

Be on the Winning Team with WTCA

2008 WTCA Annual Report

www.sbcindustry.com



Structural Component Operations Reaching for *Excellence*

SBCTM
INDUSTRY



REPRESENTING THE STRUCTURAL
BUILDING COMPONENTS INDUSTRY

WTCA is YOU

Fulfilling Members' Needs

Representing Members' Interests

Connecting Members Together

Members are WTCA



Message from the President

Robert J. Becht
Chambers Truss, Inc.
Ft. Pierce, FL

I feel fortunate to have served as WTCA president over the past year. I would like to thank the WTCA Executive Committee and the Board of Directors for the pleasure of serving WTCA. I also thank the entire WTCA membership for their participation in and support of our great association.

I like to think of the silver lining in our current economic situation as forcing us to become better, smarter, more innovative business-people. To keep our businesses strong, I believe one of the keys for many of us is diversification. Taking big or small steps toward

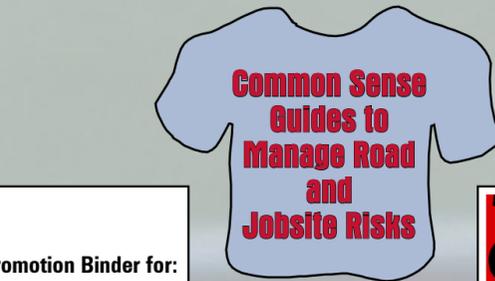
diversifying our product lines and related services may feel like uncharted territory after a stretch of boom years for our industry, but the environment we're in now is much different. I know for my company there were several years of taking orders and trying to keep pace with demand, but now we've got to get creative, explore new markets and think outside the box. Importantly, WTCA will be with us every step of the way.

Now is the time that every component manufacturer needs to be a member of WTCA. On the one hand, the products and programs from WTCA keep getting better. From production and technician training, to quality control, to BCSI and JOBSITE PACKAGES, to the new Safety Zone, and everything else in between, WTCA has got you covered. On the other hand, membership brings you the fellowship and camaraderie that helps you get through the tough times. Staying connected and learning from each other is a tremendous benefit of membership.

Working together through WTCA, we have built these tools to protect and grow our businesses. Everyone should take pride in what we have accomplished.

Representing Members' Interests

Your offensive line starts with putting a human face on the structural building components industry. Become recognized as the information source.



Efforts to increase the understanding and acceptance of structural building components will benefit your business directly and our industry as a whole.



"The industry is better today because of the WTCA Board's commitment to its association. And without the chapter work at the local level, the national group couldn't be as successful. Thank you, members, for making a difference every day."
—Barry Dixon, 2007 WTCA President

"The more education we give architects, engineers and other professionals, the better place our product will be—fewer failures, better drawings, more specific details."
—Ken Cloyd, Marketing Committee Chair

"Through our chapter, our company has been proactive in reaching out to the local firefighting community with educational tools from Carbeck. We're passionate about helping them understand truss performance on the fire ground."
—Joe Hikel, QC Committee Chair



Fulfilling Members' Needs

WTCA's products and programs are the defensive line you need on your playing field. The superstar line-up includes veteran players and new first-round draft picks.



- BCSI
- BCSI B-Series Summary Sheets
- JOBSITE PACKAGES
- NEW! English/French JOBSITE PACKAGES
- NEW! Cold-Formed Steel (CFS) BCSI
- NEW! CFS B-Series Summary Sheets
- NEW! CFS JOBSITE PACKAGES
- NEW! Guide for Handling, Installing, Restraining & Bracing of Engineered Wood Products
- EWP JOBSITE PACKAGES in development

"With BCSI, WTCA and TPI have added a safety and technical resource of the highest caliber. They have raised the bar of industry commitment to safety, not just in the component industry, but for the producers and the end-users of all manufactured products."
—Gerry Sackett, Abrahamse & Company, Builders, Charlottesville, VA

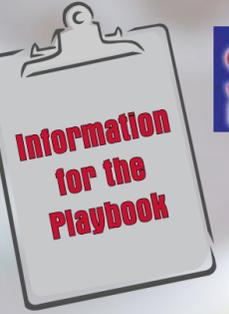


Connecting Members Together

Working together through WTCA, members identify problems and devise solutions...and develop lasting friendships.



"Coming to the quarterly Board meeting, where all members are welcome, you get to know your peers. You develop interests, you develop trust, and you're able to work out many business opportunities on both sides. The people you call for help are those you've met at Board meetings."
—Don Groom, 2006 WTCA President



Chapter Focus

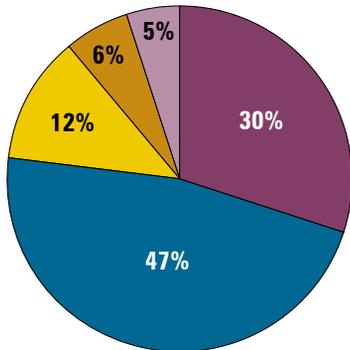


"It is great to be a part of an organization that truly supports and fulfills your needs. Too often we get caught up in our daily routines and don't create the proper time to address our industry's challenges and issues. All of WTCA's staff continues to fill that void with a high level of professionalism when 'leaned on' for support; thus fulfilling our customers' needs as well. Thank you again for truly supporting and helping members."
—Kent J. Terry III, Lezzer Truss Systems, York, PA



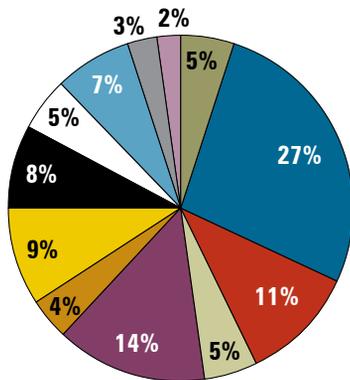
Building into the Future

WTCA Financial Picture



2008 Income

- Membership Dues
- Publication Sales
- Education/TKO
- QC Program
- Other



2008 Expenses

- Operations
- Publications
- Marketing Committee
- Meetings
- Membership & Chapters
- QC Program
- Education/TKO
- Engineering & Technology
- Management
- Research
- Cold-Formed Steel Council
- Special Projects



"Thank you to all the SBCRI donors who have helped take the SBCRI from concept to creation in the last few years. Over the course of the next several years, WTCA and TPI will invest almost \$2 million in targeted industry testing projects that will benefit our businesses and our products. This will provide our industry with the unique opportunity to learn a tremendous amount about building components that has not been an option in the products' sixty years of existence. The unique capabilities our industry has now because SBCRI exists are boundless."

—WTCA President Bob Becht

www.sbcindustry.com

By staying informed of industry developments, trends and tools, members are better able to guide their business development in any economic climate. Remember to communicate with WTCA staff on any problems or questions you are facing in your area—a solution for this issue may have been developed for someone else!

We're here for you—make your first call be to WTCA.

Thank you to our hard-working Board and Committee members: www.sbcindustry.com/board

Congratulations to our latest award winners: www.sbcindustry.com/awards

For assistance and information, contact staff:

wtca@sbcindustry.com • 608/274-4849 • www.sbcindustry.com