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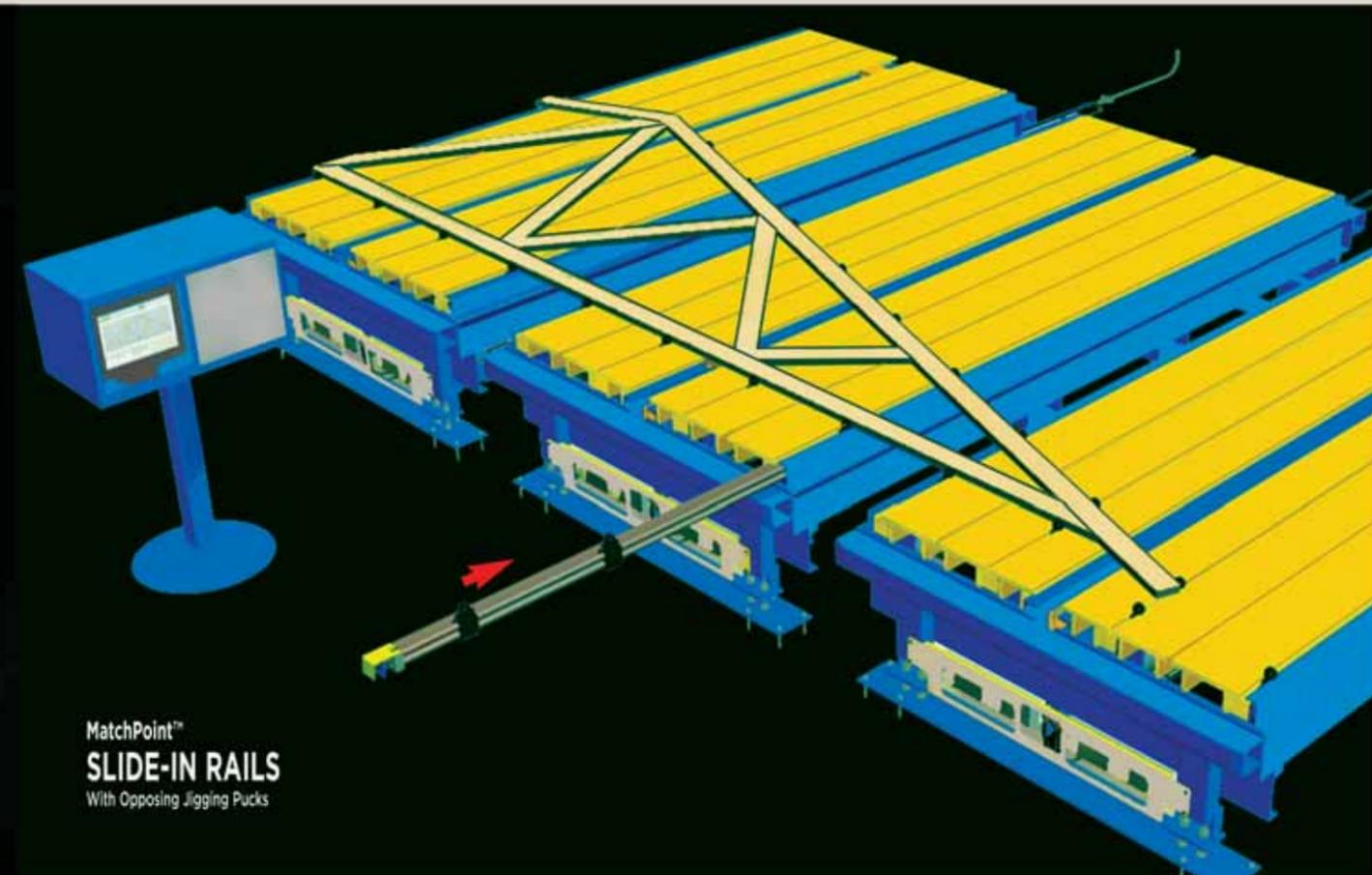
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by Emily Patterson

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## Editor's Message

Reflections on a World-Class Year

by Don Groom

"Change has a considerable psychological impact on the human mind. To the fearful it is threatening because it means that things may get worse. To the hopeful it is encouraging because things may get better. To the confident it is inspiring because the challenge exists to make things better."

—King Whitney Jr.

It's hard to believe that this is my farewell column. It feels like my term as WTCA President has flown by, but it's been an exciting year filled with countless projects aimed at advancing the structural building components industry. Our new president is about to take the reins, and I wish Barry Dixon the best as he embarks on what's sure to be another year of growth for WTCA. Barry, if you're reading this, good luck with this writing gig—it's not as easy as it looks.

In last year's parting **Editor's Message**, Kendall Hoyd discussed WTCA's ongoing transformation from a small-scale operation into a world-class organization. It's an ambitious goal, but one for which our association and membership continues to strive. Here's a recap of some of the work we as an association have accomplished this year. While the list is too great to cover everything in this column, here are a couple of our major accomplishments that take us another step closer to reaching our goal.

One of the most notable changes over the past 12 months is the evolution of WTCA's name to better reflect its work and purpose. The association's transformation from the "Wood Truss Council of America" to "WTCA – Representing the Structural Building Components Industry"—along with the website's new domain, [www.sbcindustry.com](http://www.sbcindustry.com)—is much more than a simple name change. This evolution reflects 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. 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.

Hand in hand with this transformation, WTCA further expanded its scope with the creation of the Cold Formed Steel Council (CFSC). As Joe Odgers, Sales Manager for Bama Truss & Components, Inc. and CFSC co-chair said, "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." CFSC meets a vital need in our industry by allowing there to be focus on specific market segments within our very diverse industry. Together, the diversity of WTCA's membership has tremendous potential to take our industry to places we have not yet considered and ensure that structural building components are the future of framing.

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

Continued on page 8

### at a glance

- These are Don Groom's last few weeks as WTCA President.
- WTCA's transformation from the "Wood Truss Council of America" to "WTCA – Representing the Structural Building Components Industry" occurred this year.
- Groom thanks each member of the WTCA Board of Directors for their significant commitment to the association.

## Editor's Message

Continued from page 7

knowledge about the actual performance of components. Our goal is to gain valuable information on the precise flow of loads through a series of interconnected structural elements, which will result in improved understanding and cost efficiency of buildings. 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 (OQM), attend chapter meetings, travel to our regional workshop and conference, and host truss plant tours. This grassroots local and regional participation drives organizational knowledge and shapes our policy. I'd like to thank each member of the WTCA Board of Directors for your significant commitment to our association. Because of your 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: Bob Becht (Membership), Ken Cloyd (Marketing), Bob Dayhoff (E&T), Allen Erickson (Legislative), Doug Folker (BCMC), Ben Hershey (Management), Joe Hikel (QC), and Kendall Hoyd (Nominating and Past Presidents). Your hard work and all the extra hours you put in play a huge role in our association's and, in turn, our industry's success.

A big thank you to WTCA's staff for handling all 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, your work helps us develop and grow our industry. I'd especially like to thank Kirk and Suzi Grundahl, Executive Director and Managing Director respectively, for the endless hours they, with our staff teams, devote to ensure that WTCA stays strong. That's a key reason why our trade association is what it is today.

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. By 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 our industry. Many exciting challenges lie ahead. If you haven't already, join the effort by getting involved in WTCA, and help shape the future of the structural building components industry. **SBC**

*SBC Magazine encourages the participation of its readers in developing content for future issues. Do you have an article idea for a future issue or a topic that you would like to see covered? Email your thoughts and ideas to [editor@sbcmag.info](mailto:editor@sbcmag.info).*

# STRUCTURAL BUILDING COMPONENTS™

THE FUTURE OF FRAMING

## Publisher

Truss Publications, Inc.

6300 Enterprise Lane • Suite 200 • Madison, WI 53719  
Phone: 608/310-6706 • Fax: 608/271-7006  
trusspubs@sbcmag.info • www.sbcmag.info

## Editor

Donald Groom

Stark Truss Company, Inc. • dgroom@sbcmag.info

## Art Director

Melinda Caldwell

608/310-6729 • mcaldwell@sbcmag.info

## Managing Editor & Circulation Director

Libby Maurer

608/310-6724 • lmaurer@sbcmag.info

## Editorial Assistant & Staff Writer

Emmy Thorson-Hanson

608/310-6702 • ethorson-hanson@sbcmag.info

## Advertising Manager & Editorial Review

Suzi Grundahl

608/310-6710 • sgrundahl@sbcmag.info

## Advertising Sales & Marketing

Peggy Pichette

608/310-6723 • ppichette@sbcmag.info

Jan Pauli

608/310-6746 • jpauli@sbcmag.info

Kirk Grundahl

608/274-2345 • kgrundahl@sbcmag.info

## Staff Writers for September/October

Molly E. Butz • Brooke Kutz • Emily Patterson • Marisa Peters  
Sean Shields • Anna L. Stamm • Richard Zimmermann

## Accountant

Mike Younglove

608/310-6714 • myounglove@sbcmag.info

## Computer Systems Administrator

Rick Saindon

608/310-6717 • rsaindon@sbcmag.info

## Send all ad materials, insertion orders, contracts & payments to:

Truss Publications, Inc.

6300 Enterprise Lane • Suite 200  
Madison, WI 53719

Phone: 608/310-6706 • Fax: 608/271-7006  
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The mission of *Structural Building Components Magazine (SBC)* is to increase the knowledge of and to promote the common interests of those engaged in manufacturing and distributing structural building components. Further, *SBC* strives to ensure growth, continuity and increased professionalism in our industry, and to be the information conduit by staying abreast of leading-edge issues. *SBC's* editorial focus is geared toward the entire structural building component industry, which includes the membership of WTCA – Representing the Structural Building Components Industry. The opinions expressed in *SBC* are those of the authors and those quoted, and are not necessarily the opinions of Truss Publications or WTCA.

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# Publisher's Message

It's Show Time!

by Libby Maurer

Look out, Houston—  
BCMC's coming to town!

**Y**ou've heard the cliché before: "Bigger and better in Texas." In about a month, the Building Component Manufacturers Conference (BCMC) will arrive in Houston to turn that cliché into reality. Just its second time traveling to Texas in the show's 26-year run (BCMC '91 was held in San Antonio), BCMC 2006 will present the same traditions you know and love as well as some exciting new additions. The reality of BCMC is this: there is no other single event with as many exhibitors, equipment demonstrations, educational sessions and networking opportunities as BCMC. If you haven't registered yet, there's still time. Check out the complete BCMC Show Guide, starting on page 50. But before we meet in Houston on October 4, let's look at what else this issue has to offer.

**Found:** a set of minutes from the first WTCA meeting in history! On May 6-7, 1983, 16 manufacturers set a new course for the component manufacturing industry, set goals, elected a board of directors and formed committees. We tracked down some of the manufacturers who attended that meeting to find out what it was like to make history. Don't miss "Time Warp: What It Takes to Make a New Association" for a trip back to our roots.

The reality of BCMC is this: there is no other single event with as many exhibitors, equipment demonstrations, educational sessions and networking opportunities as BCMC.

When it comes to fire performance and wood trusses, the Carbeck Structural Components Institute (CSCI) has become an important resource for the building components industry. CSCI's debut educational CD, *The Fire Performance of Wood Trusses*, has been used by WTCA Chapters since 2002 in presentations to various fire service groups around the country. Earlier this year, the CD received a major update and a new name: *Wood Truss Construction and Fire Performance*. Since its release earlier this year, a number of chapters have put the new modularized presentation to good use. Turn to page 47 to find out how CSCI and its new educational tools are primed to make a huge impression on the fire service.

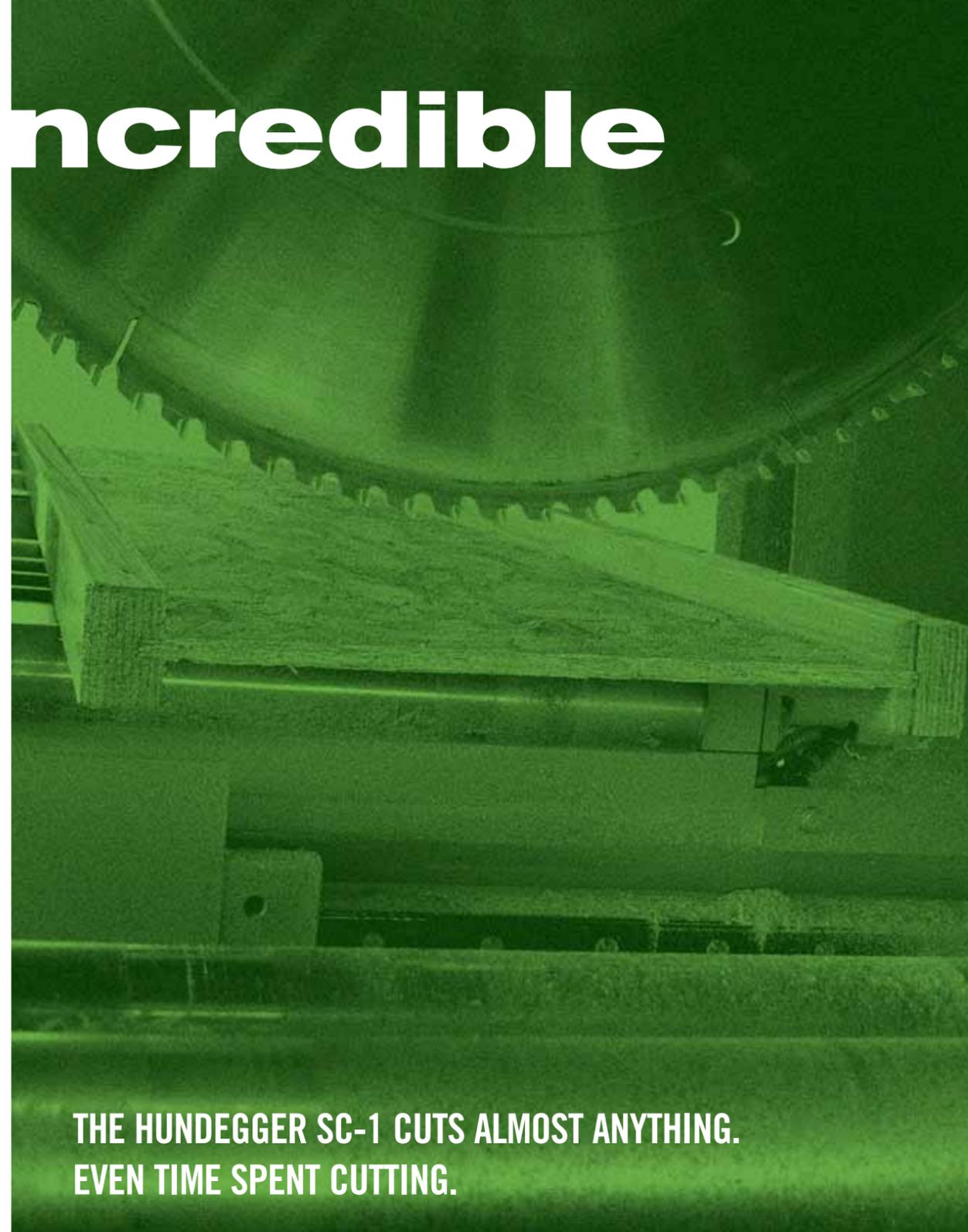
In the third part of our series on mergers and acquisitions, Doug Cerny discusses the role of advisors and consultants in the sale of your business. In "Consultants & Advisors," find out why confidence can be a hindrance, what to look for when assembling your team of professionals, and why it is important for each party to have a global view of the sale process.

As of this writing, the nation has tip-toed through hurricane season without consequence. In "Hurricane Lessons Learned & Re-Learned," Alpine's Charlie Hoover reflects on his three decades of exposure to hurricanes, reminding us that there is always another big storm lurking. Reading the proverbial lessons learned and the building codes changed, one wonders if our buildings and residences are safer, if the electric and power infrastructure of our cities has been reinforced, and whether we are any more emotionally prepared for the next storm damage. Have we learned our lesson? **SBC**

## at a glance

- ❑ This issue of *SBC Magazine* contains the BCMC Show Guide.
- ❑ WTCA has come a long way since it was organized in 1983; read about the events that took place at its first meeting in "Time Warp: What It Takes to Make a New Association."
- ❑ Alpine's Charlie Hoover remembers the history of hurricane damage in the United States and what we've learned from them in "Hurricane Lessons Learned & Re-Learned."

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## Lateral Load Capacity of Toe-Nailed Truss-to-Truss Girder Connections

by Scott Coffman, PE.

Find out what documentation is necessary when truss-to-truss girder connections are used in construction applications.

**T**oe-nailing is often used to attach corner and end jack trusses to corner and hip girder trusses, respectively. The relatively short spans and light end reactions associated with most jack trusses makes toe-nailing an efficient and effective attachment method. The International Building Code (IBC), International Residential Code (IRC), and ANSI/TPI 1-2002 require that truss-to-truss girder connection information be included on the truss design drawing. Because of this, it is not uncommon for building code officials and building designers to request "certification" of this connection. The challenge is to address these connections in a timely manner and to know what documentation is available or can be provided.

### Question

*How much capacity does a toe-nailed connection have to resist the gravity and uplift reaction loads from a jack truss attached to a girder truss?*

RAFTER SPANS FOR COMMON LUMBER SPECIES (Ground snow load=30 psf, ceiling not attached to rafters, L/Δ = 180)											
		DEAD LOAD = 10 psf					DEAD LOAD = 20 psf				
		2 x 4	2 x 6	2 x 8	2 x 10	2 x 12	2 x 4	2 x 6	2 x 8	2 x 10	2 x 12
		Maximum rafter spans*									
RAFTER SPACING (inches)	SPECIES AND GRADE	(feet - inches)	(feet - inches)	(feet - inches)	(feet - inches)	(feet - inches)	(feet - inches)	(feet - inches)	(feet - inches)	(feet - inches)	(feet - inches)
24	Douglas fir-larch SS	7-11	12-6	15-10	19-5	22-6	7-8	11-3	14-2	17-4	20-1
	Douglas fir-larch #1	7-1	10-5	13-2	16-1	18-8	6-4	9-4	11-9	14-5	16-8
	Douglas fir-larch #2	6-8	9-9	12-4	15-1	17-6	5-11	8-8	11-0	13-6	15-7
	Douglas fir-larch #3	5-0	7-4	9-4	11-5	13-2	4-6	6-7	8-4	10-2	11-10
	Hem-fir SS	7-6	11-10	15-7	19-1	22-1	7-6	11-0	13-11	17-0	19-9
	Hem-fir #1	6-11	10-2	12-10	15-8	18-2	6-2	9-1	11-6	14-0	16-3
	Hem-fir #2	6-7	9-7	12-2	14-10	17-3	5-10	8-7	10-10	13-3	15-5
	Hem-fir #3	5-0	7-4	9-4	11-5	13-2	4-6	6-7	8-4	10-2	11-10

Table 1. Excerpt from Table R802.5.1(3) of the 2006 IRC showing allowable rafter spans for various sizes and species of lumber.

### Answer

The IBC and IRC provide significant insight into wood members and their connections. Table 2308.10.3 of the 2003 and 2006 IBC and Table R802.5.1 (see Table 1 for excerpt) of the 2003 and 2006 IRC provide maximum rafter spans for common lumber species at various on-center spacing and load conditions.

Similar tables are provided for ceiling joists. Minimum fastener requirements are provided in Table 2304.9.1 (items 27 and 28) of the IBC and Table R602.3 (1) of the IRC for rafter connections to a valley, hip rafter and ridge beam (see Table 2 for excerpts).

An open end jack truss (see Figure 1) meeting the same design parameters would perform in a similar manner as a rafter and ceiling joist and generate comparable reactions. The top chord and bottom chord of the jack truss should correspond to the rafter and ceiling joist tables provided in the code. For these situations, the nail connections specified by the code are also applicable to jack trusses. An inquiring code official or building designer, therefore, can be directed to these specific provisions of the code for verification of this type of connection with jack trusses.

Although this approach is usually successful, some code officials and building designers may request additional verification. For these situations, the lateral load capacities of a toe-nailed connection for various nails and species of wood are required. Table 3 on page 16 provides the nominal lateral design capacity on a per toe-nail basis, while Table 4 provides similar information for two-, three- and four-nail connections. Both tables were developed using the yield limit equations for dowel-type fasteners provided in the 2005 National Design Specification®

(NDS®) for Wood Construction. The capacities listed can be used for toe-nailed connections for attaching a 2x\_ end jack truss to a single or multiple 2x\_ hip girder truss (see Figure 2 on page 16) or for toe-nailed connections for attaching a 2x\_ corner jack truss to a corner girder truss that intersect at a 45° angle as shown in Figure 3. Please note that the connection between the corner jack and corner girder assumes that the chords of the jack truss are bevel cut and that the nails are driven at a 90° angle to the face of the jack into the girder

Continued on page 16

TABLE 2304.9.1 FASTENING SCHEDULE		
CONNECTION	FASTENING <sup>a,m</sup>	LOCATION
27. Jack rafter to hip	3 - 10d common (3" x 0.148") 4 - 3" x 0.131" nails 4 - 3" 14 gage staples	toenail
28. Roof rafter to 2-by ridge beam	2 - 16d common (3-1/2" x 0.162") 3 - 3" x 0.131" nails 3 - 3" 14 gage staples	toenail

TABLE R602.3(1) FASTENER SCHEDULE FOR STRUCTURAL MEMBERS		
DESCRIPTION OF BUILDING ELEMENTS	NUMBER AND TYPE OF FASTENER <sup>a,b,c</sup>	SPACING OF FASTENERS
Roof rafters to ridge, valley or hip rafters: toe nail	4-16d (3-1/2" x 0.135")	Not Applicable

Table 2. Excerpts from Table 2304.9.1 of 2006 IBC and Table R602.3(1) of 2006 IRC respectively, showing minimum fastener requirements for rafter connections to valley, hip rafter and ridge beam.

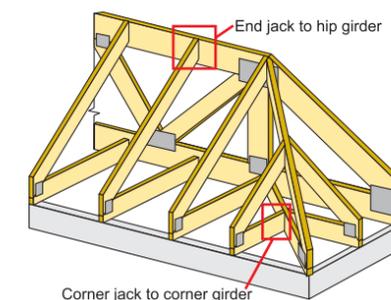


Figure 1. Open jack hip framing

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			Capacities for Truss Chord Species (lbf)				
Nail Type	Inches		SP	DF-L	HF	SPF	SPFs
	Dia.	Length	G = 0.55	G = 0.5	G = 0.43	G = 0.42	G = 0.36
16d Common	0.162	3.50	128	117	101	97	78
12d Common	0.148	3.25	106	98	85	83	67
10d Common	0.148	3.00	106	98	82	80	64
16d Box	0.135	3.50	94	85	74	73	62
12d Box	0.128	3.25	84	77	66	65	56
10d Box	0.128	3.00	84	77	66	65	53
16d Gun Nail	0.131	3.50	88	81	70	68	59
12d Gun Nail	0.131	3.25	88	81	70	68	58
10d Gun Nail	0.131	3.00	88	81	70	68	55

Table 3. Nominal Lateral Design Capacity per Toe-Nail.

**Footnotes:**

- Nominal lateral design capacities in table have already been adjusted by the toe-nail factor and represent normal load duration values. To determine the adjusted lateral design values, multiply the table values by all other applicable adjustment factors provided in NDS®.
- Nominal lateral capacities are based on framing conditions depicted in Figures 2 and 3.
- Nominal lateral capacities are for a single-shear connection with both members of the same species. If the two members are of different species, use the species with the lowest specific gravity to determine the lateral load capacity of the fastener.
- Species designation is: SP = Southern Pine, DF-L = Douglas Fir-Larch, HF = Hem-Fir, SPF = Spruce-Pine-Fir and SPFs = Spruce-Pine-Fir (South).
- Nominal lateral capacities assume full penetration of the toe-nail into the supporting member.
- Apply fire retardant treated lumber adjustment factors per manufacturer's specifications.
- For nail capacities not shown here, consult a design professional.

		Capacities for Truss Chord Species (lbf)				
Nail Type	Number of Toe-Nails	SP	DF-L	HF	SPF	SPFs
		G = 0.55	G = 0.5	G = 0.43	G = 0.42	G = 0.36
16d Common	2	256	234	203	194	156
	3	383	351	304	291	234
	4	511	468	405	388	312
12d Common	2	212	196	169	166	134
	3	319	294	254	249	202
	4	425	392	339	332	269
10d Common	2	212	196	164	160	128
	3	319	294	246	240	192
	4	425	392	328	320	256
16d Box	2	188	171	148	146	125
	3	281	256	222	219	187
	4	375	342	295	292	249
12d Box	2	168	154	133	129	112
	3	251	232	199	194	168
	4	335	309	266	259	224
10d Box	2	168	154	133	129	106
	3	251	232	199	194	159
	4	335	309	266	259	212
16d Gun Nail	2	176	161	139	136	118
	3	264	242	209	204	177
	4	352	322	279	272	236
12d Gun Nail	2	176	161	139	136	116
	3	264	242	209	204	174
	4	352	322	279	272	232
10d Gun Nail	2	176	161	139	136	110
	3	264	242	209	204	165
	4	352	322	279	272	220

Table 4. Nominal Lateral Design Capacity per Toe-Nail Joint Connection (see footnotes for Table 3).

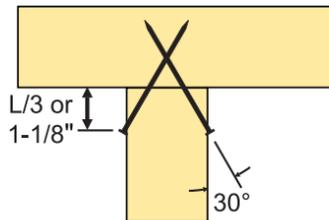


Figure 2. End jack to hip girder.

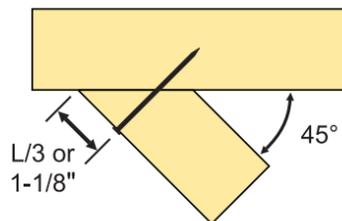


Figure 3. Corner jack to corner girder.

**Technical Q&A**

Continued from page 15

In both cases, the nails are assumed to be installed at either L/3 (i.e. length of nail divided by 3) or 1-1/8" from the end of the jack truss (see Figures 2 and 3 above).

**Example**

A roof corner jack frames into a hip corner jack comprised of SP lumber. The truss design drawing for the corner jack displays a 200-lb top chord calculated reaction from snow and roof dead loads. The toe-nail connection of 2 - 16d gun nails would be sufficient to transfer the gravity load [i.e.,  $200 / (1.15 \cdot 88) = 1.97$  or 2 nails. The same truss design drawing also indicates that a maximum top chord wind uplift reaction of 295 pounds must be resisted. The toe-nail connection of 3 - 16d gun nails would be required to transfer the wind uplift load [i.e.  $295 / (1.6 \cdot 88) = 2.11$  or 3 nails. The top chord connection of 3 - 16d gun nails must be used. Nails should be

When applied in accordance with the provisions of NDS and the building code, toe-nailing provides a verifiable and acceptable connection.

specified by diameter and length, e.g. 0.131" by 3-1/2", to eliminate confusion over the type and size of nail to use. A similar analysis must be performed for the bottom chord. This toe-nail connection information may be shown on the truss design drawing, a standard detail, or a schedule that identifies the truss type, reaction, and nail size and quantity required.

The building code and ICC Evaluation Service Report ESR-1539 (visit **Support Docs** at [www.sbcmag.info](http://www.sbcmag.info) to view this report) provide some prescriptive guidelines for number of nails per connection. Table 4 has been prepared considering this information, which is generally to limit the connection to a maximum of three toe-nails for 2x4 chords and four toe-nails for 2x6 chords.

As previously mentioned, consideration must be given to the lumber size when evaluating any nailed connection. Toe-nail connections must be installed in a specific manner to obtain the calculated capacity and too many nails may split the lumber, rendering the connection inefficient. For this reason, toe-nailed connections supporting gravity and uplift load reactions from trusses and lumber are typically limited to reactions of less than 500 lbs. The support of larger reactions requires more sophisticated connections such as prefabricated metal hangers, lag screws, bolts, or split ring and shear plates.

**Conclusion**

Toe-nailing has long been recognized as an acceptable means of attaching intersecting light-frame wood structural members together. For certain applications, toe-nailing can also be used to effectively attach wood trusses to girder trusses and other structural wood supports. The National Design Specification (NDS) for Wood Construction provides the engineering basis for toe-nail and slant-nail connections. When applied in accordance with the provisions of NDS and the building code, toe-nailing provides a verifiable and acceptable connection.

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The building code and Tables 3 and 4 of this article can be used to verify the adequacy of toe-nailed connections between jack trusses and the supporting girder. The truss designer must communicate this information to the field, usually on the truss design drawing, to satisfy the building code and TPI 1. **SBC**

*Scott Coffman, P.E. works for Builders FirstSource in Sumter, SC and has more than 25 years in the wood design and component industry. To pose a question for this column, call the WTCA technical department at 608/274-4849 or email [technicalqa@sbcmag.info](mailto:technicalqa@sbcmag.info).*



# Safety Scene

The Eyes Have It

by Molly E. Butz & Brooke Kutz

Eye injuries in the truss plant are preventable with common sense and the right equipment.



**T**he old saying goes, "to learn about eye protection, ask someone who has one." And, although the play on words is, indeed, humorous, an eye injury is anything but funny. The good news is that appropriate eye protection combined with proper training can help you and your employees prevent an estimated 90 percent of workplace eye injuries.

American workplaces encounter roughly 1,000 eye injuries every day.\* More staggering are the financial implications of these injuries, which total more than "\$300 million per year in lost production time, medical expenses, and workers compensation costs.\*\* And let's be honest, no monetary value can be placed on a person's vision.

### Evaluate

In order to prevent costly eye injuries at your component manufacturing facility, you'll need to begin by assessing the various operations and areas of production. Prevent Blindness America, a national volunteer eye health and safety organization, suggests that you "inspect all work areas, access routes, and equipment for hazards to eyes."

Appropriate eye protection combined with proper training can help prevent an estimated 90 percent of workplace eye injuries.

The majority of job-related eye injuries result from flying particles or falling objects that strike or scrape the eye. For a component manufacturer, examples of these include metal and wood slivers, wood chips, sawdust, nails and staples. Any of these can result in reduced vision or even worse: an injured worker can experience permanent vision loss if the eyeball is penetrated. In addition, chemical burns to the eyes from contact with industrial chemicals or cleaning products are also common causes of eye injuries.

You will be able to eliminate a certain number of eye hazards immediately by installing and using appropriate machine guarding. In addition, it's common sense to take a certain amount of caution in any manufacturing environment, and that includes a component manufacturing plant. A Bureau of Labor Statistics (BLS) survey found that of about 1,000 employees who sustained a minor eye injury, over half were employed in manufacturing.\*

### Select

Next, you'll need to select the proper eye protection for your facility and the various jobs that are conducted in your plant. The BLS survey reported that the number one factor contributing to eye injuries was "not wearing eye protection" and the runner up was "wearing the wrong kind of eye protection for the job." Further, the survey concluded "nearly three out of every five workers injured were not wearing eye protection at the time of the accident," while 40 percent of the workers who were wearing personal protective equipment (PPE) were wearing

\*"Eye Protection in the Workplace" Occupational Safety & Health Administration (OSHA) Fact Sheet

Continued on page 20

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### at a glance

- ❑ American workplaces log roughly 1,000 eye injuries every day.\*
- ❑ The majority of job-related eye injuries result from flying particles or falling objects that strike or scrape the eye. For a component manufacturer, examples include metal and wood slivers, wood chips, sawdust, nails and staples.
- ❑ Invest in comfortable and adjustable eye protection and train employees on its proper maintenance and replacement.

## Safety Scene

Continued from page 18

the wrong kind.

There are various types of eye protection to select from: non-prescription and prescription safety glasses, goggles, face shields, welding helmets and full-face respirators. For the most part, one of the first two choices will protect your employees from the hazards present at a component manufacturing facility. However, keep in mind that there may be circumstances that call for more protection than safety glasses or goggles.

When you're selecting eye protection, be sure to consider all of the hazards that may affect your employees' eyes throughout the day. It's important to make sure the eye protection does not increase or create other health or safety hazards. In addition, ask your employees if the eye protection fits comfortably or choose a style that can be adjusted. Like most PPE, if the eye protection chosen is uncomfortable, employees are less likely to wear it regularly—if at all.

Don't hesitate to spend the money it takes to get useful, comfortable eye protection. The average eye injury costs \$3,600; that's enough cash to buy eye protection for roughly 100 employees! And, if it means your employees will use it, it's worth it in the long run.

## Train

Once you've established the type of eye protection you'll be using, conduct thorough trainings with small groups of employees. Goggles or safety glasses may seem like fairly simple pieces of personal protective equipment, but your employees still need to understand how they should fit. This will also give you the opportunity to talk about maintenance and replacement issues, as damaged personal protective equipment will not serve its purpose and should be fixed or replaced. It will also open the feedback channel for employees regarding their eye protection concerns.

### All in Favor, Say EYE!

Most importantly, teach your employees to be aware of their environment at all times and that they must wear their eye protection whenever there is any chance of an eye hazard. After all, wearing the proper eye protection is very best way to protect you and your employees from potential eye injuries in the workplace. And don't forget to make your component manufacturing facility visitors don a pair of safety glasses, too. Safety First! **SBC**

*To pose a question for this column or to learn more about WTCA's Operation Safety Program, contact WTCA Staff at 608/274-4849, email [wta@sbccindustry.com](mailto:wta@sbccindustry.com), or view the Operation Safety demonstration online at [www.wtcalco.com](http://www.wtcalco.com).*



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# Economic Environment

## Worldwide Demographic Trends: Competitive Strategies for High-Wage Countries

by Al Schuler

How the U.S. fits into the global labor picture and implications for component manufacturers.

**H**ave you overheard talk of or experienced first-hand a shortage of qualified, skilled labor in the U.S? Know any manufacturers who have outsourced truss design work to parts of Asia or Central America? The premises that I will address in this paper address each of these questions by examining four conditions: (1) world demographic trends suggest that there are some regions (most are “high wage” countries) that have or will have structural or long-term labor shortages; (2) other regions have an abundance of labor, which they are using to capture world commodity markets as globalization and free trade expose high-cost regions to intense competition; (3) Thomas Friedman notes in his book *The World Is Flat*: “high wage countries have to figure out how to move up the value chain by developing special skills that allow them to create superior products for which they can charge extra”; and (4) high-wage countries need to invest more in education and R&D, and become innovative to continue to attract investment capital needed to maintain their standard of living. If they continue to produce commodities (and provide “commodity type services”), they will continue to lose markets to countries where labor supply is abundant.

The implications of these four conditions for *SBC* readers are the subject of two articles. In the first, I look at global labor trends and discuss implications for manufacturing and service providers in high-wage countries like the United States. In the second article (in *SBC*'s November issue), I will focus on U.S. labor shortages and immigration and how these issues affect the domestic construction industry.

### Background

World trade as a percentage of world GDP has grown from ten percent in 1960 to 15 percent in 1985, and increased to 30 percent in 2005 (“Globalization: It’s an Inflation-busting Superhero,” Neil Reynolds, ). The value of global trade in manufacturing has grown from \$1 trillion in 1980 to \$5 trillion in 2002, an annual growth rate of nearly seven percent (see Figure 1). Although annual growth in global trade in the services sector also is growing seven percent, the value of global trade has increased only by \$1.2 trillion, about one-quarter of the increase in value of global manufacturing trade. Globalization reduces inflation. In the past five years, inflation has averaged ten percent among the least “globalized” countries (bottom 25 percent); 6.2 percent for the next quartile of nations; 3.1 percent for the third quartile; and 2.3 percent for the most globalized quartile, or the top 25 percent. Further, investment capital is the most mobile factor of production, followed by labor. This means countries must control inflation or risk losing access to lower cost investment capital (internal and/or external sources). Translation—control inflation or pay higher interest rates—the choice is yours. Labor and capital are the key factors of production. Production and services will gravitate to countries (and industry sectors) where the return is greatest.

Off-shoring (services performed in another country or the same country by wholly owned captive unit) and outsourcing (purchasing a service from a third party) of service-sector jobs will have less impact on service employment than the decline in manufacturing employment according to a study by McKinsey & Co. (The Emerging Global Labor Market ([www.mckinsey.com/ideas/mgi/index.asp](http://www.mckinsey.com/ideas/mgi/index.asp))). For example, the U.S. manufacturing sector’s share of overall employment fell from 32

to 21 percent from 1972 to 2002. By contrast, the McKinsey study suggests that the U.S. service sector job loss over the next 30 years will be considerably less. Nevertheless, the impacts of outsourcing and off-shoring can vary considerably among industries.

### World Demographics Trends

How does the U.S. size up to the rest of the world in terms of available labor and cost of labor? Europe and Japan will face more serious labor shortages than other high-wage countries like the U.S. and Canada (Figure 2). Countries with a labor surplus—Philippines, India, Mexico, Brazil and China\*—will supply labor to Europe,

North America and Japan through outsourcing and off-shoring options. Countries with labor shortages have high labor costs, while countries with labor surpluses have cheap labor (Figure 3). One consequence of these trends is that high-wage countries have seen their manufacturing job base shrink while the service sector (often more value added) has grown in importance (Figure 4 on page 24).

### Future Strategies for High-wage Countries<sup>1</sup>

One of the challenges facing manufacturing in particular is producing to demand, i.e., meeting customers’ unique needs and wants rather than simply producing to capacity in the hope that a market will be there. For instance, the global automotive industry faces this paradox annually and must offer deep discounts and purchase incentives to move excess capacity in inventory.

Producing to demand requires a more integrated, responsive and shorter supply chain. In practice, this means “moving up the food chain” by adding more net value to the product mix and providing additional “value enhancing” services. The key to this strategy for component manufacturers is getting closer to core customers by helping them solve problems: dealing with labor shortages, site waste, and customer callbacks. Such approaches can yield better opportunities for margin improvement, return on investment, and overall profitability.

How does this affect building component manufacturers? Consolidation in the residential construction industry has resulted in fewer builders producing a larger share of houses. The top ten builders now produce 22 percent of the single-family homes in the U.S., up from ten percent a decade ago. The larger builders are leading the transition toward more factory-manufactured components and are demand

Continued on page 24

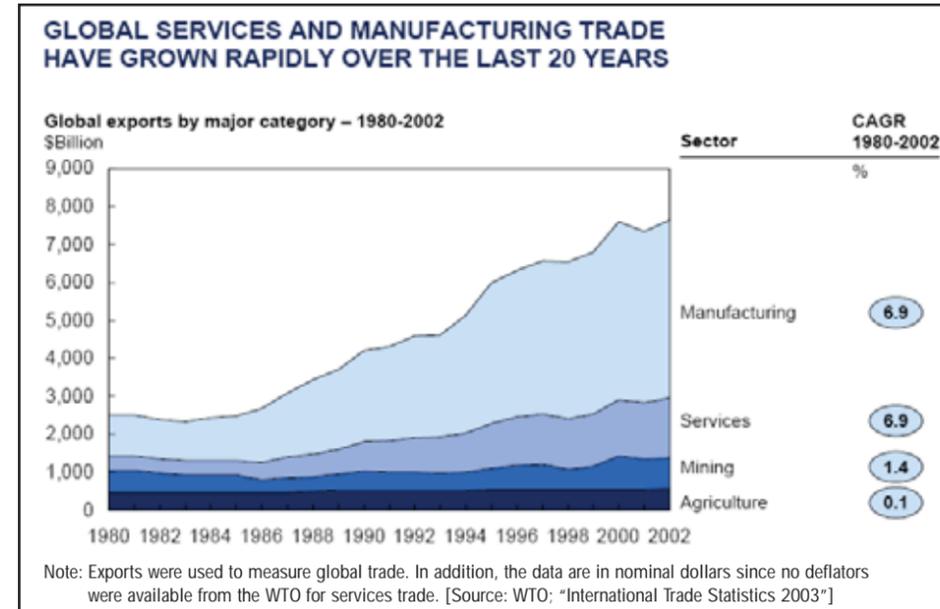


Figure 1. Global trade in manufacturing and services has been growing at seven percent annually for past two decades. (Source: McKinsey & Co., 2005)

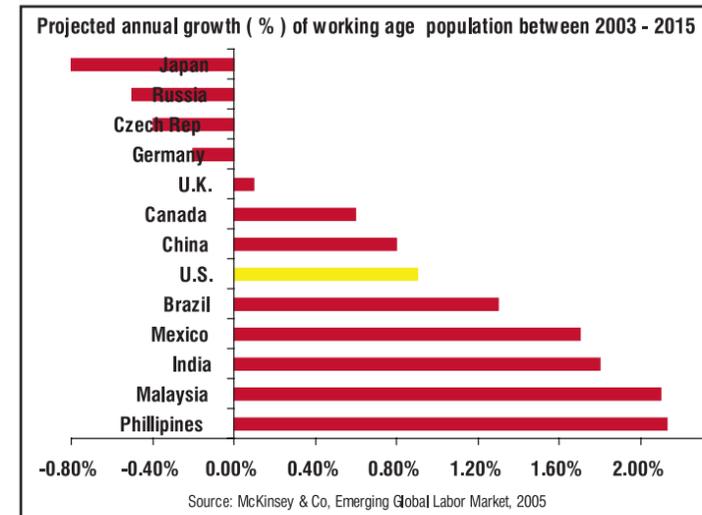


Figure 2. Europe and Japan will face serious labor shortages while India and Mexico will have a labor surplus. (Source: McKinsey & Co., 2005)

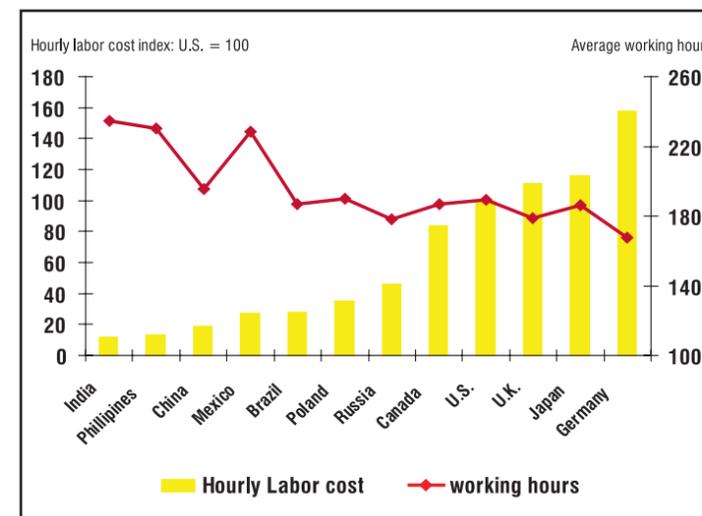


Figure 3. India, Philippines & China are the most attractive with respect to labor cost while Europe, Japan & the U.S. have expensive labor. (Source: McKinsey & Co., 2005)

\*China is a special case—if its economy continues to grow at current rates, they too could face skill shortages.



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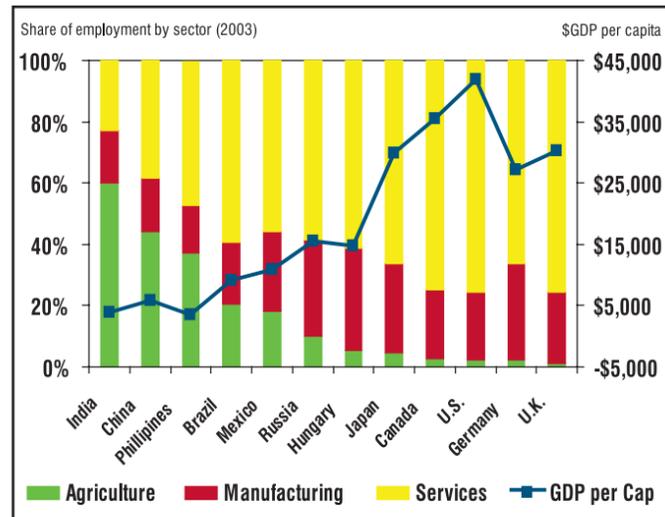


Figure 4. Service sector provides bulk of employment in high-wage countries. (Source: McKinsey & Co., 2005).

other regulations, less tort litigation, and an increasingly world-class manufacturing workforce.

Can education and innovation overcome competitive pressures on our manufacturing base? We can draw on good examples from the U.S. metalworking industry, where the National Institute for Metal Working Skills<sup>2</sup> is committed to a globally competitive American workforce by developing skill standards and implementing certification and accreditation programs. As noted by the 2004 Commerce Department study, *Manufacturing in America*, (<http://bookstore.gpo.gov>), "new processing technologies, removal of trade barriers, and innovations in computing, communications and distribution have accelerated the design, production, and delivery of goods." The study goes on to state: "these factors equate to unprecedented global competition for capital and markets and accelerate the competitive pressures to lower costs, improve productivity, and increase value."

Success strategies for high-wage countries include developing a competitive workforce through investment in education at all levels, encouraging innovation throughout the supply chain, investing in research and development of products, systems, and manufacturing, and responding more fully to the special product and service needs of core customers.

In the next issue of *SBC*, I will discuss labor shortages in the U.S. construction sector, how they are being met, and offer suggestions on how best to survive in an environment where skilled labor shortages are expected to worsen. **SBC**

*Al Schuler works for Forestry Sciences Lab in Princeton, WV. Please note that the economic information/opinions contained in this article are not necessarily those of the USDA Forest Service. Dr. Schuler can be reached at 304/431-2727 or [aschuler@fs.fed.us](mailto:aschuler@fs.fed.us). His economic information can also be found online at [www.sbcmag.info](http://www.sbcmag.info).*

## Economic Environment

Continued from page 23

ing more services from their suppliers, like installed sales of trusses, wall panels, windows, and doors and price smoothing and complete framing packages cut to specification. And, the increasing damage and dollar losses caused by hurricanes and earthquakes are forcing the insurance industry to rethink property and casualty insurance coverage. Builders will be required to build homes that better withstand the damage. As a result, the strict enforcement of building codes are evolving to address these challenges. The end result is that builders will want "supply partners" to share litigation exposure and help them build houses that meet the tougher codes.

Critical to moving up the food chain is also research and development in support of product innovations. For example, it is important to work with the building code authorities (and perhaps the insurance industry) to ensure that building materials (wood, steel, concrete, etc.) are code compliant and address insurance industry concerns. Innovation and education will also be critical for North American manufacturing industries to gain a competitive advantage over global forces with low manufacturing wages, fewer environmental and

<sup>1</sup> Some of this material originally appeared in APA's *Engineered Wood Journal*, "Challenge and Response," by Schuler, et al, fall 2005, p. 23-25.

<sup>2</sup> <http://www.nims-skills.org/home/index.htm>



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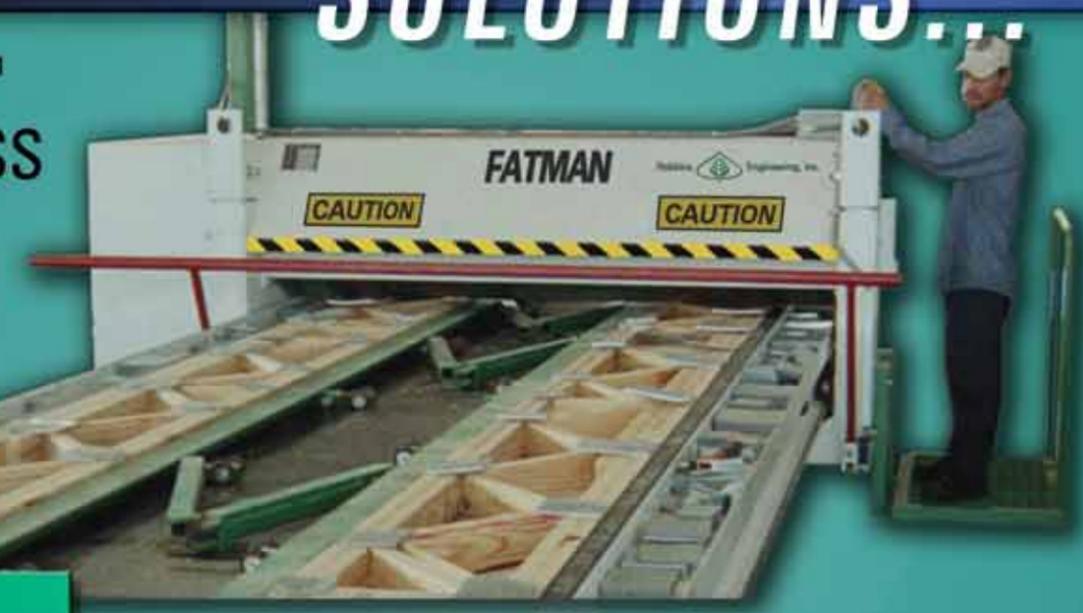


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# Wtca Update

## WTCA Management Notes Now Available

Learn more about the latest tool from WTCA.

by WTCA Staff

Last month you learned about *Tech Notes*; this month *Management Notes* are taking center stage. WTCA's new *Management Notes* address critical issues that component manufacturers face in the operation of their business.

*Management Notes* mimic the format of *Tech Notes* in that sections of the document are organized into the Background, Issue, Analysis and Conclusion of a particular topic. As its name might suggest, the scope of topics covered in *Management Notes* will differ significantly. For instance, while *Tech Notes* are often used to address design responsibility issues, *Management Notes* cover topics that relate to risk management, human resources practices, citation avoidance, transportation regulation, safety and other business operations.

Component manufacturers are encouraged to use *Management Notes* to educate regulatory groups and other outside entities in the marketplace on the industry's interpretation of regulations, laws and codes.



*Management Notes* cover topics that relate to risk management, human resources practices, citation avoidance, transportation regulation, safety and other business operations.

The first ever *Management Note*, titled "California Wall Panel Transport & Permit Process," addresses a recent interpretation of the law by a California Highway Patrol (CHP) officer and citation over optimal load positioning of wall panels and the necessity of a non-divisible over width load permit. While the component manufacturer was successful in defeating the citation in court, the CHP officer claimed he did not agree with the ruling and would continue to issue citations to vehicles hauling wall panels loaded in the horizontal position.

This document, sponsored by the California Engineered Structural Component Association (CalESCA), discusses wall panel production and outlines the industry's concerns regarding wall panel handling and transport. It further discusses the industry's understanding of California Vehicle Code (CVC) and statute by clearly outlining the reasons that wall panels should continue to be transported horizontally when utilizing a flat-bed trailer.

A popular topic for component manufacturers is records retention, which is currently in development. Component manufacturers have also expressed a need for *Management Notes* addressing these topics: sawdust generation and collection, storm water management plans, new employment reporting requirements under the Social Security Administration, employee overtime regulations, and a hearing test requirements guide. Visit [www.sbcindustry.com/mgmtnotes.php](http://www.sbcindustry.com/mgmtnotes.php) to view new *Management Notes*. **SBC**

*Is your chapter or company challenged with a marketplace or business issue that could be covered in a Management Note? If so, contact Sean Shields, [sshields@quallim.com](mailto:sshields@quallim.com).*

### WTCA Creates...

Madison, WI - WTCA is pleased to announce the formation of its Cold Formed Steel Council (CFSC). Comprised of steel component manufacturer members of WTCA, CFSC will focus on protecting and advancing the structural building component industry with a special emphasis on steel component manufacturing issues.



"This will be the most beneficial move the cold formed steel business has seen," said Joe Odgers, Sales Manager for Bama Truss & Components, Inc. and CFSC co-chair. "Creating the council and working with WTCA offers members the opportunity to participate in key WTCA committees, network with component manufacturers on common issues, and have access to tools and resources for steel component manufacturers that are unprecedented."

The goal of CFSC (and WTCA) is to create a fence of protection around component manufacturers through risk management and education. The new council will offer a host of services that build off of the work that the structural building component industry has been working on including: risk management tools; *Technical Notes* providing assistance on building codes, professional engineering laws and design responsibilities; the annual Building Component Manufacturers Conference; the SBC Legislative Conference; approved insurance broker programs, and coverage of steel-related issues in *Structural Building Components Magazine*. New services that will soon be available include: online training; steel-focused Building Component Safety Information (BCSI) series publications; and an In-Plant CFSC Quality Control program.

"The time is right to start CFSC," said Odgers. Outlining the united front the industry now has on key issues that face all component manufacturers, he added, "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."

For more information on participating in WTCA's CFSC, contact WTCA at 608/274-4849.

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## Open Quarterly Meeting Highlights: August 2-4 2006, San Diego, CA

In August, 70 members and staff gathered in San Diego, CA for the WTCA Open Quarterly Meeting. An Engineering & Technology Committee Meeting and the Component Manufacturers' Roundtable were held on Wednesday. Thursday was brimming with additional committee meetings, as the Legislative, Marketing, Management & Business Insurance, Quality Control and Membership Committees all met to work through priorities, receive updates on current projects and plan for the future. The productive week concluded with a full Board meeting on Friday morning.

Some highlights from the week include:

- Prior to WTCA's OQM TPI held its project committee meetings, which were very productive. Chapter 3 is completed with a few minor issues to finalize. The industry collaboration and teamwork on recrafting TPI 1 is excellent and makes the entire process very valuable.
- One of the tremendous aspects of this OQM was the great discussion at each meeting. It was clear that there was strong interest in the topics being discussed, and in many cases the discussion could have gone on for quite some time.
- For component manufacturers, the Component Manufacturers' Roundtable continues to be one of the more interesting and informative meetings taking place. So much so that it was decided to extend the time for this meeting to ensure that there is plenty of time to cover important CM issues. At this meeting, the group discussed lumber

grading issues, recent building collapses, software licensing, industry consolidation, and the lumber trading data survey.

- On Thursday, several committees met and discussed the next steps in moving us toward effectively accomplishing the priorities set at the beginning of the year. A few highlights follow:
  - At the Marketing Committee meeting, members reviewed a new proposed component manufacturing certification program tentatively entitled SCORE (Structural Component Operations Reaching for Excellence). By participating in various WTCA programs, CMs will be able to set themselves apart in the marketplace and market to their customers that they are on a path of continual improvement and enhanced professionalism. Companies will be able to attain different levels of certification through WTCA.
  - The Legislative Committee discussed combining efforts with the National Lumber & Building Material Dealers Association for next year's Legislative Conference.
  - The Management Committee provided excellent feedback on the In-Plant Basic Training program, targeted toward training plant personnel. The course is slated to be completed by December 1.
  - In the QC Committee meeting, the committee approved a motion to recommend to the board that the In-Plant WTCA QC certification pricing be updated to a fee-based approach.
  - The Membership Committee approved the creation of a two-day Annual Regional Workshop & Conference to replace the two sepa-

Continued on page 127

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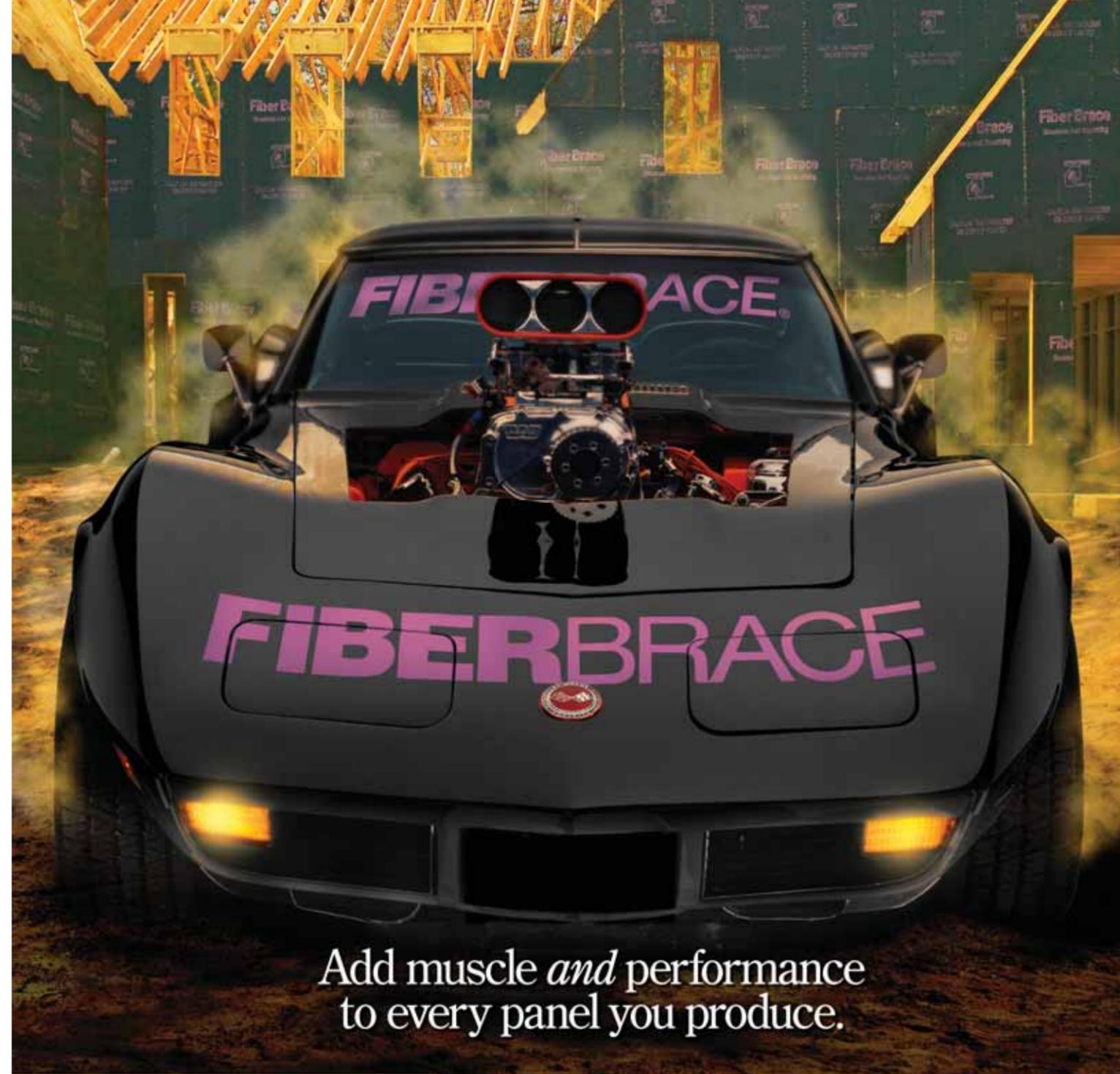
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For more information about WTCA membership, contact Anna (608/310-6719 or astamm@qualtim.com) or visit [www.sbcindustry.com](http://www.sbcindustry.com).

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# Code Connection

## Continuity at Dwelling Separations for Townhouses in the IRC

by WTCA Staff

The code sections quoted below are from the indicated edition of the International Residential Code® (IRC). The quoted code sections are from the Model IRC and do not reflect any duly enacted local amendments.

The IRC requires either two one-hour separation or one two-hour separation at the wall common to townhouse units. In addition, Section R317.2.1 includes a requirement for "continuity." The question often arises as to what is meant by the concept of continuity in this context. "Continuity" applies to the rating of the wall or the assembly that makes up the total wall, not necessarily of the wall construction or membrane itself.

Can one interrupt the vertical separation wall with a horizontal floor/ceiling or roof/ceiling assembly without impacting the requirement for continuity?

### Code Background

The sections of the 2003 IRC regarding continuity at townhouse unit separation are as follows:

**R317.2 Townhouses.** Each townhouse shall be considered a separate building and shall be separated by fire-resistance-rated wall assemblies meeting the requirements of Section R302 for exterior walls.

**Exception:** A common 2-hour fire-resistance-rated wall is permitted for townhouses if such walls do not contain plumbing or mechanical equipment, ducts or vents in the cavity of the common wall. Electrical installations shall be installed in accordance with Chapters 33 through 42. Penetrations of electrical outlet boxes shall be in accordance with Section R317.3.

**R317.2.1 Continuity.** The common wall for townhouses shall be continuous from the foundation to the underside of the roof sheathing, deck or slab and shall extend the full length of the common wall including walls extending through and separating attached accessory structures.

The 2006 IRC section on continuity has been modified as proposed by the National Association of Homebuilders (NAHB) in code change RB98-04/05. The text is presented here in strike-through/underscore style to highlight the changes and includes the proponent's reason:

**R317.2.1 Continuity.** The ~~common~~ fire-resistance-rated wall or assembly for separating townhouses shall be continuous from the foundation to the underside of the roof sheathing, deck or slab. ~~The fire-resistance rating and~~ shall extend the full length of the common wall or assembly, including walls extending through and separating attached accessory structures.

**Reason:** As these are the terms used in Section R317.2 and its Exception, this clarifies that continuous separation of the townhouse buildings by a fire-resistance-rated wall or assembly is required, not just a continuous common wall.

It was accepted as submitted:

**RB98-04/05**

**Committee Action: Approved as Submitted**

**Committee Reason:** This code change proposal provides clarity on the issue of fire-resistant rated assembly continuity and better organizes

Here is how the section in question appears in the 2006 IRC:

**R317.2.1 Continuity.** The fire-resistance-rated wall or assembly separating townhouses shall be continuous from the foundation to the underside of the roof sheathing,

deck or slab. The fire-resistance rating shall extend the full length of the wall or assembly, including wall extensions through and separating attached enclosed accessory structures.

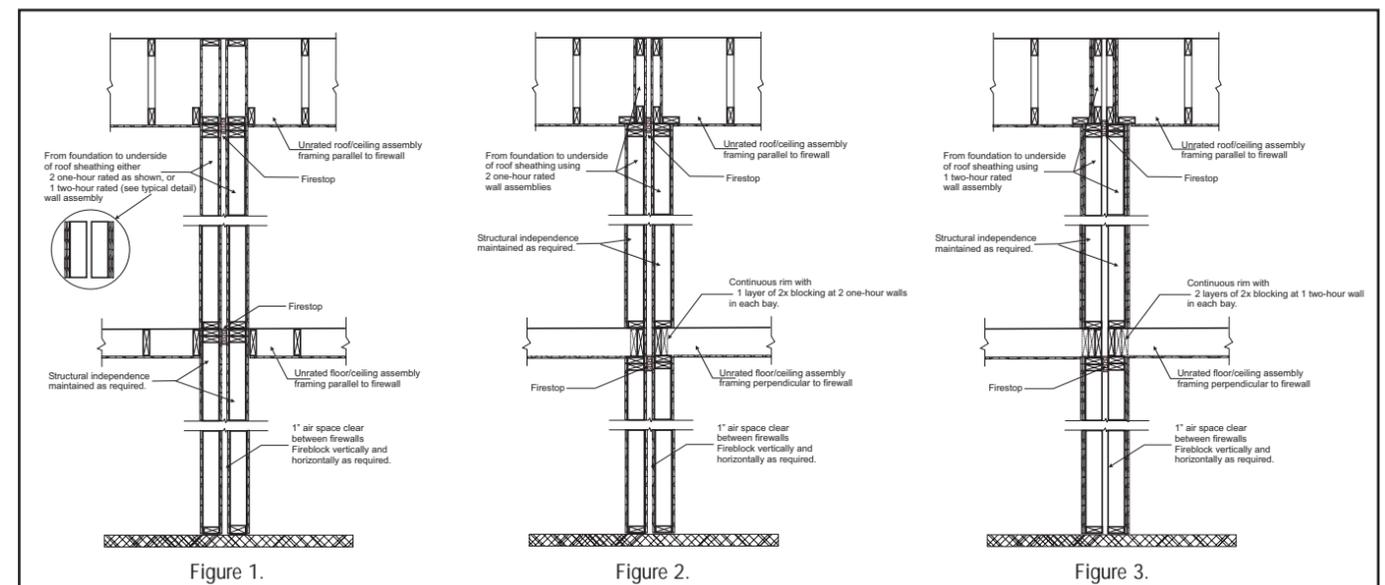
### Discussion

The changes made to Section R317.2.1 in IRC 2006 still do not adequately address what constitutes continuity of the wall or assembly separating townhouse units. It has been deemed acceptable in most jurisdictions to allow the use of appropriately rated wall assemblies from foundation to the underside of the roof sheathing with the integration of sacrificial material.

Sacrificial material may consist of any approved product. The following illustrations are based upon the typical charring properties of wood which allows one hour for each 1.5" of material thickness (each layer of 2x nominal blocking is equivalent to one hour).

The following figures are not intended to be comprehensive illustrations. Rather, they are intended to illustrate the concept of continuity in the context of townhouse separation. Any structural material may be used for floor/ceiling or roof/ceiling members (wood or steel trusses, sawn lumber, I-joists, or engineered wood products) assuming appropriate attention has been given to the installation detailing of the sacrificial material to maintain the required fire-resistance rating.

**Figure 1** illustrates an idealized representation for providing continuity of separation - continuous fire-resistance-rated wall, fire-blocked, with continuous membrane from foundation to underside of roof sheathing shown using two one-hour assemblies.



### at a glance

- Per the 2003 IRC, "each townhouse shall be considered a separate building and shall be separated by fire-resistance-rated wall assemblies."
- In townhome construction applications, the 2003 IRC defines the concept of continuity as "the common wall for townhouses shall be continuous from the foundation to the underside of the roof sheathing."
- Most jurisdictions allow the use of appropriately rated wall assemblies from foundation to the underside of the roof sheathing with the integration of sacrificial material.

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**Figure 2** illustrates an acceptable use of sacrificial material for a separation using two one-hour wall assemblies.

**Figure 3** illustrates an acceptable use of sacrificial material for a separation using one two-hour wall assembly.

### Summary

Assuming proper attention to the detailing and to quality installation of the details, the figures illustrate the use of sacrificial material to demonstrate that an equivalent level of protection can be provided similar to that of a continuous wall with a continuous membrane. **SBC**

For more information about how to get involved in the code process, contact WTCA staff at 608/274-4849 or [codes@sbcindustry.com](mailto:codes@sbcindustry.com).



# Legal Edge

## ORisk Is OReady (OReally)

One risk you can't afford to pass up!

by Kent J. Pagel & Libby Maurer

We can all agree that risk management training for building component manufacturers isn't necessarily the sexiest thing in the world. However, it may very well be one of the most important investments you ever make to ensure the success and longevity of your business. Sexy or not, now there is an efficient and effective way for your employees to be exposed to critical concepts, education and training in risk management. *ORisk*, an online risk management training course tailored specifically to building component manufacturers, is set for release in just a few weeks—really!

The most frequent question with regard to *ORisk* has been, Who in my company should take this course? Unfortunately, the answer is not as cut and dry as you might expect. We asked Becky Harrison, COO of True House, how she intends to use *ORisk* as a risk management tool. Her answer? "We are not big enough to have designated risk management personnel, so we plan on making this an orientation requirement for our mid-senior management groups." An orientation requirement? Before you dismiss the notion as too extreme, let's take a look at why Becky's idea merits consideration. First, she explains that "there are too many ways risk can come through the door, so you better understand what those risks are." She couldn't be more correct; the vast majority of component manufacturers aren't even aware what their biggest risks are. So from a risk awareness standpoint, *ORisk* is invaluable.

Aside from new hires in middle to upper management positions, who else can benefit from the course? "Anyone who answers the phone needs to go through Risk 101 so that they understand risk," she says. Another excellent point, Becky. The Risk 101 track—along with a second track called Insurance 101—provides a fundamental platform of risk management concepts. Think of these tracks as the "atoms," or building blocks in the creation of a solid body of risk management knowledge. The people taking calls are most likely the first line of communication between your company and one of its greatest sources of risk: the customer. By playing this role, they are often the first to deploy risk management tactics. (Turn to page 38 to take the Risk and Insurance knowledge assessments.)

What about employees who need to learn advanced topics in managing risk and avoiding liability—is content available for these folks? Becky says first things first. "We have to have everyone in the game understanding risk as a basic concept, and further into the game, bidding and successful customer contract negotiations will be good exercises for my managers." She's referring to the three tracks contained under the umbrella of Customer Contracts—Bidding, Risk Transfer and Successfully Negotiating a Customer Contract. Salespeople and management personnel will find these tracks especially helpful in their daily interaction with customers and contract forms. (Turn to page 38 to take the Customer Contracts & Negotiation knowledge assessment.)

Go ahead; force yourself to consider the sheer number of employees at your operation that handle risk in the course of their work every day. And then give some serious thought to how prepared they are to make the right decisions to minimize those risks.

Check out [www.sbcindustry.com/orisk.php](http://www.sbcindustry.com/orisk.php) for more information about *ORisk* and to view demos of each of the tracks. For additional questions, contact Libby Maurer at [Imaurer@quallim.com](mailto:Imaurer@quallim.com).



### at a glance

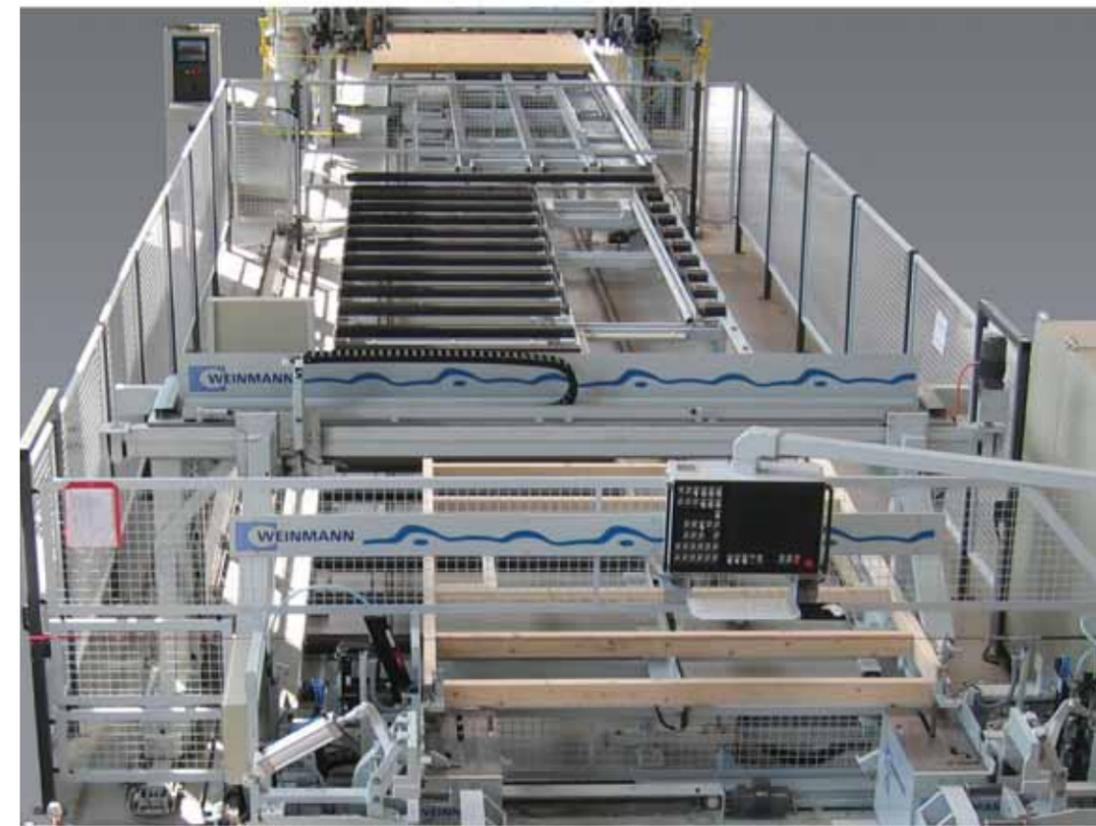
- ❑ Risk management may very well be one of the most important investments you ever make to ensure the success and longevity of your business.
- ❑ Some companies plan to use *ORisk* as an orientation requirement for mid-senior management groups.
- ❑ What about employees who need to learn advanced topics in managing risk and avoiding liability—is content available for these folks? First things first: "We have to have everyone in the game understanding risk as a basic concept."

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**risk assessment:** Consider the following questions and statements as you evaluate how to participate in ORisk. Respond below to find out which tracks are of most benefit to your company.

**Risk Management Knowledge Assessment:**

1. Do you know the elements of an effective risk management program?
2. Do you understand the sources of risk and common types of risks that your company faces?
3. Do you know what to do if your company is sued?
4. Do you fully understand these concepts and the risks associated with these concepts: contracts, warranties, negligence, and product liability?
5. Has your company developed a company-wide risk management philosophy and communicated it to all appropriate company employees?



**Insurance Knowledge Assessment:**

1. Do you know the various types of insurance policies your company carries and why?
2. Do you know the types of claims covered by insurance and those claims not covered by insurance and why?
3. Do you understand how to review a certificate of insurance to determine the name of the insurance carrier, the carrier's insurance rating, the limits of liability; coverage exceptions and exclusions, and additional insured endorsement availability?
4. 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?
5. Do you know the drivers that determine insurance premiums and what your company can consider to reduce premium expenses?

**Customer Contracts & Negotiation Knowledge Assessment:**

1. Have you developed a bid or proposal form with terms and conditions specifically applicable to the risks existing for structural building component manufacturers?
2. 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?
3. 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?
4. Do you always understand the meaning of the indemnity provisions "offered up" by your customer and effectively limit the risks assumed under such indemnity provisions?
5. Do you understand the insurance coverages required by your customers and why, know what insurance you have available to you, and effectively cause your customer to agree with the insurance coverages you can provide?

If you answered "no" to any of the above questions, the following groups of employees should benefit from any of the five tracks within ORisk: every company owner, every company manager (including middle managers), anyone with responsibility regarding insurance, anyone involved in sales, and clerical and administrative staff who interact with customers. The first five tracks include: *Risk Management 101*; *Insurance 101*; *Bidding and Terms and Conditions of Sale*; *Builders' Risk Transfer Provisions*; and *Successfully Negotiating the Customer Contract*.





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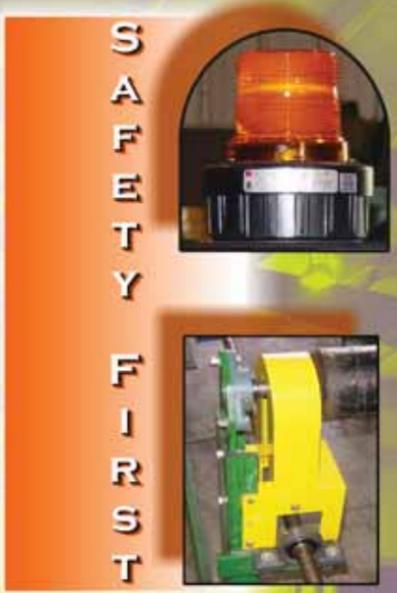


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# Human Faces

## Happily Scrapping Waste

A Florida component manufacturer's scrap wood donations help to improve the lives of children.

by Marisa Peters

Like most truss plants, Deco Truss Company, Inc. in Princeton, FL has significant amounts of scrap wood left over from component fabrication. But what's different about Deco's scrap wood is that some of it, not having been used in some way in the truss plant, is made into cars and elephants.

This is not because Deco Truss has whittlers on staff, or because the company is making a profit selling its southern yellow pine scraps to old-fashioned toy makers. Rather, it's simply because Deco's vice president, Mario Espiñeira, Jr., is quick to contribute when asked for donations.



### In Search of Scrap

In this case, it was David E. Izquierdo who did the asking. Izquierdo and Espiñeira knew each other when they went to school together, but hadn't seen each other in 20 years. Then, a couple years ago, they met again while Izquierdo was in the process of building a new home; Deco was hired to design and fabricate the trusses for Izquierdo's house. Then, this past spring, Izquierdo approached Espiñeira to ask if Deco had any scrap wood they would be willing to donate.

Izquierdo was in search of scrap wood because he and his wife (Angela M. Vega) had recently opened their own branch of a non-profit organization called The Happy Factory, Inc. ([www.happyfactory.org](http://www.happyfactory.org)). The Happy Factory is a Utah-based organization that makes and donates wooden toys, operating under the motto "We may not be able to make a toy for every child in the world that needs one—but we're going to try!" Since founders Charles and Donna Cooley first began making toys in 1995, The Happy Factory has grown to include 30 factories scattered across 11 states, plus one in Brazil and one in England. The organization is completely dependant upon donations of time, money and materials. Regarding materials, a Happy Factory branch and a truss plant are perfect partners.

"When he [Izquierdo] came to me and said 'Do you think you can donate some wood?' I told him we could donate all he wanted," Espiñeira said. "I think he was

kind of like 'Why is he saying he'll give me all I want?' Then I took him out and showed him all the hoppers full of it."

According to Espiñeira, Deco has donated about a half a pickup bed full of wood so far. Izquierdo said about 1,000 toys were made from that amount, and donated to children's hospitals and shelters in Florida and Tennessee.

"And the amount that he [Espiñeira] gave us is such a small percentage of what he has available," Izquierdo said. "If I had the structure and volunteers, I would be able to make hundreds of thousands of toys."

### Pitching in, Wasting Less

Izquierdo and Vega decided they wanted to be part of The Happy Factory after they saw the organization featured on a show called Three Wishes on November 4, 2005. The show explained what The Happy Factory is, and how it donates handmade wooden toys to children both in the U.S. and abroad—some of whom have never before owned a toy. Izquierdo and Vega were so moved by what they saw on the show that they wrote a letter to The Happy Factory only a few days later, expressing their desire to help. Then, in February 2006, they opened their own branch—the first in the state of Florida.

"I have four kids, and I can't picture my kids without any toys," Izquierdo said. "So my wife and I decided that whatever we can do, as much money as we need to donate from our own pockets, without any limits or questions, we would do."

Espiñeira, who also donates Deco's scrap wood to an organization that makes it into shavings for horse bedding, said he appreciates what Izquierdo is doing. "When he [Izquierdo] came to me, I just thought it was the greatest idea."

Once Izquierdo had fashioned some of Deco's donated scraps into toys, he gave one to Espiñeira. "He [Izquierdo] brought me the first thing he made out of yellow pine," Espiñeira said. "It's a car, and it's beautiful. It's the cutest little car."

Various types of toy vehicles are a big portion of what Happy Factory branches produce and donate. Examples are pickup trucks, convertibles and milk trucks, with an elephant being the only non-vehicle toy. Happy Factory branches are required to follow headquarters' regulations regarding the toys they make, and all are limited to a pre-approved set. They receive aluminum molds from The Happy Factory headquarters, and these molds are used to make every toy. However, branches may choose how many to make of each approved design, or they may choose to concentrate on only one or two different styles.

Running a Happy Factory branch is now a part of his and his wife's daily life, Izquierdo said. His four children, who range in age from four to 16, are also involved. Though it is hard work, the family receives a lot of satisfaction from being part of The Happy Factory. "It's definitely given us a new view in

## how you can help:

The Happy Factory, Inc. ([www.happyfactory.org](http://www.happyfactory.org)) willingly accepts donations of time, money and materials. Visit their website to find more information about how to contribute, or to locate The Happy Factory branch closest to you. If you would like to help, you may either volunteer your personal time to help construct toys, or make a monetary donation that will buy wheels and axles for the toys. Donations of materials are also appreciated. This may include scrap wood, glue, sandpaper and mineral oil, among other things, said David E. Izquierdo, Happy Factory branch operator.

life," said Izquierdo. "It's a wonderful reason for being."

As for Espiñeira, he was very willing to contribute to The Happy Factory's cause by helping out his local branch. "It's such an easy thing," he said. "There's so much scrap wood. I mean, they really do all the work. All we're doing is giving it [scrap wood] to them for free."

And Izquierdo may soon be requesting more of Deco's scrap wood. "Everything is possible through generous [donors] like Deco Truss," he said. "Actually, I need more wood, so I've got to call Mario." **SBC**

*Do you have a story of teamwork, cooperation or overcoming challenging situations? Email your story idea to [editor@sbcmag.info](mailto:editor@sbcmag.info).*

### at a glance

- ❑ Deco Truss donates wood scrap left over from component fabrication to Happy Factory, a company that makes toys.
- ❑ Deco has donated about a half a pickup bed full of wood so far, which was enough material to make 1,000 toys for hospitals and shelters in Florida and Tennessee.
- ❑ David Izquierdo and his family opened Florida's first Happy Factory branch in February.

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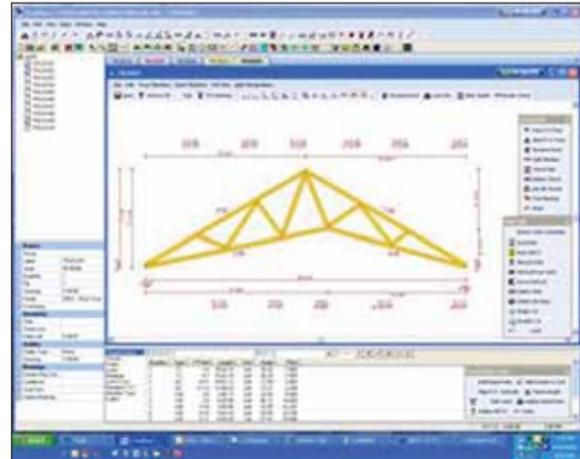
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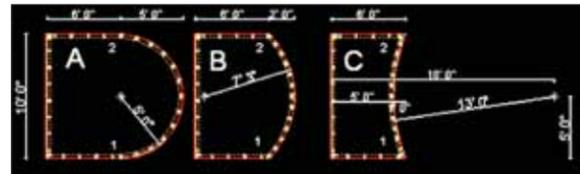
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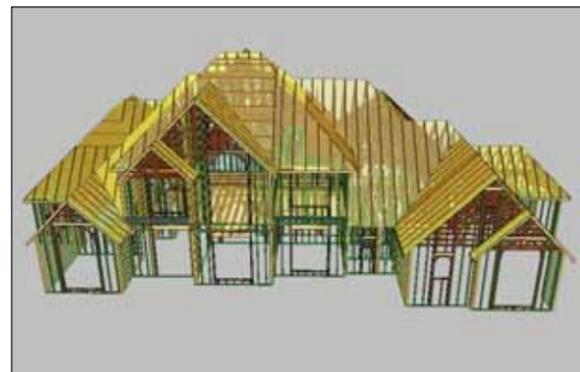
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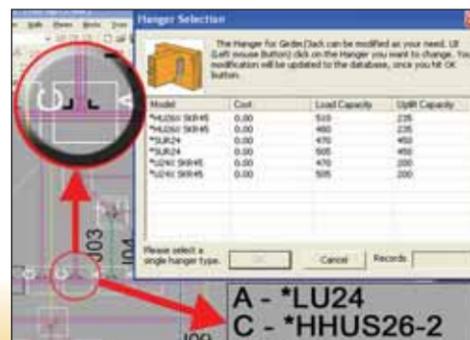
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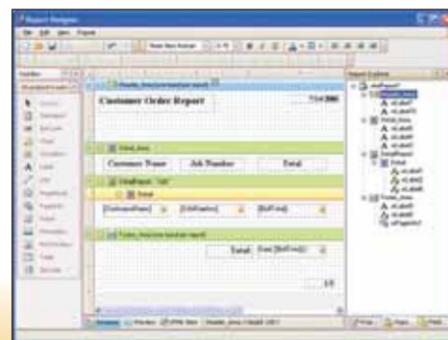
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- ▶ TrusPlus, the engineering module in IntelliBuild™, has a fresh new parametric interface (TDI). As with the parametrics in IntelliBuild, TDI allows users to create truss designs using **Parametric Dimension Input** and create chords and webs with the mouse using **Free Form Sketch Input**. There are **Quick Add Features** and **Quick Profile Modifications**. Use "Point and Click" to modify webs and joints, and use "Drag and Drop" to move joint locations and splices. No matter what you do during design—**changing one dimension updates them all**.
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# CSCI

Carbeck Structural  
Components Institute

## Carbeck CD, Website Get Facelifts

by Emily Patterson

Various improvements make the organization's educational resources more user friendly and useful to the fire service.



### at a glance

- Each module of the new educational CD presents the issues surrounding structural component performance under fire conditions in a fact-based way.
- The new format offers users the freedom to quickly and easily locate the topics they wish to learn more about and then customize their training by viewing only the modules that they wish to see.
- The CD makes a great giveaway to hand out at plant tours.

A familiar face on the fire performance of wood trusses has a new look. The Carbeck CD has undergone a facelift, but a nip here and a tuck there has given the CD more than a new appearance. This trusted resource on the fire performance of structural building components now offers a slew of enhancements and additional features, to help presenters and individual users get the most out of this fire safety education tool.

Earlier this year, Carbeck Structural Components Institute (CSCI), the industry's non-profit educational and research foundation, released the brand new version of its CD for the fire service. The new CD—*Wood Truss Construction and Fire Performance*—addresses the facts surrounding the performance of metal plate connected wood trusses when fire strikes. Condensed from the original version into a more concise, easy-to-deliver format, the CD offers a bevy of new features and presents content in a concise format that allows users to easily pick and choose the topics they wish to view. More than 500 CDs have already been distributed since publication in March 2006.

Just like its predecessor, *Wood Truss Construction and Fire Performance* focuses on educating firefighters with the goal of improving fire safety when it comes to structural building components. "This CD has a lot of good information that people can use in their own operations and in an educational setting," said Richard Brown, President of CSCI. "Over the years, so much negative information has been put out about trusses; the first CD went a long way to counteract that, and this latest version will go even further to help educate the fire service."

### New Look, New Format

Modeled after the recently launched firefighter section of the CSCI website, [www.fire.carbeck.org](http://www.fire.carbeck.org) (which went live earlier this year), the CD organizes content into three main categories: Introduction to Wood Trusses, Fire Performance of Wood Trusses, and Information for Firefighters. These main categories are divided into modules; each runs about five to ten minutes in length and includes a downloads section with additional information and resources on the topics discussed within a module. The *Wood Truss Construction and Fire Performance* CD contains 18 modules in all and totals about three hours in length.

The CD updates were inspired in part by the Iowa Truss Manufacturers Association (ITMA), which has used it as a resource in its annual educational seminar line-up since 2002. "Feedback from firefighters in the field was 'we know building components as products; we need to know how they behave in a fire and how to fight them safely,'" said Ray Noonan, Jr., ITMA education chair.

Each module presents the issues surrounding structural component performance under fire conditions in a fact-based way. The CD references respected authorities on fire safety such as the National Institute for Occupational Safety and Health (NIOSH) Report and includes information on testing conducted under ASTM International standards, and by the National Institute of Standards and Technology, Phoenix Fire Department, Forest Products Laboratory, and other organizations.

The new format offers users the freedom to quickly and easily locate the topics they wish to learn more about and then customize their training by viewing only the modules that they wish to see. Presenters showing the CD to groups and individual users alike have the ability to choose the modules that meet their training objectives or view the entire CD.

Noonan said using *Wood Truss Construction and Fire Performance* to educate the fire service is very similar to the approach ITMA took to reach out to building officials, builders and framers several years ago. "We don't have the same bracing, installation and call-back issues since the chapter started hosting Truss Technol-

Continued on page 48

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Carbeck CD, Website Get Facelifts • Continued from page 47

ogy Workshops (TTWs) to educate the marketplace," he said. Noonan noted that building trusting relationships with the fire service will likely be a challenge, but expects the new CD will be an important tool in the process.

**Brand New Features**

*Wood Truss Construction and Fire Performance* also includes brand new features to help put users in touch with additional resources on the fire performance of wood trusses. The "downloads section" includes a comprehensive collection of all of the resources referenced in individual modules. The "links section" connects users to the websites of respected resources on fire safety and the fire performance of structural building components. Web links include: the National Fire Protection Association (NFPA); Underwriters Laboratories; U.S. Fire Administration (USFA/FEMA); Truss Plate Institute (TPI); and WTCA - Representing the Structural Building Components Industry.

**Perfect Handout for Plant Tours**

The Carbeck CD's new format and additional features makes it a great giveaway for component manufacturers to hand out at plant tours with members of the fire service. Modules are short enough to show during a tour or lunch break, or manufacturers can refer firefighters to individual modules to answer specific questions. To date, WTCA chapters in Iowa, Illinois, Kentucky, Missouri, New York, North Carolina, Ohio, Oregon, Tennessee and Texas have held, or are planning to hold, truss plant tours or training workshops for firefighters, using materials that Carbeck has created.

In February the Western Component Manufacturers Association (WCMA) hosted a group of fire service personnel for a plant tour of BMC West's Sherwood, OR plant. The tour proved to be a great way to bring to life the concepts presented in the new CD, which each attendee received in a component industry binder. Attendee Dan Smits of the Calumet City Fire Department noted, "The tour was a great way to better understand the truss product and more importantly to see the use of technology to maintain better quality control of their product."

Jeff Reynolds, a BMC West employee who led the tour, said it was apparent that the attendees were impressed to see the whole process—from design to fabrication to shipping. "Each member of the fire service expressed a great deal of interest in the truss manufacturing process. The tour was a great opportunity to show them first hand, the entire process from start to finish," said Reynolds.

WTCA Chapters continue to show interest in organizing truss plant tours for the fire service to provide a tangible link between the concepts in the new CD and the process behind building components prior to their installation on the jobsite. Stay tuned for a special series starting this fall covering component manufacturers' efforts to educate the fire service using the tools provided by CSCI.

**CSCI Auction**

To raise awareness about the new CD and to raise funds for CSCI's ongoing work, CSCI will hold an online fundraising auction at BCMC. The online auction will take place Wednesday, October 4 (12:45-5:30 pm), and Thursday, October 5 (10:30 am-4:30 pm). Bids can be placed online or at a computer in the BCMC booth. The winning bids will be announced at the end of each day. CSCI is currently accepting donations (such as novelty tools, sporting memorabilia, women's jewelry and collectibles) for the auction. Donors will be recognized for their generosity in the Carbeck Booth at BCMC, on the Carbeck website and in *SBC*. Visit [www.carbeck.org](http://www.carbeck.org) to download a donation form or to view items up for auction. *SBC*

For details or to order the Wood Truss Construction & Fire Performance CD, visit [www.carbeck.org](http://www.carbeck.org) or call 608/310-6705. For updates to the Carbeck Educational Series, visit [www.fire.carbeck.org](http://www.fire.carbeck.org).

# A • N • U • P R O S P E C T

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# WE WELCOME YOU TO BCMC 2006

## MESSAGE FROM THE BCMC CHAIR

# BIGGER & BETTER in Texas

BCMC 2006 ★ OCTOBER 4-6 ★ HOUSTON, TX



In 1969, "Houston" was the first word spoken from the moon. The Apollo 11 mission established a place in history for the city when astronaut Neil Armstrong spoke the now-famous line, "Houston, Tranquility Base here. The Eagle has landed."

It is in Houston where we will create our own place in history. BCMC 2006 will once again reach a record number of attendees, exhibitors and square footage. Thanks to the dedication and excellence you provide to your industry, we are looking forward to another successful show.

On or off the show floor, there are multiple ways to spend your time at BCMC. Whether you're networking with peers, researching new advancements, attending roundtable discussions of issues facing our industry or touring one of several component manufacturing plants, there is something of value for everyone.

I am excited to welcome you to the endless possibilities BCMC has to offer you. As technology grows, the opportunities become endless.

Thank you and welcome to BCMC 2006!

Mr. Doug Folker • BCMC 2006 Chair • Robbins Engineering

## IMPORTANT DEADLINES:

### SEPTEMBER 11

Hotel reservation guaranteed rate deadline  
Registration for WTCA-TTT  
Course: Truss Basics

### SEPTEMBER 25

Registration for golf and/or substitutions

## 2006 BCMC COMMITTEE:



Ben Hershey  
Exhibits Co-Chair  
TruTrus



Richard P. Parrino  
Programs Co-Chair  
Plum Building Systems



James C. Finkenhoefer  
Golf Co-Chair  
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Bob Allen  
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dba True Truss



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Kelly Sias  
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Capital Structures



Steven L. Stroder  
Carter-Lee Building  
Components



Mike Walsh  
Stock Building  
Supply

## FULL SCHEDULE SUBJECT TO CHANGE

GRBCC = George R. Brown Convention Center

### TUESDAY, OCTOBER 3

- 8a-5p Registration • GRBCC Exhibit Halls D & E
- 8a-3p Golf Outing • Bus pick-up at 6:30 a.m. outside the Hilton Americas Hotel (on East Dr. located near the gift shop) and Hyatt Regency Hotel (on Dallas St. outside the East entrance)
- 1p-7p WTCA Truss Technician Training Course: Truss Basics • Hilton Ballroom of Americas B
- 5p-6p Component Manufacturer Roundtables: Focus Groups on Industry Issues • Hilton Ballroom of Americas D
- 7p Mandatory Exhibitor Meeting • GRBCC

### WEDNESDAY, OCTOBER 4

- 7a-6p Registration • GRBCC Exhibit Halls D & E
- 7a-8a Continental Breakfast • Hilton Grand Ballroom A-F
- 7:50a-8a Welcome from the BCMC Chair • Hilton Grand Ballroom A-F
- 8a-9a Kick-off Presentation: Dan St. Paul • Hilton Grand Ballroom A-F
- 8a-6p Spouse/Guest Hospitality Room • GRBCC
- 9:15a-10:30a **Educational Sessions** • GRBCC  
*Building a Bigger & Better Technical Team* • Rm 362  
*How to Communicate in Today's Ever Changing Market* • Rm 361  
*Safely Managing Incoming Material* • Rm 372  
*Build Your Business with Unlimited Referrals* • Rm 371
- 10a Spouse/Guest Orientation by the Greater Houston Convention & Visitors Bureau • GRBCC
- 10:30a-10:45a Coffee Break • GRBCC (outside session rooms)
- 10:45a-12p **Educational Sessions** • GRBCC  
*Your Technical Team Raising the Bar* • Rm 362  
*How to Communicate in Today's Ever Changing Market* • Rm 361  
*Safety - Finished Goods to the Jobsite* • Rm 372  
*Build Your Business with Unlimited Referrals* • Rm 371
- 12:15p Ribbon Cutting Ceremony • GRBCC Exhibit Halls D & E
- 12:15p-6p **Exhibit Hall Open** • GRBCC Exhibit Halls D & E
- 4p-6p Welcome Reception • GRBCC Exhibit Halls D & E
- 5p BCMC Bowl Drawing • GRBCC Exhibit Halls D & E

### THURSDAY, OCTOBER 5

- 7a-5p Registration • GRBCC Exhibit Halls D & E
- 7a-8a Sit-down Breakfast • Hilton Grand Ballroom A-F
- 8a-9a WTCA Annual Meeting: All are welcome! • Hilton Grand Ballroom A-F
- 8a-5p Spouse/Guest Hospitality Room • GRBCC
- 9a-9:15a Coffee Break • GRBCC (outside session rooms)
- 9:15a-10:30a **Educational Sessions** • GRBCC  
*The Next Generation Technical Team* • Rm 362  
*Spend Smarter to Build Smarter: Maximizing Your R.O.I.* • Rm 361  
*Incentive Compensation: If & How?* • Rm 371  
*Immigration Reform: How it will Affect Your Business* • Rm 372
- 9:30a Spouse/Guest Tour • GRBCC Bus pick-up: Meet on Avenida de las Americas outside entrance of Exhibit Hall D.
- 10:30a-5p **Exhibit Hall Open** • GRBCC Exhibit Halls D & E

- 1p & 3:30p BCMC Bowl Drawing • GRBCC Exhibit Halls D & E
- 3:45p Lakeside Trailer Giveaway • GRBCC Exhibit Halls D & E
- 4:15p-5:30p Component Manufacturer Roundtables • GRBCC  
*Your Technical Team: Build, Grow & Transition for the Future* • Rm 362  
*Spend Smarter to Build Smarter: Maximizing Your R.O.I.* • Rm 361  
*Biting Your Rails* • Rm 371  
*Technical Notes: Clarifying Building Codes & Engineering Laws* • Rm 372  
*Benchmarking for Success* • Rm 362

### FRIDAY, OCTOBER 6

- 7:30a-11a Registration • GRBCC Exhibit Halls D & E
- 7:30a-8a Continental Breakfast • Hilton Ballroom of Americas D
- 8a-9:30a Economic Forecast • Hilton Ballroom of Americas D
- 8:30a-12:30p **Exhibit Hall Open** • GRBCC Exhibit Halls D & E
- 8a-12:30p Spouse/Guest Hospitality Room • GRBCC
- 11:30a BCMC Bowl Drawing • GRBCC Exhibit Halls D & E
- 12:30p Official Adjournment • GRBCC Exhibit Halls D & E
- 12:30p Plant Tours • GRBCC Bus pick-up: Meet on Avenida de las Americas outside entrance of Exhibit Hall D.

### SATURDAY, OCTOBER 7

- 8a-12p WTCA Open Quarterly Meeting: All are welcome! • Hyatt Regency Imperial Ballroom West

## COMPONENT MANUFACTURERS ATTEND BCMC FOR THE EXPERIENCE...



### ... EDUCATION

Take home valuable information  
Find out and apply what's new ...



### ... EXCHANGE OF IDEAS

Touch base with your peers  
Participate in roundtables  
Discuss important industry issues



### ... EXHIBIT FLOOR

Over 150 suppliers  
Make informed decisions  
Comparison shop like a pro



### ... PRIZES & FUN

Win prizes and cash up to \$500  
Win the use of a roll-off trailer  
Play golf and/or bring your spouse.

IT'S BIGGER & BETTER!

## TUESDAY'S EVENTS

### GOLF OUTING

**Tuesday • Oct. 3**  
**8 a.m. - 3 p.m.**

Bus pick up at 6:30 a.m. outside the Hilton Americas Hotel on East Dr. located near the gift shop) and Hyatt Regency Hotel (on Dallas St. outside the East entrance).

See golf outing registration form between pages 82 & 83.

The Woodlands Panther Trail is a soft spikes only course. Clubs are available to rent for \$40.

### GOLF WITH US!

Panther Trail delivers a sleek course with unique contours, water features and fairways framed with over 20 acres of Texas wildflowers. With four sets of tees on each hole, it's a sensational experience for golfers of all skill levels. To check out the course, visit their website at [www.woodlandsgolf.net](http://www.woodlandsgolf.net).

#### Thank You to our BCMC Golf Outing Sponsors/Prize Donors

Alpine Engineered Products, Inc.	Open Joist 2000 (Distribution)	Swanson Group
Cordstrap USA Inc.	Pagel, Davis & Hill, P.C.	Truswal Systems Corporation
International Paper Company	Qualtim, Inc.	Turb-O-Web
MITek Industries, Inc.	Robbins Engineering, Inc.	USP Structural Connectors
Nordic Engineered Wood	Simpson Strong-Tie Co.	Weyerhaeuser Company

## WTCA TRUSS TECHNICIAN TRAINING COURSE

**Tuesday • Oct. 3**  
**1 - 7 p.m.**

Hilton Ballroom of Americas B



### TRUSS BASICS

WTCA's Truss Basics course is designed to provide participants with wood truss fundamentals and improve the technical knowledge of non-design personnel in truss plants.

Designed for sales people, estimators, administrative staff and others who interact with suppliers, customers and industry professionals and would benefit from an overview of the structural building components industry.

Ideal for managers or executives who want to get a feel for the content of WTCA's Truss Technician Training (TTT) Certification courses.

**REGISTER ONLINE** at [www.bcmshow.com](http://www.bcmshow.com) or contact Melanie Birkeland at 608/310-6720 or [mbirkeland@qualtim.com](mailto:mbirkeland@qualtim.com).

ATTENDEE COST PER COURSE:

**MEMBER \$175**

**NON-MEMBER \$440**

Registration deadline is 9/11/06.

## COMPONENT MANUFACTURER ROUNDTABLES

**Tuesday • Oct. 3**  
**5 - 6 p.m.**

Hilton Ballroom of Americas D



### NEW THIS YEAR!

This is a great opportunity to discuss key issues in our industry with a small group of your peers who are passionate about these important issues. Each roundtable will be moderated by a component manufacturer who has experience dealing with the topic. The topics that will be discussed are:

- Immigration
- Employee Incentive/Evaluation Programs
- Family Owned/Small Business Challenges
- Medium Business Challenges
- Hiring/Retaining Production Employees
- Materials Handling
- Educating the Market
- Quality Control
- Training Techniques
- Tools to Help You Measure Your Financial Performance (**NOTE:** This roundtable has moved to Thursday afternoon: "Benchmarking for Success.")

## WEDNESDAY'S EVENTS

### KICK-OFF PRESENTATION

**Wednesday • Oct. 4**  
**8 - 9 a.m.**

Hilton Grand Ballroom A-F



### KICK OFF YOUR WEEK!

For a comedian who can cater to any audience, there is only one name you need to know – Dan St. Paul. The majority of his material comes from being a suburban husband and father and dealing with the frustrations of everyday life.

Dan has appeared on:

- Several episodes of "An Evening at the Improv"
- Numerous shows on Comedy Central, VH-1 and MTV
- Disney's movie *Flubber* with Robin Williams
- A regular guest on the popular radio program, "The Bob & Tom Show"

Dan has opened for legends:

- Jerry Seinfeld
- Natalie Cole
- Smokey Robinson
- Vince Gill

There is nothing like an exciting performance to kick-off what will be three exhilarating days! Watch a clip of Dan at [www.bcmshow.com](http://www.bcmshow.com).

## EXHIBITOR INFORMATION

**SHOW FLOOR HOURS:**  
GRBCC Exhibit Halls D & E

**Wednesday • Oct. 4**  
**12:15 - 6 p.m.**

**Thursday • Oct. 5**  
**10:30 a.m. - 5 p.m.**

**Friday • Oct. 6**  
**8:30 a.m. - 12:30 p.m.**

**YOU DON'T HAVE TO WAIT UNTIL OCTOBER...**  
Find out today who's exhibiting at BCMC 2006!

Visit the show's website at [www.bcmshow.com](http://www.bcmshow.com) to:

- Find the number of exhibitors & total square footage sold
- Read the exhibitor listing & descriptions of their products and/or services
- Request additional information from each exhibitor
- View the floor plan & booth numbers (available in August)

## WELCOME RECEPTION

**Wednesday • Oct. 4**  
**4 - 6 p.m.**  
GRBCC Exhibit Halls D & E

### YOU'RE INVITED!

For BCMC newcomers and regulars alike, this is a great opportunity to network with industry peers and build your contacts. It's where you can meet new friends and catch up with old ones, while enjoying hors d'oeuvres and drinks.

## EDUCATIONAL SESSIONS

### YOUR TECHNICAL TEAM BUILD, GROW & TRANSITION FOR THE FUTURE • GRBCC RM 362

#### SESSIONS AT A GLANCE

##### WEDNESDAY • 9:15 - 10:30 A.M.

- Your Technical Team: Build, Grow & Transition for the Future (Seminar 1)
- From Cave Man to Craftsman (Part 1)
- Managing Risk Beyond Manufacturing (Seminar 1)
- Build Your Business with Unlimited Referrals®

##### WEDNESDAY • 10:45 A.M. - 12 P.M.

- Your Technical Team: Build, Grow & Transition for the Future (Seminar 2)
- From Cave Man to Craftsman (Part 2)
- Managing Risk Beyond Manufacturing (Seminar 2)
- Build Your Business with Unlimited Referrals®

##### THURSDAY • 9:15 - 10:30 A.M.

- Your Technical Team: Build, Grow & Transition for the Future (Seminar 3)
- Spend Smarter to Build Smarter: Maximizing Your R.O.I.
- Incentive Compensation: If & How?
- Immigration Reform: How It Will Affect *Your* Business

**SPEAKER**  
Kevin Riesberg



Director of Design  
Plum Building Systems, Inc.  
Industry experience: 11 yrs.

#### SEMINAR 1 • WEDNESDAY • 9:15 A.M. BUILDING A BIGGER AND BETTER TECHNICAL TEAM

##### TALKING POINTS:

- Building your technical team
- Training your technical team
- Avoiding backcharges in the design process

**SPEAKER**  
Andy Green



Design Department  
Manager  
Cascade Mfg. Co.  
Industry experience: 15 yrs.

#### SEMINAR 2 • WEDNESDAY • 10:45 A.M. YOUR TECHNICAL TEAM: RAISING THE BAR

##### TALKING POINTS:

- Modeling your component design processes – team vs. individuals
- Managing the design process
- Plan interpretation and communication through the request for information (RFI) process

**SPEAKER**  
Mike Kozlowski,  
P.E.



VP of Engineering  
Apex Technology  
Industry experience: 7 yrs.

#### SEMINAR 3 • THURSDAY • 9:15 A.M. THE NEXT GENERATION TECHNICAL TEAM

##### TALKING POINTS:

- What does whole house design mean to you?
- Paradigm shift – moving from components to systems
- Taking a polished technical team to the next level
- Incorporating professional engineering services into your business plan

## EDUCATIONAL SESSIONS

### BUILD YOUR BUSINESS WITH UNLIMITED REFERRALS® • GRBCC RM 371

**SPEAKER**  
Bill Cates



Referral Coach International

WED. 9:15 A.M. & WED. 10:45 A.M. • SESSION REPEATS

##### YOU WILL LEARN:

- Make sure you and your company are referable
- Get referrals without even asking
- Ask for referrals without begging or being obnoxious
- Exit the referral conversation professionally if they don't want to give you referrals
- Create a great connection/introduction from your customer to the prospect

### SPEND SMARTER TO BUILD SMARTER: MAXIMIZING YOUR R.O.I. • GRBCC RM 361

**SPEAKER**  
Glenn McClendon



Vice President/General Manager  
Sun State Components of Nevada, Inc.  
Industry experience: 27 yrs.

THURSDAY • 9:15 A.M.

##### TALKING POINTS:

- Identifying the need
- Researching & evaluating possible solutions
- Thinking like a CPA
- Selling to the CFO

### INCENTIVE COMPENSATION: IF & HOW? • GRBCC RM 371

**SPEAKER**  
Joe Hikel



Chief Operating Officer  
Shelter Systems Limited  
Industry experience: 30 yrs.

THURSDAY • 9:15 A.M.

##### TALKING POINTS:

- Team vs. individual
- Design vs. production
- Open book vs. closed book management
- When do incentives become entitlement?

### IMMIGRATION REFORM HOW IT WILL AFFECT YOUR BUSINESS • GRBCC RM 372

**MODERATOR**  
Allen Erickson



Executive Vice President  
Cal-Asia Truss  
Industry experience: 17 yrs.

THURSDAY • 9:15 A.M.

##### TALKING POINTS:

- Hear view points from around the industry
- Discover the impact of immigration reform
- Discuss how it will change your business operations

### FROM CAVE MAN TO CRAFTSMAN • GRBCC RM 361

**SPEAKER**  
Bryan Arzani



Owner & Vice President  
Results Group, LLC

WEDNESDAY • 9:15 A.M. - 12 P.M.

#### HOW TO COMMUNICATE IN TODAY'S EVER CHANGING MARKET: PART 1 & 2

##### YOU WILL LEARN:

- To better understand, communicate with and manage employees, customers & co-workers
- Successful strategies to deal with stress, lack of communication and aggressive behaviors
- Fun, accurate and effective means to connect with challenging individuals

### MANAGING RISK BEYOND MANUFACTURING • GRBCC RM 372

**SPEAKERS**  
Universal Forest  
Products, Inc.



Kim Hildebrand  
Sr. Manager of Risk Services  
Industry exp: 11 yrs.



Charles Pryor  
Western Div.  
Safety Director  
Industry exp: 15 yrs.



Bob Franke  
Transportation  
Specialist - Rail  
Industry exp: 16 yrs.

#### SEMINAR 1 • WED. • 9:15 A.M. SAFELY MANAGING INCOMING MATERIAL

##### TALKING POINTS:

- Dealing with the railroad today
- Receiving processes for rail and truck
- Step-by-step procedures

#### SEMINAR 2 • WED. • 10:45 A.M. SAFETY – FINISHED GOODS TO THE JOBSITE

##### TALKING POINTS:

- Handling finished goods in yard
- Loading & securing the trusses on the truck
- Reducible load concepts
- Unloading at the jobsite
- Jobsite safety zone considerations

### WTCA ANNUAL MEETING OPEN TO ALL!

THURSDAY • 8 - 9 A.M. • HILTON GRAND BALLROOM A-F

Open to everyone, you will see highlights of what WTCA has accomplished over the years. Featured at the meeting will be the passing of the gavel from outgoing president Don Groom to 2007 president Barry Dixon, announcing the winners of the 2006 Hall of Fame, the Dick Bowman Industry Enthusiast award, the SBC Industry award and updates on the latest WTCA products and programs designed to help your business.

CONTINUING  
EDUCATION  
CREDITS  
OFFERED

BCMC sessions may count toward required credits for your professional certification. Check with your state or local certification board and contact BCMC for details.

## THURSDAY'S EVENTS

### COMPONENT MANUFACTURER ROUNDTABLES

There is no better way to deal with important industry issues than to interact with your peers, and there is no better place to do this than at the roundtables.

**THESE ROUNDTABLES ARE OPEN TO STRUCTURAL BUILDING COMPONENT MANUFACTURERS ONLY.**

**MODERATOR**  
Barry Dixon



CEO  
True House, Inc.  
Industry experience: 21 yrs.

#### **YOUR TECHNICAL TEAM BUILD, GROW & TRANSITION FOR THE FUTURE**

**THURSDAY • 4:15 - 5:30 P.M. • GRBCC RM 362**

##### TALKING POINTS:

- Building a bigger and better technical team
- Your technical team: raising the bar
- The next generation technical team

**MODERATOR**  
Jason Blenker



President  
Blenker Building Systems, Inc.  
Industry experience: 10 yrs.

#### **SPEND SMARTER TO BUILD SMARTER: MAXIMIZING YOUR R.O.I.**

**THURSDAY • 4:15 - 5:30 P.M. • GRBCC RM 361**

##### TALKING POINTS:

- Identifying the need
- Researching & evaluating possible solutions
- Thinking like a CPA
- Selling to the CFO

**MODERATOR**  
Ben Hershey



President  
Alliance TruTrus, LLC  
Industry experience: 15 yrs.

#### **BITING YOUR RAILS?**

**THURSDAY • 4:15 - 5:30 P.M. • GRBCC RM 371**

Co-hosted by WTCA and the Association of American Railroads (AAR), this roundtable will feature representatives from all the major American Class I railroads, along with various short line railroad companies. These individuals will be on hand to address the major concerns facing component manufacturers—demurrage charges, service reliability, and rail car availability—who receive their raw materials via rail.

**MODERATOR**  
Ryan Dexter, P.E.



Director of Technical Projects  
WTCA  
Industry experience: 6 yrs.

#### **TECHNICAL NOTES: CLARIFYING BUILDING CODES AND ENGINEERING LAWS**

**THURSDAY • 4:15 - 5:30 P.M. • GRBCC RM 372**

This roundtable will be an overview of WTCA's *Tech Notes*. These notes address pertinent issues and offer position statements to some frequently asked questions that component manufacturers face on a daily basis. We will discuss how *Technical Notes* are helping to educate the marketplace and brainstorm new topics.

**MODERATOR**  
John Herring



President  
A-1 Building Components LLC  
Industry experience: 34 yrs.

#### **BENCHMARKING FOR SUCCESS**

**THURSDAY • 4:15 - 5:30 P.M. • GRBCC RM 362**

Do you really know how your team compares? Find out from those in the "Know." This roundtable will focus on creating a survey that will be sent out to component manufacturers. Only the participants of the survey will receive the data. Attend this roundtable to get your questions included on the survey.

## THURSDAY'S EVENTS

### SPOUSE PROGRAM

**Thursday • Oct. 5**  
**9:30 a.m. - 4 p.m.**

Remember to sign up  
for the spouse tour on  
your registration form.

#### **VISIT HOUSTON AND MORE!**

While BCMC attendees are busy on the show floor, spouses or significant others may want to stop by the Spouse Lounge (in GRBCC) for a break, to discover just exactly why being a spouse has its privileges. Not only do they have access to all of the BCMC activities, such as the show floor, educational sessions and tours, but in the Lounge they will find a place to relax and most importantly, visit with friends. On Wednesday, October 4, at 10 a.m., a representative of the Greater Houston Convention and Visitors Bureau will be here to point out the many activities available in and around Houston during show hours.

As in years past, BCMC will offer a tour on Thursday, October 5. The bus will depart at 9:30 a.m. from the George R. Brown Convention Center (meet on Avenida de las Americas outside entrance of Exhibit Hall D). Guests start off with a guided bus tour of the city's highlights. From there, they will travel 25 minutes north of Houston to Old Town Spring, a charming town erected near the Great Northern Railroad at the turn of the century. Old Town Spring is composed of Victorian-style homes and buildings which were turned into shops, museums, art galleries and restaurants. Lunch will be provided followed by an afternoon of shopping and antiques. Guests will return to the George R. Brown Convention Center around 4 p.m.

To reserve a spot on the bus, spouses must sign up for the spouse tour in addition to registering as a spouse on the registration form or online at [www.bcmshow.com](http://www.bcmshow.com).



### LAKESIDE TRAILER GIVEAWAY

ENTER TO WIN!

**Thursday • Oct. 5**  
**3:45 p.m.**  
GRBCC Exhibit  
Halls D & E

Drawing from  
all entries received



**WIN THE LIMITED\* USE OF: 2007 - J.D.H  
Trussmaster 48' x 86' Heavy Duty Roll-Off**

#### Featuring:

- Sliding Tandems
- Hydraulic Front-End
- Controllable Rollers with Remote and Flooring Options



\*Visit the Lakeside Trailer booth at BCMC 2006 and **ENTER TO WIN** the use of this trailer for one year. To be eligible to win this valuable prize, you must be a component manufacturer member of WTCA and be present at the time of the official drawing. Tickets are included within your badge. Good luck!

ECONOMIC FORECAST

Friday • Oct. 6  
8 - 9 a.m.  
Hilton Ballroom  
of Americas D



**CONSTRUCTION ECONOMICS: A Look Back at 2006 and a Look Ahead to 2007**

Stanley F. Duobinis, Ph.D., President, Crystal Ball Economics

Everyone is curious about the economic future and what it will bring for our industry, but few are as skilled at predicting and understanding it as BCMC's ever-popular guest speaker, Dr. Stanley F. Duobinis. You will want to be a part of this valuable, in-depth economic discussion on how the structural building components industry will fare in 2007.

Dr. Duobinis is the president of Crystal Ball Economics. His company specializes in forecasts and analysis for firms involved with the construction industry. These forecasts cover the national picture as well as details at the state and metropolitan levels.

Get the pulse of the changing economy! Learn about:

- Where the overall economy is headed.
- How our industry fits in to current market conditions.
- The downturn is affecting many, but there are also opportunities in this market.
- How much of what we're hearing and reading is "real" and how much is "manufactured"?
- The up-to-date expert prediction on how quickly current conditions will turn around.

You won't want to miss this opportunity to learn about the economic future of the industry, and don't forget to bring your most challenging questions!

"The Economic Forecast is something I have come to rely on. I bring back my handout with the notes I took during Dr Duobinis's presentation and use them as a guide or an additional tool as I prepare my forecast and budget for our next fiscal year. It is quite amazing how accurate he has been and even specific to certain regions. I have not missed one of his presentations in the four years he has been at BCMC."

—Rick Parrino, Plum Building Systems, Inc.

CONFERENCE AT A GLANCE

**EXHIBIT HALL OPEN:**

Wednesday, 10/4 12:15p-6p  
Thursday, 10/5 10:30a-5p  
Friday, 10/6 8:30a-12:30p

**SEMINARS:**

Tuesday, 10/3 5p-6p Component Manufacturer Roundtables  
Wednesday, 10/4 8a-9a Kick-off Presentation  
9:15a-12p Educational Sessions  
Thursday, 10/5 8a-9a WTCA Annual Meeting  
9:15a-10:30a Educational Sessions  
4:15p-5:30p Component Manufacturer Roundtables  
Friday, 10/6 8a-9:30a Economic Forecast

PLANT TOURS

Friday • Oct. 6  
12:30 p.m.  
Bus departs  
GRBCC

Tours begin Friday, October 6 at 12:30 p.m. **Tours are available only if you are registered for BCMC as a component manufacturer and are 18 years of age or older.** Sign-ups are accepted via the online system (fastest) or the fax/mail registration form. Please keep in mind that space is limited and these reservations are taken on a first-come, first-served basis. Early tours are filled first. ACT NOW because tours fill up quickly every year!

Additional information will be emailed/faxed to you in September regarding your reserved time and where to catch the tour bus. At the show, you will also find your tour ticket and tour time inside your name badge.

**SCHOLL TRUSS AND COMPONENT COMPANY**

**Things You'll See:**

- Computerized saw
- 2 types of floor truss tables
- Floor truss roll splicer
- Wall panel sub component table
- Wall panel tables
- Back to back gantry system
- Radial arm saw

**Acreage:** 12 acres total, 66,000 sq. ft. manufacturing building, three 200' T sheds along with a 200' stud shed

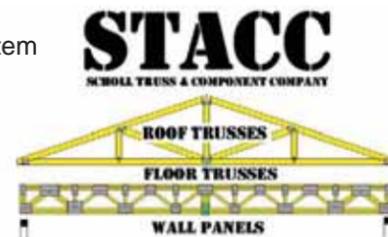
**Number Tour Allows:** 110 people (2 tours of 55 each)

**Departure Times:** 12:30 pm & 1:30 pm

Please allow 2 hours for this tour (this includes transportation time). The tour lasts 1 hour.

**Safety Requirements:** Footwear must be consistent with industrial environment requirements (no open-toed shoes). Safety glasses will be provided.

Feel free to bring your camera or video camera to the Scholl Plant!



**TRUSSWAY, LTD.**

**Things You'll See:**

- Chord saws
- Web saws
- Pop up saws
- Plate saws
- Stud saws
- Radial arm saws
- Floor assembly tables
- Double gantries
- Variety of trailers

**Acreage:** 26 acres

**Number Tour Allows:** 110 people (2 tours of 55 each)

**Departure Times:** 12:30 pm & 1:30 pm

Please allow 2 hours for this tour (this includes transportation time). The tour lasts 1 hour.

**Safety Requirements:** Long pants and hard soled shoes. Safety glasses will be provided.

Check the website [www.bcmcshow.com](http://www.bcmcshow.com) for additional plant tour announcements and opportunities.



## SPECIAL EVENTS

### BCMC BOWL

#### DRAWING TIMES:

Wednesday  
Oct. 4  
5 p.m.

Thursday  
Oct. 5  
1 p.m. & 3:30 p.m.

Friday  
Oct. 6  
11:30 a.m.



As if you don't come away from BCMC with enough already (new opportunities and contacts, more knowledge, and so on), we want to give you more! The BCMC Bowl makes winning cash or other great prizes, as easy as 1-2-3.

- 1) Pick up your entry form at the registration desk.
- 2) Find all the listed items on the show floor.
- 3) Turn in your entry form at the BCMC Booth.

You must be present to win. Random drawings are selected from all entries received.

#### Many Thanks to our 2006 BCMC Bowl Sponsors!

MiTek Industries, Inc.  
Leather Bomber Jacket

Robbins Engineering, Inc.  
2 Leather Letterman Jackets w/ Robbins Logo

Simpson Strong-Tie  
Texas Hold'em Poker Set

Quick Tie Products  
\$200 cash

Truswal Systems Corporation  
Ipod with Video Player

"It's Your Choice!"  
Personalized Set of Luggage

USP Structural Connectors  
Portable DVD Player

BCMC  
\$500 cash

## BCMC REWARDS

### BCMC LOYALTY REWARDS PROGRAM

BCMC wants to reward our most loyal attendees and companies. If you meet the criteria below you are already a winner!

#### Company Program - NEW THIS YEAR!

To qualify:

- Your company has sent at least one person to BCMC for the past 5 years (2002 - 2006).
- Your company is a component manufacturer member of WTCA.

One pin will be given to the owner, president or other representative from your company. This person will qualify for the perks below.



#### Individual Program

To qualify:

- You have attended BCMC 5 out of the last 7 years (2000 - 2006).
- You attend BCMC 2006.
- Your company is a component manufacturer member of WTCA.

#### Perks!

If you or your company meets the criteria above, you will receive the following perks:

- 2 extra tickets for the Lakeside Trailer Giveaway.
- 2 extra tickets for the BCMC Bowl drawing.
- The lowest price for any publications/services/products ordered at the BCMC booth. For example: 1 copy of the *Metal Plate Connected Wood Truss Handbook* will cost \$30 rather than \$49.95.
- A special commemorative pin to wear proudly at the show.

Remember to wear your pin from BCMC 2005 if you qualified for the program last year!

THANK YOU to all of our Loyalty Rewards members.

### CARBECK STRUCTURAL COMPONENTS INSTITUTE



**WELCOME BACK** to this year's Carbeck Booth where we'll hold an online auction. In the booth you will be able to bid on products and services for you, your family and friends to enjoy. Auction items have been generously provided by Carbeck donors (thank you, donors!). Two, day-long auctions—on Wednesday and Thursday—will be held in the booth with winning bids announced at the end of each day. The items for auction can be seen online at [www.carbeck.org/auctionbid.php](http://www.carbeck.org/auctionbid.php). Your donations and participation in this auction will allow Carbeck to fulfill its educational and research mission as the industry's nonprofit foundation.

When you stop by, take a look at examples of Carbeck's work this year on firefighter education. We'll have the new Carbeck *Wood Truss Construction and Fire Performance* CD and interesting videos and photos for you to view. We'll be glad to talk to you about our industry's significant work this year on educating firefighters.

### ONLINE REGISTRATION IS FASTER!

If you like to get things done promptly and appreciate immediate results, register online! Not only is it faster, and provides you with immediate confirmation, but it also lets you know if you are registered early enough to guarantee your spot on the popular plant tours that fill up early every year.

Visit [www.bcmshow.com](http://www.bcmshow.com) and register to attend.

### AND THE WINNERS ARE...

Another exciting BCMC attendee program provided many the opportunity to win a free registration to the show. To qualify for the program, participants had to be component manufacturer members of WTCA and their company could not have attended BCMC in the past five years (2001-2005). The deadline to enter was August 15, 2006. Congratulations to the following winners:

Mr. Michael Cutsinger, Davis Roof Truss Mfg Co  
 Ms. Cindy Gude, W.B. Howland Co., Inc.  
 Mr. Barry Sanford, TrimJoist Corporation  
 Mr. Chase Barineau, Seminole Trusses, Inc.  
 Mr. Jerry Tidwell, Addison Truss & Building Supply LLC  
 Mr. Ronald K. Kinville, Standard Truss & Supply.  
 Mr. Kevin Seipp, Pro-Tech Manufacturing, Inc.  
 Mr. Chuck Prasek, Textruss Component Building, Inc.  
 Ms. Shelly Harrison, Harrison's Roof Truss LLC  
 Mr. Jim Ratekin, Construction Framing Specialists

We look forward to having you at BCMC and hope to see you next year in Columbus, OH!



**BY GROUND**

**AVIS DISCOUNT**

Avis is the place to rent your car! The discounted Avis rates are good from one week before to one week after your meeting, so you can take in all that Houston has to offer.



To reserve your Avis car, call 800/331-1600 and mention this special meeting Avis Worldwide Discount (AWD) number: T766099, or visit Avis online at [www.avis.com](http://www.avis.com) and enter T766099 in the AWD prompt under Rates and Discounts.

**AIRPORT TRANSPORTATION**

**AIRPORT SHUTTLES - Prices subject to change**

**Texans Super Shuttle:**  
713/781-6660 or 877/770-1655  
[www.texansshuttle.com](http://www.texansshuttle.com)

Runs 5 a.m. to midnight  
Bush Airport to Downtown Houston: \$23 (\$42 roundtrip)  
Hobby Airport to Downtown Houston: \$18 (\$30 roundtrip)

**TAXI** to/from Airport to Downtown  
[www.YellowCabHouston.com](http://www.YellowCabHouston.com)  
Approximate **Cab Fares:** Ask for a "Flat Rate" from the airports to downtown Houston to get the best price.

Bush Airport to Downtown: \$43  
Hobby Airport to Downtown: \$22

**DRIVING DIRECTIONS**

**To the GEORGE R. BROWN CONVENTION CENTER:**

**1001 Avenida de las Americas  
Houston, TX 77010**

**I-45 South from Dallas, Conroe, The Woodlands, Bush Intercontinental Airport**

Take I-45 South to I-10 East to US-59 South (exit #770A), exit Downtown Destinations-Hamilton Street, right on Capitol Street, left on Avenida de las Americas.

**I-45 North from Galveston, NASA, Clear Lake, Houston Hobby Airport**

Take I-45 North, exit Downtown Destinations (exit #45), exit Pease Street, right on Chartres Street, left on Polk Street, right on Avenida de las Americas.

**US-59 South from Kingwood, Humble, Bush Intercontinental Airport**

Take US-59 South, exit Downtown Destinations-Jackson Street, left on Franklin Street, right on Hamilton Street, right on Capitol Street, left on Avenida de las Americas.

**US-59 North from the Galleria, Missouri City, First Colony, Sugar Land**

Take US-59 North, exit Downtown Destinations-Polk Street, left on Polk Street, right on Avenida de las Americas.

**I-10 West from Baytown, Channelview, New Orleans**

Take I-10 West to US-59 South (exit #770A), exit Downtown Destinations-Hamilton Street, right on Capitol Street, left on Avenida de las Americas.

**I-10 East from Katy, San Antonio**

Take I-10 East to 59 South (exit #770A), exit Downtown Destinations-Hamilton Street, right on Capitol Street, left on Avenida de las Americas.

**SH 288 North from Pearland, South Loop, Reliant Park**

Take SH-288 North to US-59 North, exit Downtown Destinations-Polk Street, left on Polk Street, right on Avenida de las Americas.

**SH 290 East Coming from Austin, Copperfield**

Take SH-290 East to Loop 610 South to I-10 East to US-59 South (exit #770A), exit Downtown Destinations-Hamilton Street, right on Capitol Street, left on Avenida de las Americas.

**CONTINENTAL AIRLINES**

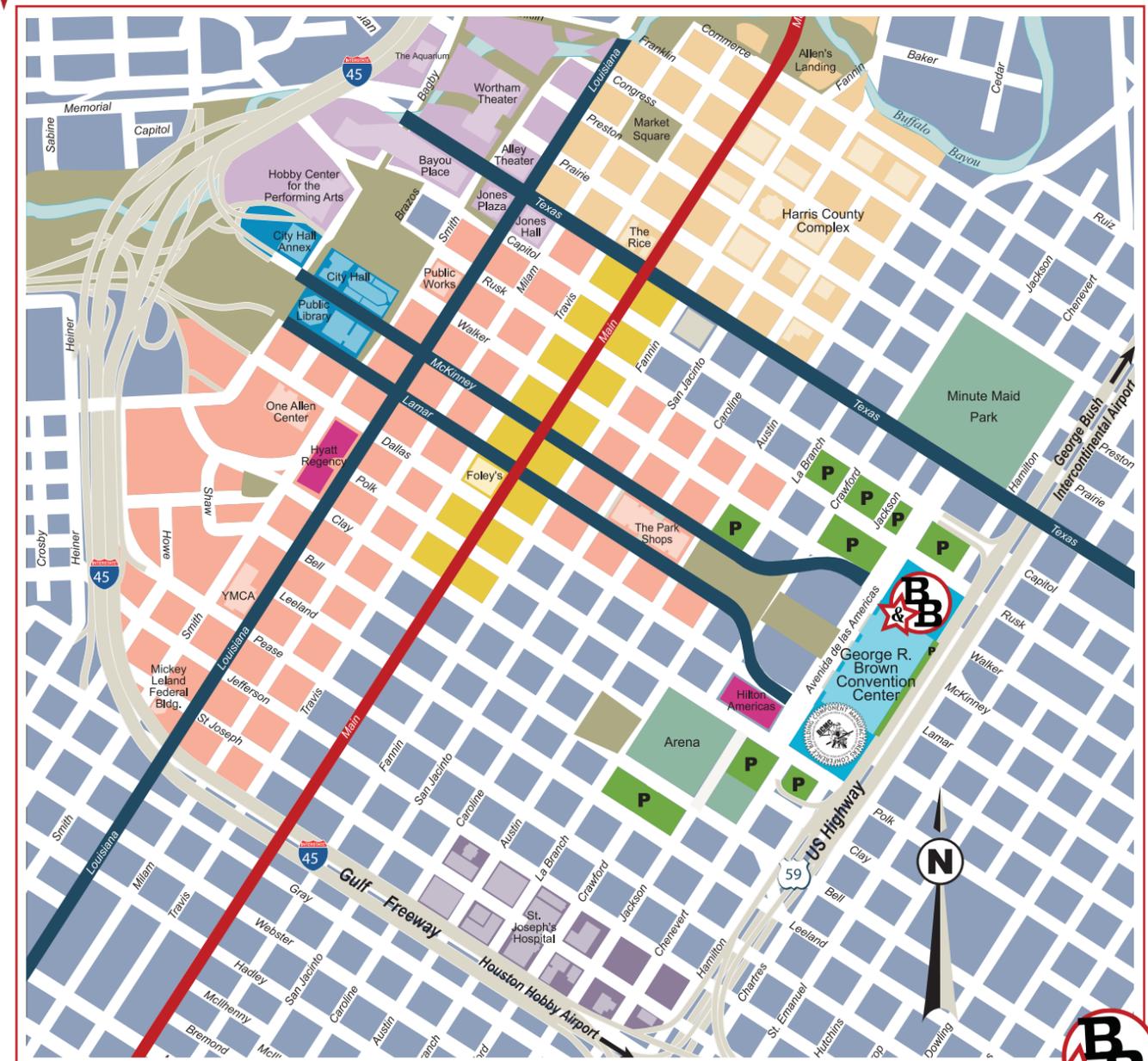
**BCMC** has worked with Continental Airlines to bring you discounted fares for flights into their hub in Houston. Call your professional travel agency or Continental Airlines MeetingWorks at 800/468-7022 and provide the Z Code **ZTE0** and Agreement Code **W4XJ2S**. There will be a \$10 service fee collected, per ticket, for all tickets issued through MeetingWorks reservations, or any Continental Airlines ticketing facility. The service fee is non-refundable and applies to all

itineraries, one-way or roundtrip. To avoid a service fee and receive an additional 3% discount, book your reservations online at [www.continental.com](http://www.continental.com). Enter both your **Z Code** and **Agreement Code** (without a space) in the Offer Code Box.

**Z Code: ZTE0  
Agreement Code: W4XJ2S**



**MAP OF DOWNTOWN HOUSTON, TEXAS**



## HOTELS

### HILTON AMERICAS - HOUSTON



1600 Lamar  
Houston, TX 77010  
713-739-8000  
713-577-8007 fax

[www.americashouston.hilton.com](http://www.americashouston.hilton.com)

**Group rate:** \$176.00 single/double; \$189 triple/quad

**Check-in time:** 3 p.m.

**Check-out time:** 12 noon

**High speed internet\*:** \$9.95/day (wireless)

**Hotel facilities:** The Café - breakfast, lunch & dinner; Skyline Bar and Grill - lunch & dinner (Mon. - Fri.); Spencer's for Steaks and Chops - lunch & dinner (Mon. - Fri.); Fitness center - 6 a.m. to 10 p.m.; Skyline Spa - 8 a.m. to 8 p.m.; Business Center - 8 a.m. to 5 p.m.

**Parking Fees\*:** Self Parking \$12, Valet \$12 and Valet with in/out privileges \$24

**Distance to the George R. Brown Convention Center:** Attached via two sky bridges on the 2nd and 3rd floors

**Directions from airport:**

**FROM HOBBY AIRPORT:**

**Distance from hotel:** 12 miles

**Drive time:** 15 minutes

**Directions:** Take I-45 North to downtown/Scott Street split, exit onto Pease St. Turn right onto Austin St., left onto Lamar. Hotel is on the left.

**FROM BUSH INTERCONTINENTAL AIRPORT (IAH):**

**Distance from hotel:** 25 miles

**Drive time:** 30 minutes

**Directions:** Take I-45 South to McKinney Street, merging onto McKinney St. Turn right onto LaBranch, then right onto Lamar St. Hotel is 2 blocks down on the left.

\*Pricing subject to change.

### HYATT REGENCY - HOUSTON



1200 Louisiana  
Houston, TX 77002  
713-654-1234  
713-951-0934 fax

[www.hyattregencyhouston.com](http://www.hyattregencyhouston.com)

**Group rate:** \$165.00 single/double

**Check-in time:** 3 p.m.

**Check-out time:** 12 noon

**High speed internet\*:** \$9.95/day (wireless and wired)

**Hotel facilities:** Whistler's Walk - breakfast, lunch & dinner; Decafe - 24 hours, Ducks and Company - Lunch, Spindletop - Dinner; Fitness center - 6 a.m. to 10 p.m.; Business Center - 24 hours.

**Parking Fees\*:** Valet \$21, with in/out privileges \$24

**Distance to the George R. Brown Convention Center:** 10-15 minute walk (10-12 blocks)

**Directions from airport:**

**FROM HOBBY AIRPORT:**

**Distance from hotel:** 12 miles

**Drive time:** 15 minutes

**Directions:** Take 45 north to the Downtown Destination (exit #45). Follow ramp to Pease. Exit Pease (one way), travel 17 blocks and turn right on Louisiana. Travel 4 blocks and the Hyatt will be on the left at the corner of Louisiana and Polk.

**FROM BUSH INTERCONTINENTAL AIRPORT (IAH):**

**Distance from hotel:** 25 miles

**Drive time:** 30 minutes

**Directions:** Take 45 south to the downtown McKinney exit, #47C (left side). Follow the ramp 4 blocks and turn right at Milam. Travel 3 blocks and turn right at Polk. The Hyatt is a block and a half on the right, at the corner of Polk and Louisiana.

\*Pricing subject to change.

**Act fast for choice lodging—see website for additional hotels!**

Make reservations online at [www.bcmshow.com](http://www.bcmshow.com) or complete the 2006 BCMC Housing form between pages 82 & 83.

The deadline for guaranteed rates is September 11. All rates are subject to change after this date. All rates are subject to applicable taxes and availability. Hotels will not accept telephone reservations prior to September 27.

## WTCA IS YOUR ASSOCIATION FOR SOLUTIONS IN THE MARKETPLACE



**IT'S YOUR INDUSTRY!**  
EXPERIENCED IN PROVIDING CONSTANT  
AND THOROUGH DEVELOPMENT OF  
USEFUL INDUSTRY PRODUCTS &  
SERVICES, AND MAKING THEM  
AVAILABLE TO YOU **ASAP!**



### ASK ABOUT THESE PRODUCTS AND MORE!

- **ONLINE TRAINING** to provide flexibility of self-paced programs
- **RISK MANAGEMENT TOOLS**
- **YOUR RESOURCE** to **EVALUATE** and **DEVELOP** your **EMPLOYEES'** technical **SKILLS**
- **ONLINE EDUCATIONAL PROGRAMS** provide resources for training your employees. Allied professionals such as building, code and fire officials; architects; engineers; and contractors can also benefit from the high quality online seminars.
- **STRUCTURAL BUILDING COMPONENTS MAGAZINE (SBC)** helps members maintain the most competitive and successful practices in the business.
- **LEGISLATIVE ALERTS** keep you informed of political issues that affect our industry.
- **QUALITY CONTROL (QC)** management tools. Check out the new **In-Plant WTCA QC** version 4.0 program to help you comply with the requirements of ANSI/TPI-1-2002 and set your company apart in the marketplace! Pocket PC Software is now available for **In-Plant WTCA QC**.
- **WAGE & BENEFIT** and **FINANCIAL PERFORMANCE SURVEYS** provide invaluable information to our members. These surveys are **FREE** to all participating members, and only members may obtain the results.
- Timely **NEWS ALERTS** provide members with information about important events that affect your business.
- The **NETWORK** of component industry professionals is over 900 strong, and is one of the greatest sources of important industry information.
- Many **DOCUMENTS & TAGS** have been updated and are available to assist you in educating and warning your customers about the safe and proper use of structural components. Marketing products help you spread the word about the benefits of component construction in your local area.
- **RESOURCES** are a phone call or mouse click away – contact staff with any technical or industry questions!

NEED DETAILS?

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

[www.sbcmag.info](http://www.sbcmag.info)

[www.bcmshow.com](http://www.bcmshow.com)

# TWO POWERFUL FORCES COME TOGETHER



You're Going to Love What's Next.

## **ITW** Building Components Group

We are delighted to announce that Alpine and Truswal have joined with Illinois Tool Works to begin the formation of ITW Building Components Group. In addition to enhancing the current products and services each of our companies now provide to customers, the process will focus on bringing the best of both companies to all our customers.

ITW brings to the group the powerful financial and innovative resources of its more than 700 companies worldwide. Together, we are investing millions of dollars in the development of leading edge software and equipment to ensure that our customers will continue to grow their businesses competitively and profitably.

We are continually inspired by the spirit and passion of our innovators – the highly skilled software programmers, engineers, equipment designers, and development engineers in our research and testing laboratories. They are brimming with confidence, energy, and determination to create the best for our customers. That's why we look forward with eager anticipation to the challenges of the marketplace and the changing needs of homebuilding in the 21st Century.

Alpine, Truswal, and ITW together embrace the possibilities of the future. We promise that the best is still to come and we will be the first to bring it to our customers.

Chris Cronje  
President and CEO  
Alpine Engineered Products, Inc.  
[www.alpeng.com](http://www.alpeng.com)

Andy Schwitter  
President and CEO  
Truswal Systems  
[www.truswal.com](http://www.truswal.com)



**THINGS TO DO!**

Houston is jam-packed with exciting things to do and see! Below are just a few of the many experiences Houston has to offer. For a more complete list, go to [www.visithoustontexas.com](http://www.visithoustontexas.com).

**SPORTS**

Houston Texans - Football: [www.houstontexans.com](http://www.houstontexans.com)  
 Houston Astros - Baseball: [www.astros.mlb.com](http://www.astros.mlb.com)  
 Houston Rockets - Basketball: [www.nba.com/rockets](http://www.nba.com/rockets)  
 Houston Aeros - Hockey: [www.aeros.com](http://www.aeros.com)  
 Houston Comets - Women's Basketball: [www.wnba.com/comets](http://www.wnba.com/comets)  
 Houston Dynamo - Soccer: <http://houston.mlsnet.com>

**TOURS**

Minute Maid Park - Home to the Astros: [www.astros.mlb.com](http://www.astros.mlb.com)

**MUSEUMS**

Houston Museum of Natural Science: [www.hmns.org](http://www.hmns.org)  
 Buffalo Soldiers Museum: [www.buffalosoldiermuseum.com](http://www.buffalosoldiermuseum.com)  
 Holocaust Museum Houston: [www.hmh.org](http://www.hmh.org)

**ATTRACTIONS**

Houston Space Center: [www.spacecenter.org](http://www.spacecenter.org)  
 Downtown Aquarium: [www.downtownaquarium.com](http://www.downtownaquarium.com)

**GARDENS**

Houston Arboretum & Nature Center: [www.houstonarboretum.org](http://www.houstonarboretum.org)  
 Armand Bayou Nature Center: [www.abnc.org](http://www.abnc.org)





City of Houston  
Office of the Mayor

**BILL WHITE**  
MAYOR  
P.O. Box 1562  
HOUSTON, TEXAS 77251-1562  
901 BAGBY, 3RD FLOOR  
HOUSTON, TX 77002

**GREETINGS:**  
 As Mayor of Houston, I welcome all attending the "Bigger & Better in Texas" Building Component Manufacturers Conference (BCMC) at the George R. Brown Convention Center. We are glad you have chosen our great city as your meeting location.

BCMC provides the arena for suppliers and buyers to meet and conduct business in an efficient manner as the annual tradeshow for the building components industry. We consistently encourage economic development in Houston, since we are a great city of opportunity, characterized by diversity, energy and spirit.

I hope you will enjoy all that Houston has to offer. Along with our vibrant cultural and arts scene, world-class sports, and energetic economy, our diverse business communities make the nation's fourth-largest city a great place to live, work and play.

Best wishes for a successful conference.

Sincerely,  
  
 Bill White  
 Mayor



**MARK YOUR CALENDAR...**

**2007 BCMC:**  
**OCTOBER 3-5**  
**COLUMBUS, OH**

**2008 BCMC:**  
**OCTOBER 1-3**  
**FORT WORTH, TX (TENT)**

**2009 BCMC:**  
**SEPT. 30 - OCT. 2**  
**PHOENIX, AZ**



**IMPORTANT PHONE NUMBERS**

- George R. Brown Convention Center  
General Info • 800-427-4697
- George Bush Intercontinental Airport •  
281/230-3100
- William P. Hobby Airport  
General Line • 713/640-3000
- Houston Airport System  
General Line • 281/233-3000
- Houston Fire & Police Dept. • 911
- National Weather Service • 281/337-5074
- Hilton Americas - Houston •  
713/739-8000
- Hyatt Regency - Houston •  
713-654-1234

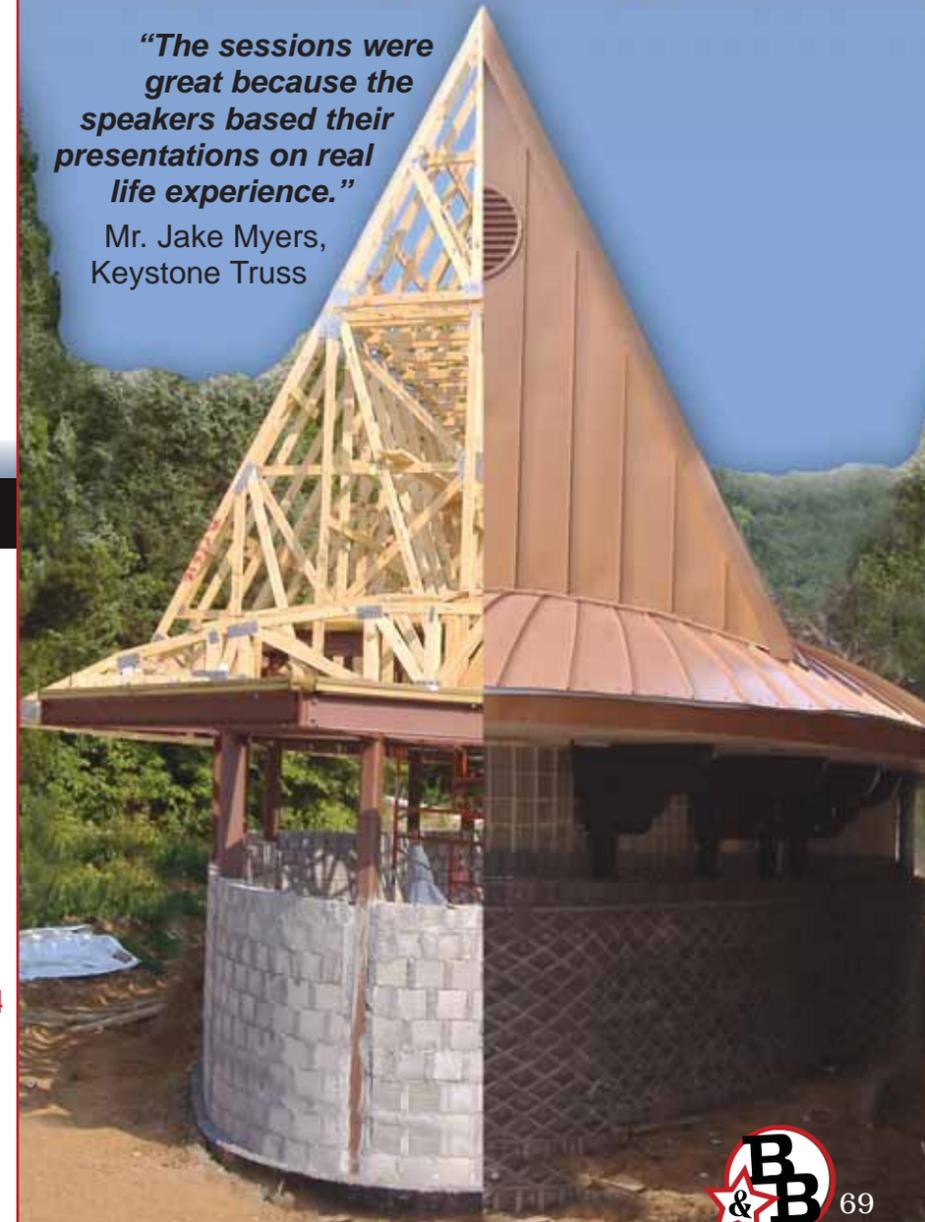
**"Come join us in 2007 as we travel back to the great City of Columbus, Ohio and Discover New Possibilities that continue to advance and strengthen our position as leaders in Structural Building Components."**

*Mr. Ben Hershey • Pres., Alliance TruTrus, LLC • BCMC 2007 Chair*

**DISCOVER NEW POSSIBILITIES  
 BCMC 2007, COLUMBUS, OHIO**

*"The sessions were great because the speakers based their presentations on real life experience."*

*Mr. Jake Myers,  
 Keystone Truss*



- A-NU-PROSPECT
- Advanced Connector Systems LLC
- Advanced Recycling Equipment, Inc.
- Alpine Engineered Products, Inc.
- Anthony Forest Products Company
- Arch Wood Protection, Inc.
- Biomass Combustion Systems, Inc.
- BlueLinx Corporation
- BLUWOOD® WoodSmart Solutions, Inc.
- BOSS Tiedowns & Strapping
- Buchanan Lumber Sales
- Builders Automation Machinery Co.
- BuildersCAD
- Canadian Engineered Wood Products
- Canfor
- Carbeck Structural Components Institute
- Carolina Strapping & Buckles Company
- Clark Industries, Inc.
- COMBILIFT USA
- Commercial Machinery Fabricators
- Cordstrap USA, Inc.
- Deacom, Inc.
- Digital Canal Corporation
- Eagle Metal Products
- Eide
- Elliott Equipment Company
- FastenMaster
- FCStone Canada
- FinnForest USA, ENGINEERED WOOD DIVISION
- Georgia-Pacific Corporation
- Gilman Building Products
- Hiab, Inc. A Cargotec Company
- HOLTEC USA Corporation
- hsbCAD
- Hundegger USA, LC
- Hydrotex
- Impact Sales & Marketing Group, Inc.
- Intelligent Building Systems
- International Paper
- "It's Your Choice!"
- Jager Engineered Wood Products
- Jager Metal Products
- Jordan Forest Products, LLC
- Keymark Enterprises, LLC
- Klaisler Mfg. Corp.
- L-M Equipment Co. Ltd.
- Lacey-Harmer Co.
- Lakeside Trailer Mfg., Inc.
- LRC Products, Inc.
- Lumber-Net
- Lumbermens Merchandising Corp. - LMC
- Machinery Boutique
- Macoser, Inc.
- Mango Tech
- MAXIMIZER TECHNOLOGIES, LLC  
a Component of the Fitzgerald Group LLC
- Metropolitan Lumber Company
- MiTek Industries, Inc.
- MiTek Industries, Inc. Wall Panel Division
- Monel DeSaw Inc.
- MSR Lumber Producers Council
- No-Burn®, Inc.
- Nordic Engineered Wood
- NUCONSTEEL
- Open Joist 2000 Inc. (Distribution)
- OptiFrame Software
- Pacific Automation Ltd.
- Pacific Trail Manufacturing, Inc.
- Palfinger North America
- Panels Plus
- Paslode
- Pennsylvania Lumbermens Mutual Insurance Co.
- PFP Technologies
- Pratt Industries
- Precision Equipment Manufacturing
- Princeton Delivery Systems Inc.
- ProBuild Systems, Inc.
- Qualtim, Inc.
- Quick Tie Products
- RAND Manufacturing
- Randek BauTech AB
- Rayonier Wood Products
- Rex Lumber & North Florida Lumber
- Robbins Engineering, Inc.
- Robbins Lumber
- Roberts International

- Roseburg Forest Products
- Safety Speed Cut Manufacturing
- Seaboard International Forest Products LLC
- Sellick Equipment Limited
- Senco Products, Inc.
- Simpson Strong-Tie
- SL Laser Systems
- Southern Pine Council
- SpaceJoist TE, LLC
- SPIDA Machinery 2000 Ltd.
- Spotnails
- Stanley Bostitch
- Stiles Machinery Inc.
- Stoll Trailers, Inc.
- *Structural Building Components Magazine*
- Summit Forest Products
- SUNBELT
- Superior Wood Systems
- Swanson Group
- Sweed Machinery, Inc.
- TADANO
- TCT Manufacturing, Inc.
- Temple-Inland
- The Hain Company
- The Koskovich Company
- Todd Drummond Consulting
- Tolko Industries Ltd.
- Tolleson Lumber Company
- Triad
- Truss Plate Institute
- Truswal Systems Corporation
- USP Structural Connectors
- Vecoplan, LLC
- Viking Forest Products
- Viking WPS
- Virtek Vision International Inc.
- Vision Financial Group, Inc.
- Wasserman & Associates
- Weima America, Inc.
- Weinig Group
- Weyerhaeuser; iLevel by Weyerhaeuser
- Wood Truss Systems, Inc.
- WoodPro Insurance  
A Division of Bowermaster & Associates
- WTCA - Representing the SBC Industry

**A-NU-PROSPECT***See ad on page 49.*

A-NU-PROSPECT provides the wood component industry with effective delivery systems. These trailers are of the highest quality in the industry featuring innovative improvements on an old concept. These trailers reduce delivery and maintenance costs while being more driver friendly than other trailers.

Contact: Mr. Joe Wilhelm • 519/349-2202 • 519/349-2342 fax  
joewilhelm@quadro.net • www.trustrailer.com

**Advanced Connector Systems LLC\***

We manufacture the patented, "Boss Bullseye" structural wood connectors. The "Boss Bullseye" system now makes pneumatic nailing of metal connectors not only fast and economical, but code approved. ACS products offer "the only code-approved connector for installation with nail-guns." No need for a special "Positive Placement Tool" and costly "Heat Treat" fasteners. Whether gun-nailed or hand-nailed the distinctive "Boss Bullseye" helps quickly identify the proper code approved nail pattern. Safer, Faster, Code Approved. Stop by our booth and let us discuss the cost saving value of our connectors and the ultimate savings to your customers. Contact "Bill Hailey" for information.

**Advanced Recycling Equipment, Inc.**

Stop by our booth to see the latest equipment Advanced Recycling Equipment, Inc. has to offer in waste reduction and thermal combustion. A.R.E. manufactures the Challenger® waste reduction grinders in both Hopper and Horizontal Styles with over 70 models to choose from. In addition to the grinders, A.R.E. manufactures Challenger Combustion Systems to provide turnkey solutions for converting biomass waste using thermal combustion to produce hot air, hot water, steam and electrical energy. A.R.E. also offers a complete line of material handling equipment for a complete turnkey system.

**Alpine Engineered Products, Inc.***See ads on pages 66-67, 131.*

Right now, the excitement at the Alpine booth comes from cutting-edge equipment, software, products and services. Revolutionary software enables the building community to collaborate in better and faster ways. Component-design, information-management systems and plant-connectivity software surpass whole-house design. Alpine Structural Consultants help you provide enhanced services and solutions to your customers. Learn about the industry's leading component-fabrication equipment, including wood truss, steel truss and wall panel systems. And Alpine's finance experts can deliver that new equipment without tying up critical working capital. Discover how Alpine's dedicated full-service approach helps customers consistently grow ahead of the competition. Right now.

Contact: Mr. Gary Muzzarelli • 954/979-9699 • 954/979-9680 fax  
gary@alpeng.com • www.alpeng.com

**Anthony Forest Products Company***See ad on page 112.*

Engineered Wood Products (Solid Sawn I Joist & Glulam Beams) and Southern Yellow Pine Dimension Lumber

Mr. Chris Webb • 870/864-8709 • 870/862-6502 fax  
cwebb@anthonyforest.com • www.anthonyforest.com

**Arch Wood Protection, Inc.**

Arch Wood Protection manufactures wood treating chemicals and licenses production of the best known brands of pressure-treated wood, including Wolmanized® Outdoor® wood and Dricon® fire retardant treated wood. The Dricon brand, in addition to providing code-complying Class A fire performance in interior applications, resists damage from termites and fungal decay. It has earned the Good Housekeeping Seal, a potential selling point for framing, trusses, and other components. New from Arch: FrameGuard™ moldresistant coating for lumber,

plywood, OSB, SIPs, and EWPs. It enables manufacturers to protect their wood and protect themselves against mold problems. Go Green!

**Biomass Combustion Systems, Inc.\****See ad on page 102.*

Eliminate escalating fuel bills by using wood waste to heat your facility. The Biomass Combustion System's 450,000 BTU per hour and 800,000 BTU per hour Hot Air Shop Heaters heat industrial facilities safely and reliably. The 25 year field-tested, all-steel design, is ruggedly built to withstand long-term industrial use. BCS fireboxes are engineered with extra thick end walls, which unlike refractory fireboxes, will not crack and break with repeated hand firing. With proper operation, the systems are virtually smoke-free with minimal impact on the working environment. With BCS Shop Heaters, you can make your wood waste work for you!

Contact: Mr. Charles R. Cary • 508/798-5970 • 508/798-5971 fax  
info@biomasscombustion.com • www.biomasscombustion.com

**BlueLinx Corporation**

Increase efficiencies and reduce costs with one-stop shopping. Customize products for your needs. Products delivered when and where you need them from more than 65 distribution facilities nationwide. Attain lean manufacturing with our JIT delivery solutions. We understand your business with our dedicated and experienced Industrial Sales Force. Lumber: Engineered Lumber, Hardwood & Softwood - dimensional, studs, & boards. Plywood Products: AC/BC Sanded Plywood, Sheathing, SIF & Specialty Plywoods - Marine, HDO, MDO & others. Engineered Wood Products: Particleboard, Hardboard, MDF, & Engineered Wood Trim. **Eastern Sales Office:** 1/800-839-2588 **Western Sales Office:** 1/800-830-7370

**BLUWOOD® WoodSmart Solutions, Inc.\***

BluWood™ is the product of a remarkable new factory-applied, two-step chemical treatment for wood components called the Perfect Barrier™ System. BluWood provides powerful protection for all wood framing components—dimensional lumber, engineered wood, OSB, trusses, rafters and sheathing—against moisture, mold, fungus, subterranean and Formosan termites. The wood is protected from the time it leaves the plant, and has a transferable lifetime limited warranty. BluWood and Perfect Barrier are products of WoodSmart Solutions LLC, founded in 2003 by Charles Morando in Boca Raton, Florida.

**BOSS Tiedowns & Strapping\****See ad on page 15.*

**Boss Strapping** is a lightweight, flexible, heavy duty woven polyester that is rapidly replacing rigid and dangerous steel banding. Our polyester is made in the U.S and manufactured into durable strapping in Texas. Because **BOSS** strapping is made of strong, durable polyester, it holds loads despite nicks, frays and even small cuts. And weighing a fourth of similar size steel banding, **BOSS** strapping is easier on the back and strap choppers are not needed, making disposal easier. Quality and consistency of strapping are the primary concerns of **BOSS**. This is achieved with in-house quality monitoring throughout the entire manufacturing process.

Contact: Mr. Blake Bailey • 936/867-4801 • 936/867-4802 fax  
blake@boss-strapping.com • www.boss-strapping.com

**Buchanan Lumber Sales**

With more and more products available every year, Buchanan Lumber Sales is here to service you with all of your SPF lumber needs. We have SPF Studs, #2&Better, Premium, #3, and MSR dimension lumber to suit many applications. We look forward to seeing you.

**Builders Automation Machinery Co.**

Builders Automation will be exhibiting their CNC Multi Function Stair Router along with other stair equipment. The machine is capable of producing stairs at an amazing rate, demonstrates ultimate flexibility, stair criteria can be entered by the operator

or is down-loadable through DXF files using AutoCAD. Programs can be sent over the internet. The only machine on the market that will do the top and bottom landing cut and automatically moves the stringer through the machining bed. The machine is equipped with two (5) horse power Variable Frequency Drive Spindles.

#### BuildersCAD

Accurate. Detailed. Fast. Customizable. Affordable. With BuildersCAD, produce complete construction documentation or panel drawings and board reports. Make every framing rule decision. Automatically frame an entire structure to your exacting standards or work at an individual wall or board level. Utilize the Header Matrix to size and configure openings to your Specifications. Instantly generate opening schedules and batch cut any or all components. Run detailed framing and cutting reports, generate Bottom Plate or Panel Elevation Drawings. Quickly create stacks for proper build order and shipping. Create detailed roof and floor framing plans and takeoffs. Why lease? Own the BuildersCAD Intelli-Framer.

#### Canadian Engineered Wood Products

CEWP is a national distributor of truss-related material, such as MSR lumber, Quality 1&2 and web stock. Our team of twelve traders in Alberta, British Columbia, Quebec and Ontario allows us to provide the best options for our customers in both the eastern and western markets. In January of 2002, we were pleased to announce our agreement with Millar Western Forest Products, becoming Millar's sole distributor of MSR lumber.

#### Canfor

See ads on pages 90-91, 95.

Canfor is North America's largest MSR producer. Servicing the truss manufacturing, I-joist manufacturing and building components industries. Canfor is your most reliable supplier of MSR. Through the expert operation and coordination of 7 MSR sawmills Canfor produces a consistent quality kiln-dried SPF MSR. Canfor reliably manufactures the prime grades 1650, 2100, 2400 in lengths up to 20ft. Canfor also manufactures long length finger-joined MSR up to 36ft. Canfor offers reliable supply options; rail directly from our mills or trucks from one of our 8 North American reloads.

Contact: Mr. Frank Turnbull • 604/264-6289 • 604/264-6217 fax  
frank.turnbull@canfor.com • www.canfor.com/msr

#### Carbeck Structural Components Institute

CSCI, a 501(c)3 non-profit organization, undertakes research and education projects focused on the structural framing of residential housing and commercial buildings. One of CSCI's key objectives is to provide the fire service with information concerning how to effectively and safely put out fires in structures that include structural building components. Your support last year allowed CSCI to produce a new updated Wood Truss Construction and Fire Performance CD and website for firefighter education (www.fire.carbeck.org). Over 500 of the CDs have been distributed since publication in March 2006. Look for our booth where you can bid online in our fundraising auction.

#### Carolina Strapping & Buckles Company

**Carolina Strapping and Buckles Company** is the proud manufacturer of **GatorSTRAP™**, the widely accepted heavy duty woven polyester strapping that is used extensively in the North American lumber and building component industries. **GatorSTRAP™** has been engineered by our weaving experts to maximize the inherent advantages of high tenacity polyester yarn and is a superior alternative to steel strapping. As part of an expanding strapping product line, **Carolina Strapping and Buckles Company** also manufactures phosphate coated, extra grip wire buckles. Our product line also includes tensioners, dispensers, serrated seals, edge protectors and strap cutters.

#### Clark Industries, Inc.

See ad on page 35.

Clark Industries, Inc. has been building and supporting equipment for the building components industry for over 35 years. We stress quality, reliability, and continued support, if a problem should arise. We build the Tri-Axis machine which makes roof or floor trusses, a multi-head machine for mass production of trusses, column laminating equipment, roller-type floor truss machine, component wall panel presses and truss stackers, both horizontal and vertical. We also build truss conveying systems and an assortment of material handling items for the industry as well as equipment to meet customers' special needs.

Contact: Mr. Jack Schulz • 417/235-7182 • 417/235-8262 fax  
jack@clark-ind.com • www.clark-ind.com

#### COMBILIFT USA

The revolutionary multi-directional Combilift (launched 1998) has had a major impact on handling and storage within the lumber industry. Designed primarily for the handling of long and awkward loads in confined spaces. Essentially 3 machines in one; sideloader, lift truck and narrow-aisle truck. The Combilift can work inside and out, on semi-rough terrain and in all weather conditions. Double handling and downtime are obsolete for Combilift users, as trucks are powered by propane or diesel. Fully synchronised 4-way steering allows maximum use of storage space as the machine can operate in aisles as narrow as 80 inches. Capacities range: 5000lbs-22000lbs.

#### Commercial Machinery Fabricators

See ad on page 39.

Commercial Machinery Fabricators, Inc. CMF THE STEALTH offers a number of products, and will exhibit some of these at BCMC '06. Products include: New Trackless Gantry with a 24-inch Roller VF Drive with power pack, a Roller Press with 24-inch rollers, Steel Slotted truss tables with 24-inch steel plate and plastic/wood top tables, Trackless Floor Truss and Trackless Jack Table.

Contact: Mr. Edward G. Joseph • 517/323-1996 • 517/323-8939 fax  
ed@cmfstealth.com • www.cmfstealth.com

#### Cordstrap USA, Inc.

Cordstrap® is the world leading manufacturer of corded polyester strapping and one-way load securing systems. We provide customers with a safe and cost-efficient alternative to steel banding and other conventional transport packaging materials. Since 1965 it has been Cordstrap's mission to solve strapping, transport, load securing complexities and safety challenges for a diverse base of customers. Cordstrap CC105 is now AAR certified, offering the highest standards available. Cordstrap® Composite Strapping (CC) is a latest development in non-metallic strapping technology. Made from high tenacity polyester filament yarns embedded in a polymer coating, composite strapping is often referred to as "synthetic steel."

#### Deacom, Inc.

See ad on page 127.

Deacom, Inc. produces the complete DEACOM accounting & Enterprise Resource Planning (ERP) software system for building component and prefabricated housing manufacturers. The DEACOM ERP system is engineered specifically to manage your complex job costing and business process issues, and handles an endless variety of unique requirements without costly customization. DEACOM ERP software seamlessly integrates all areas of your company—from production and engineering links, to order entry and invoicing—giving you a comprehensive view of your entire operation. By continually focusing on making complex issues simple, Deacom helps streamline your business processes to maximize productivity and profitability.

Contact: Ms. Susan Shaw • 610/971-2278 x 15 • 610/971-2279 fax  
sshaw@deacom.net • www.deacom.net

#### Digital Canal Corporation\*

Every year component manufacturers spend thousands of dollars on software and equipment leasing. Why lease when you can buy at a fraction of the cost? Digital Canal provides design software to component manufacturers to provide them with a complete design as well as cutlist, framing, sheathing & material take off for all of their component needs. Stop by our booth to see why owning your software that links to your equipment will save you time and money versus costly software and equipment leases. Visit us on line at www.digitalcanal.com

#### Eagle Metal Products

See ad on page 88.

Serving the building components industry for over 20 years with connector plates, engineering services, design software and truss equipment, Eagle is committed to providing superior customer service and the most competitive pricing in the industry. Eagle's Field Repair Press has become standard equipment for truss plants today. With over 1,500 units in use worldwide, it is the single most popular piece of equipment ever developed for the building component industry! We look forward to seeing you in Houston!

Contact: Mr. Baird Quisenberry • 903/275-7888 • 903/887-1723 fax  
baird@eaglemetal.com • www.eaglemetal.com

#### Eide

See ad on page 93.

Eide debuts new features and demonstrates the fastest growing jig system in the industry. The WizardPDS™—Perimeter Definition System is an automated jig system that reduces set up time by 99%. The WizardPDS™ requires NO additional jig hardware or images to accomplish a complete truss set up in 30 seconds or less. The WizardPDS™ converts what is now set up time to build time. Visit our Booth and see the WizardPDS™ build (7) individual and completely different trusses start to finish in just 23 minutes.

Contact: Mr. G. Mitchell Eide • 612/521-9193 x206 • 612/521-9307 fax  
mitch@eidemachinery.com • www.eidemachinery.com

#### Elliott Equipment Company

Elliott is the leader in innovative material handling solutions for the building component industry. Elliott's 1881 tractor mount BoomTruck features ultra-smooth controls, fast operating speed and our patented SuperLink outriggers that let you work in the most confined environments. Elliott offers a full line of BoomTrucks with capacities from 10 - 32 tons. Increase your productivity, improve your worker's morale and work safer than ever before. Do More with Elliott.

#### FastenMaster

FastenMaster, a division of OMG founded in 1981, is a brand of task specific, contractor quality fasteners that are engineered to enable a professional or serious do-it-yourselfer to complete a project faster, easier and stronger. For additional information please call us at 800.518.3569 or visit our website www.FastenMaster.com.

#### FCStone Canada\*

Lumber prices are extremely volatile and profitability is often impacted by the direction of lumber markets, affecting both inventory values and sourcing costs for raw material needs. FCStone Canada specializes in advanced commodity price risk management programs for the forest products industry. Let us show you how you can manage price uncertainty and gain control of your margins and budgets. Our programs focus on hedging lumber, energy, fuel surcharge and currency exposure using futures, options and customized derivatives.

#### FinnForest USA, ENGINEERED WOOD DIVISION

See ads on pages 41, 102.

Finnforest USA, Engineered Wood Division distributes Master Plank® LVL throughout North America. Master Plank® has all building code acceptances,

including NER. Multiple span capabilities make this engineered wood product a logical choice for beams, headers, scaffold planks, mobile home, stair stringers and other industrial applications.

Contact: Mr. James R. Gilleran • 586/296-8770 x105 • 586/296-8773 fax  
jgilleran@finnforestus.com • www.finnforestus.com

#### Georgia-Pacific Corporation

Georgia-Pacific can supply SYP lumber for all your truss needs.

#### Gilman Building Products

Gilman Building Products Company is a quality southern yellow pine manufacturer servicing the truss industry since 1972. Gilman's annual production of SYP lumber exceeds 600 million board feet per year with 75% of production going directly to the truss and component manufacturing industry. We invite our current customers and friends to stop by and visit, as well as prospective customers in the truss industry that are not currently doing business with us.

#### Hiab, Inc. A Cargotec Company

Hiab, Inc. offers Hiab articulated cranes for off loading components and setting both bundles of trusses or single trusses. We also offer the Moffett truck mounted forklift for off loading and placing components on the jobsite including a 4-way version for handling extra long lengths of components.

#### HOLTEC USA Corporation

See ad on page 4.

HOLTEC—The worldwide leader in package crosscut systems. Our Transcut® II Portable Crosscut Saw is affordably priced at \$6900 for cutting whole bunks of lumber of length and our HOLTEC Precision Crosscut Systems are in use by over 6,000 customers worldwide to cut whole packages of lumber to length in less than one minute with a precision of +/- 1mm (.040").

Contact: Ms. Kim O'Brien • 813/754-1665 • 813/752-8042 fax • www.holtecus.com

#### hsbCAD

Object oriented technology based on Autocad and Architectural Desktop. From the drawings created in Architectural Desktop you are only a mouse click away to create all the fabrication drawings and details required for automated or non-automated manufacturing including bill of materials and much more. The Design tool of Choice for: Prefabricated Home Manufacturing (Timber and Light Gauge Steel), Timber Framers (Post and Beam), Modular Home Design, Residential Designers, Residential Design, Log home Design, SIP Designers, Builders.

#### Hundegger USA, LC

See ads on pages 11, 129.

Hundegger USA, L.C. As a true automated milling machine, Hundegger is the most flexible machine on the market with the largest cross section cut area and the most advanced servo control. That is what separates a Hundegger machine from other component saws on the market. In just under 3 years Hundegger USA has sold over 200 SC-1 machines world wide making the SC-1 the most admired linear saw on the market. Hundegger continues to define what a linear saw can do for the truss component industry in our software optimization, batching developments and unique profile mills.

Contact: Mr. Steve Shrader • 435/654-3028 • 435/654-3047 fax  
steve@hundeggerusa.com • www.hundeggerusa.com

#### Hydrotex

Hydrotex is committed to providing our customers the best total lubrication solution for their businesses. Headquartered in the Dallas/Fort Worth area, Hydrotex manufactures a wide variety of performance lubricants, including engine oils, industrial lubricants, fuel improvers, specialty products and performance greases. Hydrotex products are provided throughout the United States by Lubrication

Consultants who attend the company's rigorous, nationally recognized Lubrication University and are kept up-to-date on the latest industry trends, applications, and developments. Our Customer base includes major companies in most market segments in the United States.

**Impact Sales & Marketing Group, Inc.\*** *See ad on page 94.*

Serving truss fabricators with the most exclusive, privately held network of equipment and business development options in the industry. **The Impact Group** offers a full line of dependable truss manufacturing equipment, roll-off trailers, roof gantry and floor truss systems, splicers, linear saws and material handling equipment. Stop by our booth and speak with one of our business analysts and discover our unique approach which gives our customers clear unbiased information specific to their needs. Have questions about the direction you are taking and the choices you have? We can provide the keys for your journey. Visit [www.hotshottrailers.com](http://www.hotshottrailers.com).

Mr. Harry Berney • 817/466-1100 • 817/466-1101 fax  
harry@impactgrp.com • www.impactgrp.com

### Intelligent Building Systems

*See ad on pages 42-46.*

Intelligent Building Systems, the leading supplier for the wall panel manufacturing industry, provides additional profit opportunities for component manufacturers by providing a **COMPLETE WALL PANEL SYSTEM**. Our innovative equipment—manual, semi-automated, or fully automated systems—include many exclusive features that separate us from our competitors. Along with our IntelliBuild™ software, we provide the perfect combination for every component manufacturer. Our knowledgeable staff can help you determine how to maximize your company's performance. Stop by and see how we can contribute to YOUR SUCCESSFUL FUTURE with a GENUINELY INNOVATIVE **COMPLETE WALL PANEL SYSTEM**.

Contact: Mr. Carl Schoening • 817/633-5100 x206 • 817/652-3079 fax  
carlschoening@truswal.com • www.truswal.com

### International Paper

International Paper will exhibit Southern Yellow Pine Lumber and plywood. We will also display MSR Lumber and engineered wood products.

"It's Your Choice!"

From corporate to casual, your one-stop promotional advertising choice for event and tradeshow giveaways, employee motivation programs or executive gifts. We offer in-house embroidery, silk-screening, and laser etching/engraving. We can assist you in developing ideas for unique recognition uncommon to generic catalogs. Whether looking for a traditional gift or the latest rage, we can help you find the perfect product in the price range you desire.

### Jager Engineered Wood Products

JAGER Engineered Wood Products is Canada's largest manufacturer and a leading North American supplier of Engineered Wood Products. This reborn organization with one foot in the forest, brings together the high quality JSI brand I-Joist and the outstanding performing Temlam brand LVL under a single new Company name. Grounded in sound engineering, enabled by cutting edges software and the ability to bundle the entire EWP structural system, Jager EWP is shaking up the industry. With customer intimacy as a guiding principle, you will definitely want to visit our booth. We look forward to seeing you at BCMC 2006.

### Jager Metal Products\*

Jager Metal Products, formerly part of Jager Building Systems has been providing the Canadian truss fabrication market with high quality products and services for over 50 years. With sales, distribution and technical support centres located across Canada we are ideally located to support your growing business. Jager Metal Products man-

ufactures and distributes connector plates, metal webs, production equipment, hangers, design, layout, truss plant management and wall software. Combined with our people and strategic partnerships we truly "Deliver the Advantage." Drop by our booth at the BCMC Show to see the new Jager Metal Products.

### Jordan Forest Products, LLC\*

JFP & JLS are Southern Yellow Pine Manufacturers currently producing in excess of 370 MMBF at our Barnesville, Georgia and Mount Gilead, North Carolina facilities. Our main focus is the production of 2"x4" thru 2"x10"-6' to 16' with 2"x4" being the largest percentage of our production. Grades by mill are: Georgia- MSR (as of August 2006), #1, #2Pr, #2, #3, & #4. North Carolina- DSS, #1 (4" & 6"), #1pr (4" & 6"), #1Dns (10"), #2Pr, #2, #3, & #4. Our goal is to provide our customers quality products and superior service.

### Keymark Enterprises, LLC

**Keymark Enterprises, LLC** Whole House Design, Single Building Model Technology, Intelligent Building Design, Optimum Value Engineering—Keymark's KeyBuild software system is the embodiment of these catch phrases. KeyBuild's superior engineering automates gravity, lateral and seismic load development. Once all loads have been developed; truss, wall, and floor components are engineered and corresponding materials are specified. Whether you are a builder, architect, engineer, component manufacturer or material supplier, KeyBuild can assist you in streamlining your function within the building process.

### Klaisler Mfg. Corp.

*See ad on page 20.*

**CHECK KLAISLER FIRST** Klaisler Mfg. Corp. will feature the latest design in steel top truss tables. The WEG-IT table series is designed to increase jig holding power, speed your production and provide a more durable, longer lasting table. Along with the tables, Klaisler will also present the WEG-IT jiggling system (US patent 7,021,614), the practically MAINTENANCE FREE recessed rail Gantry system and the Heavy Duty Truss Roller. Stop by Klaisler to see THE TANK hydraulic truss pressing system and our latest design RAILESS GANTRY SYSTEM.

Contact: Mr. Brent Davis • 877/357-3898 • 317/357-3921 fax  
brent@klaisler.com • www.klaisler.com

### L-M Equipment Co. Ltd.\*

L-M Equipment Co. is the leading Package Cross Cut System Manufacturer in North America. Our Portable Yard Saw offering a standard 3" Side Shift feature, is ideal for cutting full units of lumber or I joist components. The Fully Automated Verticut P4 System is used to cut full units of lumber to a P.E.T. finish of +/-1/32. L-M also offers a Full Automatic Strapping System with an inline flush end bump roll case. The strapping system can be incorporated into a Verticut System, or can be installed as a stand alone Strapping Station. Visit our web site at [www.LMSaws.com](http://www.LMSaws.com)

### Lacey-Harmer Co.

*See ad on page 123.*

The S/L Truss Projection System provides truss manufacturers with reduced setup time and improved accuracy of component assembly, resulting in dimensional consistency (repeatability) between trusses. Lacey-Harmer Company's other products include the Sense-A-Plate® which detects missing plates from either side of a truss and signals the operator when one of a pair is missing; Lasalign® Laser Guidelines including Miter Saw Lasers for precise and consistent cuts maximizing quality and yield; EASY EMPTY Self-Dumping Containers that are the only true self-dumping containers on the market; and a full line of SUMMIT® chain products including transfer and attachment chain.

Contact: Ms. Judy Cope • 800/367-9992 • 503/222-0073 fax  
jcope@laceyharmer.com • www.laceyharmer.com

### Lakeside Trailer Mfg., Inc.

*See ad on pages 84-85.*

Lakeside will be exhibiting four of their most popular and versatile roll-off models with hydraulic front-ends, sliding tandems, and other options.

Contact: Mr. Lee J. Kinsman • 573/736-2966 • 573/736-5515 fax  
lee@rollerbed.com • www.rollerbed.com

### LRC Products, Inc.

The LRC ExpressHeader was developed to be a cost reducing, time saving, energy efficient window and door header for 3-1/2" and 5-1/2" construction. The Express Header is a structural product manufactured with 1-1/4" APA approved LVL. Its foam core is an Expanded Polystyrene that helps eliminate unnecessary wood fiber. This allows you to utilize only what is needed structurally. Visit [www.expressheader.com](http://www.expressheader.com) as well as [www.lrcproducts.com](http://www.lrcproducts.com).

### Lumber-Net

**Software Solutions for Wholesalers, Manufacturers & Distributors** Lumber-Net offers real-time inventory management software designed for wholesalers, truss manufacturers and remanufacturers. It facilitates the preparation of mill purchase orders, sales orders, and work orders for remanufacturing, and production processing. Scheduling and transportation are managed on-screen, tracking products on ground, committed, or in transit in real-time. Lumber-Net meets the unique needs of your business. We can integrate with most accounting packages as well as truss design applications. Lumber-Net offers both customized, inhouse software as well as a low-cost hosted option.

### Lumbermens Merchandising Corp. - LMC

**LMC - BUILDING ON SERVICE** LMC is a not-for-profit purchasing cooperative owned by over 332 independent stockholders. Over 75 of our stockholders have truss/wall panel operations representing 115 manufacturing locations. These stockholders make up the LMC - Truss Manufacturers Alliance, a networking and education group working to enhance purchasing programs for forest products, building materials and related services by harnessing combined purchasing volume. With over \$3.5 Billion Dollars in purchasing power, it is LMC's mission to be the preferred source to which stockholders can entrust their purchases of forest products, building materials and other related products and services.

### Machinery Boutique

New and used truss equipment brochures and photos.

### Macoser, Inc.

Macoser, Inc. is a major importer of the finest, most efficient and reliable, high-tech woodworking machinery from major European manufacturers. We have over 20 years of experience supplying the United States, Canada, and Mexico with machinery for numerous woodworking applications. Macoser will be introducing its new angular CNC cutting system at the BCMC show. At Macoser, Inc. our experienced sales staff takes pride in providing you with the most efficient, cost-effective, and competitively priced machinery in the wood components industry.

### Mango Tech

*See ad on page 113.*

**MangoTech. A young business providing Fresh Automated Solutions.** MangoTech is a company with a focus on providing practical automation solutions for timber industry businesses throughout the world. The company's rapid growth is a result of its ability to be fast, flexible and innovative in answering real needs, enabling businesses to substantially increase their efficiency and profitability.

Contact: Mr. Ken Hawkins • 1 866 GO MANGO • 61 3 9532 6072  
61 3 9532 6073 fax • ken@mangotech.com.au

### MAXIMIZER TECHNOLOGIES, LLC a Component of The Fitzgerald Group LLC

*See ad on page 48*

**MaxCustomCutter®.** Experience the one that started it ALL, the complete sawing and material handling system (QRM). Addressing current practices with the foresight and flexibility required for the changes coming tomorrow (On-Demand Cutting, Total Material Handling, Certified Safety, Dust Collection and Software Freedom). See how we can Maximize this Technology for your company today! Your Single Source for material handling, cutting, setup and manufacturing equipment / methodology from the premier companies throughout the world. Bring your production numbers, let's talk, we'll become part of your team. Maximizer Technologies. **"A blending of excellent services and products, with answers that work...."**

Contact: Mr. Randall L. Fitzgerald • 719/528-5445 • 719/528-5444 fax  
randy@maximizertechologies.com • www.maximizertechologies.com

### McGinnis Saw Service

McGinnis Saw Service has been specializing in servicing the wood truss industry for 28 years with a complete sharpening and repair service, with sales of high quality saw blades. The foundation of our sharpening service begins with our CNC 5 Walter grinders which provide a precise and consistent grind using the highest quality diamond wheels. Combined with our micro video inspection, experienced hammer-smiths, strict quality controls, and pick-up and delivery vans, we provide a dependable, expedient, high quality sharpening and repair service. This coupled with a complete line of our own proven quality component saw blades to service the industry.

### Metriguard Inc.

**The World's Leading Provider** of precision equipment for: \*Machine Lumber Grading (MSR & MEL), \*Veneer Testing (LVL), \*Bending & Tension Testing (Quality Control)

### Metropolitan Lumber Company

Founded in 1907, Metropolitan specializes in the "Pick O' the Pines." We sell Ponderosa Pine, Southern Pine, Idaho White Pine, and Red Pine to name a few. We also ship Green Douglas Fir, Spruce Pine Fir, Hem Fir and White Fir, and other species. We can provide you with the quality and service you need when purchasing your "just in time" inventory. We stock a wide variety of lumber items at two Chicago area reloads. We also ship direct carloads and truckloads from top quality mills and keep our finger on the pulse of the lumber industry every day.

### MiTek Industries, Inc.

*See ads on pages 2-3, 99, 103.*

**Power to Perform™.** It's our pledge to you that our focus is to always be the best and most reliable business resource—because we measure our success by your success. See the complete MiTek 20/20® software suite. Featuring our "whole house" structural modeling program powered by OptiFrame®, the most complete, productive and reliable software available. And it's fully integrated with MiTek's automated component manufacturing equipment. See the new and improved RoofTracker™ press, Cyber® A/T saw RailRider™ Pro press, MatchPoint™ automated jiggling system and Virtek® laser jiggling systems—featuring the latest options for increasing setup efficiencies and production throughput.

Contact: Mr. Michael Klein • 314/851-7445 • 314/434-1394 fax  
mklein@mii.com • www.mii.com

### MiTek Industries, Inc. Wall Panel Division

Optimized and driven by our industry-leading e-Frame® Panel software, MiTek provides system technologies that deliver bottom-line efficiencies in wall panel design, production and material handling. Our **Panels Plus** manual equipment will demonstrate how even a modest machinery investment can pay off big. Efficiencies are gained through material delivery systems such as our Component

Express™ just-in-time conveyors while manufacturing is optimized by the ShopNet™ production software delivered paperless from your design office directly to the plant floor. Whether it's metal products, component manufacturing equipment, software, training, or engineering services, we are driven to enhance our performance to help you enhance yours.

#### Monet DeSaw Inc.

See ad on back cover.

Monet DeSaw Inc. will display the industries most reliable automated component saw, the DeSawyer 2000; the ever popular floor web saw, the FWA 500; and our newest addition to the cutting family, the DeRoto mill. The DeRoto mill is a fully CNC single blade cutting machine. Backed by the industries best customer service, Monet DeSaw Inc. is manufacturing more reliable equipment than ever. Come by and see us!

Contact: Mr. Kevin Troesser • 573/642-4900 • 573/642-3736 fax  
kevin@desaww.net • www.desaww.com

#### MSR Lumber Producers Council

See ad on page 101.

The Machine Stress Rated Lumber Producers Council was formed to promote the benefits of Machine Stress Rated (MSR) lumber for the purpose of increasing the usage and acceptability of the product. It is the intent and mission of the Council to improve, promote, and advance the common interest and general welfare of all phases of the Machine Stress Rated lumber industry.

Contact: Ms. Kathy James • 888/848-5339 • 406/443-6176 fax  
msrlpc@msrlumber.org • www.msrlumber.org

#### No-Burn®, Inc.\*

No-Burn®, Inc. is committed to making the risk and danger of fire a thing of the past by offering an advanced suite of fire retardants and reactants that render an array of materials highly fire resistant. This technology is one of the world's most effective ways to save property and lives from fire. No-Burn®, Inc.'s suite of fire retardants, fire reactants and patented dual products provide protection against fire and mold are available through a network of dealers specializing in professional application. No-Burn®, Inc. is a privately held company headquartered in Wadsworth, Ohio USA.

#### Nordic Engineered Wood

Nordic Engineered Wood, a wholly-owned subsidiary of Chantiers Chibou-gamau, was founded in 2000 to develop high quality wood products for use in residential and light commercial applications. In addition to the largest solid-sawn I-joist manufacturing facility in North America, Nordic manufactures a family of competitively priced laminated products including glulams and columns. In keeping with our parent company's vision, we maintain strict adherence to quality control, environmentally sound harvesting and manufacturing techniques, and reliable service.

#### NUCONSTEEL

If it can be done in light gauge steel, NUCONSTEEL® can do it! NUCONSTEEL has developed an innovative, fast and, cost-effective method of producing light gauge steel components for the residential market. With this NU WAY TO BUILD®, the NUFRAME™ and NUTRUS 2.0® systems can help YOU produce panels and trusses on time every time! Stop by our booth to watch panels and trusses being produced in minutes.

#### Open Joist 2000 Inc. (Distribution)

See ad on page 48.

Distribution Open Joist 2000 Inc. has been reengineering wood components since 1990. Open Joist 2000®, the original trimmable open webbed floor truss, was designed to maximize solid sawn lumber to its full structural capacity. While maintaining its competitiveness in the wood industry, new finger-jointed products are being continuously developed. Come and see us at our booth.

Contact: Mr. Michel Beauchamp • 514/952-3945 • 514/990-0078 fax  
mike@openjoist2000.com • www.openjoist2000.com

#### OptiFrame Software

See ad on pages 12-13.

OptiFrame® provides "Whole House" software, including the industry's most advanced tools for structural framing. The software enables optimized modeling of the roof, walls, and floor, including all parts of the structural frame, from the roof down through to the foundation: beams, joists, panels, trusses, critical connections and related accessories. For more information, please visit us at: www.OptiFrame.com

Contact: Ms. Katie Bassani • 303/723-4950 • 303/221-3532 fax  
kbassani@optiframe.com • www.optiframe.com

#### Pacific Automation Ltd.

See a live demonstration of our quality truss manufacturing equipment at the BCMC 2006. Talk to us about the many machines in our product line, sold world wide.

#### Pacific Trail Manufacturing, Inc.\*

Crosscut unit saws have become an extremely valuable tool in quickly cutting lumber back to easily handled lengths. Many times this is done prior to boards being fed into the component saws as just one example. Since 1988 we have been manufacturing a complete line of saws offering cutting tolerances of ±1/4", ±1/16" & ±1/32" to suit your individual needs.

#### Palfinger North America

Palfinger North America is a world class manufacturer of truck mounted knuckle boom cranes and forklifts. Used in many applications, we offer several models, which can be operated with radio remote control for fast and economical operation. Palfinger also offers the ideal solution for various loading and unloading problems encountered by transport operators. Different versions of the Crayler forklift are available depending on your specific needs. Palfinger and their distributors can help custom-manufacture a material handling system to meet your toughest challenges! For more information on the Palfinger product lines, please contact us at 800/567-1554.

#### Panels Plus

See ad on page 110.

Panels Plus, Building Technology into your Craftmanship! Still your first choice for automated & semiautomated wall production Equipment & Accessories. Stop by our booth for the newest generation in wall panel equipment. Limited in space see our newest combo-table to frame and sheath on one table operation. Also on display sub-component nailer & for more equipment manufactured by Panels Plus stop by the MiTek Booth for additional equipment on display. Stop by and discuss or see how Panels Plus provides solutions for the wall panel industry! **We build more than panel equipment...WE BUILD PARTNERSHIPS.**

Contact: Mr. Stan Axsmith • 507/369-0507 • 507/373-7110 fax  
saxsmith@lou-rich.com • www.panplus.com

#### Paslode

Paslode: Manufacturer of pneumatic and Cordless nailing and stapling tools and fasteners for the wood panel industry. Paslode tools are compatible with all panel equipment and are available with high capacity magazines. Paslode offers an extensive service network to maximize production efficiency. Paslode has 7 Regional Service Centers, 6 Fastener Manufacturing Plants and 3 Tool Assembly Plants located in throughout the U.S.

#### Pennsylvania Lumbermens Mutual Insurance Co.

PLM specializes in Property and Casualty insurance for the lumber, woodworking and building material industries. Established in 1895, we have over a century of industry knowledge and expertise. The company was formed "by lumbermen for lumbermen," and throughout our entire history, wood and the wood industry has been our sole focus. We offer competitive rates, loss control programs and prompt

claims response and handling. We are financially strong and carry an A.M. Best rating of A (Excellent). For more information, contact us at 800/752-1895 or visit our booth to learn more about our services.

#### PFP Technologies

See ad on page 19.

PFP Technologies are the designers and manufacturers of the innovative Razer linear saw. Come and see the flexibility, versatility, features and cost effectiveness of the Razer. Try the software that at the touch of a button can make decisions on material usage that will save you money. The Razer can be run on its own or fully integrated with optional automated infeed and outfeed systems affordable for any size truss plant. Our engineers and salespeople will answer any questions you may have and look forward to catching up with old and new faces.

Contact: Mr. Joseph A. Tuson • +61/8 9 249 4542 • +61/8 9 249 4596 fax  
joetuson@pfpotech.com.au • www.pfpotech.com.au

#### Pratt Industries

See ad on page 88.

Pratt Industries brings 30 years of manufacturing experience to the Truss Industry by providing higher quality and better parts to the truss trailer. For example, we provide bigger rollers, bigger bearings many parts that come in contact with the trusses are galvanize giving you a better and long lasting look. We are the only ones to provide lifetime warranties and many more.

Contact: Mr. Danilo Claveria • 727/584-1414 • 727/584-2323 fax  
dan@prattinc.com • www.prattinc.com

#### Precision Equipment Manufacturing

See ad on page 87.

Precision Equipment Mfg. manufactures quality roll off trailers for truss dealers all over the country and internationally. Our goal is to be your trailer company, you may choose one of our standard series 40', 48', and 53', or our stretch trailers which come in 36'-51', 42'-60', 46'-64', 50'-70', 53'-73', and introducing our all new 53'-80'. We also manufacture two different goosnecks that come in 28', 32', and 36' sizes. Or we can custom make any size or axle configuration. We want to earn your business!

Contact: Mr. Bill Adams • 701/237-5161 • 701/280-0946 fax  
bill@precisionequipmfg.com • www.precisionequipmfg.com

#### Princeton Delivery Systems Inc.

See ad on page 111.

Princeton Delivery Systems located near Columbus is the leading U.S. truck mounted forklift manufacturer. Princeton offers four PiggyBack® Delivery System models designed for building material applications: E2- 3RVX "4-Way" is specifically designed to carry long loads, like engineered floor joists, through narrow openings. Controls change wheel direction so that the load can be transported length-wise. PB65 will handle prefabricated wall panels or other heavy loads. It is the industry's only 6,500 pound capacity unit. PB50 5,000 pound capacity unit is unequaled in rough terrain performance. Z2-3 with 4,500 pound capacity is ideal for medium loads on many single axle trucks.

Contact: Ms. Stacey Denney • 614/834-5022 • 614/834-5075 fax •  
stacey.denney@piggy-back.com • www.piggy-back.com

#### ProBuild Systems, Inc.

ProBuild Systems provides the BuyMetrics® personal productivity software system for commodity lumber and panel buyers. Come see a **live demonstration** of how BuyMetrics can help you save time, reduce material costs, and improve your purchasing strategy.

#### Qualtim, Inc.\*

See ad on page 125.

Have you been considering ideas for improving your business and marketing approach but never seem to find enough time? As the industry leader in personalized service and support to the structural building components industry, Qualtim offers both creative and technical solutions. We provide website, advertising and other marketing expertise, online training creation and management, manufacturing and QC knowledge, engineering and expert witness support, as well as truss testing and product development assistance. Qualtim invites you to stop by our booth to discuss your marketing or technical needs and how we can serve you with expert, creative and affordable solutions.

Contact: Ms. Linda Watson • 608/271-1176 • 608/271-7006 fax  
lwatson@qualtim.com • www.qualtim.com

#### Quick Tie Products

Quick Tie, the most innovative Hurricane and Earthquake tie down system for wood framed buildings; provides a continuous load path from the uppermost top plate to the foundation, and, is the only product on the market that compensates for wood shrinkage and construction gaps without installing additional devices.

#### RAND Manufacturing

RAND Manufacturing, Inc. is a leader in developing ideas and creating solutions for a variety of unique problems facing the component industry. Come by our booth at BCMC to see some of our newest innovations such as the roll splicer, floor and roof truss stackers, lumber trains, and factory lumber carts. As well as the High Ryder or floor track roof truss gantries, the standard and auto-set floor truss machines, rolldown series truck bodies, trailers and much more! We look forward to seeing you at BCMC 2006 in Houston, Texas.

#### Randek BauTech AB\*

Randek BauTech AB is the world leading manufacturer of automated equipment components for producing prefabricated homes. Our equipment produces finished building components faster and more efficiently than any other manufacturer. Compared to competing technologies, our machines will produce up to four times the linear feet of wall panels per shift. Our leading-edge technology enables manufacturers to produce high quality wall and floor panels in the shortest possible time with a minimum number of operators. Since 2000, we have delivered 13 production lines in the USA and Canada. Randek Automated Equipment, Inc. is exclusive North American agent for Randek BauTech AB.

#### Rayonier Wood Products

Rayonier manufactures a wide range of Southern Yellow Pine kiln dried lumber products, including the hard to find Dense Select Structural grade. Our seasoned sales staff is ready to help with your truss lumber needs. Visit our booth at the BCMC. When you want only the best, you'll find it at Rayonier Wood Products.

#### Rex Lumber & North Florida Lumber

Rex Lumber and North Florida Lumber are two of the largest producers of 2dense yellow pine lumber in the south. We also produce many other truss grades from our two mills located in the panhandle of Florida.

#### Robbins Engineering, Inc.

See ads on pages 26-27, 129.

As the component manufacturing industry leader in personalized service, Robbins Engineering, Inc. offers an unparalleled line of production and material handling equipment, top quality truss plates, and engineering services. Robbins Engineering is known as the developer and provider of the industry's most intuitive, comprehensive, and best integrated software in the industry, OnLine Plus™ layout and engineering (CAD/CAM) software, InfoStar™ management software,

and WallStar™. Robbins Engineering also offers Web-Based Software Training 24/7 for Online Plus™. Stop by our booth at the 2006 BCMC in Houston, Texas to preview Robbins Engineering's cutting-edge products and see a demonstration of our software offering.

Contact: Mr. Doug Folker • 813/972-1135 x268 • 727/535-8199 fax  
dfolker@robbseng.com • www.robbseng.com

#### Robbins Lumber

Robbins Lumber offers distribution centers throughout the Midwest specializing in MSR Pine and MSR spruce lumber. We have office locations in Florida, Michigan and Chicago, IL. Stop by our booth and let us show you our commitment to customer satisfaction.

#### Roberts International\*

Roberts International is a lumber brokerage company that deals in both North American and Import Lumber Products. We have specialists for all your structural lumber needs from MSR to Glue Lam Beams. We offer a complete line of panels and framing lumber as well. Please stop by our booth to find out how we can help you with your lumber needs.

#### Roseburg Forest Products

See ad on page 98.

Major manufacturer and marketer of a broad selection of lumber, plywood, plywood spec., particleboard, particleboard spec, engineered wood products. The Roseburg Framing System consists of four major components: RFPI Joist used in floor/roof applications; RigidLam LVL, used for headers, beams and columns; RIDGIDFLOOR underlayment; and RIGIDRIM rimboard. Components are engineered to the industry's highest standards, helping contractors build solid, durable, well-engineered framing systems. Selling to all major markets throughout the world. Roseburg produces the broadest mix of products from any one source. Sales and marketing is supported by a knowledgeable customer-driven sales force.

Contact: Ms. Karen Hess • 541/679-3311 • 877/395-5497 fax  
karenh@rfpc.com • www.rfpc.com

#### Safety Speed Cut Manufacturing

See ad on page 110.

Safety Speed Cut offers vertical panel saws, vertical panel routers and wide belt sanders to component manufacturers worldwide. Our products allow you to efficiently and effectively handle panels of all sizes. Our U.S. made products are highly accurate and heavy duty for those tough jobs. Stop by our booth to see our combination saw and router in action.

Contact: Mr. Brian Donahue • 763/755-1600 x203 • 763/755-6080 fax  
b.donahue@safetyspeedcut.com • www.panelsaw.com

#### Seaboard International Forest Products LLC

Seaboard International Forest Products LLC is a wholesale broker of commodity forest products. Founded in 1983, it has become one of the Top 20 forest products wholesale distributors in the country according to the Annual Home Channel News Survey. Seaboard has an active and experienced trading floor consisting of thirty-five traders. Their combined market and products knowledge is as solid and extensive as the products traded. Building component manufacturers all over the country rely on Seaboard to put together the most valuable transaction in terms of price, volume, and delivery.

#### Sellick Equipment Limited

Visit our booth to discuss your rough terrain material handling needs. The S Series vertical mast forklift with capacity to 12,000 pounds is available with extra wide carriages, long forks, and lift heights to 22 feet. For job site deliveries, the all new TMF line of truck mounted forklifts. With increased capacity models, optional one

side unloading, the TMF model range provides more versatility. For tight quarters, the all new Teletruk TLT354x4 telescopic industrial forklift has increased capacity to 7,000 pounds and lift height to 14 feet. A new all wheel drive system provides superior traction to conventional industrial forklifts.

#### Senco Products, Inc.

Air, battery and electric-operated stapling, nailing, and screw fastening equipment and fasteners for all areas of industry.

#### Simpson Strong-Tie

See ad on page 25.

Come celebrate Simpson Strong-Tie's 50th anniversary as we honor our customers for their continued support and loyalty over the years. For more than two decades, we have been developing products specifically for the plated truss and structural component industry. Thanks to our customers, Strong-Tie® connectors for engineered wood products and plated trusses are the most specified of any brand. As the first company to develop products specifically for steel framing, we are committed to finding new, innovative solutions and expanding our line of products for residential, mid-rise and commercial applications. Visit our booth and see the latest!

Contact: Ms. Frankie Emerson • 925/560-9081 • 925/833-1496 fax  
femerson@strongtie.com • www.strongtie.com

#### SL Laser Systems

See ad on page 96.

Founded in 1988, SL Laser has been a pioneering force in the development of precision single and multiple head laser projection systems for truss, floor deck and wall panel systems. Our patented hardware and state-of-the-art software feature many user-friendly features designed to enhance functionality, while prompting the easy-to-use fundamentals that make our systems the industry benchmark. Seamless integration between TrussPilot™ software and hardware results in reduction of production costs and an increase in accuracy and profitability. Our Laser Systems can be found projecting increased productivity in some of the finest building components manufacturing companies in the world.

Contact: Mr. Jason Galek • 704/561-9990 x 103 • 704/561-9994 fax  
jgalek@sl-laser.com • www.sl-laser.com

#### Southern Pine Council

See ads on pages 105, 128.

Southern Pine is the #1 species used by component manufacturers. A big reason is Southern Pine saves money due to its high strength, stiffness, and density. Southern Pine is available in strong visual grades, plus MSR and MEL, making it ideal for roof and floor trusses. Finger-jointed studs also provide a strong, straight product for wall panels. Come check out our new Structural Components brochure.

Contact: Ms. Catherine M. Kaake, P.E. • 504/443-4464 x213 • 504/443-6612 fax  
ckaake@sipa.org • www.southernpine.com

#### SpaceJoist TE, LLC

Capture a growing market with the GENUINE INNOVATION of SpaceJoist TE, LLC's Trimmable End products. The GENUINE INNOVATION ranges from the SpaceJoist TE floor trusses to Insert TEs. We have an option to fit your needs! Stop by our booth to see how these INNOVATIVE products can benefit your company.

#### SPIDA Machinery 2000 Ltd.

Visit the SPIDA booth and let us show you a demo of the CSS, our automated radial arm saw. Check out the...speed of set up...ease of use...and strong, robust and reliable saw. See how the CSS can complement and enhance your factory. And if you purchase a CSS by the close of BCMC 2006 you'll be entered in the drawing for a FREE CSS! Make sure you also get to see our single bladed, fully automated Trussmaster sawing system. It's easy to operate and is ideal for larger factories and big production runs. See you at the SPIDA booth!

#### Spotnails

Spotnails has been one of the leading manufacturers of pneumatically driven fasteners for nearly 70 years. The Company manufactures a wide range of industrial fastening products including nails, staples, pins, brads and tools for use in packaging, furniture/woodworking, construction, factory-built housing and many other industries. With manufacturing facilities in the United States, Mexico and Korea, Spotnails is keeping pace with the demand for quality tools and fasteners.

#### Stanley Bostitch

Manufacturer of collated nails, staples, and specialty fasteners as well as the pneumatic nailers and staplers to apply them. Full on-site and off site service programs, loan tool program and custom application systems and support available.

#### Stiles Machinery Inc.

See ad on page 37.

Weinmann offers a complete range of machinery for the efficient and economical production of frame wall, SIP wall, floor, and roof components including assembly and tilt tables, automatic framing stations, and automatic fastening with nailing, stapling, and screw driving equipment. Weinmann features fully-automated CNC processing with their unique multi-function bridge machines, and WBZ lumber saws and machining centers. Stiles Machinery, Inc. is pleased to sell and service Weinmann component manufacturing systems in the USA. Weinmann is represented in Canada by Homag Canada.

Contact: Mr. Dennis Stephen • 616/698-7500 x214 • 616/698-9411 fax  
dstephen@stilesmachinery.com • www.stilesmachinery.com

#### Stoll Trailers, Inc.

See ad on page 109.

Stoll Trailers is a manufacturer of roll off truss trailers, designed to meet the needs of smaller companies, and also to maneuver in difficult locations. Our trailers are built in lengths of 28', 32', 36' and 40' with gooseneck hookup and generally pulled with a one ton truck.

Contact: Mr. Bradley W. Stoll • 864/446-2121 • 864/446-2116 fax  
stolltrailer@wctel.net • www.stolltrailers.com

#### Structural Building Components Magazine

**Your Industry... Your Ideas... Your Magazine!** *Structural Building Components (SBC) Magazine* is the component industry's primary resource for leading-edge information about current issues, trends and products that affect the future of framing. The mission of **SBC** is to increase the knowledge of and to promote the common interests of those engaged in manufacturing and distributing structural building components. **SBC** strives to ensure growth and continuity and to be the industry's information conduit by taking a leadership role in the dissemination of technical and marketplace information. **SBC** staff welcomes your feedback and article ideas at editor@sbcmag.info.

#### Summit Forest Products

Summit Forest Products Inc. is a North American distributor specializing in the supply of lumber to component manufacturers. Through our strategically placed distribution centers we have the ability to service truss manufacturers throughout the United States & Canada, with high quality lumber at a level of service that is second to none. Whether it is quick delivery, highly specified tallies or forward pricing, at Summit we adapt to the individual customers' requirements. We continually strive to understand and anticipate our customers' needs to ensure that we are supplying them with well priced, high quality products.

#### SUNBELT

Sunbelt has provided quality steel storage systems to lumber yards and building materials dealers nationwide since 1987. We specialize in designing, engineering and installing warehouse racking, rack supported buildings, T-sheds and bulk

sheds. Sunbelt offers complete yard and warehouse planning services tailored to each customer's specific needs, along with multiple ship points. Visit our booth to discover the many ways Sunbelt can be beneficial to your business.

#### Superior Wood Systems

Superior Wood Systems is a manufacturer of engineered wood I-Joists and insulated headers. We offer eleven sizes of I-Joists with depths from 9 1/2" to 20" and flanges of 2x2, 2x3, & 2x4 MSR lumber. Our insulated header is an ideal replacement for 2x headers. They provide much higher R-values and are ideal for saving time/labor costs on the job or in wall panel systems.

#### Swanson Group

Swanson Group Inc is a forest products company in Glendale Oregon. Swanson operates two green Doug fir dimension mills that produce 2x4 and 2x6 in 8' to 20' lengths. Our 2x4 #1/Btr and 2x6 Select Structure are used by many truss manufacturers. Our 2x4 Std/Btr and 2x6 #2/Btr are popular among framers and wall component manufacturers. Swanson also operates two stud mills which produce Kiln Dried 2x4 and 2x6 in Hem-Fir, White-Fir, Doug Fir, and Green Doug Fir studs. Combined Swanson Group mills produce about 800 million board feet/year. The company also operates a plywood and veneer mill.

#### Sweed Machinery, Inc.

See ad on page 97.

Sweed Machinery designs and manufactures recycling equipment to handle your company's dangerous scrap by-product, including steel and plastic banding and band saw blades. Sweed's equipment pays for itself by providing more production space, increasing safety, and producing premium recyclable scrap. Stop by Sweed Machinery's booth at the BCMC tradeshow to learn more.

Contact: Ms. Melissa Tally • 541/855-1512 • 541/855-1165 fax  
mtally@sweed.com • www.sweed.com

#### TADANO\*

Tadano will be exhibiting two cranes. The TM-1882 tractor mounted crane and the new TM-20110 rear mounted crane. The Tadano TM-1882 tractor mounted crane, a proven performer, has the shortest overall retracted length in the industry (18.3 ft.) but can be at a tip height of 92 feet in less than one minute (58 seconds) without a jib. Combine this with hydraulic out-and-down outriggers, 360 degree continuous rotation and you have one of the most versatile tractor mounted cranes available. The rear mounted Tadano TM- 20110 has an extended tip height of 120 feet in 73 seconds. Please visit our booth.

Contact: Mr. Shigeki Nozawa • 281/869-0030 • 281/869-0040 fax  
snozawa@tadano-cranes.com • www.tadanoamerica.com

#### TCT Manufacturing, Inc.\*

The goal at TCT Manufacturing is to attract and keep customers with innovative products and superior customer service. TCT's Linear-Feed Saw is an undeniable workhorse in the industry & our new "Just-In- Time" Material Transporter System is a first in automated material handling for the truss industry.

#### Temple-Inland

See ads on pages 31-33.

Temple-Inland is a major manufacturer of forest products including lumber and studs, fiberboard structural sheathing, engineered wood siding and trim, gypsum wallboard, particleboard and medium density fiberboard.

Contact: Ms. Susan Childers • 936/829-7317 • 936/829-1731 fax  
susanchilders@templeinland.com • www.temple.com

#### The Hain Company

See ad on page 89.

We specialize in developing machinery and solutions for lumber and truss yards,

onsite framing, wall panel and shed manufacturing, as well as TJI processing and any other random length cutting or precut packaging. The Hain Company has over 30 years of experience and machinery that's built to last.

Contact: Mr. Leonard Hain • 530/295-8068 • 530/295-0468 fax  
leonard@haincompany.com • www.haincompany.com

## The Koskovich Company

See ads on pages 114-115, 128.

The Koskovich Company manufactures fully automated equipment for cutting, marking, handling, and assembling wood components used in roof trusses and wall frames. The new 5-head Servo-Omni™ is the fastest lateral-feed component saw available. The single-head Omni-Miser™, used for both roof trusses and wall frames, is the fastest linear-feed saw available. Most recently, the Company introduced iPlanx™, an automated roof truss jiggling system contained in a steel plank which simply bolts on a steel table top and can be combined with a laser imaging system that pictures the truss to be assembled. Equipment upgradeability over time is the Company's hallmark.

Contact: Ms. Fran Sherwood • 507/286-9209 • 507/285-1730 fax  
frans@omnisaw.com • www.omnisaw.com

## Todd Drummond Consulting

See ad on pages 106-107.

**Professional Consulting Services for the Component and Modular Industry** **Lean Manufacturing** principles and **Motion and Time study services** for truss fabrication labor estimation. **Labor Tracking Systems** for truss fabrication. Consulting services tailored to your needs. Proven and practical solutions for your component manufacturing. Proven and practical solutions for your component manufacturing. Let me help you uncover and resolve issues that are hampering improvements to your organization. Clear and practical ideas that you can implement into your organization that can make a difference.

Contact: Mr. Todd Drummond • 603/763-8857 • 815/364-2923 fax  
todd@todd-drummond.com • www.todd-drummond.com

## Tolko Industries Ltd.

Tolko Industries Ltd. (Tolko) is a private, Canadian-owned forest products company based in Vernon, British Columbia, which manufactures and markets specialty forest products to world markets. Since its beginnings in 1956, Tolko has grown from a small sawmill in Lavinton, BC, to become a company diversified by geography and product, with approximately 5,000 employees across Western Canada. Tolko celebrates its 50th Anniversary in 2006.

## Tolleson Lumber Company

See ad on page 110.

Tolleson Lumber Company is a family owned business that has produced quality southern pine lumber since 1919. Our state of the art sawmills are located in Perry, Georgia and Preston, Georgia with a combined capacity in excess of 370 million board feet annually. Production includes #1, #2, and MSR grade marked lumber. In addition to truck shipments our mills have rail service on CSXT and NS. We also maintain on the ground inventory of MSR lumber in Aurora, IL & Reading, PA. Visit our booth and meet some of our people. We believe in long term relationships.

Contact: Ms. Dori Melendez • 478/988-3816 • 478/987-0160 fax  
sales@tollesonlumber.com • www.tollesonlumber.com

## Triad

See ad on page 38.

As one looks back through the history of component homes and reviews the advancement in technologies, one name remains synonymous—TRIAD. During FIVE decades Triad panel and component machines have lead the industry in meeting the demands and needs of builders in the United States, Canada, and around the world. Having built more panel equipment than all of the competition,

COMBINED, Triad continues to meet the ever growing needs of today's builders by providing machinery and production systems that: lower labor costs, give higher production and productivity, controlled material costs, high quality finished products, the latest state-of-the-art engineering and programming.

Contact: Mr. Lowell Tuma • 308/384-1780 x133 • 308/384-8326 fax  
lowell@merrickmachine.com • www.triadruvo.com

## Truss Plate Institute

The **Truss Plate Institute (TPI)** and its members are connecting the truss industry. Come visit the TPI booth to see how and to learn more about the products and services provided by TPI. Speak to our professional staff about our nationally recognized quality assurance inspection program. Learn about the ANSI/TPI 1 standard and the reaffirmation/revision process currently underway. Review and ask questions about other guidelines and technical publications such as BCSI 01-03. See you at the show!

## Truswal Systems Corporation

See ads on pages 42-46.

Your future success depends on **GENUINE INNOVATION**, and **Truswal has become synonymous with GENUINE INNOVATION**...in whole house design (**IntelliBuild™**), engineering (**TrusPlus™**), plant efficiency (**WinBatch™**), plant management (**TrusManager Pro™**), and in state-of-the-art equipment. Along with Truswal's GENUINELY conscientious Technical Services department, we provide innovative solutions exceeding customer expectations. Stop by and see a variety of innovative products including component manufacturing equipment that can bring speed, accuracy and reliability to your plant. Also see exhibits by Intelligent Building Systems, SPIDA Machinery, SpaceJoist TE™, and NUCONSTEEL. Learn how the Truswal family can provide GENUINELY INNOVATIVE products and services for YOUR SUCCESSFUL FUTURE.

Contact: Ms. Valerie Cairns • 817/633-5100 x209 • 817/652-3079 fax  
val@truswal.com • www.truswal.com

## USP Structural Connectors

See ad on page 120.

USP Structural Connectors is redefining the industry standards with an extensive line of products for general framing, engineered wood products and plated truss. The company has numerous exclusive products to solve any framing application. USP has several locations strategically located to supply truss manufacturers in all areas of the United States. All this is supported by unsurpassed customer and product support, an inhouse engineering staff and a national sales force to assist in all areas of the construction process.

Contact: Ms. Mary Fritz • 800/328-5934 • 507/364-8345 • 507/364-5042 fax  
mfritz@gibraltar1.com • www.USPconnectors.com

## Vecoplan, LLC

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Awarded each year at BCMC to an individual supplier member of WTCA who has enthusiastically supported the structural building components industry.

At BCMC 2005, the inaugural award was presented to:

**Mike Bugbee**

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The 2006 Enthusiast Award will be presented at the WTCA Annual Meeting along with a new award for 2006: the SBC Leadership Award.

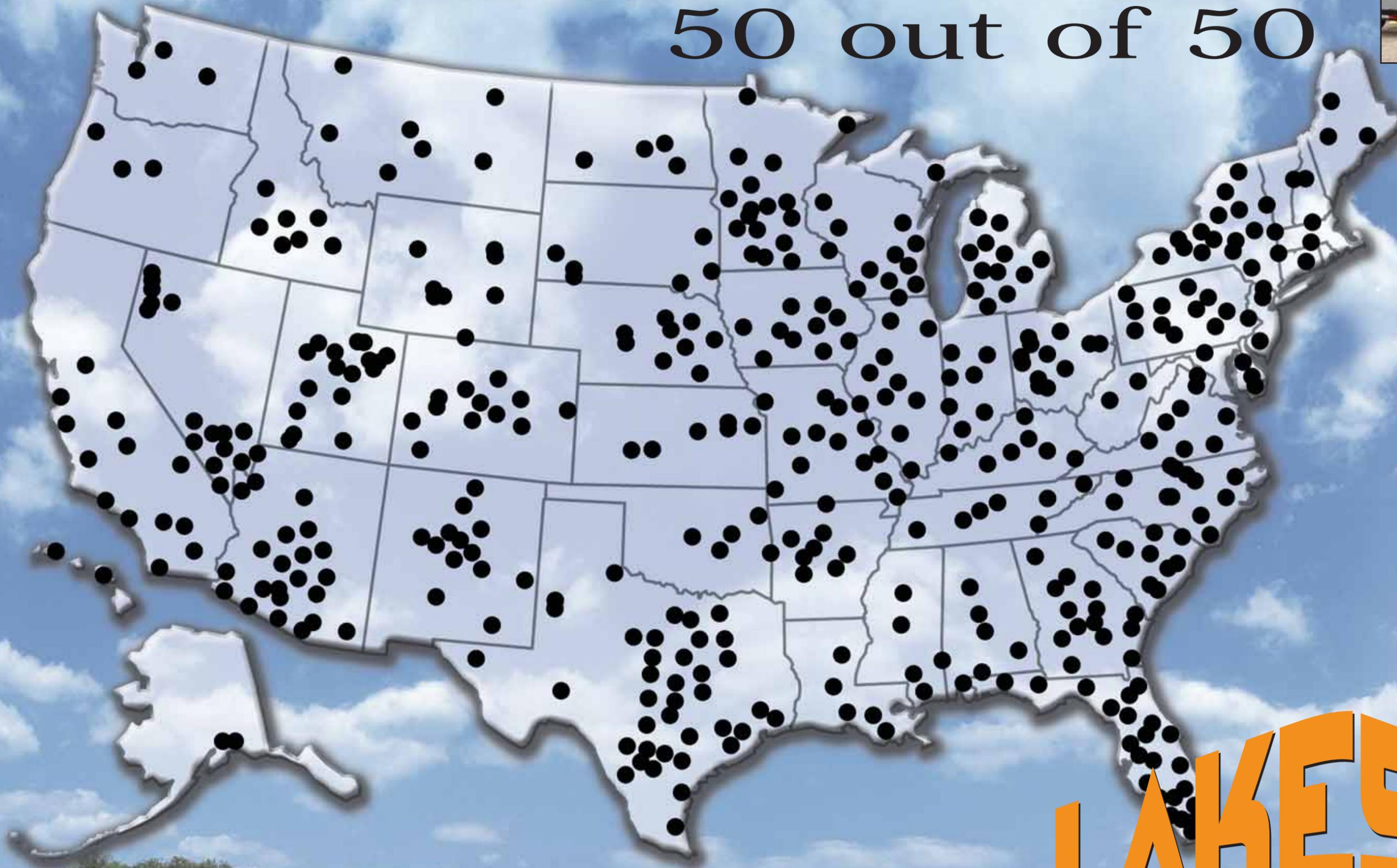
Attend the WTCA Annual Meeting on Thursday, October 5, to see who this year's award winners will be!

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## 50 out of 50



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# Time Warp:

## What It Takes to Make a New Association

by Emmy Thorson-Hanson

The beginning of WTCA was a time of excitement and determination for everyone involved.

If you've ever had the pleasure of knowing a pack rat, you probably wonder why he or she feels compelled to save everything. When the minutes from the first WTCA meeting were discovered at WTCA headquarters several months ago, they were carefully dusted off while we praised the thoughtful pack rat who had the foresight to file them away. Let's take a stroll down memory lane and explore how the process began for WTCA back at that first meeting in 1983.

The Component Manufacturers Council (CMC) was the first council for component manufacturers, which then became the Component Manufacturers Division (CMD) of the Truss Plate Institute (TPI) in 1975. But given that CMC/CMD and TPI represented different factions of the industry, there were naturally differences in priorities. Many manufacturers felt that they didn't have as much input as they deserved. Chuck Montgomery of Montgomery Truss & Panel—one of the 16 manufacturers who attended the first ever WTCA Board meeting—recalls what partially started the revolution of WTCA. "[TPI] was an organization we had where the [component manufacturer] members and people who ran the business were under the control of the suppliers, which wasn't very good for the industry." So, in May 1983 it was decided that a new council was to be formed, one that was self-sufficient, independent and served the interest of component manufacturers. History was made when the CMD decided to take control of its own destiny by forming the Wood Truss Council of America. (To see the minutes from this landmark meeting, visit [Support Docs](http://www.sbcmag.info) at [www.sbcmag.info](http://www.sbcmag.info).)

### at a glance

- ❑ WTCA's first meeting minutes have been uncovered and offer a glimpse back in time to the beginnings of the association.
- ❑ Sid Ketchum of PDJ Components recalls the separation of WTCA and TPI being a big and risky move, but that people were excited for the change.
- ❑ WTCA's membership has stood out since the beginning as people who are doing it for the greater good.
- ❑ Potential members joined WTCA because they observed how it was for the benefit of the whole industry, not just individuals.
- ❑ Today, WTCA and TPI represent a united front, working together for the good of the entire industry.

"We were very excited but also afraid because we didn't know if any others would come with us. We had a lot of fear about whether anyone would leave TPI," remembers Chuck of the landmark decision.

Sid Ketchum of PDJ Components, also at that first meeting, has a similar recollection of what it was like in the beginning. "It was a big move and very risky. We were excited that we made the move but also unsure of what was going to happen in the long run," he recalls.

Despite the uncertainty, the attendees harnessed their excitement for the new organization's potential and the possibilities it presented for component manufacturers to help WTCA start on the right foot. Staton Douthit, WTCA's first president, shared his memory of what it felt like at that first meeting: "I remember almost everyone at the meeting being very determined, excited and willing to help make the association successful."

The founders got right down to business by listing priorities. Chuck remembers who got the initial ball rolling at the meeting. "Tom Pinkham got up and started writing out our goals on the chalkboard. He compiled a list of what we all wanted to do with our new organization." The purpose of the newborn association

### Attendees at the First WTCA Board Meeting:

Staton Douthit  
Ed Clark  
Tom Pinkham  
William Alcorn  
Tom Moore  
Leonard Sylk  
Charles Montgomery  
Dave Chambers  
George "Sid" Ketchum  
Charles Hayden  
Michael Mullins  
Thomas Carbeck  
Paul Heckman  
John Mannix  
Jack Littfin  
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was established in four basic objectives:

- Attract members who by their participation in the association will broaden the influence of the component manufacturing industry.
- Provide education, information and services to component manufacturers.
- Support the research, development, testing and promotion of structural wood components to obtain product acceptance.
- Promote the sale and use and increase the market share of structural wood components.

Narrowing down these objectives took some compromising. "Everyone had different areas they wanted to focus on and we realized we couldn't do it all, so we prioritized and came to agreements on what was most important for the industry as a whole," recalls Sid. "It is clear that from the beginning, WTCA had a unique membership of people willing to put the greater good before personal interests."

### Recruiting Members

The only way a new organization can grow is through strength in numbers. With a core of devoted members, it was clear that WTCA was an organization with a just cause and honorable people leading it. Sid attributes the membership growth in part to this. "The early WTCA members were out for the industry, and potential members saw that these guys were looking out for the industry and not themselves," he said.

But new members don't just grow on trees; it took patience

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and a solid strategy. "We all pitched in and called companies we knew and encouraged them to join. We also made personal visits," remembers Staton. He notes that recruiting wasn't always easy: "People would question why it was worthwhile to join, and what WTCA had to offer them for the membership fee. I appointed Bill Alcorn as membership chairman; he served in that role for three years and did a very impressive job."

According to Chuck, at the time most component manufacturers had concerns and an interest in growing the industry, so it wasn't that hard to convince manufacturers to jump on the bandwagon for the greater good. "We asked potential members to help us get this organization going because it

Continued on page 88



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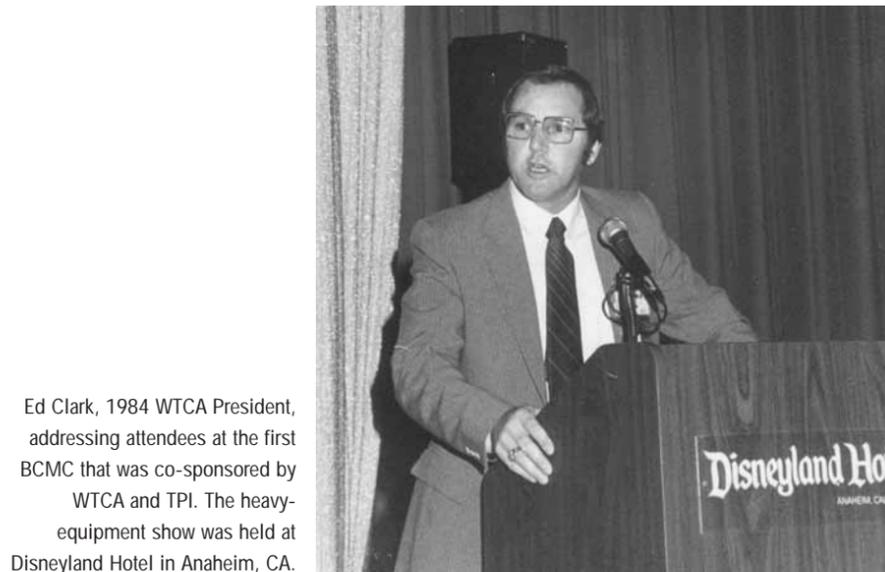
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Ed Clark, 1984 WTCA President, addressing attendees at the first BCMC that was co-sponsored by WTCA and TPI. The heavy-equipment show was held at Disneyland Hotel in Anaheim, CA.

**Time Warp: What It Takes to Make a New Association**  
Continued from page 87

would benefit of all of us, and improve our position in the industry," he said.

Another means of recruitment (which is still a tool used to this day) that debuted at the meeting is the Top Chord Club. The original idea behind it was for each individual to convince a certain number of new members to join. Chuck believes that everyone reached their goal that first year, which greatly contributed to the growth of the association during that critical time of development.

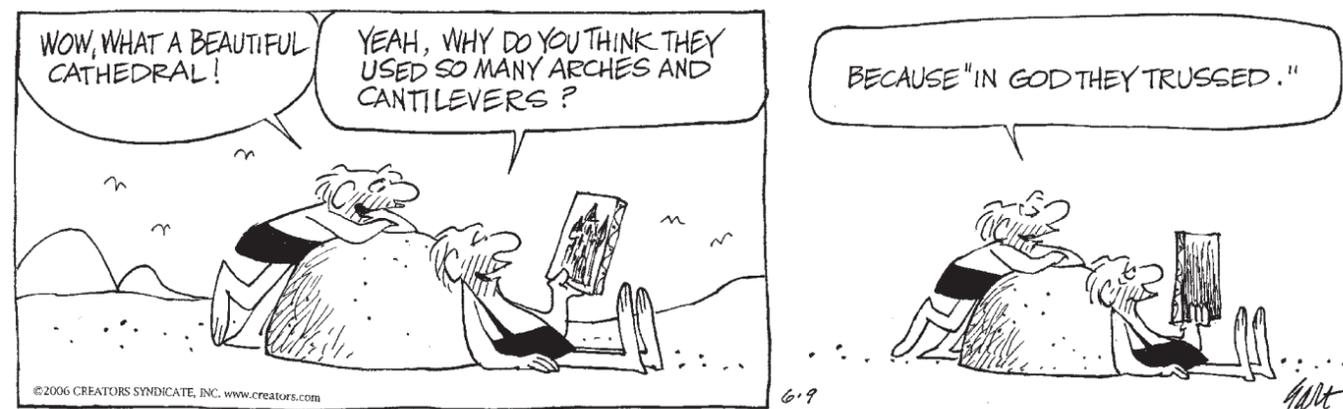
**New Traditions**

The following year, the BCMC show was jointly sponsored by WTCA and TPI—a landmark event for the new association. It was such an important event to be involved in that the member pricing to attend the show became a huge incentive for manufacturers to join WTCA. "BCMC was the annual show that everyone came to, with a big price difference for members versus non-members," recalls Chuck. "That difference made people join just so that they could get the better pricing for the show. And once they became a member they realized how much there was to gain from membership. They realized that we all have the same problems, and could learn a lot from each other. And we did."

WTCA can thank the tireless dedication of its members and their commitment to the industry for propelling its progress to the association it is today. In 1983, when the decision was made to become autonomous, no one fathomed the impact that decision would have on the structural building components industry. "It went way beyond our expectations, and we really didn't know what to expect," says Chuck.

Not to say it was easy. There were many skeptics convinced that the association would fail miserably. Not to be deterred, WTCA plowed ahead, and has since gained acceptance and recognition in the building industry. "We have proven without a doubt that this is a successful association and that we will be the ones to determine our own destiny," comments Sid. Although the split was not amicable in the beginning, WTCA and TPI now enjoy a very effective working relationship. "At first we didn't get along with TPI," says Chuck, "but now we have a great relationship."

What could be better? By taking all the positive and negative issues/emotions of the past and turning this energy into a united front, TPI and WTCA's mission and actions are now dedicated to serving the best interests of the structural building component industry, which is truly the future of framing. **SBC**



**What's In a Name?**

A rose by any other name would smell as sweet...but it's a different story for associations. A name conveys what the association is about and has to be distinctive and clear in meaning to be effective. The original list of names for the fledgling association consisted of nine variations (see below), with all but two including the word "wood" in the title. This is interesting considering the organization's recent name change from "Wood Truss Council of America" to "WTCA – Representing the Structural Building Components Industry." Staton explains why the name didn't include other structural building components: "There were not too many wall panels built at that time and steel trusses were not a big factor, so most people believed 'Wood Truss Council of America' was the proper name for our association."

1. Truss Manufacturers Association
2. **Wood Truss Manufacturers of America\***
3. **Wood Truss Council of America\***
4. Structural Wood Truss and Component Producers of America
5. **Structural Wood Components Association**
6. Structural Wood Component Manufacturers Association
7. **National Association of Wood Truss Manufacturers**
8. American Association of Wood Truss Manufacturers
9. Truss and Component Manufacturers of America

\*The four names with the most votes are in bold. The final vote was between Wood Truss Manufacturers of America (with four votes) and Wood Truss Council of America, which won with six votes.



Left to right: John Herring (1990 WTCA President), Rip Rogers (1989 WTCA President) and Leonard Syk (1987 WTCA President) planning the work of WTCA in the early years.

Most people who read the comic section in the newspaper are familiar with the B.C. comics by Johnny Hart, which have been running since 1958. These cartoons feature dry, tongue-in-cheek humor. This cartoon was recently discovered by Rip Rogers, retired vice president of Trussway, who saw it in the Houston Chronicle. "When I came across this cartoon, I circulated it to everyone at Trussway and titled it 'We've finally made it!'" The fact that the structural building components industry has become well-known enough to be featured in a comic proves that most people have knowledge about building components.



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## Mergers & Acquisitions Part 3

consultants & advisors

by Doug Cerny of Pagel, Davis & Hill

Third in a series of four articles on the preparation for and steps involved in the sale of your business.

Expert advice from consultants and advisors can play a vital role in the sale of your business.

One of the great traits exhibited by entrepreneurs and business owners is the confidence that they can do just about anything. The building of a successful business that is sought after by one or more prospective buyers adds to that confidence. However, that confidence can be a hindrance when venturing into the uncharted waters of the business sale process.

In the first two articles of this series, we discussed the need to have your business structure and documentation up to date, as well as the benefits of having a solid understanding of the overall process and specifics about each step in the process. Aspects of the confidentiality agreement, realities of the due diligence process, understanding the buyer's perspective and expectations, and bridging the gap on valuation each represent an integral and unique step in the selling process. But in order to stay in control of the transaction, it is important to understand how these steps link together to form the complete process. Consultants and advisors with experience in *both* the acquisitions process *as well as* in their respective area of expertise will help you anticipate where the tension points will or can be, and provide insight into your various options in each phase and the effect each option has on future phases of the process.

### These Are *Your* Consultants

When you engage a consultant remember just that—you are engaging a consultant. The final decisions are still yours to make. Good consultants and advisors recognize that they are to consult and advise—not take ownership of the process. There are many consultants who may try to take on the role of the owner of the process. However, the consultant ultimately doesn't live with the results of the process. He or she moves on to his next consulting role; you live with the results of his or her engagement.

Continued on page 94

### at a glance

- ❑ Confidence can be a hindrance when venturing into the sale of a business; thus, consider hiring a experts to help you make decisions throughout the process.
- ❑ Be wary of any consultants or advisors who take on too much ownership of the sale process.
- ❑ Investment bankers, certified public accountants and attorneys are examples of consultants you should consider during the sale of your business.

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Just as you have succeeded in your component manufacturing business because you paid attention to the right details, likely learned a few things from the school of hard knocks and have the war stories to back up your experience, good consultants know the details and have experienced enough transactions to be invaluable aides to you. Don't let your own self-confidence get in your way. There are aspects of your business where you have hired the employee with the right "stuff" or the advisor who knows how to get things done properly. Take the same view with your business sale advisors.

Another common reason for holding back on assembling the advisory team is to minimize expenses. However, *good* advisors with experience will more than make up for the expense. Very few transactions are all cash purchases—meaning that assuring that the commitment to make future payments is legally sound and that the tax implications are understood (and minimized in accordance with the law) are important to you. And when the purchase involves significant cash up front, the scope and detail of the representations asked of you and the implications for failing to assure that the representations are accurate, can be costly to you; much more costly than the expenses saved by not engaging experienced advisors.

**common thread:**

You will note that a common thread of advice through this series of articles on the business sales process is that you need to keep focused on the terms, conditions and structural points that are important to you. Good advisors will help you determine those points and will help you keep properly focused on them as you maneuver through the sales process.

**The Roles of the Advisors**

I have been asked to rank the importance of each type of advisor as compared to the others. In standard lawyer-like speak I respond that "it depends." The size, complexity and features of the transaction dictate the relative importance of each type of advisor. The following outlines the roles each takes and how each can facilitate the process and help you focus on the relevant tasks and avoid mistakes.

**Investment Banker/Advisor.** The Investment Banker/Advisor can provide you with a reasonable range of the value of your business. Clearly one with experience in your industry will be able to quickly provide a valuation range based on his knowledge of comparable transactions over a recent period of time. Remember that different industries have different valuation "rules of thumb" and that prospective purchasers can have different valuation views depending upon their expectations of the business going forward.

Continued on page 96

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### Mergers & Acquisitions Part 3

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Note that an investment banker/valuation advisor does not have to be with an investment banking firm. In addition to the traditional investment banker, valuation advisors with years of experience in one specific industry can provide you with industry knowledge that is not easily replicable.

The engagement of an investment banker/advisor early in the process can also help you understand valuation expectations. You may discover that your valuation needs or wants are not the same as the marketplace, and that now is not the time to

pursue the sales process. Even if this is true, the investment banker/advisor has performed two key functions for you: 1) Prevented you from a lot of wasted effort over the ensuing months and 2) Given you an idea of what you need to work on in order to get to your valuation range.

Assuming you are moving forward, the investment banker can help prepare the description of your business and the opportunities for a prospective purchaser in your market. He or she is used to the effective ways in which your business is to be presented and understands how to concisely get that information captured and communicated to the prospective purchaser. While the process of preparing a description is not always required or even appropriate (you may already be in negotiations since the purchaser showed up without any effort on your part) it is an invaluable tool even during the negotiation process of a scaled down effort to keep your focus on the aspects of the transaction that are important to you.

In the event you have taken the initiative to market and sell your business, in addition to the description of your business, the investment banker will identify a list of potential advisors and formulate a strategy for contacting the buyers. The various ways of marketing your business and conducting the sale (including holding an auction when more than one buyer is in the running) will be evaluated. Confirmation that each buyer has the financial capability of completing the purchase will also be carried out.

The investment advisor should also work with the tax and legal advisors on the structure of the transaction to assure that the business terms are not overshadowed by

legal and tax structuring and posturing that can occur during the process.

**Accountant.** Your certified public accountant (CPA) will assist you in preparing the tax returns, financial statements and related reports that the potential buyers will need to review. This point applies to both the CPA and the attorney (which I discuss below): don't just rely on the advice of your current CPA if he or she is not experienced in business sales transactions. Unlike the investment banker/valuation advisor, the CPA and attorney may have little or no experience in business sales transactions.

Advisors experienced in business sale transactions can be instrumental in helping you keep focused by properly performing their roles.

The CPA will help you understand how the accounting practices you have applied compare with the practices of the prospective purchaser. Often the privately held business has applied accounting principles designed to minimize taxes rather than maximize earnings. The CPA can identify these differences. The CPA will also advise on the tax implications of the proposed transaction.

The sale of your business will hopefully result in a significant amount of money coming under your control. The use of trusts, family partnerships or other ownership entities should be in place prior to the closing of the sale. The CPA can advise on the estate planning vehicles and choices you have based on your needs.

**Attorney.** The transaction-experienced attorney can help you prepare for the sale. This includes housekeeping matters such as corporate records, updating previously expired contracts, and assembling information on the structure of the ownership of your business. The preparation activities where the attorney can be helpful also include evaluation of the merits of any disputes or lawsuits you have in process or threatened, and assurance that you have the proper up-to-date licenses and qualifications.

If the investment banker has prepared a description of your business, the attorney will review it to assure it is accurate and in compliance with the law—in particular, the securities laws.

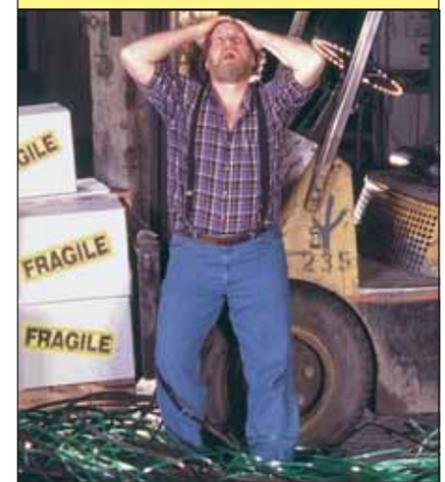
An experienced attorney will also help guide you during the various steps of the process to assure that you don't do something in one step that has unintended consequences. An example is failing to limit the authorized employees with whom the purchaser can contact in the confidentiality agreement. As a result, during the due diligence investigation you find the purchaser's representatives talking to employees that you have reasons not to be contacted. While the purchaser will probably honor your request to pull back on the number of employees contacted, the damage may be done in that the water cooler rumor mill is rampant—and productivity could suffer as a consequence.

The attorney will also advise on the implications of the structure of the transaction. As addressed in the first article (June/July 2006), one example is the difference between the purchase of assets and the purchase of stock. The attorney will also advise on the possible effects of the closing conditions that the purchaser is insisting upon such as regulatory approvals, satisfactory financing arrangements, or some other third party approvals.

The attorney will also advise on the implications of the scope of the representations and warranties (i.e., these are your "guarantees" that the business is as you represent it to be) and the rights the purchaser may enforce against you in the event there are misrepresentations. (Recall from the first article that this is when the purchaser has you indemnifying him from the damages he incurs as a result of any misrepresentations.) The attorney will help assemble the documents that are in the information packet that becomes the basis for the representations and warranties, commonly known as the schedules to the purchase agreement. A note of caution here: engaging the attorney to do the full preparation and assembly is usually an unnecessary expense. The initial assembly and preparation of the schedule information should be conducted by someone who knows your business in detail—often the CFO or controller. The attorney will be one of several people who

Continued on page 98

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Mergers & Acquisitions Part 3

Continued from page 97

will help assure the materials are complete and support the descriptions contained in the representations and warranties.

The attorney can also aid the CPA in the estate planning and transaction structuring for tax purposes. As mentioned above, there are entities or vehicles to structure prior to closing that are part of the estate planning process.

Conclusion

You have built a successful component manufacturing business that is viewed as valuable to one or more prospective purchasers. Your success came from making decisions based on your knowledge of the industry. The successful and *satisfying* sale of your business will come from knowing where you are going and how you want to get there.

Advisors experienced in business sale transactions can be instrumental in helping you keep focused by properly performing their roles. By working for you and together they will also be worth their monetary cost to you. **SBC**

*Doug Cerny is a shareholder with Pagel, Davis & Hill, P.C. in Houston, TX. His practice focuses on emerging businesses, mergers and acquisitions and corporate finance and compliance. In addition to his experience as inside corporate counsel Doug has represented and continues to represent both buyers and sellers of businesses, having completed more than 250 corporate sales transactions in his career.*

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# Automation

by Jerry Koskovich, P.E.

## straight talk

### So Which Won the "Best Automated Saw" Battle?

Component or linear? Begin your journey to find the best saw for your operation here!

If you read the magazine ads, you'll see manufacturers claiming that the traditional multi-headed component saws are your best automation bet for producing roof truss parts. Flip a few pages and you'll see the more recently introduced single-blade linear feed saws making similar claims.

So which type of automated saw is really the better choice? How can you be sure that you're selecting the right type of saw for your operation...or that you're right in automating your cutting at all? How long will the right saw take to pay for itself in your plant—really pay for itself, in hard dollars?

You can get solid answers to these questions providing you're willing to first look closely at what you're doing now. Start by considering the following.

- How many of what kind of parts do you cut now?
- How many of those parts does your operation cut in a day, a week, the last four weeks?
- How many set-ups (changing saw head positions) are your saws performing to get those parts?
- How many man-hours are required to do that cutting...and at what hourly pay rate?
- Are you looking to complement existing equipment, or bring in a new primary saw, or are you starting a new plant from scratch?

For purposes of this article, I'm assuming that you're making roof trusses. (There are a lot of parallels to wall frame operations, but they're different enough that it would unduly encumber this discussion.) I'll also refer to our automated cutting equipment for examples so if I disparage anything along the way (which I have a tendency to do) I'm the only one that can complain. While there are significant differences between manufacturers' equipment, the fundamental principles are similar. My goal is to equip you with those fundamentals so you're down to comparing features and production rates of linear feed and component saws when you go out shopping.

#### The Big Picture—Component Cutting Requirements

Back in the days when a roof was a roof with the majority of trusses having identical components, automated cutting wasn't that important. Nowadays, it's almost like there's a contest to see who can design the roof with the fewest identical components and still keep the rain out.

According to a recent "snapshot study" we did of our automated component saws' production reports, some 92,000 different set-ups were required to cut approximately 400,000 parts! Over half of those 92,000 set-ups were done to cut only one or two parts! Obviously, hand-cranking manual component saw heads into position repeatedly only to cut a few parts is simply not practical.

#### The Big Picture—Multi-head Component Saws (Lateral-feed)

Component saws of most any ilk—manual or automated—will cut identical parts at about the same rate. That is, once their multiple cutting heads have been set up to achieve the called-for cut angles and part length, component saw feed rates are in a similar ballpark. So it all boils down to set-up speed. The fewer the parts cut per set-up, the more critical that set-up speed becomes to overall production rates.

Obviously, then, the faster the set-up speed of the saw and the greater the number of parts cut per set-up, the higher your component saw production. Also, the better you can stage parts for cutting by length—say from longest to shortest (typically from about 20' to down to a foot or two) so the transport frame has to move as little as possible between set-ups—the shorter your set-up time.

#### The Big Picture—Single Blade Saws (Linear-feed)

Picture any single blade linear feed saw that comes to mind—say a simple pull saw with a fence—and it's obvious that every inch of lumber has to pass by the blade in processing when cutting on both ends. So, unlike component saws, long parts increase production time for linear feeds no matter how simple the called-for cuts.

But set-up time for automated single blade saws is negligible—not really a factor. Unlike the typical automated component saw that takes an average of seven to eight seconds to set up blade angles on its cutting heads and alter the distance between its two sets of heads to accommodate the called-for part length, the single blade saw's cutting head location is fixed. It simply changes its angle and plunge cuts as the lumber is fed lengthwise by its blade. The plunge cutting itself

Continued on page 102



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#### at a glance

- ❑ Component saw feed rates are generally similar, so overall production rates come down to set-up speed.
- ❑ For automated single blade saws, set-up time is not a determining factor in cutting speed.
- ❑ Batching similar parts can significantly increase production rates on a component saw, but batching will not make much of a difference with a linear saw.
- ❑ Linear saws tend to produce less wood scrap than component saws.
- ❑ Pure cutting production capacity is not the only factor that should weigh in on which type of saw you decide to purchase.

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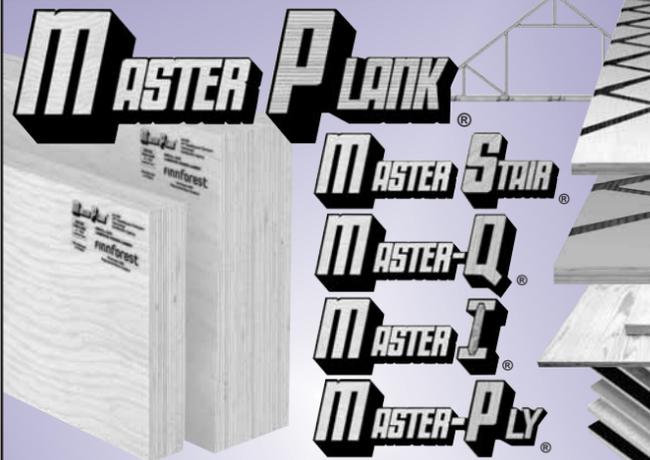
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## Automation Straight Talk

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is astoundingly fast—the lumber does not sit still very long.

Since set-up time really isn't a production-rate factor for single blade saws, they can produce different types of parts—different lengths, different cuts—about as fast as they can produce identical parts. The number of cuts required does affect production rates but it makes no significant difference in production time if the cuts are all different than the last part cut—that is, two 3-foot parts with double angle cuts on both ends would take about the same amount of time to cut regardless of whether the called-for angles were the same for the two parts.

Thus, the two saws' fundamental "cutting strong suits" are:

- **Multi-head component saws:** High production capacity of the same part with up to five different cuts. Any length part produced just as quickly.
- **Single-blade linear feed saws:** High production capacity of dissimilar parts, "onesies - twosies," with any number of cuts. Production capacity increases as part length and the number of cuts required decrease.

There are other capability differences between the saw types, which I'll attempt to address later, but let's stick with the fundamentals that underlie everything for now.

### Batching Becomes an All-important Issue

Assume for the moment that efficiency in cutting drives everything in your plant; in other words, it's your primary goal. With component saws, it's easy to see that you'd maximize cutting efficiency by batching parts for a given truss job to cut the greatest number of parts per set-up, staged in groups of longest to shortest length parts (or vice versa). That way, you'd have the fewest number of set-ups overall and, when the saw did have to perform another set-up, the transport frame movement to accommodate part length (which is the most time consuming part of component saw set-up) would be minimized. This batching approach to cutting would mean, of course, that you'd have to devote more labor to sorting out a complete set of parts for a single truss from batches of identical parts.

To illustrate the impact of this approach to cutting on production rates, a component saw and a competent operator/picker/catcher team can produce about 500 parts an hour when nine to ten parts are cut per set-up. Drop the parts per set-up down to an average of three or four and you'd see the parts-per-hour production rate cut in half...down to about 240 parts an hour. As you can see, the single biggest factor affecting a component saw's production capacity—by far—is the number of parts produced per set-up and, of course, the set-up time.

With linear-feed saws, batching wouldn't make much difference. It's all about the length of the parts and the number of

Continued on page 104

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called-for cuts. If you're producing mostly smaller parts with only a few cuts each, you can expect cutting rates to be well over 300 parts per hour. If, at the other extreme, you're producing a lot of long chords and intricately cut webs (several cuts on both ends), you can expect the parts per hour rate to dip to 240 or less.

As a rule of thumb (based on our experience), in assessing the production capacity per hour of an automated component saw (lateral feed) versus an automated single-blade saw (linear feed):

- If the average number of parts cut per set-up is 5.5 or more, an automated component saw may be your better choice. However, you would likely have to do a significant level of part batching within the truss job (as opposed to cutting a single truss' worth of components at a time). And that could impact your truss assembly operation since you'd then have to sort out the parts needed for single trusses from the identical-part batches.
- If the average number of parts cut per set-up is 3.5 or less, an automated single-blade choice is more likely your best bet. And you could cut a full complement of components for a single truss in a continuous run—no batching necessary—without significantly impacting production rates.
- If your plant is cutting between 3.5 and 5.5 parts per set-up, you're in a "fuzzy" area when it comes to determining which type of saw would best suit your operation—and other saw capabilities, which I'll reference momentarily, will help you decide.



Thus, a component saw can produce more parts per hour in some plant circumstances...a linear feed can produce more in other plant circumstances.

It all depends upon the type of parts you're cutting, the opportunities for identical part batching, and the degree of overall batching and parts-by-length-staging that you're willing to go through. The winner of the "best saw" battle isn't really either saw. One can be a pretty clear winner in one plant, the other a pretty clear winner in another plant—if we consider just production capacity per hour of each type of saw.

But pure cutting production capacity is not the only factor that should weigh in on your which-saw-would-be-best-for-me decision:

- Component saws are more limited when cutting very short parts and performing long scarf cuts. And they can't cut compounds. Plants have to continue to use their manual saws for these kinds of cutting tasks. A linear-feed saw is a lot more versatile.
- Component saws have very limited marking abilities—just one place on one side of the part, typically used for a part ID number. Linear feed saws can mark anyplace along the length of the lumber, in some cases on up to three sides of the lumber.
- Some linear-feed saws can efficiently produce wall frame components as well—component saws are not practical for this purpose.
- Generally speaking, linear-feed saws more efficiently utilize lumber—resulting in less scrap.
- Some linear-feed saws have a material feed system which can select, pick and feed its own lumber stock. No component saw has such a capability.

One of the most important factors in your decision of which type saw to purchase is labor cost per part. That is, how much manpower does it take to operate each type of saw...and how does that translate to price per part? This is usually a big eye-opener to any potential buyer.

*So the real winner can't be determined just by the parts per hour measure.* But I'll leave that part of the discussion to another article. I'll also tell you that there is an indisputable, "hands down" winner when it comes to both production capacity and cost per part. By a long shot.

Regardless of whether you sort this out on your own or seek an equipment manufacturer's help, you will still have to know what's going on in your current cutting operation. That's the first can't-skip-it step: finding out what's currently going on in the cutting department of your operation. **SBC**

*Jerry Koskovich is President of The Koskovich Company in Rochester, MN.*



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# hurricane lessons learned & re-learned



(Reprinted from Good Connections, Vol. 32., No. 2 with permission from Alpine Engineered Products)

History has a way of repeating itself. What can be learned from past deadly storms?

by Charles C. Hoover, P.E.

**M**y personal experience with hurricanes originates with Hazel in October 1954. Although I was five and lived on a farm in southeastern Pennsylvania, I clearly recall the howling winds, and the scene with most of the roof covering swept away by Hazel's winds. My life is still being touched by these devastating storms, having experienced two of three hurricanes as they swept through the highlands of central Florida. I was out of the country while my family dealt with Charley.

Perhaps one of the earliest lessons learned was that hurricanes are scary, noisy, generate work for carpenters and make living inconvenient.

It is almost 14 years (August 1992) since Hurricane Andrew swept through south Florida and south central Louisiana, and 17 years (September 1989) since Hugo swept ashore in Charleston, SC, and traveled inland to Charlotte, NC. These are the first events where I was involved with damage assessment teams, directly observing building performance in these high velocity wind events. These were great learning experiences.

Certain buildings performed well, while others did not. This might be summed up by an article in a Charleston newspaper at the time. The headline featured a Clemson civil engineering professor and wind engineering expert stating, "What went through here was not a bad storm, but rather a bad builder."

This lesson is that not all craftsmen are equally skilled in assembling buildings to adequately resist the forces of nature.

In my experience observing hurricane damage, it is extremely rare to observe a member failure. Failures typically are substantially undersized connections, or simply a lack of connections. This lesson may alternately be titled as "connections, connections, connections"; it's what holds the structure together.

Buildings as far inland as Charlotte had substantial damage from Hugo. The lesson relearned was that hurricanes cause damage deep inland. They are not just coastal events.

During our storm investigations, we talked with individuals who were without electric power for two weeks. They relied on wells for water, and were not "living the dream." I learned that a generator is a necessity. The lesson is to have a plan for when the power goes out for days or weeks.

The state of Florida had to recognize it was creating a disastrous situation. Florida turnpike toll collectors were collecting turnpike tolls from hundreds of thousands of evacuees fleeing Hurricane Andrew. Traffic was backed up for miles. Fortunately, then, Governor Chiles intervened to stop the collection of tolls. Today, toll collec-

tion is halted for evacuation and there are plans for one way traffic in all lanes. Here is another lesson that had to be learned.

In the late 1980s, there was a developing awareness that building performance needed to be improved. To provide guidance, Florida's Department of Community Affairs along with the Southern Building Code began developing prescriptive standards to better guide professionals building residential structures. It could be said that Andrew and Hugo were "final warning shots" accelerating the development and dissemination of information to improve the performance of structures resisting high velocity winds.

The U.S. has transitioned from three major regional codes—the State Building Code (SBC), the Uniform Building Code (UBC), and the Building Officials and Code Administrators (BOCA)—to a single code perhaps optimistically titled International Building Code (IBC). Several states, in particular Florida, have promulgated their own state codes, but the IBC is the basis for the single state-wide code. A single code reduces the number of different codified wind design methodologies. The lesson was to reduce the variation by reducing the number of codes.

The American Society of Civil Engineers (ASCE) publishes a design standard for loads titled ASCE-7. This standard was updated every two to three years during the past two decades. Titled ASCE-7 93, 95, 98, 02, 05, the standards included numerous changes to improve how engineers load structures for wind. By adopting the latest editions of the ASCE-7, the codes have implemented the latest research into the design of structures. The lesson here is to keep up with the design standard—methods change.

The investigation of some building damage from Andrew indicated that large unprotected doors or windows were breached by flying debris. This was mentioned in my article on Andrew. That article was read by the chairman of the Wind Load committee for the SBC, and although I had retired myself from the committee, he asked me to rejoin.

This committee developed the wind borne debris test standards that are now part of the IBC. These tests were applied to elements closing the openings in the structure. This sub-

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stantially raised the level of protection of the building by protecting the openings from failing. Openings can now be protected by products that didn't exist ten years ago. The lesson learned is to protect openings with shutters or products that meet the wind borne debris standard.

Hurricane Katrina blew away the record book. Approximately 275,000 houses were destroyed. Some swept away by storm surge, some by wind and a majority by flood waters after protective levees were breached. A new lesson that is still being evaluated is the wisdom of building in a coastal community

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### Hurricane Lessons Learned & Re-learned

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that is below sea level and is protected by miles of man made levees. It is apparent these gulf coast areas will be focused on rebuilding to the guidelines of the newest wind design standards.

The most recent lesson relearned was from Hurricane Wilma. Wilma's wind speeds were at or below the design wind speeds for the region. However, many of the eastern Florida communities (three million Florida Power and Light customers) were without electrical power for as long as three weeks. Original estimates were for as long as five weeks for full recovery. Most residents never thought of being without power for more than a few days.

Several recent articles have stated that loose bolts on the cross bracing of extra-high-voltage transmission towers may have caused the structural collapse of 30 of these large towers. This is a possible new lesson of connections. As a matter of interest, FPL had to replace approximately 16,000 power poles.

Residents would prefer that utilities, such as sewage, water, and electricity are operational in a matter of hours rather than weeks. Hopefully utilities and government planners have learned the lesson, and are reviewing improvements that will return utilities quickly.

Hurricane Charley shifted track to the Northeast, came ashore at Punta Gorda, passed through Orlando and exited around Daytona Beach. Thousands had evacuated to central Florida, and were surprised to discover they were now directly in Charley's path. This caused everyone to reassess how they read the graphical advisories from the National Oceanic and Atmospheric Administration's (NOAA) National Hurricane Center (NHC). The hurricane could track anywhere inside the cone, not just the depicted center path. We all relearned the lesson of reading these figures from the NHC.

The three hurricanes that passed through central Florida in 2004 had significant emotional impact on residents. Familiar landscapes, trees, tree canopies were gone

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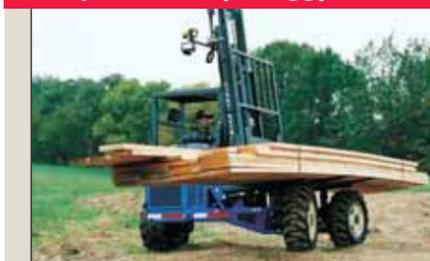
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## Hurricane Lessons Learned & Relearned

Continued from page 110

or lying on the ground. Most buildings had some level of storm damage, and blue tarped roofs were common. This generated an atmosphere of unfamiliarity. Everything looked different and everywhere looked devastated. This milieu contributed to a sense of helplessness in many residents. It was apparent that workers' minds were also on matters at their homes. It was a time for tolerance and understanding of how deeply many people were impacted by loss of property, and the inability to get assistance. In some ways it resembled combat shock. The lesson learned is to realize individuals are

emotionally and physically stretched during these times and to practice patience and tolerance.

Damage to roof coverings is still a widespread occurrence. The resulting water intrusion into buildings ruins the interior contents, can create mold and mildew problems and is a huge inconvenience to the occupants. The performance of newer coverings seems to be better. The lesson learned is that building owners need to carefully and wisely choose the roofing product and research the skill and knowledge of the roofing contractor.

There continue to be new discoveries. Researchers have identified extra-high-velocity wind streams embedded in the major wind currents. These are narrow bands with wind speeds substantially higher than the surrounding wind field. This lesson indicates we have more to learn about the intricacies of hurricanes, because there may be extra high velocity wind streams embedded within the storm.

With so many lessons learned and relearned, coastal dwellers are more prepared, as forecasters improve the accuracy of their prognosis. Building codes are more stringent and comprehensive in scope; design standards are more accurate and more complex. Residential construction is more complex and more jurisdictions are requiring the structure be designed by a professional engineer. Building inspectors are held to a higher education standard and craftspeople work to a higher standard.

These lessons have been learned. There is substantial evidence that structural elements designed and constructed to standards post Andrew and Hugo have performed as expected. Coastal dwellers are now hurricane veterans, and are better prepared.

So, now, 52 years after my introduction to hurricanes, they are still, scary, noisy, generate lots of work for all craftspeople, and make living primitive. **SBC**

*Charles C. Hoover, Jr., P.E., has been an engineer with Alpine for more than 28 years. A registered Professional Engineer since 1979, he holds a bachelor of science degree in aeronautical engineering from Embry-Riddle University. Charlie has published numerous professional papers and articles on a variety of subjects relating to wood trusses and structural engineering.*

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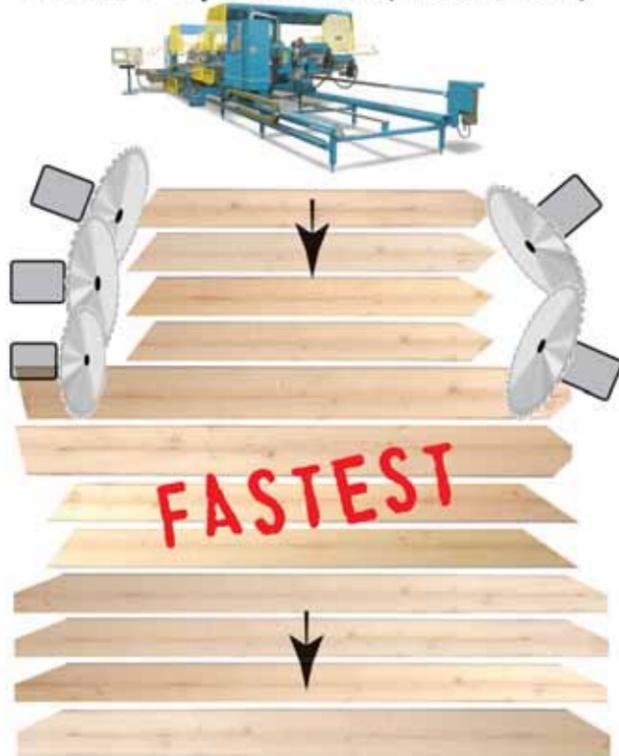
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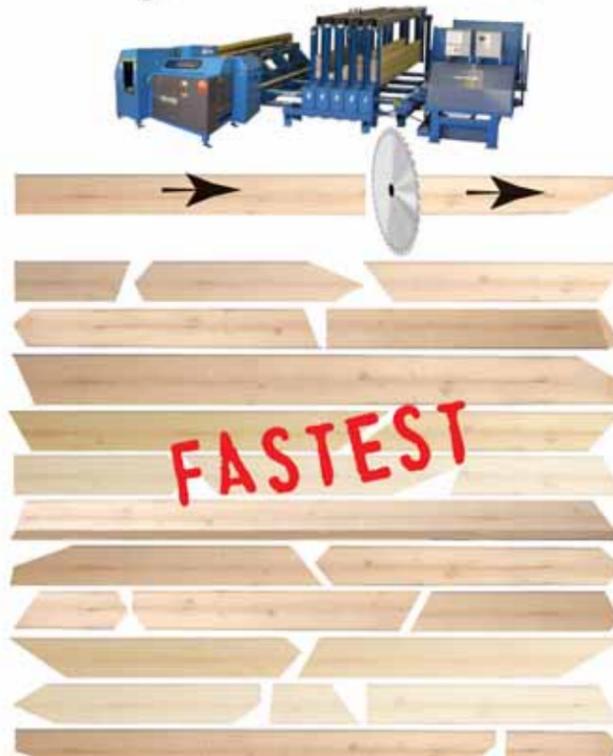


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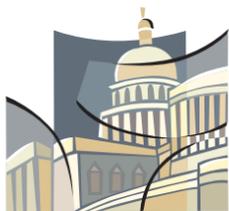
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## Biting Your Rails?

by Sean D. Shields

Twenty-three miles. Slightly shorter than today's marathon race, it is the total distance of U.S. railroad track that went into operation in 1830. Thus began a transportation renaissance that transformed the landscape of our nation, culminating in over 240,000 miles of track in use by 1910. Not surprisingly, by the late 1800s railroads were the largest employers in the United States.

However, thanks in large part to the construction of the national interstate system and mass production of automobiles and trucks, reliance on rail both for passenger and cargo transport declined dramatically after World War I. From 1950 to 1992, total rail miles decreased almost 40 percent to a little over 136,000 operational miles. Component manufacturers, as well as many other rail shipment receivers, are currently feeling that pinch.

manufacturing and/or leasing business, creating an overall shortage of cars to carry the goods. The result has been slow or unreliable rail delivery service.

The rail industry has also not responded to this challenge in ways that have necessarily benefited its customers. As of 1978, there were 41 Class I railroad companies operating in the U.S.; today there are eight. This consolidation, which was particularly heavy in the 1990s, has left most markets with only one railroad company to choose from. The lack of competing rail companies effectively takes market-based competition—a cornerstone of our economy—out of the equation. To that end, component manufacturers are effectively left with two choices: accept the terms, conduct and demands of the available railroad company, or use trucks.



**WTCA has partnered with the American Association of Railroads, a trade association that represents all of the Class I railroads operating in the U.S., to host a roundtable discussion in Houston during the Building Components Manufacturers Conference (BCMC) in October.**

From a bulk commodity perspective, shipping lumber via rail is generally the most economically efficient. In a recent SBC Industry One Minute Poll (OMP) of WTCA members, two-thirds of respondents indicated they utilize rail for their lumber shipments—just over 50 percent said they own and use their own rail spur. Even further, of those component manufacturers who ship lumber exclusively by truck, more than ten percent indicated they were currently constructing or looking into building their own rail spur.

However, the declining national reliance on rail has created a host of interrelated problems that are having an impact on component manufacturers utilizing rail. One half of the equation is infrastructure—not enough track or railcars to meet current demand—the other half is how the railroads have addressed this problem—consolidation, constructive placement and demurrage fees.

As housing demand remains fairly strong, particularly in urban areas west of the Mississippi, where rail infrastructure never caught up to that of the East, the “lack of track” has become a serious problem. The increasing need for lumber shipments and other commodities in these growing population centers has created horrible congestion on the tracks. To make matters worse, many companies have fled the railcar

The lack of choice is evident in the component manufacturing industry; over eighty percent of OMP respondents who indicated they use rail for lumber shipments said they are serviced by a Class I railroad company. Further, from the OMP results, only four Class I railroads accounted for over ninety percent of the responses: 31 percent use Burlington Northern-Santa Fe (BNSF); 24 percent use CSX; 21 percent use Union Pacific; and, 17 percent use Canadian National.

In addition to a lack of competition, two practices adopted by the railroads to deal with infrastructure problems have caused a negative impact on component manufacturer rail users. The first is practice is called “constructive placement.” As opposed to actual placement of a railcar (for example, on a component manufacturer's rail spur), which can then be unloaded, constructive placement ranges from locating the railcar just outside the facility, to bringing it into a local switching station. In a few ridiculous situations, it appears that having the railcar in the same geographic region (read: southwestern United States) of its final destination can constitute constructive placement.

Constructive placement, in and of itself, is not the problem. The issue is that once the railroad designates that a car is constructively placed, they can begin charging the component manufacturer a penalty fee

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called “demurrage.” This fee was originally designed to combat the shortage of railcars by giving rail companies a tool to entice shippers and receivers to load and unload railcars faster. While this may indeed have worked in prompting quicker turn-around times, the problem is that constructive placement in combination with demurrage is creating an unfair practice. Component manufacturers are being charged a financial penalty on railcars they have no ability to unload.

In response, WTCA has partnered with the American Association of Railroads, a trade association that represents all of the Class I railroads operating in the U.S., to host a roundtable discussion in Houston during the Building Components Manufacturers Conference (BCMC) in October. So far, all of the Class I railroads have committed to sending a representative to participate in the panel. Efforts are also being made to bring in some of the regional and short-line railroad companies used by the structural building components industry.

The three general topics to be discussed will be railcar availability, service reliability and the issue of constructive placement and demurrage penalties. The purpose of the roundtable will be to provide component manufacturers a forum to share their concerns related to these areas, and give the railroad companies an opportunity to share information and provide alternatives for constructive conflict resolution. Further, it will give WTCA members an opportunity to build relationships with an industry to which it is inextricably linked.

For more information about the BCMC roundtable, visit [www.bcmcshow.com](http://www.bcmcshow.com). **SBC**

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For more information about WTCA Chapters and how to become more involved, contact Anna L. Stamm (608/310-6719 or [astamm@qualltim.com](mailto:astamm@qualltim.com)) or Danielle Bothun (608/310-6735 or [dbothun@qualltim.com](mailto:dbothun@qualltim.com)). Contributions to Chapter Corner, including pictures, are encouraged. Submissions may be edited for grammar, length and clarity.



## Chapter Spotlight

**Basketball, Contracts & Fasteners: The Joint New York/Northeast Chapter Meeting**

by Anna L. Stamm

When the New York and Northeast Chapters had the opportunity to welcome WTCA Legal Counsel Kent Pagel as the guest speaker in July, they decided to make it a memorable occasion. For this special joint chapter meeting, they booked a meeting room at the Naismith Basketball Hall of Fame in Springfield, MA.

Being so close to the OMG/FastenMaster plant in Agawam, MA, the chapters were also invited on a morning tour of that facility. Members that wanted to take full advantage of the day's offerings could do the morning plant tour, followed by lunch and the chapter meeting, and then a trip through the hall of fame itself. Of course, hearing Kent Pagel's presentation, "Successfully Negotiating an Acceptable Customer Contract," was the main reason why the attendees turned out that day! (See photos below.)

Thank you to Kent for the presentation, FastenMaster for the tour, and the chapter members for attending! Next time, we'll shoot for Cooperstown. **SBC**



## Chapter Highlights

### Arkansas Chapter Development

Development of the Arkansas Chapter took another step forward in June. An organizational meeting was held in Fort Smith to hammer out the key issues and procedural matters. Bylaws, membership and dues are in the process of being acted upon. Education will be the watchword of the new chapter.

The day after the meeting, an educational session was conducted for the Code Officials of Arkansas (COAR) under the auspices of the WTCA-Arkansas. Twenty-five building officials attended the program at Capital Structures and received continuing education credit. The chapter development team is looking forward to offering a program at COAR's Jacksonville, AR meeting in October. Another chapter development meeting will be held in conjunction with this event.

### California Engineered Structural Components Association

The California Chapter held a special statewide meeting on May 23 in Sacramento. Members from the Southern, Central and Northern Regions of the chapter were encouraged to attend. Before guest speaker Kent Pagel took the floor, the attendees discussed several ongoing projects and updates.

The WTCA Board resolutions recommending that each chapter create legislative and fire service relations chairs were discussed. It was agreed that these positions were important and would prove very helpful in arranging plant tours and other outreach efforts. A few chapter members were nominated and would be contacted about filling those roles.

A report was given on the Safety Zone for Off-Loading Components project. CalESCA-South is spearheading WTCA's industry-wide approach to a new guide on how to safely off-load trusses. The draft document has met with approval and the next step is implementation at a beta site. The key to implementation will be to get buy-in at the jobsite.

A letter from the California Highway Patrol (CHP) regarding the reducible load issue and wall panels was discussed. Following this meeting, the issue was pursued by a subcommittee and a draft WTCA *Management Note* was written on optimal load positioning and non-divisible over width load permits. The *Management Note* covers wall panel production and outlines our industry's concerns, and it was reviewed at the Management Committee meeting in San Diego.

Several updates and programs from WTCA were discussed including: Lumber Trading Data (LTD), WTCA *Tech Notes*, the newly updated Carbeck CD and the chapter publications cooperative. The chapter also planned to encourage everyone to attend the WTCA Open Quarterly Meeting in San Diego in August.

### Colorado Truss Manufacturers Association

The June meeting of the Colorado Chapter focused on transportation



and the chapter welcomed two guest speakers. Teresa Carillo of the Colorado DOT discussed several pertinent regulations. She also mentioned the importance of keeping a close eye on the internet to monitor areas of road construction and any current updates.

State trooper Skip Masterson spoke next. He shared some stories with trucks hauling loads and accidents, but stressed that his job was to keep truck drivers safe and the people around them safe. Home Lumber brought a trailer with trusses and Skip went over what his typical 45-minute inspection entails (see photo above). He also explained that he sees truck drivers as professionals and holds them to a higher standard. Overall, the presentation was very informative and well received by the attendees.

### Truss Manufacturers Association of Texas

The Texas Chapter held its summer membership meeting in June at the Cool River Café in Austin. The guest speaker was the chapter's own Kent Pagel from Houston. In addition to his presentation on customer contracts, Kent focused on the new *ORISK* program from WTCA—Online Risk and Liability Management.

The educational efforts by the chapter are being very well received this year. At the Building Officials of Texas (BOAT) show at University of Texas-Arlington, this was the first time in four years that the chapter received a seminar slot. Jim Mavrakes of Robbins Engineering delivered the seminar; he also distributed over 100 pieces of literature and 102 copies of the Carbeck CD. Paul Johnson of Universal Forest Products reported that he would be giving a presentation on bracing to McKinney County building inspectors. Ben Doyle of Textruss Component Building met with the City of Pflugerville on behalf of the chapter and discussed sealed documents. The outcome of this meeting was that the city will not request sealed placement plans and will only expect seals on engineered repairs. This again shows the power of our chapter teamwork.

The next Texas meeting will be the fall golf tournament on September 21 at the River Place Country Club in Austin. The following membership meeting in January will feature a speaker on storm water pollution. The chapter meeting dates for 2007 are: January 18, April 19 with golf, June 21 and September 20 with golf.

### Wood Truss Council of North Carolina

The North Carolina Chapter met on June 21 in Greensboro. First on the agenda was planning for the next chapter meeting. Because Jack Parker of Eastern Building Components and Kirk Grundahl of WTCA would be delivering a presentation for the 2006 South Atlantic Fire Expo in

Continued on page 123

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# Calendar of Events

Check out WTCA's web site at [www.sbcindustry.com](http://www.sbcindustry.com)  
for the most current calendar information.

## September

- **19:** Central Florida Component Manufacturers Association (CFCMA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or [dbothun@qualtim.com](mailto:dbothun@qualtim.com).
- **21:** South Florida WTCA (SFCMA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or [dbothun@qualtim.com](mailto:dbothun@qualtim.com).
- **21:** Truss Manufacturers Association of Texas (TMAT) Chapter Meeting, River Place Country Club in Austin. For more information, contact Anna at WTCA, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **22:** Missouri Truss Fabricators Association (MTFA) Chapter Meeting and Golf Tournament. **Date Change from Sept 15.** Location: Country Lake Golf Club, Warrenton, MO. For more information, contact Dani at WTCA-National, 608/310-6735 or [dbothun@qualtim.com](mailto:dbothun@qualtim.com).

## October

- **5:** Iowa Truss Manufacturers Association (ITMA) Chapter Meeting at BCMC. For details, contact Chapter President Tom Lambertz at 515/283-7100 or [tlambertz@robertsdybdahl.com](mailto:tlambertz@robertsdybdahl.com).
- **7:** WTCA Open Quarterly Meeting, Hyatt Regency in Houston, TX. For more information, contact Stephanie at 608/310-6721 or [swatrud@qualtim.com](mailto:swatrud@qualtim.com). All are welcome to attend!
- **10:** Georgia Component Manufacturers Association (GCMA) Chapter Meeting. For details, contact Chapter President Jim Finkenhoefer at 770/787-8715 or [jf8515@trussystemsinc.com](mailto:jf8515@trussystemsinc.com).
- **11:** Southwest Florida Truss Manufacturers Association (SWFTMA) Chapter Meeting. For more information, contact Chapter President Jim Swain at 239/437-1100 or [jimsw@carpentercontractors.com](mailto:jimsw@carpentercontractors.com).

- **12:** Alabama Component Manufacturers Association (ACMA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or [dbothun@qualtim.com](mailto:dbothun@qualtim.com).
- **12:** West Florida Truss Association (WFTA) Chapter Meeting. For more information, contact Chapter President Rick Cashman at 727/585-2067 or [rcashman@ffptruss.com](mailto:rcashman@ffptruss.com).
- **17:** California Engineered Structural Components Association Northern Region, (CalESCA-South) Chapter Meeting. For details, contact Anna at WTCA, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **17:** Tennessee Truss Manufacturers Association (TTMA) Chapter Meeting. For more information, contact Chapter President Ted Kolanko at 615/287-0184 or [kolankot@84lumber.com](mailto:kolankot@84lumber.com).
- **18:** California Engineered Structural Components Association Southern Region, (CalESCA-North) Chapter Meeting. For details, contact Anna at WTCA, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **18:** WTCA-Arizona Chapter Meeting. For more information, contact Chapter President Chad Lilleberg at 623/931-3661 or [clilleberg@schuckaz.com](mailto:clilleberg@schuckaz.com).
- **18:** WTCA-Northeast Chapter Meeting, Holiday Inn Worcester, MA. For more information, contact Anna at WTCA, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **19:** North Florida Component Manufacturers Association (NFCMA) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **19:** Southern Nevada Component Manufacturers Association (SNCA) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **19:** WTCA-New York Chapter Meeting, NOLA Educational Center, Rensselaer, NY. For more information, contact Anna at WTCA, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **24:** Mid South Component Manufacturers Association (MSCMA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or [dbothun@qualtim.com](mailto:dbothun@qualtim.com).
- **26-28:** National Lumber and Building Material Dealers Association (NLBMDA) Summit. For more information, visit [www.dealer.org](http://www.dealer.org).

## November

- **7:** South Carolina Component Manufacturers Association (SCCMA) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **8:** Wood Truss Council of North Carolina (WTCNC) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **9:** Mid Atlantic Wood Truss Council (MAWTC) Chapter Meeting. For more information, contact Anna at WTCA, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com).
- **9:** Wisconsin Truss Manufacturers Association (WTMA) Chapter Meeting. For more information, contact Chapter President Gene Geurts at 920/336-9400 or [ggeurts@richcostr.com](mailto:ggeurts@richcostr.com).
- **14:** Central Florida Component Manufacturers Association (CFCMA) Chapter Meeting. For more information, contact Dani at WTCA, 608/310-6735 or [dbothun@qualtim.com](mailto:dbothun@qualtim.com).
- **15:** Wood Truss Council of the Capital Area (WTCCA) Chapter Meeting. For more information, contact Anna at WTCA-National, 608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com). **SBC**

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## Housing Starts

July housing starts fell 2.5% to 1.795 million (SAAR). Single family starts were down 2.3% to 1.452 million (SAAR). Permits, a good indicator of what may happen in the next two to three months, fell 6.5%.

U.S. Housing Starts				
Millions - Seasonally Adjusted Annual Rate (SAAR)				
U.S. Totals	July	June (rev.)	% Change	
Starts	1.795	1.841	-2.5%	
Permits	1.747	1.869	-6.5%	
<b>Single Family</b>				
Starts	1.452	1.486	-2.3%	
Permits	1.318	1.404	-6.1%	
<b>Multi Family</b>				
Starts	0.343	0.355	-3.4%	
Permits	0.429	0.465	-7.7%	
<b>Starts and Permits By Region:</b>				
<b>NE</b>	Starts	0.159	0.171	-7.0%
	Permits	0.165	0.175	-5.7%
<b>MW</b>	Starts	0.306	0.304	0.7%
	Permits	0.291	0.308	-5.5%
<b>S</b>	Starts	0.889	0.912	-2.5%
	Permits	0.881	0.918	-4.0%
<b>W</b>	Starts	0.441	0.454	-2.9%
	Permits	0.410	0.468	-12.4%

**Analysis & Outlook:** The housing market fell for the fifth time in six months, to the lowest level in 2 years. Because housing (and related activity) is so important to the economy (in the past 4-5 years it has contributed more than 20% to our GDP), there is concern over the potential impact of a cooling housing market on the overall economy. Although mortgage applications were up in August, the increase was entirely due to refinance applications, which was up 4% for the week ending August 11, while purchase applications were down almost 1%. As house price increases continue to moderate, and even recede in some areas, the past practice of "using our home's equity as a piggy bank" will wane, and this will impact consumer spending. Inflation is still a concern, due to volatile energy prices and higher interest rates—also capacity utilization is now at 82.4%, which means factories can't increase production much more without causing inflationary pressures in the labor market and elsewhere in the supply chain. The latest CPI report tells us that overall inflation at the consumer level is up 4.2% YOY while core inflation is up a strong 2.7% YOY. It isn't a foregone conclusion that the Fed tightening is over. Some analysts are concerned that we may see a return of "stagflation"—slowing economy and inflation. The jury is still out, but it is something to think about and be prepared for if it happens. In the end, this is still a good housing market (historically speaking) that is simply correcting to more sustainable levels (i.e., based on demographics). This "correction" and rebalancing is good for the market. If it were delayed for another year, the pullback would only be more severe. Energy prices continue to be a problem for most of the world's economy; global interest rates are still headed upward, and the political climate remains very unstable. The fact that the U.S. (and world) economy has performed as well as it has the past 12 months is a testimony to its resilience.

This housing starts report is provided to SBC on a monthly basis by SBC Economic Environment columnist Al Schuler. Visit [www.sbcmag.info](http://www.sbcmag.info) for more economic news.



## Builder Banter

### "StrawJet" Wins Modern Marvel of 2006 Award

Modern Marvels Invent Now is a competition held by the History Channel® and Invent Now® Inc., a subsidiary of the National Inventors Hall of Fame® Foundation. Inventors from across the nation are judged on the ingenuity and innovation of their inventions. David R. Ward of Ashland, OR was the grand prize winner of the 2006 Modern Marvel of the Year Award. Ward's vision was to create a building system that was strong enough to withstand natural disasters while being economical enough to revolutionize the rebuilding of the less developed regions of the world. With this in mind, Ward came up with StrawJet, a new building material designed to preserve the environment.

Here's how it works: Straw from harvests (wheat, flax, sunflower) is processed into a mat that is used to construct composite building panels, similar to fiberglass or carbon fiber. Rather than using plastic resin as the binder, StrawJet uses paper pulp, clay and cement. Besides being continuously renewable, straw is available worldwide, making this system a revolutionary development that could have benefits around the globe. [Source: PR Newswire, [www.prnewswire.com](http://www.prnewswire.com)]

### Builder Confidence Slides In August

Reacting to what they perceive as increasing consumer uncertainty regarding the market for new single-family homes, builders tempered their views on current and expected sales activity in the Wells Fargo/National Association of Home Builders Housing Market Index (HMI) for August, released on August 15. The HMI declined seven points to 32, its lowest level since February of 1991. This was the seventh consecutive month in which builder confidence, as measured by the index, has fallen.

"Two big factors are coloring builders' perceptions of the market right now—rising sales cancellations and substantial growth in inventories of both new and existing homes," said NAHB Chief Economist David Seiders. "These factors are largely the result of an increasing number of potential buyers adopting a 'wait-and-see' attitude because of uncertainty about where the housing market is headed, and record-high energy costs also appear to be weighing on housing demand. We're also seeing an anticipated withdrawal of investors/speculators from the market, following a major influx in 2004-2005."

"It's important to recognize that home sales and housing production are subsiding from record levels a year ago, and those levels clearly were unsustainable," noted Seiders. "We expect the erosion in market activity to continue through most of this year before stabilizing in 2007." Seiders also noted that, historically, builder sentiment tends to contract by a greater margin than actual sales and production activity.

"On the bright side for consumers, the economy continues to be in fundamentally good shape, mortgage rates remain near historic lows, house price gains are decelerating, and builders are offering substantial buyer incentives to keep their inventories down. Such favorable market conditions certainly are reason for optimism among those in the market to buy new homes," Seiders said. [Source: NAHB Press Release, [www.nahb.org](http://www.nahb.org), 8/15/06]

### Housing Market Index 2005-06 (HMI)

The HMI is a weighted, seasonally adjusted statistic derived from ratings for present single family sales, single family sales in the next 6 months and buyers traffic. The first two components are measured on a scale of "good" "fair," and "poor," and the last one is measured on a scale of "high," "average" and "low." A rating of 50 indicates that the number of positive or good responses received from the builders is about the same as the number of negative or poor responses. Ratings higher than 50 indicate more positive or good responses.

Sept	Oct	Nov	Dec	Jan06	Feb	Mar	Apr	May	June	July	Aug
65	68	61	57	57	56	54	51	46	42	39	32

Source: National Association of Home Builders

### Second Home Buyers Account for 40% of 2005 Resales

The National Association of Realtors (NAR) reported that vacation and investment homes accounted for 40 percent of homes resold in 2005. In 2005, 28 percent of homes sold were purchased as investments, while 12 percent were bought as vacation properties. Baby boomers are the driving force behind the second home market with the help of historically low interest rates.

"Vacation home buyers are making lifestyle choices and purchasing primarily for their own enjoyment," NAR Chief Economist David Lereah said. "Investment home buyers are seeking rental income and portfolio diversification, although vacation home buyers also mentioned diversification." The majority of vacation home buyers (72 percent) purchase for their own enjoyment, while the rest (28 percent) are seeking to diversify their investments.

Purchasers of second homes valued their proximity to:

- An ocean, river or lake, 40%
- Family members, 34%
- Preferred recreational activities, 27%
- Their primary residence, 27%
- Mountains, 26%
- A preferred vacation area, 24%
- A job or school, 17%

Lereah predicted that vacation home sales would remain strong for the foreseeable future, but he said that sales to investors were likely to decline this year in response to rising mortgage interest rates. [Source: *Nation's Building News*, [www.nbnnews.com](http://www.nbnnews.com)] SBC

Email ideas for this department to [builderbanter@sbcmag.info](mailto:builderbanter@sbcmag.info).

### Chapter Corner

Continued from page 119

Greensboro on August 25, it was agreed that the next chapter meeting should be moved to coincide with this event.

The WTCA Board resolution requesting each chapter designate a Fire Service Relations Chair was reviewed. Jack Parker was the unanimous favorite to fill this position and he accepted the new title. He also reminded members of the Carbeck CDs that are available and are a good resource to give to local fire departments. If possible, these CDs should be given to the training officer at the fire department. The Board resolution requesting local chapters to create a Legislative Relations Chair was discussed next and David Horne of Universal Forest Products was elected to fill the position.

The technical code committee gave an update on the need to re-dip plates or paint to satisfy coastal area requirements and the need for testing. It was decided that members would continue using double

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dipped or painted plates in applications that require more stringent corrosion protection.

The education committee reported that Jack Parker delivered three sessions for building departments in Craven County, Wayne County and Camp Legune. Tom Hollinshed of Comtech and Chris Lambert of Southeastern Materials would be the next members to represent the chapter at an educational event, a building inspectors meeting in Asheville in August.

Under new business, Tom Hollinshed reported that he started efforts to get some NC DOT regulations addressed, especially concerning length limitations on tractor and trailer combinations. It seems that the law is being enforced inconsistently. Tom will work with his local contacts and WTCA staff to address the issue. SBC



# Industry News & Data

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## Consumer Price Index

[an index measuring the change in the cost of typical wage-earner purchases of goods and services expressed as a percentage of the cost of these same goods and services in some base period - called also cost-of-living index]

Expenditure Category	Changes from Preceding Mo.			Compound annual rate 3-mo. ended July 06
	May	June	July	
All Items	.4	.2	.4	4.5
All Items Less Food & Enery	.3	.3	.2	3.2

Source: Bureau of Labor Statistics

## Unemployment Rate

Apr	4.7%
May	4.6%
June	4.6%
July	4.8%

Source: Bureau of Labor Statistics

## Producer Price Index - Customized Industry Data

An inflationary indicator published by the U.S. Bureau of Labor Statistics to evaluate wholesale price levels in the economy.

Engineered Wood Mem. (exc. truss) Mfg.	May	June	July	Truss Mfg.	May	June	July
Eng. Wood Mem.	119.8(P)	118.6(P)	118.6(P)	Truss Mfg.	121.0(P)	120.3(P)	119.8(P)
LVL	126.4(P)	126.4(P)	126.4(P)	Wood Trusses	118.6(P)	117.9(P)	117.4(P)
Other	122.3(P)	120.6(P)	120.6(P)	Primary Products	118.6(P)	117.9(P)	117.4(P)
		(P) = preliminary		Secondary Products	108.2(P)	104.6(P)	105.1(P)

Source: Bureau of Labor Statistics

## Producer Price Index General

% changes in selected stage-of-processing price indexes

Month	Total	Ex. Food & Energy
Apr	0.9	0.1
May	0.2	0.3
June	0.5	0.2
July	0.1	-0.3

Source: Bureau of Labor Statistics

## Consumer Confidence Index

The Consumer Confidence Index is a measure of consumer optimism toward current economic conditions. The consumer confidence index was arbitrarily set at 100 in 1985 and is adjusted monthly on the basis of a survey of consumers.

The index considers consumer opinion on both current conditions (40%) and future expectations (60%).

Nov	Dec	Jan06	Feb	Mar	April	May	June	July	% +/-
98.9	103.8	106.8	102.7	107.5	109.6	104.7	105.4(r)	106.5	1.0%

Source: [www.consumerresearchcenter.org](http://www.consumerresearchcenter.org)

## JULY 2006 ISM BUSINESS SURVEY AT A GLANCE

	Series Index	Direction July vs June	Rate of Change July vs June
ISM Manufacturing Index (formerly PMI)	54.7	Growing	Faster
New Orders	56.1	Growing	Slower
Production	57.6	Growing	Faster
Employment	50.7	Growing	From Contracting
Supplier Deliveries	55.4	Slowing	Faster
Inventories	50.5	Growing	From Contracting
Customers' Inventories	44.5	Too Low	Slower
Prices	78.5	Increasing	Faster
Backlog of Orders	50.5	Growing	Slower
Exports	51.9	Growing	Slower
Imports	57.5	Growing	Faster

For an in-depth explanation of this summary, go to <https://ism.ws/ISMReport/>

## Industrial Production Index

The industrial production (IP) index measures the change in output in U.S. manufacturing, mining, and electric and gas utilities. Output refers to the physical quantity of items produced, unlike sales value which combines quantity and price. The index covers the production of goods and power for domestic sales in the United States and for export. It excludes production in the agriculture, construction, transportation, communication, trade, finance, and service industries; government output, and imports. The IP index is developed by weighting each component according to its relative importance in the base period. The information for weights is obtained from the value added measures of production in the economic censuses of manufacturer and minerals industries, and from value added information for the utility industries in Internal Revenue Service statistics of income data. The weights are updated at five-year intervals to coincide with the economic censuses. The current index base year is 1992. (r=revised)

	Apr	May	June	July
Industrial Production Total Index (% change)	0.8	0(r)	0.8	0.4
Capacity Utilization Total Industry (%)	81.8(r)	81.7(r)	82.3(r)	82.4

Source: Federal Reserve Board

## CM News

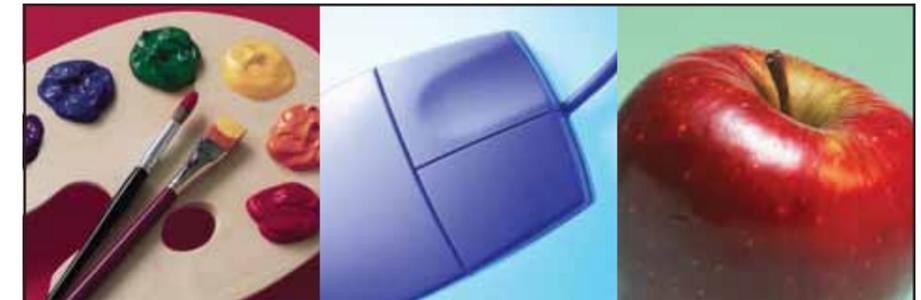
### TRUSSWAY EXPANDS INTO THE MIDWEST WITH INDIANA PLANT ACQUISITION

On August 7, Trussway, Ltd. announced its expansion into the Midwest market with the acquisition of a multifamily truss plant in Franklin, IN. The facility will provide quality roof and floor trusses, wall panels, components and openings along with design and engineering services to multifamily builders throughout the Midwest.

"This acquisition follows the Trussway model of supplying our customers wherever they build," said Trussway President and CEO Bill Adams. "We will better serve our growing customer base of multifamily builders and developers in Indiana, Illinois, Kentucky, Ohio, Missouri and Michigan."

Trussway acquired the facility from Meadors & Associates. This includes an 85,000 square foot plant with state-of-the-art equipment along with production, design and sales personnel. In addition to roof and floor trusses and wall panels, the company will add Trussway Rough Openings to the product mix. TROs are factory built window and door openings and components that increase quality and labor efficiency while reducing waste and theft. Trussway plans to add to the workforce as it grows towards its goal of more than doubling the current business volume. [Source: Trussway Press Release, 8/7/06]

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struction and the contractor services subsidiary of Building Materials Holding Corp., has acquired the assets and operations of Davis Brothers Framing. Davis Brothers had sales of \$110 million in 2005 and provides turnkey framing services to high-volume production homebuilders in Southern California's Inland Empire region. In addition to single-family home construction, a significant portion of Davis Brothers' revenue is derived from high-density residential projects, BMHC said.

"Davis Brothers is a strong addition to Select Build and, being a highly-regarded framing company in the Inland Empire area, will further enhance our existing construction operations in Southern California," said Robert Mellor, BMHC chairman, president and CEO. "Our business strategy is focused on expanding both our range of construction services and our geographic reach through acquisitions and organic growth."

BMHC serves the homebuilding industry through two subsidiaries, including Select Build, which provides construction services to high-volume production homebuilders, and its pro dealer arm BMC West. [Source: [www.homechannelnews.com](http://www.homechannelnews.com), 8/7/06]

## Announcements

### HUNDEGGER DELIVERS 200<sup>TH</sup> SAW

In a joint effort with iLevel™ by Weyerhaeuser, Hundegger delivered its 200<sup>th</sup> Whole House Saw™ to Millard Lumber in August 2006. [Source: Press Release, August 2006. For reader service go to [www.sbcmag.info/hundeggerusa.htm](http://www.sbcmag.info/hundeggerusa.htm).]

### LP CLOSES QUEBEC OSB MILL

On August 7, Louisiana-Pacific Corporation announced that operations at their OSB mill in St-Michel-des-Saints, Quebec would be suspended, effective immediately. No timetable has been given for a restart of the mill where 218 people are employed. "This shutdown is a difficult, but necessary economic decision," said LP's executive vice president of OSB, Jeff Wagner. "LP's St-Michel-des-Saints OSB mill is losing money due to an unfortunate combination of factors: high wood costs, high transportation costs, unprecedented increases in fuel prices, and the strong Canadian dollar. These costs, combined with the recent steep decline in OSB prices, made this decision necessary." [Source: *Lumber & Building Materials Daily Newsletter*, [www.lbmdaily.com](http://www.lbmdaily.com), 8/9/06]

### STILES ANNOUNCES SIXTH ANNUAL EXECUTIVE BRIEFING CONFERENCE

Stiles Machinery Inc. is proud to announce that the sixth annual Executive Briefing Conference (EBC) will be held March 14-16, 2007, in Dallas, TX. The EBC is a live forum for woodworking decision makers to review and discuss topics relevant to current and future business challenges and opportunities, and to help answer the question, "What's Next?" Dynamic presenters will propose thought-provoking ideas, solutions and strategies that apply to businesses of all sizes. The EBC is an educational, non-commercial event sponsored by Stiles Education and other industry associations. [Source: Press Release, 7/21/06. For reader service go to [www.sbcmag.info/stiles.htm](http://www.sbcmag.info/stiles.htm).]

Continued on page 129



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Email: careers@84lumber.com



### please note:

A WTCA member's entry was inadvertently excluded from the **Supplier & Professional Directory** that ran in the August 2006 issue of **SBC**. The following company should have been included under **Recruiting/Placement Specialist:**

#### PrincetonOne

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Indianapolis, IN 46204  
317/257-5411 (phone)  
317/259-6886 (fax)  
www.PrincetonOne.com  
Mr. Jack G. Ritter  
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*We apologize for any inconvenience this may have caused.*

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John Griffith

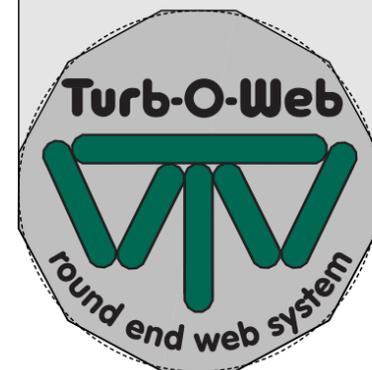
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### WTCA OQM Highlights

Continued from page 30

rate workshops that have been held in previous years. The target audience will be both managers and technical staff. Attendees will be able to participate in the entire two-day event or simply attend the portion that provides the most benefit to them.

- A high point of the meetings was Thursday's boat trip through the San Diego harbor followed by a tasty dinner. A huge thanks goes to Ken Cloyd of Cal Truss who pulled this together for all the attendees to enjoy!
- The Board meeting on Friday topped off an excellent week of meetings and gave chapters the opportunity to bring up important matters happening across the country. Some key motions that passed include:
  - Motion to adopt to WTCA's new mission statement, which can be found on the WTCA website at [www.sbcindustry.com/aboutus.php](http://www.sbcindustry.com/aboutus.php).
  - Motion to move the dates of the 2007 annual legislative conference to April 16-18, and coordinate joint activities between WTCA and National Lumber & Building Materials Association (NLBMDA) to leverage the advocacy strength of the combined membership.
  - Joint motion with the Executive Committee to adopt a new pricing model for the WTCA QC program.
  - Motion for WTCA to use the Cold Formed Steel Council as a developmental model for a council process and implement other councils as needed to best serve the diverse market-specific interests of the entire WTCA membership. **SBC**

*The next WTCA Open Quarterly Meeting will be held October 7 at the Hyatt Regency in Houston, TX, following BCMC 2007. For more information, contact WTCA staff at 608/274-4849 or [wta@sbcindustry.com](mailto:wta@sbcindustry.com), or visit [www.sbcindustry.com](http://www.sbcindustry.com).*

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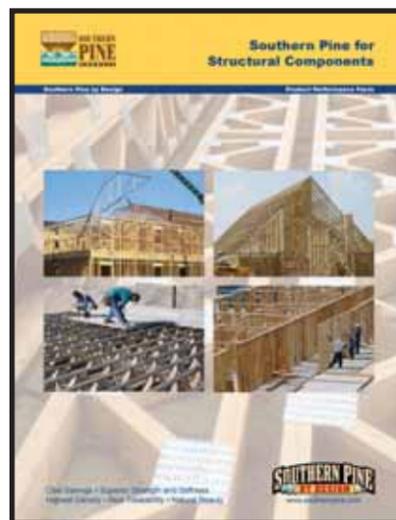
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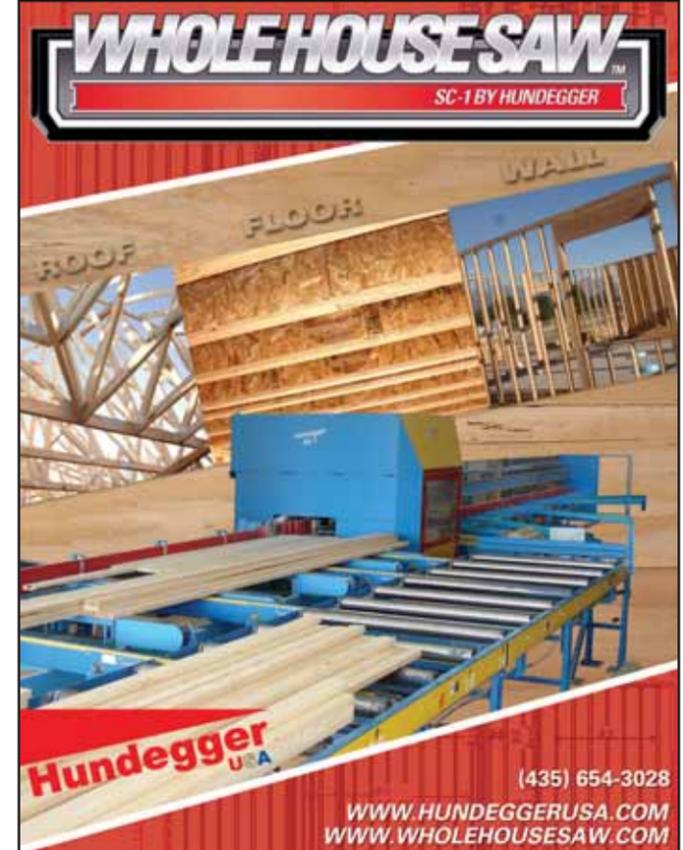
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### Industry News & Data

Continued from page 125

#### Trends

#### HOME SALES TO HOLD FAIRLY STEADY FOR BALANCE OF YEAR

The housing market is in a process of stabilizing with little change in overall sales volume expected over the balance of the year, according to the National Association of Realtors(r). David Lereah, NAR's chief economist, said the indicators already are leveling-off. "We've seen a minor easing in closed transactions of existing-home sales, and a slight increase in the leading indicator of pending sales based on contracts," he said. "New-home sales and housing starts have been fluctuating, so the overall market is stabilizing. On one hand is the rise in mortgage interest rates that has slowed sales in many higher-cost markets, and on the other is 3.8 million new jobs over the last two years. This means many potential home buyers could enter the market in the foreseeable future, especially in moderately priced areas where affordability conditions remain favorable. In fact, this is already occurring."

Although sales will be fairly steady over the balance of the year, declines since last fall mean annual totals will be lower. Existing-home sales are forecast to fall 6.5 percent to 6.61 million this year, the third highest on record after 2005 and 2004. New-home sales are projected to drop 12.8 percent in 2006 to 1.12 million, also the third best on record. Housing starts should be down 9.1 percent to 1.88 million this year. The 30-year fixed-rate mortgage is running nearly a percentage point higher than a year ago but is likely to rise very slowly in the months ahead, reaching 6.9 percent in the fourth quarter.[Source: [www.builderonline.com](http://www.builderonline.com), 8/8/06] **SBC**

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## Parting Shots

Share your stories and photos with us! Send submissions to [partingshots@sbcmag.info](mailto:partingshots@sbcmag.info).



### We've Come a Long Way, Baby!

To many, 1990 seems like just yesterday, until you consider how much the BCMC show has grown in the last 16 years. The shot on the left was taken at the ribbon-cutting at BCMC 1990 in Jacksonville, FL [Left to right: Tom Manenti (MiTek Industries), Lee Vulgaris (retired from Reliable Truss), David Burch (retired from Metal Lock) and Dave Keefe (retired from Truss Tech)]. The photo on the right was taken at last year's show in Milwaukee, WI as the 2005 BCMC committee welcomed attendees on to the show floor [Left to right: Barry Dixon (True Truss), Steve Hanek (USP Structural Connectors), Steve Shrader (Hundegger USA), Jim Finkenhoefer (Truss Systems), Doug Folker (Robbins Engineering), Don Groom (Stark Truss Co.), Tom Manenti (MiTek Industries), Rick Parrino (Plum Building Systems), Steven Stroder (Carter-Lee Building Components), Bob Allen (Alpine Engineering), Ben Hershey (Alliance TruTrus) and Helen Griffin (Weyerhaeuser Co.)]. Look closely...even the official ribbon-cutting scissors has grown over the years! **SBC**



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We installed our WebPro in May 2003. I can best summarize our level of satisfaction by saying that this one saw currently supports two 10-hour production shifts six days a week. During our busiest season from April through December, we average over 5,200 lineal feet of floor production each day.

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Tempo Components  
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*Mike Hotopp*



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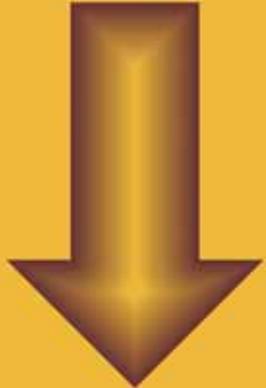
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