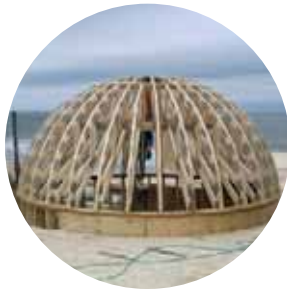
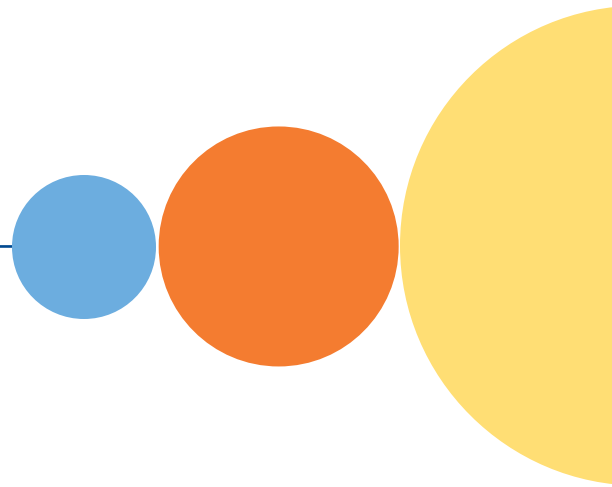


Building Our Future Together



**REPRESENTING THE STRUCTURAL
BUILDING COMPONENTS INDUSTRY**

2006 Annual Report &
2007 Desk Calendar

Building Our Future Together

With big changes & incremental steps we are moving proactively into the future for the benefit of the entire industry.



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President's Message

Building a World Class Organization, One Step at a Time

I'd really like to thank everyone for the opportunity to serve as WTCA President for 2006. One of the notable things that we've accomplished this year is the WTCA name change to WTCA – Representing the Structural Building Components Industry. This change, along with the website's new domain, www.sbcindustry.com, reflects our membership's growing diversity as well as the marketplace's demand for a wide range of structural building components. The new name retains WTCA's brand equity while allowing the association to draw on its collective strength and focus on the advancement of components as the future of framing for all building construction. I believe this change is a great strategic move for the association, because the new name doesn't simply include the components available today, but also the products and design and engineering advancements that are sure to develop 20 and even 30 years from now.

This year, our relationship with the Truss Plate Institute (TPI) grew even stronger. Building on successful collaborations such as the WTCA/TPI joint publications agreement, both organizations continue to pursue projects that show great promise for the structural building components industry. This collaboration includes working closely on our industry's research and testing facility. Our collective work will greatly benefit manufacturers and suppliers alike, through increased industry knowledge about the actual performance of components. This work also has great potential to take our industry to new heights.

Our accomplishments this year, and the possibilities they offer for future successes, wouldn't be possible without the huge contributions of time, energy and imagination from WTCA's membership. First and foremost, I'd like to thank all of the members who actively participate in the WTCA Open Quarterly Meetings, attend chapter meetings, travel to our regional workshops and host truss plant tours. This grassroots participation drives organizational knowledge and shapes our policy.

Second, I'd like to thank each member of the WTCA Board of Directors for their significant commitment to our association. Because of their tireless work, WTCA has grown to be the effective association it is today. I'd also like to express my gratitude to all of the committee members, and especially the committee chairs. The hard work and extra hours they put in play a huge role in our association's and, in turn, our industry's success. I would also like to thank all of the component manufacturers that serve the WTCA Chapters locally and also at the national level.

Third, a big thank you to WTCA's staff for handling all of the details that we often don't see. From creating new publications, to monitoring and working on code and legislative issues, to developing online educational programs, their work helps us develop and grow our industry.



REPRESENTING THE STRUCTURAL
BUILDING COMPONENTS INDUSTRY

One thing that I've definitely learned is that we serve in a great association with a lot of great component manufacturers that are committed to doing what's best for all manufacturers. I've truly enjoyed my year as WTCA President and appreciate this opportunity to serve an industry that fills such a vital role in the marketplace. My tenure as president has taught me how important it is for every component manufacturer to get involved in industry issues. From attending chapter meetings on the local level to joining the Board or a committee, your involvement is essential to driving the present and future of your trade association. Getting involved does require investing some time, but you can play a crucial role in strengthening your business, your trade association and your industry. Many exciting challenges lie ahead. If you haven't already gotten involved in WTCA, join the effort and help shape the future of the structural building components industry.



Donald Groom • Stark Truss Company, Inc. • Canton, OH

WTCA Name Change

The Board of Directors of WTCA unanimously approved the following resolution:

Whereas, three surveys have been taken of the WTCA membership regarding whether the association should change its name;

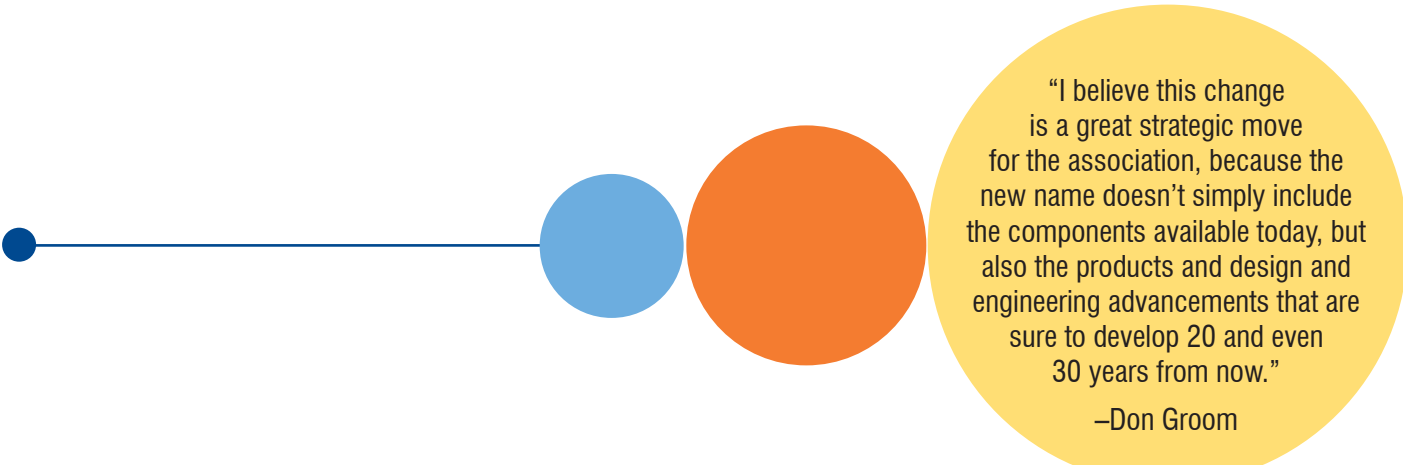
Whereas, the results of each survey demonstrate that a majority of those responding believe it in the best interest of WTCA to transition away from its current name to a new name,

Whereas, a name has been agreed on for the association for the current time,

It is therefore, **RESOLVED**, that the association should transition at this time from the current name of "Wood Truss Council of America" to the name "WTCA — Representing the Structural Building Components Industry"; it is further

RESOLVED that the Executive Committee take such necessary action as it determines in its discretion to implement the name change as approved by the Board of Directors.

And thank you, Don, for a terrific year as WTCA President!



"I believe this change is a great strategic move for the association, because the new name doesn't simply include the components available today, but also the products and design and engineering advancements that are sure to develop 20 and even 30 years from now."

—Don Groom

Your Association, Your Staff

Representing Your Interests

Each year, members and staff represent WTCA in working with many organizations, building code groups and legislative contacts. Some of the highlights are:

Attending Meetings & Conferences

- Southern Forest Products Association (SFPA) conference and participating in a roundtable
- ASTM International D07 Committee on Wood meeting in Madison, WI
- American Lumber Standards Committee (ALSC) annual meeting
- International Standard – Hurricane Resistant Construction (IS-HRCC) meetings in Orlando, FL
- American Wood Council (AWC) Wood Design Standards Committee meetings and technical meetings in Leesburg, VA
- Building Officials Association of Florida (BOAF) meetings on several occasions
- Residential Fall Protection Workgroup of OSHA's Advisory Committee for Construction Safety & Health
 - New York State Fire Prevention and Building Codes Council meetings
 - Wisconsin Department of Commerce meeting and the Uniform Dwelling Code Council meeting
 - IRC Shear Wall meeting in Salt Lake City, UT and working with the Ad Hoc Committee
 - Partnership for Advancing Technology in Housing (PATH) Steering Committee meeting
 - MSR Lumber Producers Council meeting
 - Wood I-Joist Manufacturers Association annual meeting
 - Design Responsibilities Work Group meeting in St. Louis, MO on ANSI/TPI 1 Chapter 2
 - World Conference on Timber Engineering meeting in Portland, OR
 - ANSI/TPI Open Forum meeting in Chicago
 - ANSI/TPI 1 Project Committee meetings
 - National Association of Home Builders (NAHB) summer conference

"I would never have envisioned where this association would go. It has exceeded my wildest thoughts and hopes in terms of its influence in the marketplace, the quality of products it provides to the membership, and the sheer volume of activity in the industry to support component manufacturers."

–Rip Rogers, 1989 WTCA President, Trussway Ltd., Houston, TX (retired)

Working Collaboratively on Issues

- National Council of Structural Engineers Associations (NCSEA) on the ICC Final Action Hearings
- Structural Engineers Association of Southern Nevada (SEASoN) on design responsibilities, construction loading and code issues
- Safety Council of the Palm Beaches on safety issues and a safety workshop in Florida
- New York State Builders Association (NYSBA), American Forest & Paper Association (AF&PA), Steel Framing Alliance (SFA) and American Iron & Steel Institute (AISI) on removing an ordinance banning trusses and engineered wood products in East Hills, NY
- AF&PA on the Fire Service Leadership Conference and tours
- City of Jacksonville, FL on the electronic seals and signatures beta site
- Illinois Task Force on a Uniform Building Code
- NCSEA and the Structural Engineers Association of California on code change proposals and ANSI/TPI changes



Meeting with Associations & Groups

- New York State Association of Fire Chiefs (NYS AFC), the NYS Department of State (NYS DOS) and the Firemen's Association of NY (FASNY) to discuss structural building component training collaboration
- Associated Builders and Contractors (ABC) Framing Council on draft requirements for pre-engineered and pre-manufactured roof trusses in Washington
- Kansas City/Johnson County, MO to remove requirement for sealed truss placement diagrams
- City of Portland, OR on QC and Third Party Inspection requirements
- Structural Engineers Association of Arizona
- Structural Engineers Association of Michigan
- Structural Engineers Association of Illinois
- Michigan OSHA (MiOSHA) to deliver a presentation on bracing
- Development and Research unit of the Department of Housing and Urban Development (HUD)

"Cooperative efforts among allied associations are bound to increase our industry's influence and opportunity and strengthen marketing opportunities as we learn to work together and not waste resources on duplication of efforts....By taking the lead position and with facts rather than emotional rhetoric, WTCA has earned a position of respect and trust, thereby giving our industry a voice when a matter of industry interest occurs."

—Robert L. Ward, 1991 WTCA President, Southern Components, Inc., Shreveport, LA

"I'm proud of the professionalism the industry has achieved, and the way it fits a need in overall construction in the country."

—Lee Vulgaris, 1994 WTCA President, Reliable Truss & Components, New Bedford, MA (retired)



Contacting Organizations & Departments

- Georgia Department of Community Affairs on the IRC amendment to wall construction in the transition to the 2006 IRC
- California Department of State Architect (DSA) to remove the requirement for sealed placement plans on DSA projects
- Department of Labor and Economic Growth (DLEG) on shear wall issues
- Building Officials Association of Florida (BOAF) to request a Declaratory Statement on Bottom Chord Live Loads
- Manatee County, FL to clarify the responsibilities of Truss System Engineer
- Tipton, TN to revise a 16" o.c. framing law

- Comments on the Leadership in Energy and Environmental Design (LEED) green building standard
- Component industry automation and photos for Western Wood Products Association (WWPA)
- Working with John Mercer of *Structure Magazine* on master structural notes for *Structure's* website and ours
- Monitoring the Structural Engineers Association International (SEAI) discussion forum

Representing the Industry

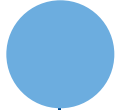
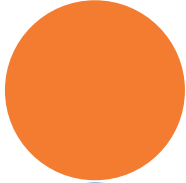
- Creating a collaborative environment with code groups in: Florida, Indiana, Michigan, Minnesota and New York
- Establishing a new state legislative conference relationship with the Florida Building Materials Association (FBMA)
- Working to defeat bills to label buildings with truss construction in Massachusetts and Maine
- Joining the Engineered Wood Products Association (EWPA)
- Serving on the IBC Structural Committee

Providing Input

- Submissions for Florida Building Material Dealers' (FBMA) *BluePrint Magazine*
- Submissions for Florida Wood Council's (FWC) *WoodSource Magazine*
- Submission for *FireTimes Magazine*



October 2006



“Success in business requires training and discipline and hard work. But if you’re not frightened by these things, the opportunities are just as great today as they ever were.”

—David Rockefeller

sunday	monday	tuesday
1	2 Yom Kippur	3
8	9 Columbus Day Thanksgiving Day (Canada)	10
15	16 National Boss Day	17 California-South Chapter Mtg
22	23	24 Mid South Chapter Mtg United Nations Day Eid-al-Fitr
29 Daylight Savings Time Ends	30	31 Halloween

SEP 2006

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24	25	26	27	28	29	30

NOV 2006

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

wednesday	thursday	friday	saturday
4	5	6	7
Building Component Manufacturers Conference • Houston, TX			WTCA OQM • Houston, TX
	Iowa Chapter Mtg		Sukkot Begins
11	12	13	14
Southwest Florida Chapter Mtg			
18	19	20	21
Arizona Chapter Mtg California-North Chapter Mtg Georgia Chapter Mtg Northeast Chapter Mtg	Alabama Chapter Mtg New York Chapter Mtg North Florida Chapter Mtg Southern Nevada Chapter Mtg Lailat Ul Qadr		
25	26	27	28
	NLBMDA Summit	NLBMDA Summit	NLBMDA Summit
Notes			

Membership & Chapters

Working Together to Grow the Association



WTCA provides many opportunities for members to stay informed on industry topics, trends and projects. Whether it's reading a brief one-page update or spending more time getting into the details, attending a local meeting or participating in a multi-day event, you can get up to speed on a variety of topics based on what fits your schedule and interests.

Communication Tools

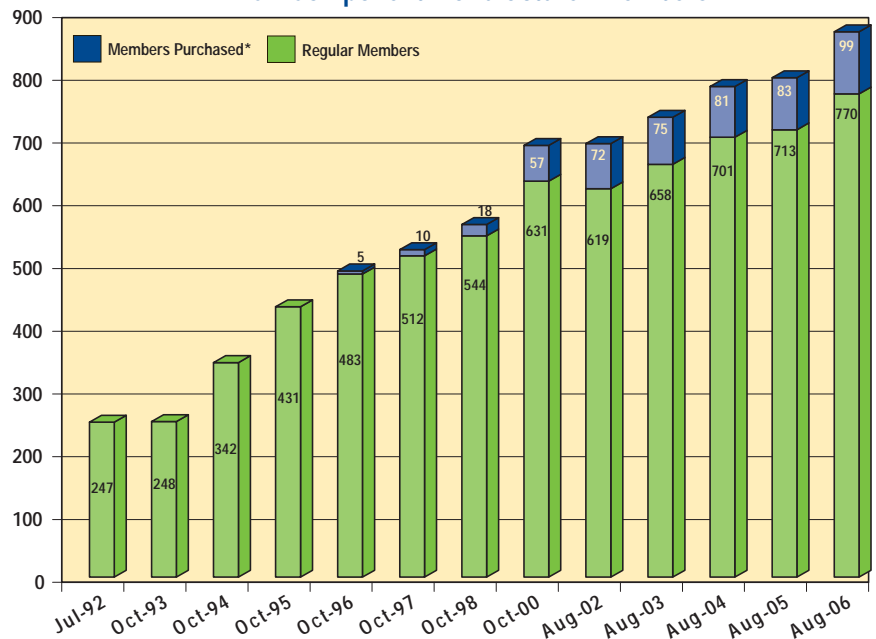
- Chapter Focus
- Weekly Board Report
- WTCA's Quarterly Snapshot

Membership Meetings

- Open Quarterly Meetings
- Regional Workshop & Conference (for 2007, renamed the Annual Workshop & Conference)
- Local Chapter Meetings

Learning, Planning, Networking

WTCA Component Manufacturer Members



*The Members Purchased number shows those companies that no longer hold separate memberships in WTCA because they have been purchased by other WTCA member companies.

"The value of membership in WTCA is undeniable. We just have to take the time to keep getting the word out there to nonmembers, and then we will continue to grow as an association and as team members."

—Bob Becht, Chambers Truss, Inc., Fort Pierce, FL

7th Annual WTCA Membership Drive

The winners of this year's drive are:

- #1 Component Manufacturer Recruiter: Gary L. Weaver, Timber Tech Texas, Inc.
- #1 Associate Member Recruiter: Norm McKenna, MiTek Industries, Inc.
- #1 Recruiting Chapter: Truss Manufacturers Association of Texas

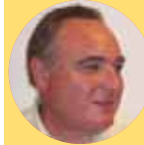
Many thanks to all of the members and chapters that participated!



32 WTCA Chapters & Counting!

- Alabama Component Manufacturers Association (ACMA)
- California Engineered Structural Components Association (CalESCA)
- Central Florida Component Manufacturers Association (CFCMA)
- Colorado Truss Manufacturers Association (CTMA)
- Georgia Component Manufacturers Association (GCMA)
- Inland Empire Truss Fabricators Association (IETFA)
- Iowa Truss Manufacturers Association (ITMA)
- Mid Atlantic Wood Truss Council (MAWTC)
- Mid South Component Manufacturers Association (MSCMA)
- Minnesota Truss Manufacturers Association (MTMA)
- Missouri Truss Fabricators Association (MTFA)
- North Florida Component Manufacturers Association (NFCMA)
- Northwest Truss Fabricators Association (NWTF)
- South Carolina Component Manufacturers Association (SCCMA)
- South Florida WTCA (SFWTCA)
- 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)
- Western Component Manufacturers Association (WCMA)
- Wisconsin Truss Manufacturers Association (WTMA)
- Wood Truss Council of Michigan, Inc. (WTCM)
- Wood Truss Council of North Carolina (WTCNC)
- Wood Truss Council of the Capital Area (WTCCA)
- WTCA - Arizona (WTCA-AZ)
- WTCA - Illinois (WTCA-IL)
- WTCA - Indiana (WTCA-IN)
- WTCA - Kentucky (WTCA-KY)
- WTCA - New York (WTCA-NY)
- WTCA - Northeast (WTCA-NE)
- WTCA Ohio Chapter Association (WTCAOCA)

In 2006, WTCA members in Arkansas and New Mexico held chapter start-up meetings. Members in several other states are considering forming chapters too! For more information or to find a WTCA Chapter near you, go to www.sbcindustry.com/chapters.php.



Bob Becht
WTCA Membership Chair
Chambers Truss, Inc. • Fort Pierce, FL

1. With two more states, New Mexico and Arkansas, holding chapter start-up meetings this year, what can you tell them are the main benefits of being a WTCA Chapter?

It's really true that whenever you have a local problem, you should contact WTCA and draw on the resources and knowledge of WTCA and all of the other chapters. These days, local problems do not remain isolated for long, so it's important to remember that our association can help you and help keep a local problem from becoming a regional, state, or even national problem. Of course, chapters are also a big help in putting a human face on the component industry in good times too! You don't have to wait for a problem to surface before you get out there and start offering plant tours. Working collectively through a chapter makes your educational efforts easier to do and helps the industry.

2. Why should more people attend chapter meetings, workshops and WTCA Open Quarterly Meetings?


All WTCA meetings, from local chapter meetings to the quarterly Board meetings, are a great opportunity to discuss the issues we're all facing and have input on the products and programs that WTCA is working on to support component manufacturers in the best possible manner. In particular, the Component Manufacturers' Roundtables are really taking off. Everyone who attends these enjoys this opportunity to have frank discussions on hot topics. These meetings are very valuable, both for what you learn and who you meet. I would encourage every member to attend these sessions to see for themselves. We will all benefit from this.

3. What do you think is one of the most valuable aspects of membership in WTCA?

Aside from getting to know a great bunch of people, members have the opportunity to pursue what 2005 WTCA President Kendall Hoyd called the Masters of Component Administration (MCA). Though not an actual degree, the information you gain from attending meetings helps you build your knowledge base. The MCA is a great management development tool, too. To have management staff become more seasoned, capable and effective, get them involved with the Board and Committees for exposure to policy-level issues and decision making that is laser-focused on issues affecting the management of component manufacturing operations. You can't get a better return on your management development dollar than this.

4. Why should nonmember component manufacturers join WTCA?

Once people get involved and take the time to assess the support they can receive, they can see the value of membership. There is just so much going on in WTCA, it's hard to understand why everyone in the industry hasn't joined yet. Need truss technician training? Need safety or quality control programs? Need JOBSITE PACKAGES? The list is endless. It comes down to us, the WTCA members, needing to go out and talk to nonmembers to find out what they are facing and encourage them to check our support system. Especially to the people who attend the meetings and participate, the take-home value of membership is clear.

wednesday	thursday	friday	saturday
1	2	3	4
Truss Technician Training Level I Live • Madison, WI			
All Saints Day			
8 North Carolina Chapter Mtg	9 Wisconsin Chapter Mtg		
15 Capital Area Chapter Mtg	16 Minnesota Chapter Mtg South Florida Chapter Mtg	17	18
22	23 Thanksgiving Day	24	25
29	30	Notes	

Education & Outreach

Building Relationships to Improve Understanding of Our Industry


Many WTCA Members and Chapters have been offering educational programs and plant tours for years. In 2006, the WTCA Board of Directors formalized these activities with two resolutions asking that all chapters designate Fire Service and Legislative Relations Chairs to facilitate plant tour oriented educational efforts.

The Board of Directors of WTCA resolves to:

- Request that each of our WTCA Chapters designate a Legislative Relations Chair, who will be the point of contact within the chapter on all legislative issues; and
- Request that each of our WTCA Chapters strive to schedule and host a minimum of two plant tours each year for federal, state or local elected lawmakers.

The Board of Directors of WTCA resolves to:

- Request that each of our WTCA Chapters designate a Fire Performance of Structural Building Components (SBC) Chair who will be the go to person for the chapter on these issues.
- Train the Fire Performance of SBC Chair so that they are up to speed on all of the issues.
- Request that each of our WTCA Chapter/WTCA teams develop a detailed database of the fire service organizations in their chapter marketplace with key fire service training contacts.
- Request that each of our WTCA Chapter/WTCA teams work with these groups to hold one truss plant tour every six months.
- Request that, as WTCA is contacted by members of the fire service who have questions about the safety of building components, our Fire Performance of SBC Chair will work with our WTCA Chapter/WTCA team to develop a stronger relationship with these members of the fire service by making a personal phone call, setting up a component plant tour, visiting the fire service member, and providing the fire service member with our latest set of fire performance of trusses information.



“Observing the process of how trusses are actually constructed was very helpful to me. The level of quality control that the plant workers put in was phenomenal. When I saw a pile of lumber that didn’t make the grade, it caught my attention and I realized there is a whole lot of QC that goes into the manufacturing process that I never knew before.”

—Ron Siarnicki, National Fallen Firefighters Foundation

Success in Portland: Fire Service Awareness Tour

WTCA and its Western Chapter (WCMA) were pleased to participate in an AF&PA program for the U.S. Fire Administration in February. Sponsoring a truss plant tour, a jobsite tour and handout materials for the attendees, this was a first-hand chance to educate and inform the fire service professionals who are responsible for developing the training curricula for their industry. This opportunity to represent the structural building components industry and provide clear information was priceless.



Plant Tours Are Easy Because You Know Your Business

Ideal Audiences for Plant Tours

- Architects and specifiers
- Builders and contractors
- Building inspectors
- Customers
- Fire service professionals
- Legislators and government officials
- Students and educators

Ways to Improve Knowledge of the Structural Building Components Industry

- Providing manufacturing plant tours
- Supplying complementary access to Truss Knowledge Online (TKO) programs
- Donating publications to high schools and technical or community colleges
- Attending other association meetings, such as HBAs and code groups
- Participating in tradeshow and seminars

Some Examples of the Groups Educated by WTCA Chapters in 2006

- Association of Minnesota Building Officials (MN)
- Atlantic Builders Convention (NJ)
- Cincinnati Fire Department (OH)
- Elkhart County Builders Association (IN)
- Finger Lakes Building Officials Association (NY)
- Gulf Coast Building Officials (FL)
- Home Builders Association of Louisville (KY)
- Idaho Building Officials Conference (ID)
- Indiana Association of Building Officials (IN)
- Iowa Fire Service Training Bureau: Winter Fire School (IA)
- Johnson County Building Officials (MO)
- Kentucky Building Inspectors (KY)
- Manatee County Engineers (FL)
- New Hampshire Housing Authority (NH)
- Southern Tier Building Officials Association (NY)
- North Carolina State Firemen's Association (NC)
- Ohio Building Officials Association (OH)
- Rutherford County Code Officials Association (TN)
- Sarasota County Building Inspectors (FL)
- Structural Engineers Association of California (CA)
- Tri-County Construction Code Association (NJ)
- Village of Forest View Fire Department (IL)
- Pennsylvania Building Officials Conference (PA)



Tim Rouch

WTCA Board Member from California, Gang-Nail Truss Co., Inc. • Visalia, CA

1. How is WTCA helping you educate your marketplace, especially when it comes to sensitive issues like the fire performance of our products?

WTCA is always ahead of the curve and fire issues are no exception. WTCA is anticipating reactions and develops information to ensure that accurate assumptions are made by firefighters and our industry. This educational contribution is really significant.

2. How is the California Chapter responding to the WTCA Board resolution on establishing a Fire Service Relations Chair?

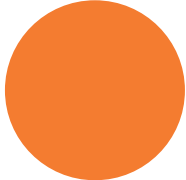
In California, we're going to designate an individual to learn how to do the fire presentations/truss plant tours and have him go to the agencies up and down the state and educate. I don't perceive a current threat in California, but at the same time I want to take WTCA's example and let's make sure that it's not there. Why not share our views and make sure there aren't any concerns, rather than just assuming that we have no problems in our state.

3. Why are plant tours such a good educational tool?

I don't think that most people appreciate the complexity of what it is that we do. When people can see you take a couple of hundred pieces of all different shapes, sizes, lengths and angles, and put them together into truss configurations, they have a greater appreciation for the product. It looks simple on the jobsite, but we all know that it's not. If individuals have an understanding of the procedures, and the exactness, and the preciseness of how we handle things and why we do what we do, then they'll have more confidence. When they understand the effort that is put into something, it's got a greater effect on their ability to have confidence in it.

4. Why should more component manufacturers offer plant tours?

Most truss manufacturers that I know are very proud of their installations, and what better opportunity to demonstrate that than to share that information with the building officials that are in effect judging and grading the product that you're putting on your customers' walls.



“Nearly all men can stand adversity, but if you want to test a man’s character, give him power.”

—Abraham Lincoln

December 2006

sunday	monday	tuesday
Notes		
3	4	5 Illinois Chapter Mtg
10	11	12 Colorado Chapter Mtg
17	18	19
24	25	26
31 New Year’s Eve	Christmas Day	Kwanzaa Begins Boxing Day (Canada)

NOV 2006

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JAN 2007

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28	29	30	31			

wednesday

thursday

friday

saturday

1

2

6

7

8

9

Truss Technician Training Level II Live • Madison, WI

Missouri Chapter Mtg
West Florida Chapter Mtg
Pearl Harbor Day

13

14

15

16

Southwest Florida Chapter Mtg

Michigan Chapter Mtg

Chanukah Begins

20

21

22

23

Winter Begins

27

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Cold Formed Steel Council

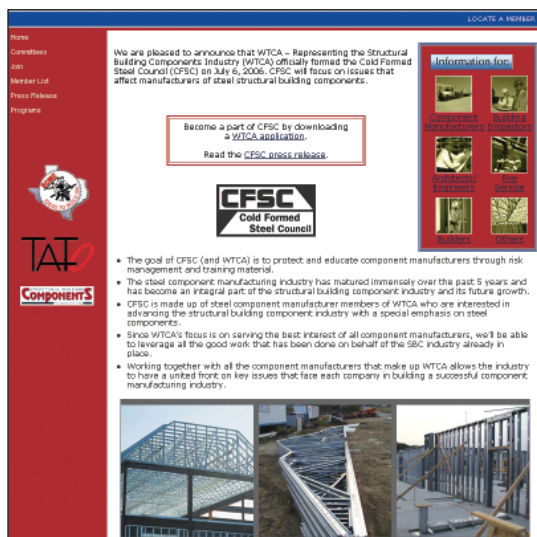
Representing All Structural Building Component Manufacturers through WTCA

In July, the WTCA Executive Committee decided to proceed with creating a Council concept and template to better serve membership needs with all of the raw materials and products they buy and sell. Each has similar yet certain unique needs that are best addressed by members who have a strong interest in being involved in the following areas:

- Cold Formed Steel
- Engineered Wood Products
- Truss Plates
- Design Software
- Lumber
- Machinery
- Connectors and Hangers
- Fleet and Shipping

Since there was a strong membership interest, the Executive Committee suggested that the Cold Formed Steel Council (CFSC) be one of the first beta groups to figure out how to make this concept work well for our membership and all future Councils that are created.

www.cfsc.sbcindustry.com



The goal of CFSC & WTCA is to create a fence of protection around component manufacturers through risk management and education.



CFSC Projects & Committees

- Membership Development
- Technical Issues
- **SBC** Article Writing
- Website Development

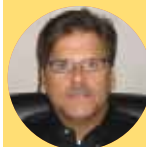
Publications & Programs Under Development

- Building Component Safety Information (BCSI)
- JOBSITE PACKAGES
- Truss Technology Workshops (TTW)
- Truss Technician Training (TTT)
- In-Plant CFSC QC



"The time is right to start CFSC. The market has matured over the past few years, and the cold formed steel business is here to stay. Being a wood and steel component manufacturer, we know intimately that our business is not a wood versus steel business; it is truly a component manufacturing business. Wood components and steel components are very complementary product lines for us—we're really all simply in the building component business."

—Joe Odgers, Bama Truss & Components, Shelby, AL



Joe Odgers
WTCA's CFSC Co-Chair
Bama Truss & Components • Shelby, AL

1. What is the goal of CFSC?

The goal of WTCA's Cold Formed Steel Council is to work as closely together as possible so that there is a united component manufacturer front as we educate and move the component manufacturing industry forward.

2. Why is it important that CFSC be a part of WTCA?

We're all component manufacturers, and we need to be united and take advantage of the huge gains WTCA has already made on a lot of the key issues that we all face. It just makes sense for all component manufacturers to join together because the key to the success of our businesses and our industry is not based on the raw material we use for a given project. It is much bigger than that.

3. What projects are planned for CFSC? What products and services are being developed?

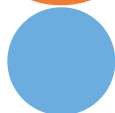
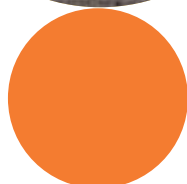
First off our goal is to immediately add members to the Cold Formed Steel Council. We think it's important to show strength in numbers. Next, we want to update a lot of the information that's already available to us via WTCA, such as all of the online training, BCSI, Truss Technology Workshops and so forth. Since 80 to 90 percent of the content is geared to our industry's need it will not take much to make them cold formed steel friendly, so to speak.

4. Where do you see CFSC heading in the next year? Next decade?

I believe that this is probably the single most important thing that's happened in the cold formed steel business since Bama Truss has been in this business. We believe that the component market has matured and that the cold formed steel component manufacturing business is here to stay. We believe that if we join together, united, and know that we're all in this business together as component manufacturers, then we can discuss and manage all of our issues within WTCA. Bringing fresh and different perspectives to the table can only help the component manufacturing industry to grow more.



January 2007



“Leadership and learning
are indispensable to
each other.”

—John F. Kennedy

DEC 2006						
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sunday	monday	tuesday
	1 New Year's Day	2
7	8	9
14	15 Martin Luther King, Jr. Day	16 Central Florida Chapter Mtg
21	22	23 Mid South Chapter Mtg
28	29	30

wednesday	thursday	friday	saturday
3	4	5	6
10	11	12	13
Truss Technician Training Level I Live • Madison, WI			
Capital Area Chapter Mtg Iowa Chapter Mtg			
17	18	19	20
Arizona Chapter Mtg Northeast Chapter Mtg	New York Chapter Mtg North Florida Chapter Mtg South Florida Chapter Mtg Southern Nevada Chapter Mtg Texas Chapter Mtg	Alpine Educational Workshop • Orlando, FL	Alpine Educational Workshop • Orlando, FL Muharramn/New Year
24	25	26	27
Truss Technician Training Level II Live • Madison, WI			
	Alabama/Georgia/Kentucky/ Tennessee Joint Chapter Mtg		
31	Notes		
Truswal National Manufacturers Conference • Puerto Vallarta, Mexico			

Education & Information Online

Providing Education & Tools
for WTCA Members & the Marketplace

TRUSS KNOWLEDGE ONLINE

Everything you need from
hiring to advanced training

TATO

TMO
TRUSS MANUFACTURING
ORIENTATION

WTCA Truss
Technician
Training
Stay Sharp with the Technical Edge

- **Technical Assessment Tests Online (TATO)**
Evaluate job candidates as well as assess employee skill sets
- **Truss Manufacturing Orientation (TMO)**
Ideal for teaching sales and office staffs about our businesses and industry
- **Truss Basics**
An introduction to design and fundamentals
- **Truss Technician Training Level I (TTT I)**
Still our most popular course on truss design, allows for certification too
- **Truss Technician Training Level II (TTT II)**
An additional level of certification for more advanced technicians
- **Truss Technician Training Level III (TTT III)**
For addressing analytical questions and applications

Enrollment Statistics (As of 9/5/06)

	TTT I Certified	TTT II Certified	TTT III Certified	TATO 1 Purchased	TATO 2 Purchased	TATO EWP Purchased
1996	28	1				
1997	91	18				
1998	216	54				
1999	215	47				
2000	236	114	61			
2001	120	81	35			
2002	98	52	15			
2003	166	20	15	96		
2004	235	67	7	337	41	61
2005	316	76	27	386	124	39
2006	280	105	31	511	94	13
Total	2,001	635	191	1,330	259	113





Covering important industry topics including:

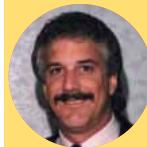
- Specifying and Designing with Structural Building Components
- Field Issues – Installing, Bracing and Inspecting Components
- Building Components in the Building Codes
- Fire and Wood Trusses

Courses designed for:

- Building and home inspectors
- Fire officials
- Builders, contractors and framers
- Industry suppliers
- Component manufacturers

WTCA Online at
www.sbcindustry.com

In addition to the educational programs, remember that the website is a great source of information in many areas! Search the membership listing for suppliers, browse the shopping cart for publications, register for WTCA meetings, participate in online forums, and, of course, check out all of the technical information available at your fingertips.



Ken Cloyd
 WTCA Marketing Committee Chair
 California Truss Company • Perris, CA

1. What is the biggest challenge of being Marketing Committee Chair?

Being Marketing Chair for this organization, for I think close to 10 years now, and watching the development of all of the different products and courses that we have, from BCSI to Truss Knowledge Online, it's just hard to keep track. I'm not even fully aware yet of all the new programs that are coming out. It used to be a program that we would introduce would take a year or two for it to come to fruition. Today, staff is getting these products developed in 3 to 6 months and I'm amazed at how fast some things have come out that so are vital to helping each member grow their businesses and our industry overall.

2. What is the next new program that component manufacturers should keep an eye on in 2007 and beyond?

Our newest marketing program is called SCORE: Structural Component Operations Reaching for Excellence Certification Program.

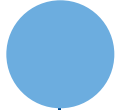
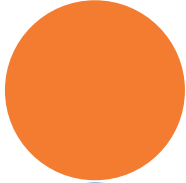


Key SCORE concepts:

1. The goal of SCORE is to provide a process by which companies can take advantage of the programs that they are using to protect and advance their individual businesses and develop a marketing/branding strategy that is unique to their companies.
2. The Marketing Committee believed that it was important to provide a vehicle for companies making a commitment to excellence. This certification will help them set themselves apart.
3. SCORE is purely a voluntary program that all component manufacturers can choose to use if it fits their company marketing and growth strategies.
4. SCORE is driven by component manufacturers desiring to let the market know what they are doing to strive for excellence as a company.
5. SCORE certification can help communicate the message that your company cares about its work and its customers. Through SCORE, you can make it clear that your company values the process of continual improvement, and the education of employees, customers, building designers and building officials.
6. Simply by doing what they already do – taking advantage of WTCA programs such as Truss Technician Training, In-Plant WTCA QC and Operation Safety as well as using WTCA publications and JOBSITE PACKAGES – companies can earn SCORE certification.



February 2007



“Never doubt that a small group of thoughtful, committed citizens can change the world. Indeed, it is the only thing that ever has.”

–Margaret Mead

sunday	monday	tuesday
Notes		
4	5	6
Truswal National Manufacturers Conference • Puerto Vallarta, Mexico		
11	12	13
	Lincoln's Birthday	
18	19	20
	President's Day	Mardi Gras
25	26	27

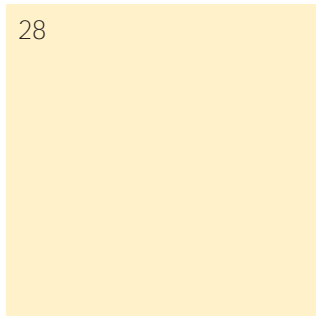
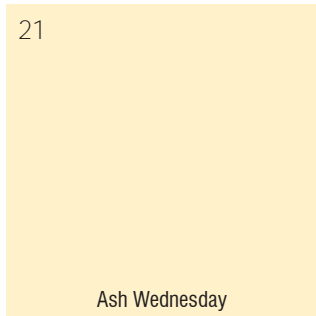
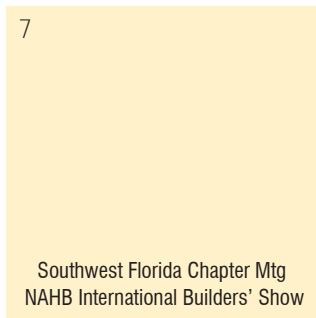
JAN 2007

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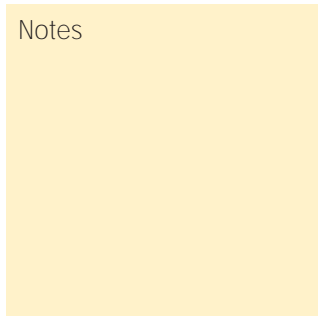
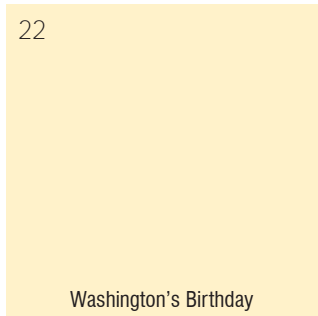
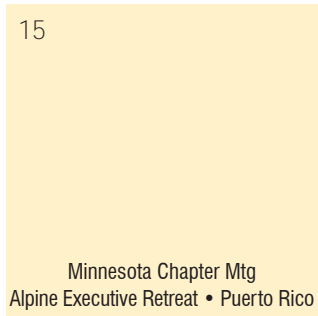
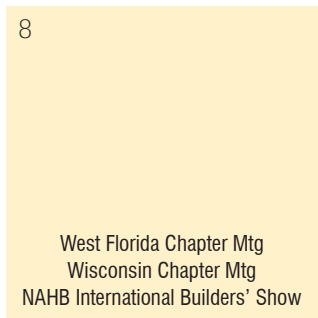
MAR 2007

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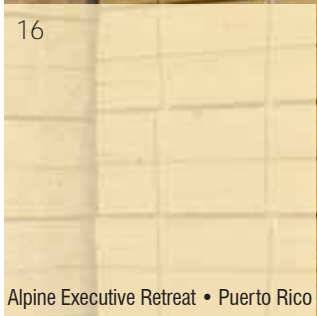
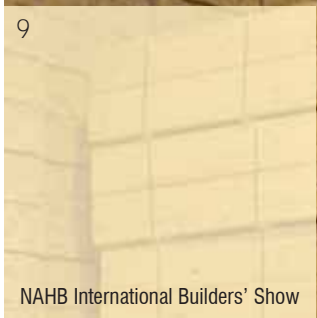
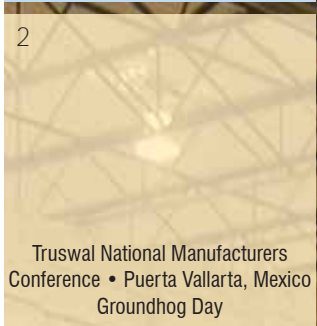
wednesday



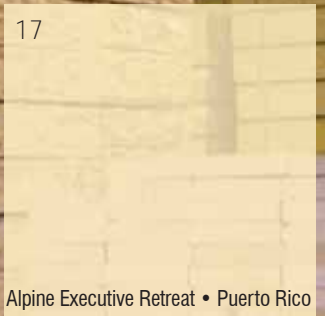
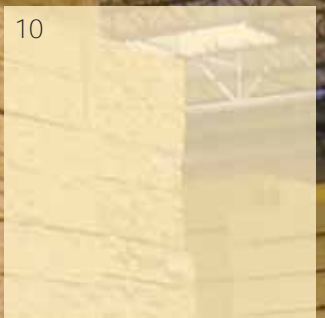
thursday



friday



saturday



Lumber Trading Data

Become a Better Lumber Buyer



LUMBER TRADING DATA

- Building a resource to help manufacturers make purchasing decisions based on better information and thereby have more control over their businesses
- Tracking volume and price data for purchases of lumber, structural composite lumber (SCL) and panel products exclusive to the structural building components industry

Participation is easy!

Simply provide data on:

- What your company buys
- When you bought it
- How much you purchased
- What it cost
- Any freight costs

Custom search features:

Search for only the lumber and panel products that interest you.

Charting features:

LTD's charts are easy to read and clearly display volume and purchase price data. The system also compares averages to the main species cost.

Security:

When data is entered into the system, it is reported to participants while maintaining everyone's confidentiality in all transactions.

LTD Results

- **Find out** actual industry average purchase prices for the products we buy everyday
- **Find out** the daily or weekly volume of products our industry produces
- **Compare** the price you pay for products with the industry average price
- **Track** industry averages, both historical and current price and volume trends
- **Benchmark** your company's historical purchasing performance



Take the LTD Quiz

1. Do volatile lumber and panel prices negatively impact your bottom line?
☐ yes ☐ no
2. Would you like to know the range of prices other component manufacturers are paying for the lumber and panel products they buy?
☐ yes ☐ no
3. Would you like to get actual, real-time data on lumber and panel purchase prices?
☐ yes ☐ no
4. Would you like to track past and current trends in component manufacturer-specific lumber and panel product purchase prices?
☐ yes ☐ no
5. Do you believe you will be a more intelligent buyer if you have more knowledge about the actual purchase prices your peers are paying for lumber and panel products?
☐ yes ☐ no

If you answered "yes" to any of these questions, you're an ideal candidate for LTD!

"LTD is in its infancy. The value of information depends directly on the number of trades represented, so we need as much participation from component manufacturers as possible to make this an effective tool for everyone."

—Dan Holland,
Clearspan Components, Inc.
Meridian, MS



Dan Holland
2004 WTCA President
Clearspan Components • Meridian, MS

1. What will the Lumber Trading Data (LTD) program accomplish?

Our goal with the LTD program is to provide WTCA membership with accurate and unbiased information about real lumber and panel trades so that participants can make informed buying decisions. Our concept is modeled after the reporting services available for publicly traded stock, where real-time information is essential to making good stock purchase decisions. The same concepts apply to lumber, SCL and panel purchases. When participants view data, they can also see key comparisons to their own purchasing activity, which improves knowledge and therefore improves decision making.

2. You've been an advocate for developing the LTD program since you were WTCA President in 2004. Why is this program important to you?

Fundamentally, our business is buying and selling wood. If we don't do that well, we won't be in business very long – but we don't put a lot of effort into becoming better buyers. LTD is different from other programs because it focuses on the demand side of the market. We are developing a reporting tool to aid us in purchasing what is typically 45 to 55% of the cost of our goods. If this tool helps us achieve just a 1% difference, that is a huge gain. Improving your material cost by 1% translates into a .5% profit – and that savings is directly reflected in your bottom line.

3. Why should all members participate in LTD?

LTD is in its infancy. The value of information depends directly on the number of lumber trades represented, so we need as much participation from component manufacturers as possible to make this an effective tool for everyone. Anyone not participating needs to ask themselves: what is the downside to participating and how can having more information about purchasing your raw materials be anything but a very good thing? Then, the answer is obvious – everyone should participate in LTD because more participation means better knowledge, and that knowledge can then be put to use in your business. There is no risk to participating and at this stage there is no direct cost. It's so obviously useful, I can't imagine anyone not wanting to participate.



wednesday	thursday	friday	saturday
	1	2	3
7	8 Michigan Chapter Mtg Missouri Chapter Mtg Alpine Educational Workshop • St. Charles, MO	9	10
14 California-North Chapter Mtg Iowa Chapter Mtg North Carolina & South Carolina Joint Chapter Mtg	15 South Florida Chapter Mtg	16	17 St. Patrick's Day
21	22	23	24
WTCA Annual Workshop & Conference • Las Vegas, NV			
28	29	30	31 Prophet's Birthday

Building Component Safety Information

The Industry Standard for Handling,
Installing, Restraining & Bracing



Guide to Good Practice for Handling, Installing, Restraining & Bracing of Metal Plate Connected Wood Trusses

Developed by WTCA and the Truss Plate Institute (TPI), BCSI represents a broad base of consensus on industry practices.

In 2006, BCSI underwent an extensive update process, incorporating even more information than the groundbreaking original document in 2003.

BCSI fulfills these needs:

- Risk Management
- Industry Education
- Duty to Warn
- Construction Safety

B-Series Summary Sheets

www.sbcindustry.com/bcsi.php



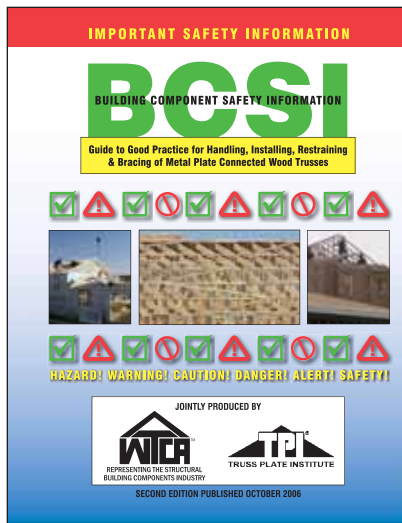
The sections of the BCSI booklet are available as B-Series Summary Sheets. Each Summary Sheet condenses the information contained in the corresponding section of BCSI into a few pages that emphasize the main points using a graphical representation of the text as fully as possible. The B-Series Summary Sheets include:

B1 - Guide for Handling, Installing, Restraining & Bracing of Metal Plate Connected Wood Trusses
B2 - Truss Installation & Temporary Restraint/Bracing
B3 - Permanent Restraint/Bracing of Chords & Web Members
B4 - Construction Loading
B5 - Truss Damage, Jobsite Modifications & Installation Errors

B7 - Temporary & Permanent Restraint/Bracing for Parallel Chord Trusses*
B8 - Using Toe-Nailed Connections to Attach Truss at Bearing Locations*
B9 - Multi-Ply Girders*
B10 - Post Frame Truss Installation & Temporary Restraint/Bracing*
B11 - Fall Protection and Wood Trusses*

All BCSI summary sheets are viewable online at www.sbcindustry.com/bcsi.php.

*These Summary Sheets were specifically created for special conditions that are encountered during the truss installation and bracing process.



BCSI on Bracing

BCSI now has an even greater focus on permanent bracing and B3 was revised extensively. In addition, the project represents a commitment by WTCA and the National Council of Structural Engineers Associations (NCSEA) to provide industry standard permanent bracing details given our work together on an IBC code change that was intended to put a great spotlight on the fact that Continuous Lateral Bracing (CLB) designated on the Truss Design Drawing is not bracing but is really Permanent Individual Truss Member Restraint (PITMR). PITMR must be braced using diagonal bracing. There is also an increased emphasis on the dangers that exist if the proper temporary and permanent bracing is not accomplished for buildings having clear spans of greater than 60 feet. (See samples of BCSI graphics below.)

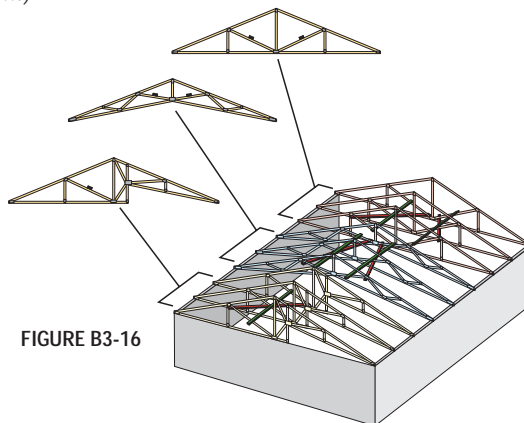


FIGURE B3-16

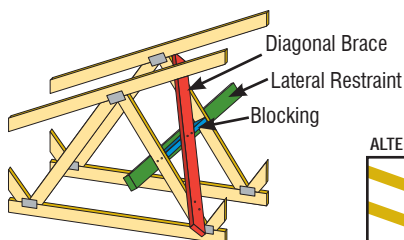


FIGURE B3-17

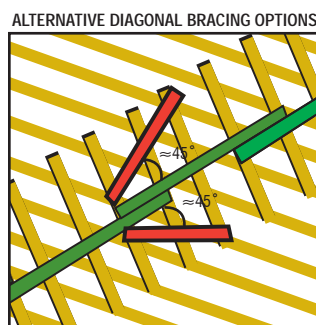


FIGURE B3-15



Bob Dayhoff
WTCA Engineering & Technology
Committee Chair • Shelter Systems
Limited • Westminster, MD

1. When Building Component Safety Information (BCSI) debuted in 2003, did you realize how quickly it would become the industry standard?

The BCSI guide has done more for the industry's well being in a shorter time period than any publication I am familiar with.

2. What improvements have been made based on user feedback and Committee review?

Better diagrams speak pages in any language, and the 2006 update has done a magnificent job in depicting many of the handling, installing and bracing issues.

3. What new information is in this latest version?

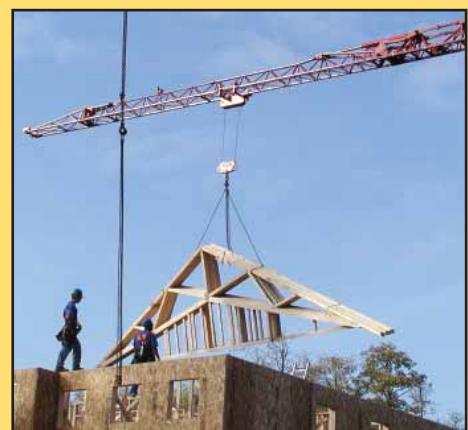
Great additions have been made in all areas, but my favorite is the effort put into the Long Span Truss section, a very critical topic for anyone involved in the design of a large clear span area. The safety information included with this topic will save lives and help many who are unaware of how differently long span trusses act from your typical single family common span.

4. Why should all building codes reference BCSI?

As you can glean from the title, safety is the key component and that is what building codes are all about.

5. Why should all component manufacturers use BCSI?

An obvious reason to use BCSI is to gain insight from some proven methods. The investment of time, energy and effort into the BCSI by a consortium of experienced professionals is also a huge advantage for anyone associated with the industry.





April 2007



"People forget how fast
you did a job—but they
remember how well
you did it."

—Howard Newton

sunday	monday	tuesday
1 April Fool's Day Palm Sunday	2	3 Passover
8 Easter	9	10
15	16 SBC Legislative Conference • Washington, DC	17
22 Earth Day	23	24 Mid South Chapter Mtg Tennessee Chapter Mtg
29	30	

MAR 2007

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MAY 2007

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20	21	22	23	24	25	26
27	28	29	30	31		

wednesday

4

11

Capital Area Chapter Mtg
Southwest Florida Chapter Mtg

18

SBC Legislative Conference

25

Arizona Chapter Mtg
Georgia Chapter Mtg
Northeast Chapter Mtg
Administrative Professionals Day

Notes

thursday

5

12

Alabama Chapter Mtg
West Florida Chapter Mtg

19

Texas Chapter Mtg

26

New York Chapter Mtg
North Florida Chapter Mtg
Southern Nevada Chapter Mtg

friday

6

Good Friday

13

20

27

saturday

7

14

21

28



WTCA Technical Notes

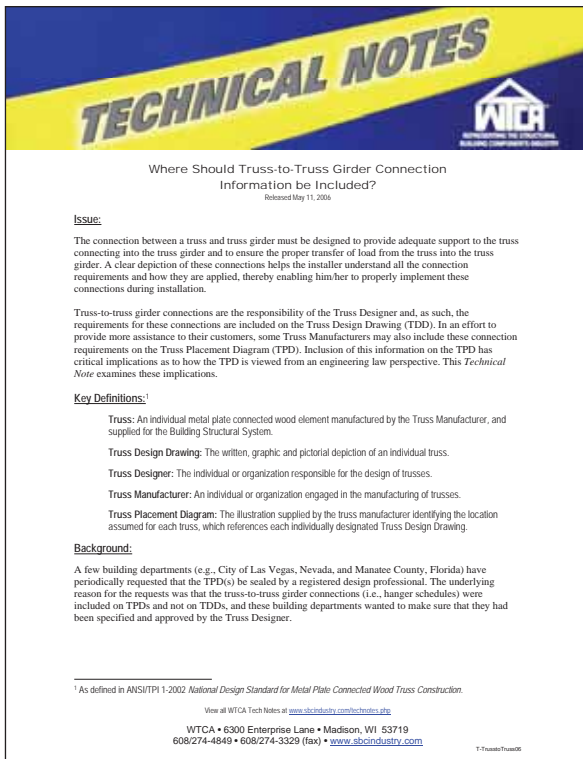
Peer-Reviewed Documents Clearly
Stating Industry Positions

Developed in partnership with WTCA chapters, WTCA *Technical Notes* address pertinent issues and offer position statements to some frequently asked questions that component manufacturers face on a daily basis. From their development in March to September 10, 2006, 38 *Tech Notes* were posted online.

www.sbcindustry.com/technotes.php



The goal of WTCA Tech Notes is to clarify code issues and help educate the marketplace for structural building component manufacturers.



Information at your Fingertips

Referencing specific information:

- Existing code language
- Industry design standards
- State laws

By defining our position as clearly and possible and referencing existing code language, design standards and state law, *Tech Notes* provide a solid foundation that is credible.

Addressing pertinent issues on state, local and national levels:

- Design responsibilities
- Sealed placement diagrams
- Building code interpretation
- Bracing issues
- Jobsite handling and installation

Providing education for:

- Architects and engineers
- Builders
- Building officials
- Component manufacturers, including technicians, salespeople and managers



Dean DeHoog
WTCA Board Member from Michigan
Trussway, Ltd. • Sparta, MI

1. In the Michigan Chapter, what issues have you seen approached through the *Tech Note* process?

Our chapter has used *Tech Notes* for many situations, but the biggest issues deal with scope of responsibility relating to trusses and components. Often, an architect or designer will put notes on his plans to deflect more work and responsibility away from himself in hopes that the truss manufacturer will miss it. Special inspections, bracing and scope issues have all been dealt with this way.

2. In addition to the *Tech Notes* specifically for the Michigan market, how are the national *Tech Notes* beneficial?

There is more clout when the architect or designer sees that this is an industry standard that has been dealt with nationally. It is not merely a Michigan issue, but dealt with for the entire country.

3. What makes WTCA *Technical Notes* such a good resource?

Tech Notes are great learning tools for employees of truss companies and also a great way to pass on advice or solve problems for the builders in the field.

4. Why is it important that this information be available free online?

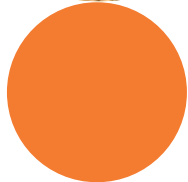
Having *Tech Notes* available for free download saves the designers and sale reps having to carry all of the hard copies. People wanting to use the resource can be referred online.

5. What do you predict for the future of the *Tech Note* process?

Good question. When issues arise that architects and designers aren't accustomed to solving, they may try to shift responsibility over to the truss company and write the design documents in such a way that the truss companies are expected to take the responsibility. It may come to the point where one day many truss manufacturers will have registered architects and PE's on staff to accept the added responsibilities, handle them professionally and, most of all, charge for the services in addition to the price charged for the trusses. The architects and engineers who don't want to handle these issues may inadvertently be working themselves right out of a job.



May 2007



"Real success is finding
your lifework in the work
that you love."

—David McCullough

sunday	monday	tuesday
Notes		1
6	7	8
		California-South Chapter Mtg
13	14	15
Mother's Day		Central Florida Chapter Mtg
20	21	22
27	28	29
	Memorial Day	

APR 2007

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29	30					

JUN 2007

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24	25	26	27	28	29	30

wednesday

2

9

California-North Chapter Mtg

16

23

Shavuot

30

thursday

3

10

Mid Atlantic Chapter Mtg
Wisconsin Chapter Mtg

17

Minnesota Chapter Mtg
South Florida Chapter Mtg

24

31

friday

4

11

18

25

Notes

saturday

5

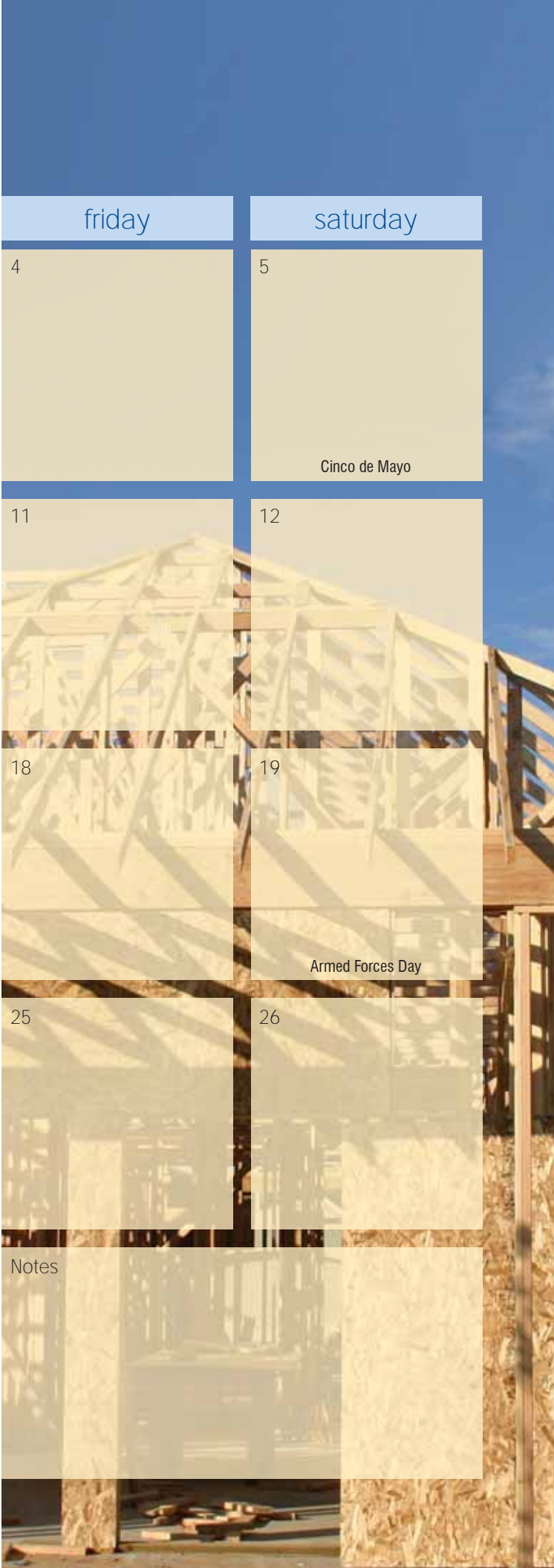
Cinco de Mayo

12

19

Armed Forces Day

26



Business Management Assistance

Helping You Manage All of Your Operations

Business Management programs in many areas:

- Plant safety
- Insurance
- Employment and staffing
- Financial decision-making

Approved Insurance Broker Program

- Educating broker partners on our industry
- Facilitating lower insurance premiums
- Providing better insurance coverage



www.sbcindustry.com/insurance.php



Operation Safety

- Checklists for tracking your safety performance
- Binders, handbooks and posters to educate your employees
- Available in English and Spanish
- Forklift certification in addition to plants

www.wtcatko.com/safety.php

WorkForce Development

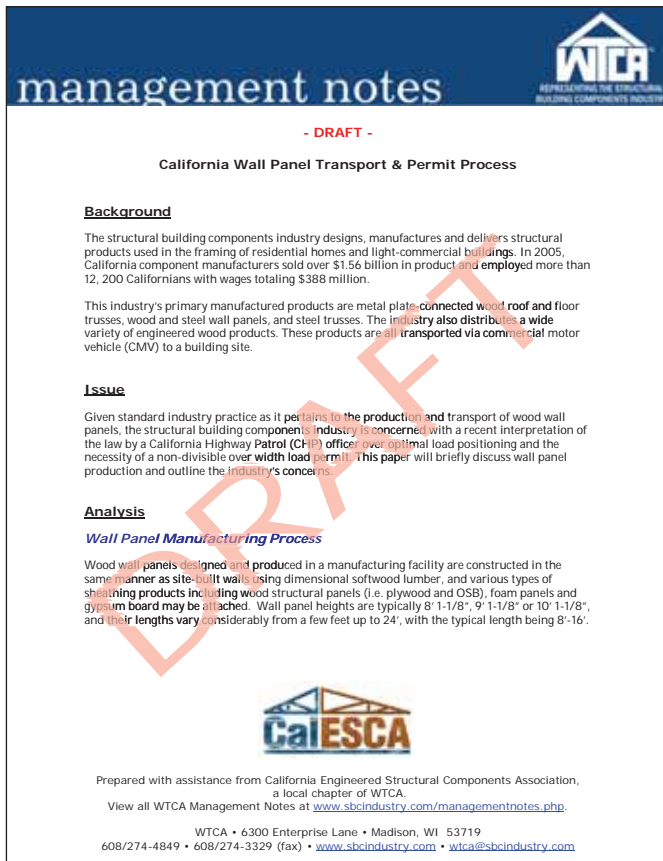
wfd.sbcindustry.com



- Post jobs
- Search résumés
- Address your labor issues
- Available to WTCA Members only

Organizations Contacted in WFD Outreach

- Nation's JobBank
- US Department of Labor Business Relations Group
- National Association of Workforce Development Boards
- ITT Technical Institute
- Madison Area Technical College



WTCA Management Notes

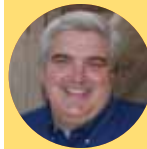
Begun in August 2006, *Management Notes* will provide a quick source of information to address a multitude of business management issues. From records retention to transportation issues, sawdust generation to contracts, *Management Notes* will help keep your business on track.

Financial Performance/ Wage & Benefit Surveys

- Evaluate your company's performance with industry benchmarks
- Compare your compensation profiles to regional averages
- Measure your business by the numbers

Coming Soon

- Transportation Manager & Driver Training Certification Program
- In-Plant Basic Training Program



Ben Hershey
WTCA Management Committee Chair
Alliance TruTrus, LLC • Tolleson, AZ

1. What elements were added to Operation Safety this year?

This year, the **Operation Safety** program has been enhanced by adding forklift certification, and we are starting to do certain things with in-plant employee training to enhance what you're doing in your operation. The Operation Safety program continues to grow as more people use it and recognize that it is great program encompassing everything you do in your operation. We are going to be adding some elements for trucking too.

2. Why should more members participate in our annual surveys: Wage & Benefit and Financial Performance?

We invite everybody to participate in these surveys because it really gives you the opportunity to share, not only what your information is for comparison purposes, and obviously that's kept very secure, but it gives you a good idea how the industry as a whole is performing. So if you're looking at questions such as, are you paying designers on the average of what everybody else is paying, or what are your ratios as compared to others in your financial statements each month, then you can find the answers in the survey results. This information gives the industry an idea of what everybody's doing, but also it allows you to fine tune those areas in your company that you want to improve each year. You are able to benchmark your performance as compared to industry averages, too.

3. What would you like members to know about WTCA's Approved Insurance Broker Program?

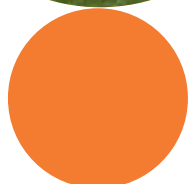
The approved insurance broker program continues to grow each year. What we've seen from WTCA members who have participated and used those approved brokers is that they've been able to address a lot more of their risk management issues and really work with a group of brokers who understand what our industry does. So you're not working with somebody who says "I don't even know what a truss is, how am I going to insure you?" Here's a group of brokers who have taken the time to learn our industry and what we do with various risk management issues including safety and quality control.

4. How has WorkForce Development (WFD) progressed this year?

The WorkForce Development program has continued to grow this year and we encourage our component manufacturer members to post the jobs that they have available on the WFD site. It really allows people outside of our industry to see, not only what the jobs are that we have available, but that they can build a career in our industry and have a long-term good-paying job. We want to invite that new blood into our industry. WTCA staff has also done a good job of going out to schools, like ITT and other technical institutes and schools in your areas, and encouraging them to invite their graduating students to post resumes on the WFD site. That way, we can see the students available to hire – they've been trained in an area that is valuable to us, and then certainly we can train them further about our industry.



June 2007



"No pessimist ever
discovered the secret
of the stars or sailed
an uncharted land, or
opened a new doorway
for the human spirit."

—Helen Keller

MAY 2007

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JUL 2007

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sunday

monday

tuesday

Notes

3

4

5

Illinois Chapter Mtg

10

11

12

Colorado Chapter Mtg

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Father's Day

South Carolina Chapter Mtg

24

25

26

wednesday	thursday	friday	saturday
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6	7 Missouri Chapter Mtg	8	9
13 Iowa Chapter Mtg Southwest Florida Chapter Mtg	14 Michigan Chapter Mtg West Florida Chapter Mtg Flag Day	15	16
20 North Carolina Chapter Mtg	21 Texas Chapter Mtg Summer Begins	22	23
27	28	29	30

Online Risk & Liability Management

The Information Every Component Manufacturer Should Know

Online Risk
and Liability
Management

ORISKTM

Kent Pagel is the president and senior shareholder of the Houston, Texas law firm of Pagel, Davis & Hill, P.C. He has represented truss manufacturers for more than 20 years and has served as WTCA's National Counsel for more than 12 years. Many in the industry have attended his one-day seminars, which only scratch the surface of the content that is included in ORisk.

Consider ORisk Training for:

- Company Owners
- Company Managers
- Employees Handling Insurance
- Employees Handling Sales
- Employees Reviewing Contracts
- All Staff Interacting with Customers

In 2006, several chapters welcomed Kent at their meetings to hear him present on how to successfully negotiate customer contracts and give them a glimpse of the ORisk program.

ORisk Tracks at a Glance

www.sbcindustry.com/orisk.php

Risk Management 101

This track explains why it is important for manufacturers to have a comprehensive risk management program, how to build a culture of risk management and what are effective risk management techniques.

Insurance 101

Concepts covered in this track are insurance fundamentals, the major players involved in an insurance policy, types of insurance policies manufacturers ought to consider and how to read a policy.

Customer Contracts: Bidding & Terms & Conditions of Sale

This track applies the fundamental concepts of customer contracts to the component manufacturer's bidding process. Throughout the track, sample contract language - taken from

real bids - is presented to demonstrate provisions that are both effective and dangerous for the manufacturer.

Customer Contracts: Risk Transfer Provisions

This second contracts track explains why builders transfer risk to the manufacturer in their contract forms and the most common provisions used to do so are shown. Provisions covered in this track are primarily indemnity and insurance requirements.

Customer Contracts:

Successfully Negotiating a Customer Contract

The third track in this sequence of customer contracts instructs the user how to review, negotiate, approve and execute contracts.

Take the ORisk Quiz

Risk Management Knowledge Assessment:

1. Do you understand the sources and common types of risks that your company faces?

☐ yes ☐ no

2. Do you know what to do if your company is sued?

☐ yes ☐ no

3. Do you fully understand the concepts of contracts, warranties, negligence and product liability, and the risks associated with them?

☐ yes ☐ no

Insurance Knowledge Assessment:

1. Do you know the types of claims covered by insurance and those claims not covered by insurance and why?

☐ yes ☐ no

2. Do you know whether your company can comply with a customer's request for \$2 million occurrence and aggregate limits, waivers of subrogation, professional liability coverage, and a "your work" additional insured endorsement?

☐ yes ☐ no

3. Do you know the drivers that determine insurance premiums and what your company can consider to reduce premium expenses?

☐ yes ☐ no

Customer Contracts & Negotiation Knowledge Assessment:

1. On each sale, do you effectively limit your design responsibilities to be in accordance with ANSI/TPI/WTCA 4-2002; and if not, do your customers agree with your scope of work and agree to pay you for the additional risk assumed?

☐ yes ☐ no

2. Do your product warranties clearly state: (1) the scope and duration of warranty; (2) the application of the warranty to only manufactured products; (3) the language required to disclaim implied warranties; and (4) a limit to the remedies of your customers in the event of a breach of warranty?

☐ yes ☐ no

If you answered "no" to any of these questions, your company would benefit from ORisk. Find out more today!



Rick Parrino
ORisk Subcommittee Member
Plum Building Systems, Inc. •
West Des Moines, IA

1. When did your involvement begin with ORisk: Online Risk and Liability Management?

I was on the subcommittee with Scott Arquilla and Gene Geurts that held a meeting at the WTCA office to go over the preliminary layout of ORisk. Some of this came about from us asking Kent to start a service to review contracts for us—his Risk Management Seminars were great, but the contracts were continually changing and the terms were becoming more confusing.

2. How does ORisk differ from Kent Pagel's live Risk Management Seminars?

ORisk can be reviewed at any time, and there is no travel involved. It's extremely convenient.

3. Why should all component manufacturers take advantage of the ORisk program?

I think more companies are injured by the unknown consequences of contracts than by miss-bids, OSHA or natural disasters. We are good at planning and training, but we often sign contracts we think we understand, that may say the opposite of what we thought they meant.

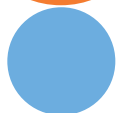
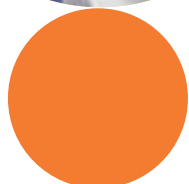
4. ORisk became available in September—was it worth the wait?

ORisk was well worth the wait. Being able to train future employees about risk management and liability avoidance best practices and understanding contracts in a simple format, and then quiz them on their understanding, will put us leaps ahead of most companies.





July 2007



“Opportunity is missed
by most people because
it is dressed in overalls
and looks like work.”

–Thomas A. Edison

sunday	monday	tuesday
1 Canada Day (Canada)	2	3
8	9	10
15	16	17 Central Florida Chapter Mtg Tennessee Chapter Mtg
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29	30	31 Mid South Chapter Mtg

JUN 2007

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AUG 2007

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wednesday	thursday	friday	saturday
<div>4</div> <div>Independence Day</div>	<div>5</div>	<div>6</div>	<div>7</div>
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Quality Assurance

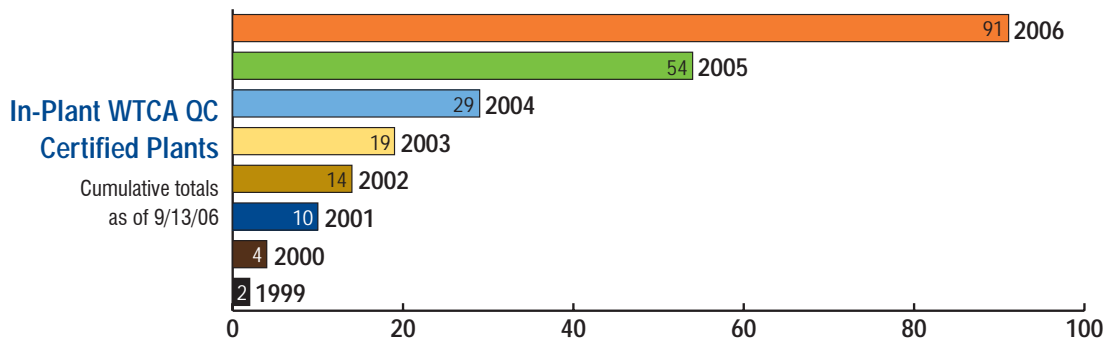
Improving Quality & Enhancing
Business Management



In-Plant WTCA QC:

- Track quality
- Reduce repairs
- Meet code compliance requirements
- Add value to your business

With quantifiable data driven QC, you are able to generate the information you need to benchmark your performance. By tracking the manufacturing process, you can see emerging problems before they become a crisis. Used properly, the payback to each of us is more than just helping you build a quality product, it is allowing you to solve manufacturing problems early.



Handheld
program available
for paperless data
entry and on-the-
spot calculations

[www.sbcindustry.com/
wtcaqc.php](http://www.sbcindustry.com/wtcaqc.php)

2006 Key QC Projects

- ANSI-TPI 1 Chapter 3 rewrite
- Software integration with plate suppliers
- In-Plant WTCA QC Version 4.2 update
- Updated In-Plant WTCA QC lumber inspection program

2007 QC Projects

- QC online training for inspectors and third parties including best practices
- In-Plant WTCA QC program for wall panels
- QC assembler training
- WTCA QC framing program for components

WTCA QC Certified Component Manufacturers

84 Components (13 plants: FL, IN, MD, NC, NJ, OH, PA, TN)
Allied Systems/Annandale Millwork Corporation (1 plant: VA)
AMT Truss (1 plant: HI)
Arnold Truss Company, Inc. (1 plant: FL)
Berks Products Corporation (1 plant: PA)
Best Homes, Inc. (1 plant: IL)
Bluegrass Truss Company (1 plant: KY)
Brunsell Lumber & Millwork (1 plant: WI)
Capital Structures, Inc. (1 plant: AR)
Carter-Lee Building Components Inc. (1 plant: IN)
Cascade Mfg Co (3 plants: IA)
Casmin, Inc. (2 plants: FL)
Clearspan Components, Inc. (1 plant: MS)
Concord Truss Company (1 plant: NJ)
Custom Component Company (1 plant: WI)
Dakota Craft, Inc. (1 plant: SD)
Eckman Building Components (1 plant: PA)
Engineered Building Design, L.C. (1 plant: IA)
General Building Systems, Inc. (1 plant: NV)
Glaize Components (3 plants: NC, VA)
Glendale Truss Industries (3 plants: AZ, NV)
Honsador Lumber Corporation (1 plant: HI)
Idaho Truss & Component Co. (1 plant: ID)
KA Components, Inc. (1 plant: IN)
Latco Structural Components (1 plant: AR)
Lumber Specialities, Ltd. (2 plants: IA)
Lumbercraft (1 plant: OH)
Northeast Panel & Truss, LLC (1 plant: NY)
Plum Building Systems, Inc. (1 plant: IA)
Quality Truss Co. (1 plant: OR)
Richco Structures (2 plants: WI)
Shelter Systems Limited (1 plant: MD)
Southern Components, Inc. (1 plant: LA)
STACC -- Scholl Truss and Component Company (1 plant: TX)
Stark Truss Company, Inc. (9 plants: FL, IN, KY, OH, SC)
Stock Building Supply, Inc. (10 plants: ID, IN, PA, TX, UT, WI)
Sun State Components, Inc. (3 plants: AZ, NV)
Tampa Hall Ltd (1 plant: ON)
Timberfield Roof Truss (1 plant: ON)
Tri-County Truss, Inc. (1 plant: WA)
Trus-Way, Inc. (1 plant: WA)
Trus-Way of Tri-Cities, Inc. (1 plant: WA)
Truss Systems, Inc. (1 plant: GA)
Truss Tech Inc. (1 plant: CT)
Trussway (2 plants: IN, MI)
United Building Centers (4 plants: IA, IN, WI)
US Components, LLC (1 plant: AZ)



Joe Hikel
WTCA QC Committee Chair
Shelter Systems Limited •
Westminster, MD

1. Why are record numbers of component manufacturing plants becoming In-Plant WTCA QC certified?

There are more than 90 certified plants largely because the I-codes require some type of certification and what better way to get certified that using the template that WTCA has put in place with In-Plant WTCA QC.

2. Will the trend continue into 2007 and beyond?

I believe the trend will continue. With the activity that's going on with staff today, there are at least 25 to 30 plants that are in process and more and more have interest every day. As the word gets out, it's going to continue to expand.

3. How has the design software integration project benefited the program?

The software integration project has saved lots of time in doing the inspections, as much as 15 to 20 minutes, with the first software vendor. As the additional vendors come online, we believe there will be additional savings in time to be had.

4. What important changes are being included in the next version release?

The next software version release will have more features including an additional reporting ability for the component manufacturer to use as tools to boost quality, benchmark operations and manage manufacturing. Also, the additional software integration functionality should enhance the component manufacturer's ability to use the software in a more seamless fashion.

5. What additional projects are in store for QC?

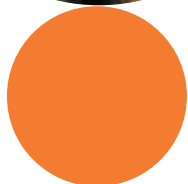
QC is working on several additional projects including the integration of a quality control program for wall panels and also for the overall framing process. In addition, the whole criteria with which we as component manufacturers evaluate our lumber quality and our raw material quality is being examined, and we will continue developing more quality control tools for members.

WTCA QC Certified Third Party Inspection Agencies

James Knight & Associates
Paul Hannenber & Associates
PFS Corporation
Robert C. Smelker Associates
Sheppard Engineering, P.C.
Southern Pine Inspection Bureau
Timber Products Inspection, Inc.
Truss Plate Institute



August 2007



“Discovery consists of seeing what everybody has seen and thinking what nobody has thought.”

—Albert Szent-Gyorgyi

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		California-South Chapter Mtg

JUL 2007

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SEP 2007

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wednesday

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Southwest Florida Chapter Mtg

West Florida Chapter Mtg
Wisconsin Chapter Mtg

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WTCA Open Quarterly Meeting (OQM) • San Francisco, CA

Minnesota Chapter Mtg

22

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California-North Chapter Mtg

Carbeck Structural Components Institute

Undertaking Research & Education for the Betterment
of the Structural Building Components Industry

CSCI

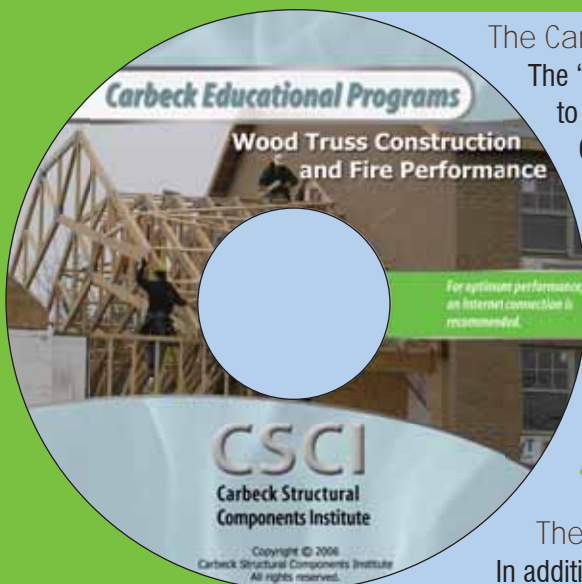
Carbeck Structural Components Institute



- Focused on fire service education
- Focused on grass roots efforts to provide the best possible information for the fire service to use in decision making
- Helping legislators understand the truss industry so that they can better evaluate our industry when fire related legislation is promoted
- Providing support to component manufacturers for this educational process
- Providing the tools that chapters need to offer truss plant tours and fulfill WTCA Board policy

www.carbeck.org

Carbeck CD & Website Get Facelifts



The Carbeck CD

The "Wood Trusses and Fire Performance" CD was updated this year to even more effectively demonstrate the facts to any audience.

Organized into 18 modules of 5 to 10 minutes each, users may customize their training by viewing selected modules or the entire CD. The information presented includes:

- History and Use of Wood Trusses
- Truss Plant Virtual Tour
- Fire Tests of Wood Truss Construction
- Pre-fire Planning, Tactics, and Local Safety Issues
- Labeling Buildings That Use Truss Construction
- and more!

The Carbeck Website - www.carbeck.org

In addition to the CD, the website offers the 18 educational modules and information on our industry. Both also contain a links section with a comprehensive list of websites with information relating to the fire performance of structural building components.


Fire Test Protocols

In order to facilitate actual test burns, two test protocols were written this year. A demonstration of fire acting upon lumber connected by truss plates was developed in cooperation with Tennessee Chapter President Ted Kolanko for his educational seminars for building and fire officials in Nashville and Knoxville. The burning of a garage-size structure was developed for the New York State Building Officials Conference. Both tests clearly demonstrate what our industry knows about fire performance and they can be replicated for future presentations.



The Finger-Jointed Trusses Hype

This spring, an erroneous presentation on finger-jointed trusses spread rapidly through the fire service via the internet. Immediately, people started fearing “trusses without gussets.” The good news, however, was that many of those same building and fire officials also contacted WTCA and Carbeck to hear the real story! Within weeks, Carbeck was able to offer a presentation to explain the facts behind finger-jointed trusses. What’s more, the U.S. Fire Administration (USFA) teamed up with Carbeck on an informational bulletin for its “Warning: Hot Coffee” series. Prominently featured in the bulletin was a recommendation to visit the Carbeck website for its training information on the fire performance of finger-joints as well as the WTCA Resources for Fire Professionals page on the WTCA website (www.sbcindustry.com/firepro.php). This was a great opportunity for WTCA and Carbeck to work with USFA and we expect to collaborate again in the future.




U.S. Fire Administration / National Fire Academy
Warning: Hot Coffee!
Hot Topic: Finger-Jointed Trusses

The student shall be able to identify finger-jointed floor trusses and related fire test data.

The attached picture is from a presentation making the e-mail rounds accompanied by dire fire safety warnings about trusses without gusset plates. But what are the facts?

These “gusset-less” trusses were introduced in 1989 and are used primarily to support floors. They usually are found in residential construction, but can be used in any construction type that allows wood floor joists. The trusses shown here are made using a glued finger-joint process. Finger-joints can occur wherever two wood members need to be joined. The adhesive used in these trusses is phenol resorcinol.



Phenol resorcinol adhesive's autoignition temperature is approximately 1,130 °F (610 °C) compared to wood's 520 to 880 °F (270 to 470 °C). The glue does not soften, lose bonding capabilities, or break down chemically at temperatures below the wood's charring temperature.

Tests conducted at the Forintek Canada Corporation showed that the finger-joints survived fire exposure until the wood members themselves were consumed; and when a web or chord failed, it did not cause the others to dislocate.

Finger-jointed trusses are tested by Underwriters Laboratories (UL) as components of fire-rated construction using the ASTM E119 Standard Test Methods for Fire Tests on Building Construction and Materials.

For additional information on fire performance of finger-jointed trusses, visit

- Carbeck Structural Components Institute training and click on Fire performance of finger-joints at <http://www.fire.carbeck.org>.
- WTCA Resources for Fire Professionals at <http://www.sbcindustry.com/firepro.php>
- Open Joist 2000 at <http://www.openjoist2000.com>

Building Construction For archival downloads, go to: www.usfa.dhs.gov/training/nfa/coffee-break/



Richard Brown
CSCI President
Truss Systems, Inc. • Oxford, GA

1. Why is the newly updated Carbeck CD on Fire Performance and Wood Trusses even better than the original?

The original Carbeck CD was comprehensive in approach, while the newly updated CD has been able to expand on the work that we have done in order to help us define, in a series of concise concepts, information that the fire service needs to better understand the fire performance characteristics of trusses.

2. Is Carbeck succeeding in its goal to educate and inform?

Absolutely. For years we've heard so many very negative attitudes toward our industry, but Carbeck is slowly but surely bringing valuable information forward for the fire service to consider as they think about the fire performance of trusses.

3. What do you like most about the new CD and website?

My belief on the new website is that it's even easier to use now. The material online, and on the CD, is very easy to access and there is just so much there to utilize. Fire officials can easily go online and take the courses if they don't have access to our CD.

4. What would you like everyone to know about the work being done by the Carbeck Structural Components Institute (CSCI)?

I would like everyone to know that Carbeck is all about providing educational opportunities. We provide information, not only to the fire service, but to our own industry and to others outside of our industry. The importance to me of Carbeck is education, not just for the fire service, although that's a very good cause, but to our members and others that can benefit from learning more about our industry.



CSCI Carbeck Structural Components Institute

Wood Truss Construction and Fire Performance Educational Program

As of March 2000, Carbeck Structural Components Institute (CSCI), the nonprofit educational and research foundation of the structural building components industry, released the *Wood Truss Construction and Fire Performance* educational program. Available on CD and online, this program addresses the facts surrounding the performance of metal plate connected wood trusses when the structure is exposed to fire. Program content is divided into four 6.30 hour modules covering topics including an introduction to wood trusses, the performance of wood trusses, and information for firefighters.

Carbeck Educational Program

Free Online Fire & Limited Time! For a limited time, www.csci.org will offer complete access to this program. To order a CD, or for more information, contact CSCI at the number below.

CSCI Carbeck Structural Components Institute

Make a Donation to the Carbeck Foundation

This year, as part of the 2000 CSCI Auction, Carbeck will hold an online fundraising auction.

- Auction on www.auction.com
- Lots: structural steel, steel, steel
- Start: April 10, 2000

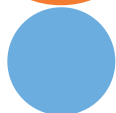
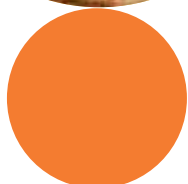
It's time for the industry to make peace with an old enemy. *Glennview Magazine* (2000) Trusses are strong, efficient, reliable, predictable, and, once you get to know them, pretty cool. For too long the fire service has added the structural engineering member to the list of things you'll get to know the truss - not more and personal. www.csci.org

Please consider donating your personal collection. CSCI will have the opportunity to find additional research and educational material and programs to continue to build its education program. Contributions will be gratefully accepted.

DOWNLOAD CONTRIBUTION FORM



September 2007



"It is not wealth one asks for, but just enough to preserve one's dignity, to work unhampered, to be generous, frank and independent."

—W. Somerset Maugham

sunday	monday	tuesday
Notes		
2	3 Labor Day	4
9	10	11 Colorado Chapter Mtg Illinois Chapter Mtg
16	17	18 Central Florida Chapter Mtg
23 Yom Kippur Autumn Begins	24	25
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AUG 2007

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12	13 Michigan Chapter Mtg Rosh Hashanah Ramadan Begins	14 Missouri Chapter Mtg	15
19 North Carolina & South Carolina Joint Chapter Mtg	20 South Florida Chapter Mtg Texas Chapter Mtg	21	22
26	27 Sukkot Begins	28	29

Legislative Activities

Making a Difference in the
Political & Legislative Arenas



2006 SBC Legislative Conference Meetings

- U.S. Citizenship & Immigration Service
- U.S. Department of Labor
- Occupational Safety & Health Administration (OSHA)
- U.S. Trade Representative's Office
- Association of American Railroads (AAR)
- 89 Individual Meetings with Members of Congress

Legislative Action!

This email update is sent when members need to take action on a pressing issue. The topics this year included:

- Softwood lumber dispute
- Repeal of the estate tax
- Scheduling district meetings
- Immigration reform

SBC Legislative Website

- For background information and WTCA positions
- For current news and events
- For important industry statistics

www.sbcleg.com



Hard Works ALWAYS Pays Off

Having a voice will always take time and our participation must be consistent. The reward is that we become familiar voices, and faces, to our legislators on our industry's point of view. Persistence increases our presence on the issues affecting our businesses.

The Annual Legislative Conference is the time when we really define our policies and positions with respect to legislation being considered in Washington, DC, but it's not the only time when we can influence the direction of policy-making. Setting up meetings with legislators when they're "home in the district" and scheduling plant tours is a great opportunity to have our voices heard.

If you need assistance setting up a legislator plant tour in your district, simply contact staff. We're here to help!



Additional Meetings & Discussions This Year Held With:

- Department of Commerce, International Trade Administration
- U.S. Citizenship & Immigration Service, Office of Policy & Strategy
- Occupational Safety & Health Administration (OSHA)
- American Legislative Exchange Council (ALEC)
- National Association of Manufacturers (NAM)
- National Lumber & Building Material Dealers Association (NLBMDA)
- Federal Motor Carrier Safety Administration (FMCSA)
- National Railroad Association (NRA)
- American Trucking Association (ATA)
- Surface Transportation Board (STB)

7th Annual SBC Legislative Conference • April 16-18, 2007

- Joint conference in Washington, DC with the National Lumber & Building Material Dealers Association (NLBMDA)
- Coordinating the activities of WTCA and NLBMDA to leverage the advocacy strength of the combined membership



Allen Erickson
WTCA Legislative Committee Chair
Cal-Asia Truss • Concord, CA

1. How was this year's annual SBC Legislative Conference even more successful than the last?

The Legislative Conference is always successful, but this year we had even more people in attendance and the energy level was very high. The agency visits were great and the White House visit was spectacular. As time goes along and we grow more comfortable in what we're doing, overall it leads to even more success.

2. How can we see our voices being heard in Washington?

We can see the result of our efforts, and that our voices are being heard, from the feedback we receive from the people we visit. A specific example is Everett Eissenstat who has gone from being Counsel to the Senate Finance Committee where he worked closely with Senator Grassley to being appointed as U.S. Trade Representative for the Americas. The feedback Eissenstat has given us on the softwood lumber dispute is that the legislators and government officials did hear us and were appreciative of our efforts to supply them with fact-based information. They felt that we became almost an honest broker in the middle of the dispute. We didn't have a seat at the table and we weren't active participants in the settlement, but the people that were in those positions heard us and considered our positions when they made their decisions. This feedback tells us that we are being successful with our approach.

3. When Congress is not in session, will the legislative district meetings help our members influence lawmaking?

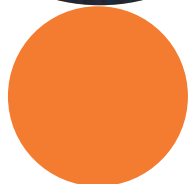
We've learned our legislators are very limited in the time they have when Congress is in session because everyone is competing for their time. When they're back in their home districts, however, they have a lot more time and it's a lot easier to get in to see them and really discuss the issues at length. District meetings provide the chance to incorporate a plant tour too, so we can make a difference capitalizing on this time.

4. Why should more members become active on local, state and national issues?

I would encourage as many members as possible to get involved on the national, state and local levels. When you go to Washington, you really feel like you're part of the political process and it's very rewarding to get involved. The feedback is amazing. Additionally, the more people we have participating, the greater our voice is, the greater number of contacts are made, and it's all about relationship building over time. No single meeting can make a great difference per se, but over time the more meetings that happen with more people from various agencies and senators and congressmen and other representatives, the greater the amount of relationships that are established and the more our voice will be heard.



October 2007



"A bone to the dog
is not charity. Charity is
the bone shared with the
dog, when you are just
as hungry as the dog."

—Jack London

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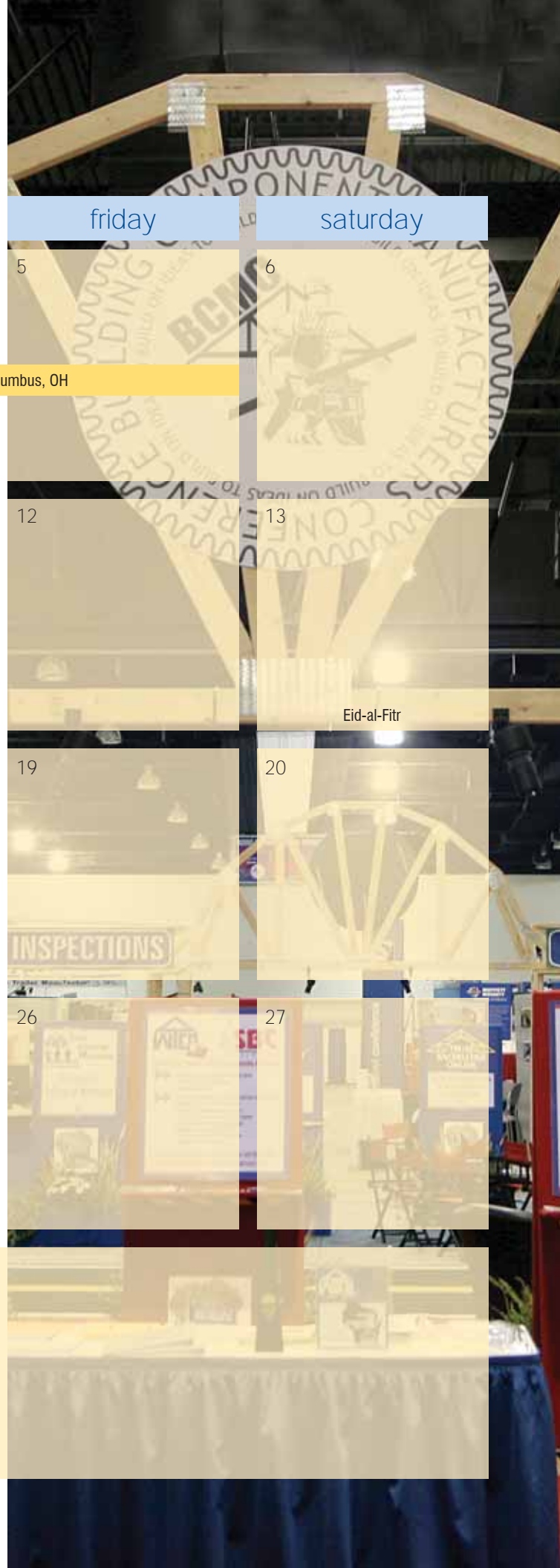
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NOV 2007

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Building Component Manufacturers Conference • Columbus, OH			
	Iowa Chapter Mtg		
10	11	12	13
Capital Area Chapter Mtg Southwest Florida Chapter Mtg	Alabama Chapter Mtg		Eid-al-Fitr
17	18	19	20
Arizona Chapter Mtg Northeast Chapter Mtg	New York Chapter Mtg North Florida Chapter Mtg Southern Nevada Chapter Mtg		
24	25	26	27
California-North Chapter Mtg United Nations Day			
31	Notes		
Halloween			



Building Component Manufacturers Conference

Showcasing Cutting Edge Technology
& Providing a Forum to Exchange Ideas



Attend BCMC for:

- Educational sessions
- Camaraderie
- Machinery demonstrations
- Learning from peers
- Product showcases

BCMC is the one place each year our industry gathers to define where we are today and where we are going in the future.

BCMC Stats at a Glance	2004 (Charlotte, NC)	2005 (Milwaukee, WI)
Total Exhibitors	137	146
New Exhibitors	30	29
Floor Space	86,450	89,900
Attendees (inc. Exhibitors)	2,693	2,662
Attendees (CM Individuals)	1,482	1,487
Attendees (CM Locations)	661	614
Attendees (CM Companies)	476	445

Why EVERYONE Should Attend

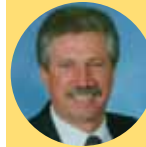
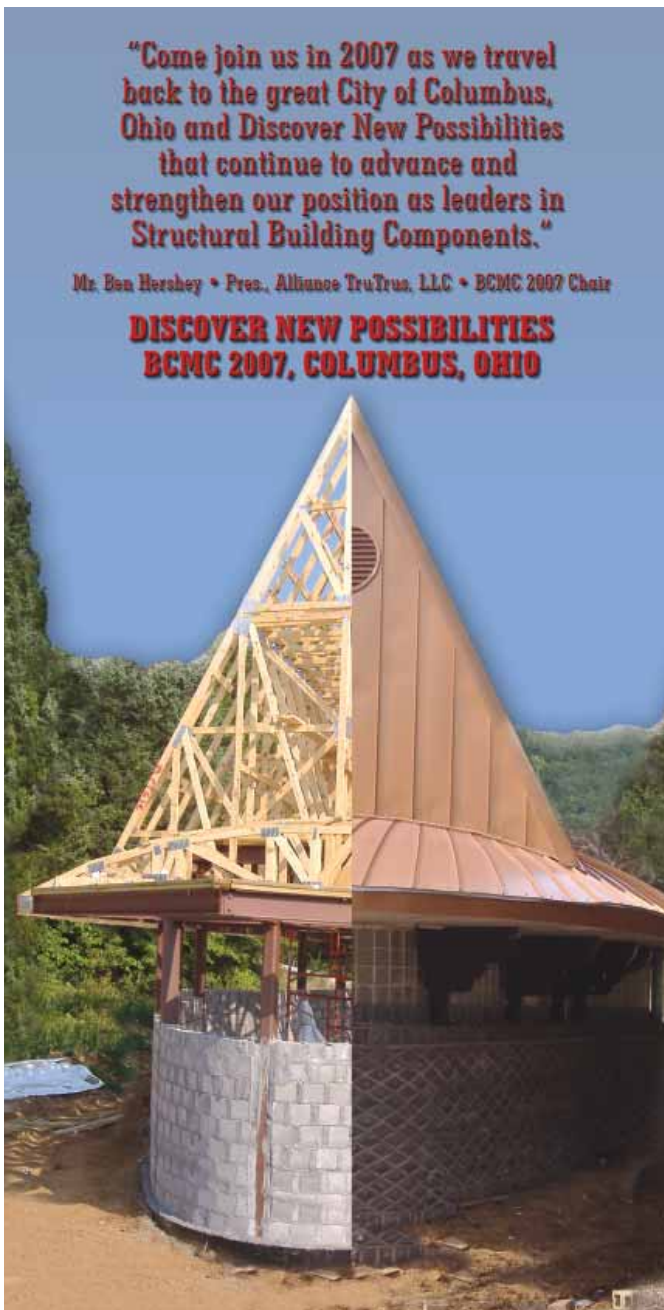


- Develop business strategies for both the short and long term
- See what's changing in the industry
- Plan for the future
- Don't miss out!



BCMC Future Sites

- 2007 • October 3-5 • Columbus, OH
- 2008 • October 1-3 • Fort Worth, TX (tent.)
- 2009 • September 30 - October 2 • Phoenix, AZ



Doug Folker
BCMC Committee Chair
Robbins Engineering, Inc. • Tampa, FL

Why is the BCMC still the #1 tradeshow for our industry?

BCMC is probably the only place where it is possible to view and compare all of the latest software and machinery technology within our industry at one time and under the same roof. Truss fabricators from all four corners of the country attend the BCMC education sessions, too.

But don't just take my word for it. Take a look at what others in the industry have to say about BCMC:

"BCMC is something I don't think I would miss – I haven't missed for years. It's another area of knowledge and equipment. You can see first hand what's available in the marketplace. You meet a lot of people, you see a lot of things, it's really an exciting adventure. This year, I'm going to encourage several of our employees to attend."

– Frank Klinger, WTCA Board Member from Texas,
Mid-Valley Truss & Door Co., Harlingen, TX

"BCMC is the Superbowl of the truss industry. It's the event for the year. If you're a race fan, it's the Daytona 500; if you're a horse racing fan, it's the Kentucky Derby. At BCMC, you've got everyone there in the industry from plate suppliers, to manufacturing suppliers and all kinds of associated products. Everyone is in one building and you can go from person to person. You get more done there in one day than you can in a month of phone calls, plus there's nothing like face to face time. Your competitors are there so you can talk with them and discuss issues too. It's the one time of year that everyone in the truss industry comes together for three days. And if you haven't gone – go, 'cause I'll be there!"

– David Horne, WTCA Board Member from North Carolina,
Universal Forest Products, Inc., Burlington, NC

"BCMC is the one place to go where everything is there. It is the one-stop shop. You go there, you get education. You have all the seminars. There is just great information on a daily basis about our industry...It's the place to go and look at not 1 saw but 12 saws, linear saws and every type of saw you can imagine. It's the place to network with other component manufacturers and discuss the issues we all face. It is all of this and more. It is fantastic. It is a great show, and we wish it could be longer than just three days."

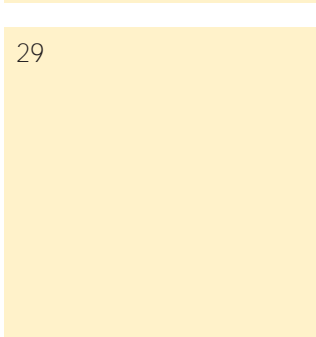
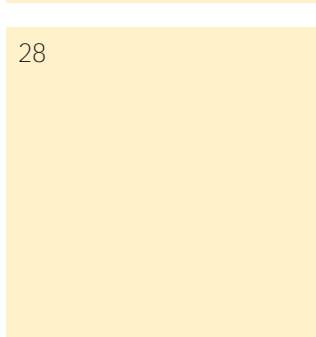
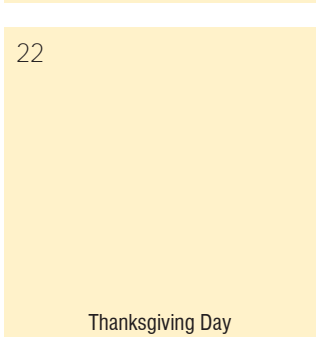
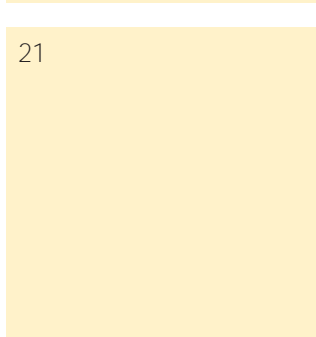
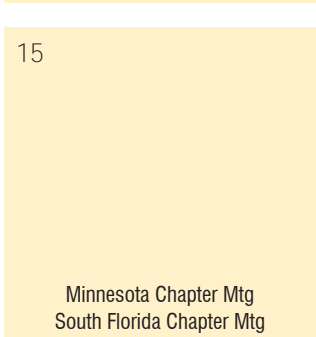
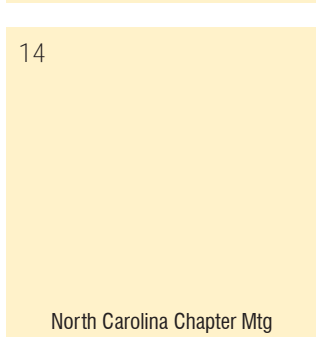
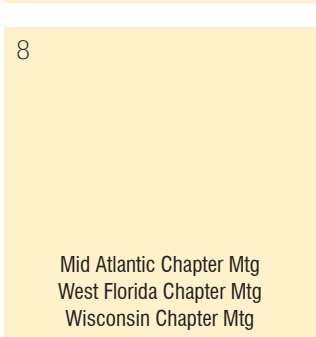
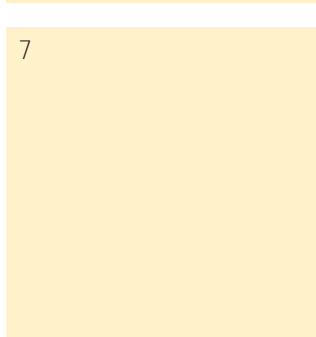
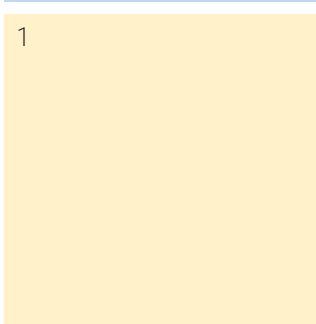
– John Huck, WTCA Board Member from Colorado,
Home Lumber Company, Littleton, CO

wednesday

thursday

friday

saturday



Structural Building Components Magazine

Your Industry...Your Ideas...Your Magazine

SBCTM magazine

The mission of **SBC Magazine** is to increase the knowledge of and to promote the common interests of those engaged in manufacturing and distributing structural building components. The exclusive focus of **SBC's** editorial content is on the products and issues of importance to the structural building components manufacturing and distribution industry with the aim of educating and keeping our audience of readers up to date. **SBC** also includes information on:

- Important regulatory actions
- Building code news
- Economic forecasts
- Legislative issues
- New products
- Industry activities
- Technical aspects of the industry
- And much more!



Your Website: www.sbcmag.info

The Cutting Edge Just Got Sharper!

We know you rely on **Structural Building Components Magazine** to stay abreast of leading-edge issues. Our new and improved website makes it even easier to stay informed. Check out our new look today! You'll find:

- Advertiser Information - Get what you need and make contact.
- Past Issues with expanded search capabilities - Revisit the archives.
- Support Docs - Enhance your understanding of current articles.
- SBC Industry One Minute Poll - Log on and weigh in.
- Industry News - Stay on top of the headlines.
- Plus much more!!!

SBC Industry News

Industry News Top Headlines of the Week keep you informed of the latest news in between the printed issues of *SBC Magazine*.



2006 SBC Program Advertisers

Please support the advertisers that support our magazine!

GOLD

(appearing in all 9 issues)

Alpine Engineered Products*
A-NU-Prospect*
BCMC*
Clark Industries Inc.
Commercial Machinery Fabricators*
Eagle Metal Products*
The Hain Company*
Holtec (USA) Corp.*
Hundegger USA LC*
Intelligent Building Systems*
Klaisler Manufacturing Corp.*
The Koskovich Company*
Lakeside Trailer*
Mango Tech USA*
MiTek Industries*
Monet DeSaw*
MSR Lumber Producers Council*
Open Joist 2000*
OptiFrame Software, LLC
Panels Plus*
Pratt Industries*
Precision Equipment Mfg.
Qualtim, Inc.*
Robbins Engineering*
Simpson Strong-Tie Co.*
Southern Pine Council*
Stiles Machinery, Inc.*
Tolleson Lumber Co. Inc.*
Truswal Systems Corp.*
Turb - O - Web USA, Inc.*
USP Structural Connectors*
Viking - Wall Panel Systems*
WTCA*

SILVER

(appearing in at least 5 issues)

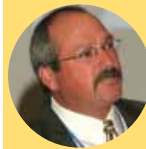
Biomass Combustion Systems, Inc.
Canfor
Eide Machinery Sales, Inc.
Finnforest USA*
Maximizer Technologies, LLC*
(a component of The Fitzgerald Group, LLC)
Princeton Delivery Systems
SFS intec, Inc.
SL Laser Systems LP
Stoll Trailers, Inc.
Sweed Machinery
Tadano America Corporation
Temple-Inland
Triad/Merrick Machine Co.*
Tryco/Untha International, Inc.*
Weima America, Inc.

BRONZE

(appearing in at least 3 issues)

Anthony Forest Products
BOSS Tiedowns & Strapping
Construction Lifters
GR Morris & Associates, Inc.
Lacey-Harmer Company
Masengill Machinery Company
PFP Technologies (Razor USA)
Safety Speed Cut Manufacturing
Todd Drummond Consulting, LLC.
Wasserman & Associates, Inc.

*Indicates Charter Advertiser Status.
Listing based on contracts received
as of 8/15/06.



Michael Ruede
2002 SBC Magazine Editor
California Truss Company • Perris, CA

1. When you were WTCA President in 2002, you also served as *SBC* Editor. What was your favorite part of that job?

My favorite part of the job was being able to share my experiences, both my own personal experiences and those I have learned from fellow WTCA members.

2. Why is *SBC Magazine* the #1 communication vehicle for our industry?

SBC Magazine is specifically directed to our membership so the articles and information it provides pertain directly to our business. By reading the magazine, everyone can find answers to the concerns they're confronting.

3. How is *SBC* able to address issues pertinent to everyone in the structural building components industry?

SBC addresses topics of interest to everyone in this industry, because the staff is so involved with what's going on in the industry. Through close communication with our WTCA members, the writers keep it real and geared to what we face on a daily basis.

4. Why should more component manufacturer members submit their stories to *SBC*?

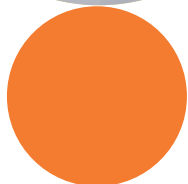
In your business and in this industry, it's those stories and experiences that you learn from others that make you better and that make the industry better. They get everyone thinking about the variety of points of view in the marketplace, too. Without sharing those experiences with each other, whether it be through meetings or *SBC*, I don't think you can grow as much in this industry.

5. Why should everyone keep reading *SBC*?

Everyone should keep reading *SBC* because we aren't done learning. Our industry is still growing; it's only 50 or 55 years old and we still have a long way to go.



December 2007



"We make a living by
what we get, we make
a life by what we give."

—Sir Winston Churchill

NOV 2007

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Illinois Chapter Mtg

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Colorado Chapter Mtg

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New Year's Eve

Christmas Day

wednesday

thursday

friday

saturday

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Chanukah

6

Missouri Chapter Mtg
West Florida Chapter Mtg

7

Pearl Harbor Day

8

12

Southwest Florida Chapter Mtg

13

Michigan Chapter Mtg

14

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21

22

Winter Begins

26

Kwanzaa Begins

27

28

29

Research & Testing Initiative

Investing Our Resources to Shape Our Future

The knowledge gained from the testing undertaken in our new facility will help to improve the structural integrity and cost efficiency of buildings, and ultimately increase the presence of structural building components in the marketplace.

- To perform accurate, full-scale testing on a variety of construction products
- To analyze the individual products in stand-alone and system environments
- To address critical issues facing the structural building components industry
- To add great value to our industry and yield solid returns on investment

A Collaborative Venture of



"The facility will allow both organizations and the industry to continue to refine our understanding of truss and structural building component behavior. The knowledge we gain from the testing and research activities of the facility will be a positive influence on industry standards...and will prove beneficial for the industry."

—Bill Turnbull, 2005 TPI
Past President

A Huge Step Forward

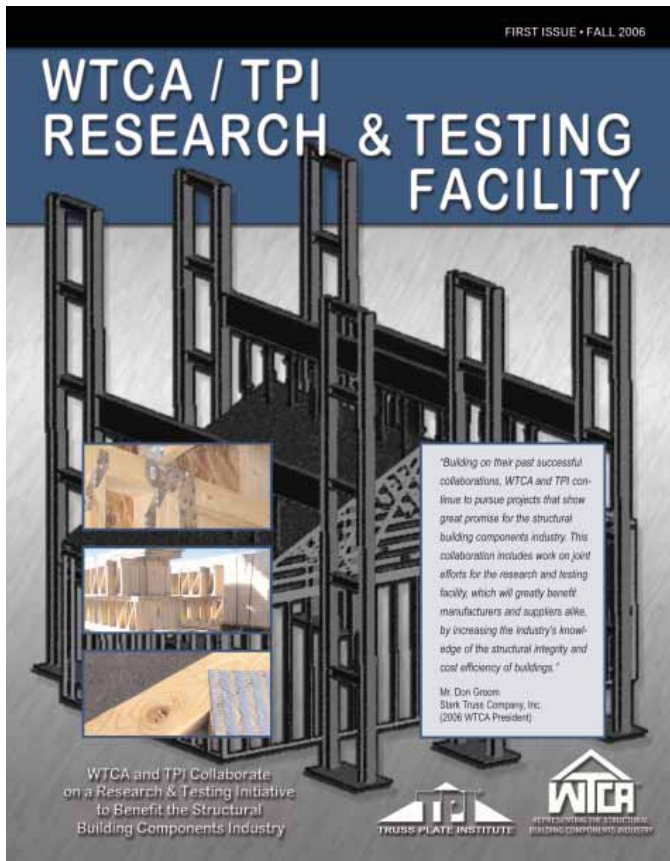


Building component manufacturers and their products have served residential and commercial construction markets for over fifty years.

Because component product performance is not well understood, the structural building components industry is using rules and guidelines that may or may not apply to the use of our products. While performance history is excellent, there is a great need for fact-based analysis of component performance and properties.

To this end, WTCA and TPI have undertaken the creation of a research and testing facility in Madison, Wisconsin.

The development of this facility will greatly advance our goal to develop a body of knowledge that will help to improve the structural integrity and cost efficiency of buildings, and ultimately increase the presence of building components in the marketplace.



Product Testing

- Trusses
- Wall Panels
- I-Joists
- Engineered Wood
- Fiber Reinforced Products
- Cold Formed Steel



Application & System Testing

- Field Repair Methods
- Temporary and Permanent Bracing
- Flow of Loads through Structural Systems
- Truss to Truss Flow of Loads
- Truss to Wall Flow of Loads
- Wind and Seismic System Performance



Barry Dixon
2006 WTCA President-Elect
True House, Inc. • Jacksonville, FL

1. What do you see on the horizon for WTCA?

This is an exciting time for component manufacturers. Indications are that the market is cooling down, which may temper some people's enthusiasm, but I think with the challenges of the current marketplace and all of the new and exciting programs WTCA is creating, the opportunities for advancing the structural building components industry are infinite. During the strong economic growth of the last decade, our industry became a little lax in finding new ways to market ourselves. When demand is high, we can fall into the role of order takers, but then we parlay responsibility for advancing the industry onto our suppliers or customers. Now we have an opportunity to change all of that and capture more market share than ever. How can we do it? Our industry members can become the leaders in developing new manufacturing processes – we can push our own companies, suppliers and competitors to create better solutions and advance industry. The support system we have with WTCA can only help us get there more easily.

2. How does marketing tie into your picture of our future?

When I talk about marketing, I'm not suggesting conventional advertisements, but marketing your company as "The Solution" for ALL of your customers' needs. It's simple yet entirely comprehensive. Many of us no longer only manufacture single components, but have added new products and services to our business offerings. Through our technical advancements, we are not simply manufacturers but innovators that have streamlined the ordering, permitting and construction process. We have become the most valuable technical resource in the industry to our customers, and it's time we let them know it and gain the economic benefits from it!

3. What is the importance of developing the new research and testing facility at this time?

The research and testing facility gives us a major opportunity to change the industry. To help grow market share, we have to understand our products – and the key to that is testing. From the data we generate, we will be able to understand flow of loads through a structure, make needed adjustments to design and manufacturing, better understand our liabilities and be able to look at design from an integrated systems approach rather than as individual components.

4. How can members help shape the future right now?

Everyone needs to become more involved in WTCA, attend meetings, visit fellow members' plants and help the industry raise the bar. Plant tours are not just important for building officials or contractors, but for us too. You always come away with a good idea or see how someone else has changed the height of the bar. The pressure is on us to manufacture housing more efficiently and economically, and, as we do that, we grow market share for everyone. The innovations our industry creates will result in more market share for our companies, and we will enjoy even more industry growth than we have seen in the past.

Quick Takes

So Many Tools, So Little Room to Mention Them All!

In addition to all of the products and programs profiled in this Annual Report, a multitude of other resources are available through your association. Here's just a sampling of our members' favorites:

"The JOBSITE PACKAGE is probably our favorite and most important [WTCA product]. We utilize it daily. It's an important tool for our customers and a great way for us to deliver information on how to erect trusses. BCSI is another very good tool. We've distributed this mostly to major contractors and job foremen, the people that will be doing continuous work and need these packets. We also make them sign for it, just to make sure they know this is not something they should toss aside. It's a very valuable book and most of them recognize it as a very good tool to help them."

—Frank Klinger, WTCA Board Member,
Mid-Valley Truss & Door Co.,
Harlingen, TX

JOBSITE PACKAGES

This pre-assembled package contains the key WTCA/TPI publications that will fulfill a component manufacturer's duty to educate customers with important installation and safety information. They're cost-effective, customizable and one of our best sellers.

Truss Tags

WTCA tags are weather and tear resistant. With 10 varieties and the ability to order custom styles, truss tags put the information you need directly onto the truss.

The Load Guide (TLG)

TLG is a valuable tool in understanding, defining and specifying all of the loads that should be applied to the design of structural building components. Containing calculators, reference materials and interpretations for determining loads, it is available free online.



SBC Industry One Minute Poll

WTCA members agree that the SBC Industry One Minute Poll is an excellent way to collect pertinent information in just a minute or two. The answers are used as the basis for **SBC** article development and, if necessary, new product development by WTCA.

NEW – WTCA Design Tools CD

The perfect tool for component manufacturers to provide to builders, architects, engineers and building inspectors, the Design Tools CD is informative, interactive and will help your customers better specify, install and inspect structural building components.



NEW – FAD Wall Panel Demonstration (video/CD)

The classic got even better this year with the creation of a What We Learned By “Framing the American Dream®” segment featuring wall panels – completed at a members’ request!

NEW – WTCA Online Forums

Got a hot topic where you need feedback? Staff is now able to set up specific, online discussion forums so that members may discuss issues in between regular Board and chapter meetings. Cost-effective and convenient, let us know what subject you need to review.

NEW – TTT Recertification Online

A new system is now online to help members keep their Truss Technician Training certification up to date. The revised point system allows recertification credit to be earned by attending meetings in addition to taking courses, and the new online recertification modules make it even easier to stay certified.



NEW – SCORE Certification

Structural Component Operations Reaching for Excellence (SCORE) will provide a process by which companies can take advantage of the programs that they are using to protect and advance their individual businesses and develop a marketing/branding strategy that is unique to their companies. See page 21 of this Annual Report for more information.

NEW – Forklift Certification

Added to the Operation Safety program this year, Forklift Certification is a dynamic training program that integrates online training with hands-on exercises to provide a diversified course for your forklift operators. For new or experienced staff, this program will help you train, evaluate and monitor your forklift operations all year long.

Coming Soon – In-Plant Basic Training

Available in late 2006, In-Plant Basic Training will provide an essential introduction to working in a component manufacturing facility. An excellent complement to Operation Safety, In-Plant Basic Training will make sure your plant personnel understand how to work in your facility.

“What provides me the most value as a WTCA member? That’s a difficult question. So many people have the perception that WTCA is strictly a technical organization and it’s not. It has evolved so much through years. It is still a great technical resource, but there are also the marketing tools and even help with production issues – there are just so many resources available that you can draw upon it’s hard to pick just one.”

–David Horne, WTCA Board Member,
Universal Forest Products, Inc.,
Burlington, NC

“The most valuable part of being a member to me is meeting and networking with other members across the country and learning that a specific problem to you and your business isn’t necessarily that. As often happens, our problems are industry-wide issues, and being able to discuss them with fellow manufacturers has really been an invaluable source of information.”

–Jerry Vulgaris, WTCA Member,
California Truss Company,
Perris, CA





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Florida Forest Products • 727/585-2067

Georgia: James C. Finkenhoefer
Truss Systems, Inc. • 770/787-8715

Illinois: Michael Karceski
Atlas Components, Inc. • 815/332-4904

Indiana: Steven L. Stroder
Carter-Lee Building Components Inc. • 317/834-5380

Iowa: Richard P. Parrino
Plum Building Systems, Inc. • 515/327-0698

Mid Atlantic: Dave Walstad
U.S. Components, Inc. • 856/380-3600

Mid South: Scott Ward
Southern Components, Inc. • 318/687-3330

Missouri: John Hogan
Vivco Components • 816/449-2161

New York: Terry Tontarski
Fabco - Tontarski, Inc. • 315/782-5283

North Carolina: Chris Lambert
Southeastern Materials, Inc. • 704/983-1144

Northeast: David A. Denoncourt
Tibo Lumber Truss Manufacturers • 603/796-2974

Northwest: David Motter, P.E.
Tri-County Truss, Inc. • 360/757-8500

Ohio: Stephen Yoder
Stark Truss Company, Inc. • 330/478-2100

South Carolina: Michael Redmon
Carolina Truss Systems, Inc. • 843/875-0550

Southern Nevada: Glenn McClendon
Sun State Components, Inc. • 702/657-1889

Tennessee: Ted Kolanko, P.E.
84 Components • 615/287-0184

Texas: Jack Dermer
American Truss Systems, Inc. • 281/442-4584

Western: David W. Hughes
Oregon Truss • 503/581-8787

Wisconsin: Bruce J. Bain
Richco Structures • 920/336-9400

Associate Representatives

Gary Dunn, P.E. • Boise Building Solutions • 541/826-0200

Steve Hanek • USP Structural Connectors • 507/364-5425

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

Joe Kusar • Tolleson Lumber Co., Inc. • 478/987-2105

Past Presidents

1983: Staton Douthit • Douthit Consulting Services

1984: Ed Clark • Retired

1985: David Chambers • Deceased

1986: Tom Carbeck • Deceased

1987: Leonard Sylk • Retired

1988: Koss Kinser • Kintec, LLC

1989: Rip Rogers • Retired

1990: John R. Herring • A-1 Building Components LLC

1991: Robert L. Ward • Southern Components, Inc.

1992-93: Don Hershey • Alliance TruTrus, LLC

1994: Lee Vulgaris • Retired

1995: Patrick M. McGuire, P.E. • Borkholder Buildings & Supply

1996: Merle Nett • Richco Structures

1997: Gary L. Sweatt, P.E. • Sweatt Engineering

1998: David Gould • Retired

1999: Richard W. Brown • Truss Systems, Inc.

2000: Roger J. Gibbs • SpaceJoist TE, LLC

2001: Mary Pat Keller • Gateway Building Components

2002: Michael Ruede • California Truss Company

2003: Scott Arquilla • Best Homes, Inc.

2004: Daniel N. Holland • Clearspan Components, Inc.

2005: Kendall Hoyd • Idaho Truss & Component Co.

WTCA Hall of Fame Recipients

1986: Staton Douthit
Dr. Stanley K. Suddarth

1987: David Chambers
Donald H. Percival

1988: Don O. Carlson

1989: Leonard Sylk
George Eberle

1991: John R. Mannix, Jr.
William Alcorn

1992: Rip Rogers

1993: Tom Carbeck

1994: Michael D. Conforti

1995: Don Hershey
William R. McAlpine

1996: Lee Vulgaris

1997: Kirk Grundahl

1998: Robert L. Ward

1999: John R. Herring

2000: Thomas J. Manenti

2001: Bernie Boilen

2002: Koss Kinser

2003: Merle Nett

2004: Richard W. Brown
Andy Schwitter

2005: Suzanne M. Grundahl

Bowman Industry Enthusiast Award Recipient

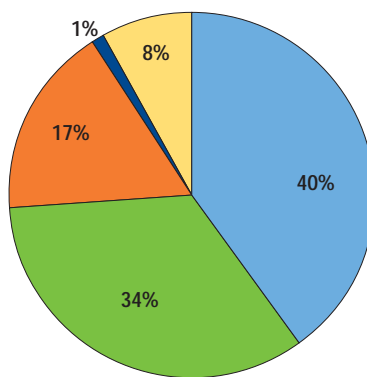
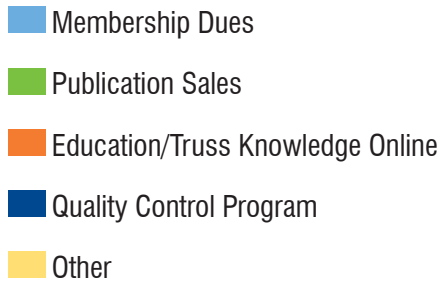
2005: Mike Bugbee • Simpson Strong-Tie Company

SBC Leadership Award

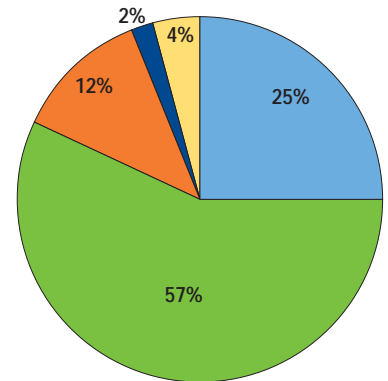
A new award at BCMC 2006, the SBC Leadership Award will be awarded to an individual whose vision, innovation and/or creativity has advanced the structural building components industry.

WTCA Financial Picture

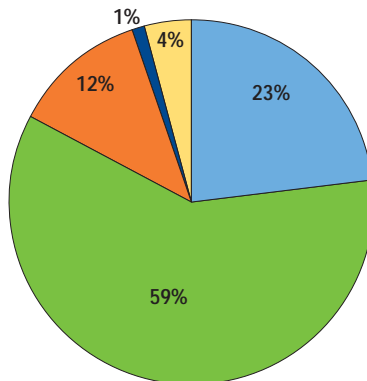
Income (2003-2006)



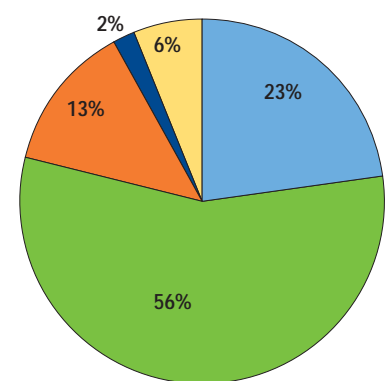
2003



2004

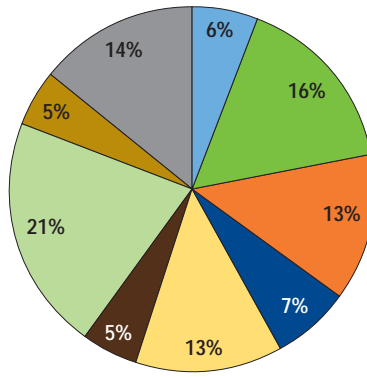


2005

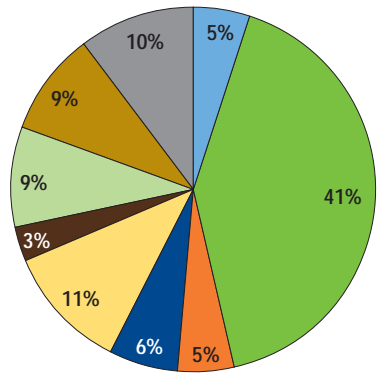


2006

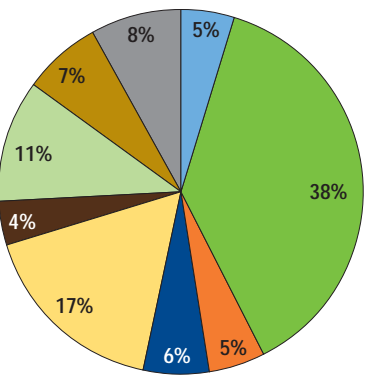
Expenses (2003-2006)



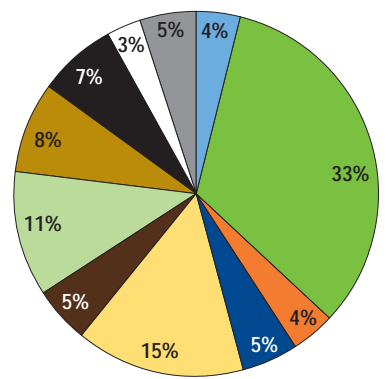
2003



2004



2005



2006

WTCA Staff

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

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Structural Building Components on TV

Building the Future One Home at a Time

The popularity of *Extreme Makeover: Home Edition* brought structural building components into many consumers' living rooms this year. Meeting this TV show's tight time schedule made the use of components a necessity. Many WTCA members donated time and trusses to projects including:

- Capital Structures Inc. in Fort Smith, AR
- Custom Prefab Contractors in Poland, OH
- Empire Truss & Building Components in Huntsville, TX
- Home Lumber Company in Longmont, CO
- Lumber Unlimited in Jacksonville, FL
- Meek's The Builder's Choice in Springfield, MO
- Richco Structures in Haven, WI
- Truline Truss, Inc. in Sparta, NC
- Woodinville Lumber, Inc. in Woodinville, WA
- Weyerhaeuser Company in Kamloops, BC



John Huck

WTCA Board Member from Colorado
Home Lumber Company • Littleton, CO

1. What was the best part of supplying components for "Extreme Makeover: Home Edition?"

The best part was being able to do something that was bigger than ourselves. That we supplied components and walls and parts and pieces for a dream that people had, fulfilling a need that was out there, gave us the opportunity to give back and it came from the heart.

2. How do you think this exposure will help our industry?

The exposure from being a supplier for Extreme Makeover is huge. It demonstrates what's happening in our industry. Technology has become a wonderful thing. We now build wall panels and trusses of every shape and size, floor trusses that you can put all kinds of mechanicals through and electrical through, and things we couldn't do in the past. It's demonstrated to the buyer and the homebuilder that anything that you can imagine can be built quickly and efficiently. The fact is that it's all over the nation, and everywhere you go there's someone who can supply a component for each one of these projects, shows builders anything is possible and that is huge for our industry.



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