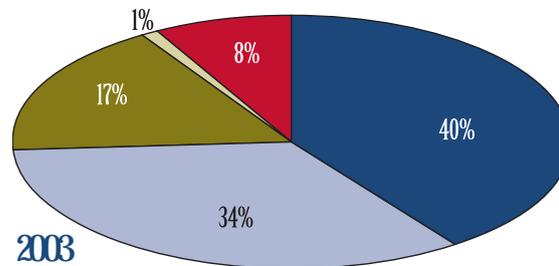
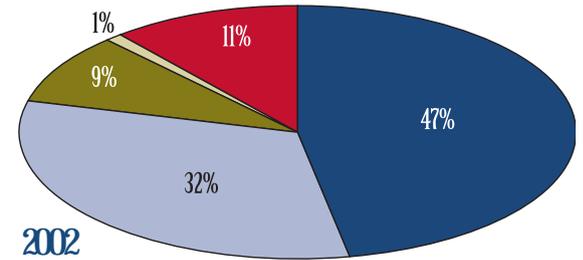
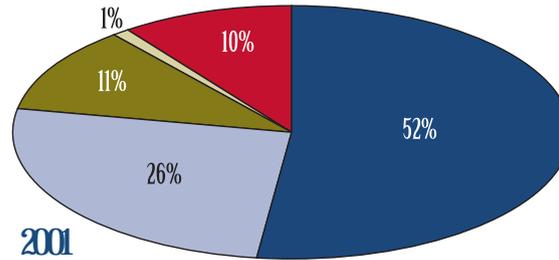
guiding the
association

solving
problems

reaching for
the future

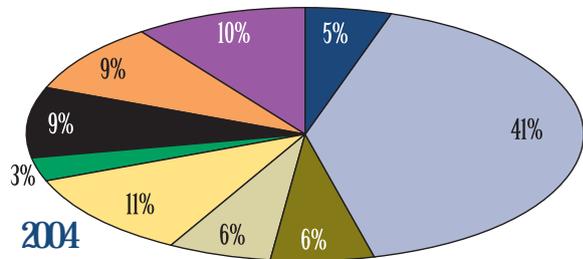
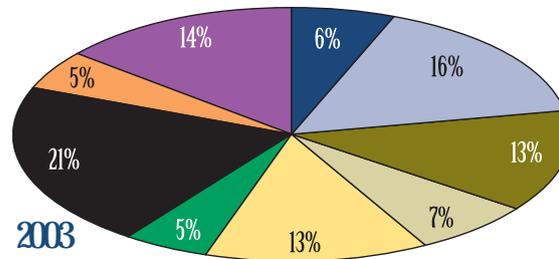
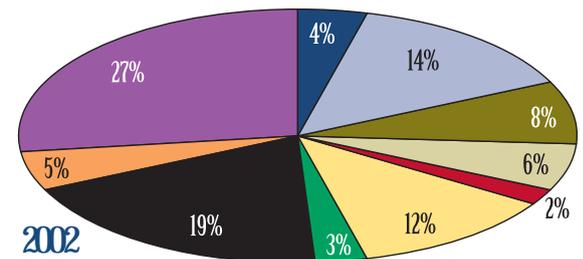
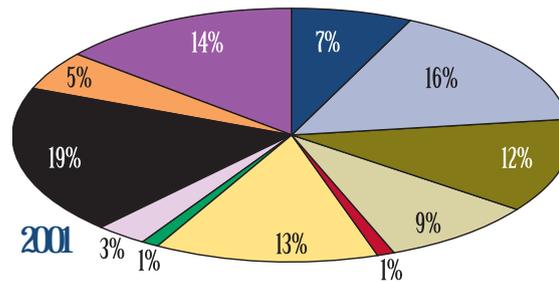
Income (2001-2004)

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



Expenses (2001-2004)

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





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WTCA's staff strives to provide you, our membership, with the very highest level of service. The individuals listed at right 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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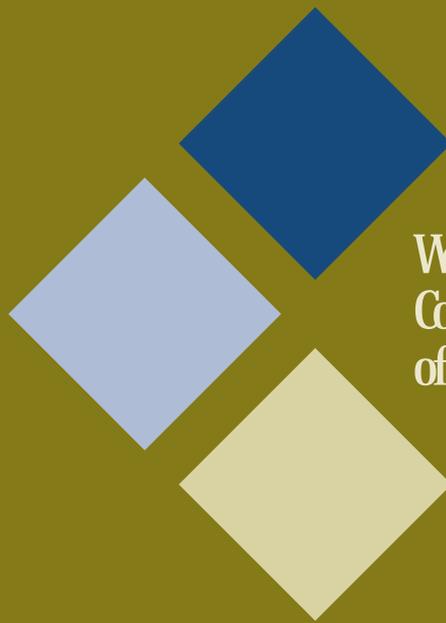
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“We at Bluegrass Truss Company appreciate all the work that WTCA staff does for us. We’ve never been treated with anything but courtesy and respect. We know it is your goal to advance the industry, but we take it very personally. It would be difficult if not impossible to replace you with anyone even remotely as capable or dedicated. Thank you.”

—Clyde Bartlett, President, Bluegrass Truss Company, Lexington, KY



Wood Truss
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