

# STRUCTURAL BUILDING COMPONENTS MAGAZINE

June/July 2004

## Publisher's Message States & Stats by SBC Staff

*How well do you prepare before meeting with your elected officials? Try statistics to get your point across—they're not just for breakfast anymore!*

You've probably seen a commercial stating that three out of four dentists believe chewing gum X after meals helps prevent cavities. And did you know The National Insurance Crime Bureau reported that the 1989 Toyota Camry was the most stolen car in 2002? Or maybe you've been hit by an aggravating pop-up warning about one out of five computers being infected with a debilitating virus.

Why are statistics like these so meaningful to us? Simple—they serve as powerful indicators of what the world around us thinks and feels. They are measuring sticks that give us the tools for instant comparison to what our perception of what reality is.

Statistics are especially important as we consider this issue of SBC Magazine: Legal and Legislative Issues. Who would be interested in a statistic about the structural building components industry? Your local elected official, that's who, along with anyone else who needs some kind of components industry snapshot. You may not be afforded three hours in which to deliver a soliloquy about permit requirements in a local jurisdiction when meeting with elected officials. But chances are good you have three minutes to quantify the financial strain those permits have imposed on your operation. Statistics give them just enough information to relate to your concern or issue without overwhelming them with too many facts.

Be sure to brush up on the statistics of your company and the entire industry that would have the most impact at an important meeting. For example, WTCA provided its Legislative Conference attendees estimated state-by-state statistics—total employees, payroll in millions and total component sales—to use as talking points during their visits to Capitol Hill in May of this year. If you missed the Legislative Conference in May, view the highlights in "[Banding Together for a Booming Voice](#)". An important topic for component manufacturers and their suppliers, the focus of this year's conference was the ongoing saga of raw material tariffs, surcharges, shortages and volatility (also known as the wonderful world of wood and steel).

As noted, this issue explores legal and legislative issues impacting the structural building components industry. Among the articles this month, you'll find an exclusive update on [mold and real world component manufacturer case studies](#).

Find out why education was the key for [CALESCA-North](#) when they left a group of building inspectors "hungry for more" as Molly Butz reports.

As reported in the March issue of SBC, long-time friend of the industry [Richard "Dick" Bowman](#) passed away on February 8. With the help of his family and friends, SBC staff commemorates his life and legacy. He will be missed by many, including the staff of SBC Magazine, with whom he worked for five years.

In sum, don't become an idle statistic; digest and master the facts and issues facing your industry and use them to your benefit.

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