



# Wtca Update

## WTCA Unveils SCORE Program

Maximize your marketing potential with this new program from WTCA!

by WTCA Staff

One of the many things presented last month at BCMC was WTCA's new SCORE certification program. SCORE, which stands for Structural Component Operations Reaching for Excellence, is a certification program tailored for component manufacturers. It is both a valuable marketing tool and a way to help companies and the structural component industry itself excel.

The concept for the SCORE certification program came from WTCA members. Some companies were already participating in many other available programs (e.g., Operation Safety, In-Plant WTCA QC, Truss Technician Training, etc.), and were seeking a way to reaffirm their commitment to continuous improvement to both their customers and other industry professionals. SCORE was created to meet this need, and to provide members with tools they can use to create their own strategic marketing plans.

### SCORE Levels

Each company or location can determine its own degree of program involvement with three different SCORE levels. Each level has its own set of requirements, which must be met and maintained in order for a company to be "certified" at that level. Requirements follow below.

#### SCORE Achiever (Level I)

1. In-Plant WTCA QC
2. Truss Technician Training
3. JOBSITE PACKAGES

#### SCORE Leader (Level II)

1. In-Plant WTCA QC
2. Truss Technician Training
3. JOBSITE PACKAGES
4. Any additional three programs above the base three programs.

#### SCORE Elite (Level III)

1. In-Plant WTCA QC
2. Truss Technician Training
3. JOBSITE PACKAGES
4. Long Span Truss JOBSITE PACKAGES
5. Operation Safety
6. In-Plant Basic Training (in development)
7. ORisk
8. Truss Technology Workshops
9. In order to maintain SCORE Elite standing, companies must stay up to date with any new programs, or any new levels of existing programs.

### Requirements

In order to receive SCORE certification, member companies must participate in several WTCA programs. Receiving certification in these established WTCA programs acts as steps toward SCORE certification.

Continued on page 40



### at a glance

- SCORE is a new marketing program for WTCA component manufacturer members.
- To earn a SCORE certification, manufacturers must participate in programs like Operation Safety, In-Plant WTCA QC and Truss Technician Training.

## WTCA Launches TTT Recertification Online

WTCA's Truss Technician Training (TTT) recertification has a new online tracking and reporting system that makes it easier than ever for certified individuals to qualify for recertification.

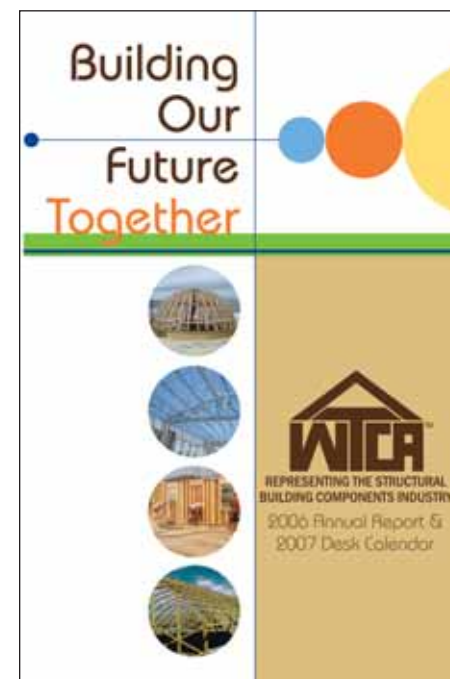
The new recertification process is based on a 12-point system, where credits are earned by participating in qualifying industry activities. Those working to renew their certification can create their own customized recertification program by taking part in activities such as those listed.

Recertification Activity	Points
Complete a TTT Recertification Course	3-6 points
Present a Truss Technology Workshop (TTW) or technical seminar	12 points
Attend a WTCA Chapter Meeting	3 points
Attend a Technical or Open Quarterly Meeting	4 points
Attend a Regional Workshop & Conference	6 points
Attend a BCMC Show	6 points
Other customized programs	Case-by-case

Once a qualifying activity is completed, a TTT-certified individual can log in to the TKO site to apply that activity toward his/her recertification. The summary page will show all of the points that have been logged and the status of pending point requests. Additions, edits and deletions to point requests can also be made from this page. Once the information is verified and the request has been reviewed by WTCA staff, points will be approved and added to the individual's total.

Once 12 points have been logged and approved, an automatic link will appear that guides the individual through the final steps of the recertification process.

Recertify today! Visit [www.wtcalco.com/ttrecert.php](http://www.wtcalco.com/ttrecert.php) to learn more about TTT recertification! **SBC**



Featuring the highlights of the past year and a 15-month calendar (Oct 2006 to Dec 2007), the 2006 WTCA Annual Report is the perfect tool for recruiting new (and lapsed) members during the 8<sup>th</sup> Annual WTCA Membership Drive! At the end of October, the annual reports and a flyer on the membership drive were mailed to all component manufacturing member locations, plus all primary supplier locations. Once again, the membership drive runs until August 31 and offers several great prizes including plaques, jackets, recognition and even WTCA products for the winning chapter (an \$800 value)! For more information visit [www.sbcindustry.com](http://www.sbcindustry.com).

## WTCA Board of Directors

### Officers & Executive Committee Reps.

- President:** Barry E. Dixon • True House, Inc. dba True Truss • 904/757-7500 • [barry@truehouse.com](mailto:barry@truehouse.com)
- President Elect/Treasurer:** Robert J. Becht • Chambers Truss, Inc. • 772/465-2012 • [bob@chamberstruss.com](mailto:bob@chamberstruss.com)
- Secretary:** Ben Hershey • Alliance TruTruss, LLC • 602/252-1772 • [bhershey@trustruss.com](mailto:bhershey@trustruss.com)
- Past President:** Donald Groom • Stark Truss Co., Inc. • 330/478-2100 • [don.groom@starktruss.com](mailto:don.groom@starktruss.com)
- Kenneth M. Cloyd** • California Truss Co. • 909/657-7491 • [kenc@caltruss.com](mailto:kenc@caltruss.com)
- Dwight Hikel** • Shelter Systems Limited • 410/876-3900 • [dwhight@sheltersystems.com](mailto:dwhight@sheltersystems.com)
- Frank B. Klinger** • Mid-Valley Truss & Door Co. • 956/428-7090 • [lftcfbk@aol.com](mailto:lftcfbk@aol.com)

### At-Large Representatives

- Dean DeHoog** • Trussway - Central • 616/887-8264
- Allen Erickson** • Cal-Asia Truss • 925/680-7701
- David Horne** • Universal Forest Products, Inc. • 800/476-9356
- Joe Odgers** • Bama Truss & Components, Inc. • 205/669-4188
- John A. Smith** • Foxworth-Galbraith Lumber Co. • 972/437-6100
- Steven A. Spradlin** • Capital Structures Inc. • 479/783-8666
- Mike Walsh** • Stock Components • 919/431-1000

### Directors Representing Chapters

- Phil Adams** • Northwest Building Components, Inc. • 208/687-9490
- Keith Azlin** • U.S. Components, LLC • 520/882-3709
- Bruce J. Bain** • Richco Structures • 920/336-9400
- Clyde R. Bartlett** • Bluegrass Truss Company • 859/255-2481
- Rick Cashman** • Florida Forest Products • 727/585-2067
- Mark A. Casp** • Casmin, Inc. • 352/343-0680
- David A. Denoncourt** • Tibo Lumber Truss Manufacturers • 603/796-2974
- Jack Dermer** • American Truss Systems, Inc. • 281/442-4584
- Simon Evans** • Bay Truss Inc. • 510/232-0937
- James C. Finkenhoefer** • Truss Systems, Inc. • 770/787-8715
- Joseph D. Hikel** • Shelter Systems Limited • 410/876-3900
- John Hogan** • Vivco Components • 816/449-2161
- John Huck** • Home Lumber Company • 303/791-3715
- David W. Hughes** • Oregon Truss • 503/581-8787
- Michael Karceski** • Atlas Components, Inc. • 815/332-4904
- Ted Kolanko, P.E.** • 84 Components • 615/287-0184
- Chris Lambert** • Southeastern Materials, Inc. • 704/983-1144
- Glenn McClendon** • Sun State Components, Inc. • 702/657-1889
- David Motter, P.E.** • Tri-County Truss • 360/757-8500
- Richard P. Parrino** • Plum Building Systems • 515/327-0698
- Michael Redmon** • Carolina Truss Systems, Inc. • 843/875-0550
- Elias Renteria** • L & P Components • 505/373-8715
- Mark H. Rose** • Manning Building Supplies, Inc. • 904/268-8225
- Timothy Rouch** • Gang-Nail Truss Co., Inc. • 559/651-2121
- Gary Sartor** • Stone Truss Company, Inc. • 760/967-6171
- Jim Scheible** • Automated Building Components, Inc. • 763/675-7376
- Pat Shugrue** • Bama Truss & Components, Inc. • 205/669-4188
- Steven L. Stroder** • Carter-Lee Building Components Inc. • 317/834-5380
- James M. Swain** • Carpenter Contractors of America • 239/437-1100
- Terry Tontarski** • Fabco - Tontarski, Inc. • 315/782-5283
- Dave Walstad** • U.S. Components, Inc. • 609/518-9759
- Scott Ward** • Southern Components, Inc. • 318/687-3330
- Stephen Yoder** • Stark Truss Co., Inc. • 330/478-2100

### Associate Member Directors

- Joe Kusar** • Tolleson Lumber Co., Inc. • 478/987-2105
- Tom Manenti** • MiTek Industries, Inc. • 314/434-1200
- Gary O'Malley** • Weyerhaeuser Company • 253/924-2700
- Tawn A. Simons** • Simpson Strong-Tie. Co. • 925/560-9000

## GR Morris & Associates, Inc. Executive Recruiting Firm

*Specializing in truss manufacturing  
building products & distribution*



Matching clients with candidates  
for win-win solutions!!!!

1172 Country Club Lane • Fort Worth, TX 76112  
817-457-9995 • Fax 817-457-9998

Gary Morris • President  
E-Mail: Gary@GR-Morris.com  
Website: www.GR-Morris.com

For reader service, go to [www.sbcmag.info/grmorris.htm](http://www.sbcmag.info/grmorris.htm)

### WTCA Update

Continued from page 38

**In-Plant Basic Training (in development):** Currently, all new production employees must participate in this orientation. Once this program is fully up and running and additional phases have been introduced, all production personnel in defined leadership positions will need to be certified in tracks appropriate for their jobs.

**JOBSITE PACKAGES:** Companies must supply every job with a JOBSITE PACKAGE that includes, at a minimum, BCSI B1 through B4.

**Long Span Truss JOBSITE PACKAGES:** Companies must supply every job that includes trusses longer than 60 feet with a BCSI booklet. They must also require that the truss purchaser acknowledges, in line with the information in WTCA's Long Span Sample Jobsite Form, that these trusses require extra attention to bracing and safety practices. Additionally, the purchaser must be required to recognize that the temporary and permanent bracing should be designed and inspected by the Building Designer, or a delegated professional engineer.

**Operation Safety:** Companies must have been safety certified for six months, and in good standing with this program. This means sending data to WTCA every quarter, in line with Operation Safety guidelines, to prove compliance. WTCA will then review this information to determine companies' standings.

**ORisk:** The following individuals must complete all available course tracks:

- All general managers
- A contract administrator who is processing contracts
- 75 percent of sales staff
- All technical staff managers

- Presentation set up and given by the member
- Presentation given at a local or regional trade show

TTWs must be presented to one of the following people/groups:

- A local, state or national legislator
- Architects and engineers
- Builders, contractors and framers
- Building Inspectors
- Fire service personnel

**In-Plant WTCA QC:** Companies must be certified and in good standing with this program. Maintaining good standing depends on two things. First, plants must send their inspection data to WTCA each quarter. This data is reviewed, and WTCA determines whether or not it meets the requirements of certification. Secondly, plants must be inspected quarterly by a third party inspection agency certified by WTCA.

### Marketing Benefits

In addition to automatic benefits (such as being included on a web page listing of all SCORE-certified members), SCORE participants will also be able to take advantage of different marketing tools created for them, some of which are free and others are available for purchase. Examples are promotional presentations explaining SCORE and the use of SCORE logos for letterheads, signs or other purposes.

SCORE certification can help communicate the message that component manufacturers care about their products and their customers by investing in education. WTCA's SCORE certification program exists to help you and your company, as well as the industry in general, continue to excel. **SBC**

*For information about the compliance and marketing materials available, visit the SCORE web page at [www.sbcmag.info/score.php](http://www.sbcmag.info/score.php).*

### Truss Technician Training (TTT):

Companies must have the following percentages of technicians certified at Levels I, II and III of this program:

- Level I certified - 80 percent
- Level II certified - 50 percent
- Level III certified - 10 percent

### Truss Technology Workshops (TTWs):

Companies must conduct or facilitate, through a WTCA chapter, at least one educational program each year. The educational program can take one of the following forms:

- Truss plant tour
- Presentation at a local association meeting
- Presentation set up and presented through a WTCA chapter, with direct participation by the SCORE-certified member

## New WTCA Members

**Acceptance Leasing & Financing Service, Inc.**  
894 Beaver Grade Rd,  
Ste 304  
Moon Township, PA 15108  
412/262-3225  
Mr. Carl Villella

**ADG Wood Trusses LLC**  
3537 Franklin St  
Loris, SC 29569  
843/716-0264  
Mr. Alon Segal  
Sponsor: Mr. Jay R. Halteman

**Advanced Building Systems**  
18475 Pinehurst Rd  
Bend, OR 97701  
541/409-5694  
Mr. Todd McKinney

**AKX Lumber Ltd.**  
4009 - 11 St SE  
Calgary, AB T2G 3H1  
403/287-2728  
Ms. Alix Love

**Big Island Truss Mfg Corp**  
200 Kanoelehua Ave #352  
Hilo, HI 96720  
808/982-7555  
Mr. Tausala Pola

**Building Components, Inc**  
PO Box 3140  
Gillette, WY 82717  
307/682-3653  
Mr. Michael Shober

**Colony Truss**  
7277 E 54th Pl  
Commerce City, CO 80022  
303/287-9341  
Mr. Steve Bechtold

**Custom Cedar Homes USA**  
1329 Hudson St  
Port Townsend, WA 98368  
360/385-3427  
Mr. William D. Dauenhauer

**Dan's Designs**  
6173 Routzong Rd  
Greenville, OH 45331  
937/447-2181  
Mr. Dan North

**Davis Hill Truss Company**  
1353 Stephens Hwy  
Mt. Holly, AR 71758  
870/554-2229  
Mr. Steve Davis  
Sponsor: Mr. Thomas F. Whatley, II

**Desert Lumber**  
4950 N Berg St  
North Las Vegas, NV 89081  
702/642-7800  
Mr. Jay Gillett

**Diamond Truss, FLLC**  
PO Box 683  
Ralston, WY 82440  
307/754-3696  
Ms. Gail Fennell

**Dietrich's NA 3D-CAD/  
CAM for Wood Construction**  
51213 Woolleyville Line  
RR #1  
Aylmer, ON N5H 2R1  
519/765-2468  
Mr. Will Dancey  
Sponsor: Mr. Michael T. Miller

**Dura Panel Truss**  
5740 Decatur Blvd  
Indianapolis, IN 46241-9561  
317/821-8200  
Mr. Terry Murphy  
Sponsor: Mr. Bob Halteman

**East Texas Truss & Metal Supply, Inc.**  
PO Box 480  
Hillister, TX 77624-0480  
409/283-3728  
Mr. Ron Poindexter

**Eleco PLC**  
15 Gentlemen's Field  
Westmill Road  
Ware, HS SG12 0EF UK  
+ 44 1920 443834  
Mr. John Ketteley

**Front Range Panel, Inc.**  
PO Box 1024  
Lafayette, CO 80026-4024  
303/227-0040  
Mr. Joel Hayes

**Hardy Frames, Inc.**  
PO Box 10098  
Houston, TX 77206-0098  
805/477-0793  
Ms. Meg Belmontes  
Sponsor: Mr. Norm McKenna

**Harrison's Roof Truss, L.L.C.**  
PO Box 215  
Coleman, OK 73432-0215  
508/937-4900  
Mr. Michael Harrison  
Sponsor: Mr. Thomas F. Whatley, II

**Hiwassee Builders Supply Inc.**  
PO Box 96  
Athens, TN 37371-0096  
423/745-4704  
Mr. Doug Beaty  
Sponsor: Mr. Monte Harris

**James Knight & Associates**  
POB 273  
St. George, ON N0E 1N0  
519/448-3548  
Mr. James Knight, M.Sc.F., PEng.

**Johnson Components, Inc.**  
5345 E Houston St  
San Antonio, TX 78220  
210/310-0023  
Mr. Frank Johnson  
Sponsor: Mr. Norm McKenna

**Lignum Forest Products LLP**  
999 W Hasting St  
Vancouver, BC V6C 2W2  
604/484-5000  
Mr. Craig Stuart  
Sponsor: Mr. Terry S. Lillard

**Louisiana System Built Homes**  
206 Magnate Dr  
Lafayette, LA 70508  
228/229-0740  
Mr. Bobby Hull

**Manatee Lumber Co.**  
5611 15th E St  
Bradenton, FL 34203  
941/755-3789  
Mr. John D. Brown

**MarinoWare**  
777 Greenbelt Pkwy  
Griffin, GA 30223  
678/688-1312  
Mr. Jim DesLaurier

**Mead Lumber**  
PO Box 878  
Columbus, NE 68602-0878  
402/564-9411  
Mr. Craig Bradshaw

**Michael C. Hand**  
375 Farmveu Rd  
Mattituck, NY 11952-3710  
631/298-2250  
Mr. Michael C. Hand

**Midland CDC**  
208 S Marienfeld  
Midland, TX 79701  
432/682-2520  
Mr. David Diaz

**Mountain West Truss & Components**  
3302 N 4000 East  
Hansen, ID 83334  
866/926-4644  
Mr. Lynn Dille

**National Crane Corporation**  
PO Box 21  
Shady Grove, PA 17256-0021  
402/786-6300  
Mr. Matthew C. Svoboda

**National Inspection Association, Inc.**  
PO Box 3426  
Gillette, WY 82717-3426  
307/685-6331  
Mr. Keith H. Anderson

**Negwer Materials, Inc.**  
49 Airport Rd  
St Louis, MO 63135-1933  
314/522-0579  
Mr. Peter G. Wilhelms

**North Texas Truss & Components**  
616 111 St  
Arlington, TX 76011  
817/633-0330  
Mr. Frank Torrez

**Nucon Steel Commercial Corporation**  
525 S Locust St  
Denton, TX 76201-6023  
940/383-0593  
Mr. Courtney J. Hanson

**O.C. Cluss Truss Company**  
182 Painter Rd  
Smithton, PA 15479-8722  
724/872-4120  
Mr. Keith L. Dewing

**Oklahoma Roof Truss Company, Inc.**  
23055 State Hwy 1E  
Ada, OK 74820-0749  
580/436-3070  
Mr. Ron Ahtone

**Pacific Panel and Steel Truss, Inc.**  
1509 B N.E. 106th St  
Vancouver, WA 98686-5980  
360/213-1600  
Mr. Gary Derr

**Panel Systems, Inc.**  
7900 Kincannon Pl Ste200  
Lorton, VA 22079-1014  
703/550-1466  
Mr. Brian A. Mucha, PE  
Sponsor: Mr. David Goodwin

**Parliament Building Supplies**  
4 Carlaw Ave  
Toronto, ON M9B4R6  
416/466-6601  
Mr. Vip Jain

**Precision Steel Trusses Inc**  
PO Box 153  
West Salem, WI 54669  
608/786-4545  
Mr. Robert Hansen  
Sponsor: Mr. Steve Detter

**Quality Truss**  
10229 Alder Dr NW  
Albuquerque, NM 87114  
505/480-4778  
Mr. Mike Martinez

**Rhodes Homes Arizona**  
313 S Aztec Rd  
Golden Valley, AZ 86413  
928/565-4300  
Mr. Matthew C. Priddy

**Rocky Mountain Truss Co.**  
PO Box 550  
Stevensville, MT 59870  
406/777-0210  
Mr. Jesse Lohse

**Route 66 Truss**  
5111 State Highway CC  
Niangua, MO 65713-7509  
417/473-6854  
Mr. Chris Cook

**Santa Fe Truss Co., Inc.**  
PO Box 1298  
High Springs, FL 32655  
386/454-7711  
Mr. Laurie T. Wootton

**Sierra Truss LLC**  
4100 E. Monsanto Dr  
Sierra Vista, AZ 85650-8681  
520/378-2374  
Mr. John Stokes  
Sponsor: Mr. Keith Azlin

**Standard Builders Supply, Inc.**  
220 W 2700 S  
Salt Lake City, UT 84115  
801/487-7731  
Mr. Kevin Horne

**Summit Truss**  
3680 W Mountain View Dr  
Rexburg, ID 83440  
208/356-5800  
Ms. Christine Jenks

**Superior Steel Components, Inc.**  
PO Box 68  
Marne, MI 49435-0068  
616/677-6007  
Mr. Eric Greenfield

**Trimco**  
11501 Confederate  
El Paso, TX 79936  
915/855-8501  
Mr. Joseph Jurado

**Truss Design**  
PO Box 1591  
Colorado City, AZ 86021-1591  
928/875-8787  
Mr. Carl Broadbent

**Truss Systems Manufacturing**  
PO Box 9222  
Brea, CA 92822  
909/381-6377  
Mr. Nicholas Rowe

For more information about WTCA membership, contact Anna (608/310-6719 or [astamm@qualtim.com](mailto:astamm@qualtim.com)) or visit [www.sbcmag.info](http://www.sbcmag.info). Listing as of October 18, 2006.



# STRUCTURAL BUILDING COMPONENTS™

THE FUTURE OF FRAMING

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

Dear Reader:

Copyright © 2006 by Truss Publications, Inc. All rights reserved. For permission to reprint materials from **SBC Magazine**, call 608/310-6706 or email [editor@sbcmag.info](mailto:editor@sbcmag.info).

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 of structural building components to ensure growth and continuity, and to be the information conduit by staying abreast of leading-edge issues. SBC will take a leadership role on behalf of the component industry in disseminating technical and marketplace information, and will maintain advisory committees consisting of the most knowledgeable professionals in the industry. The opinions expressed in SBC are those of the authors and those quoted solely, and are not necessarily the opinions of any affiliated association (WTCA) .



6300 Enterprise Lane • Suite 200 • Madison, WI 53719  
608/310-6706 phone • 608/271-7006 fax  
[www.sbcmag.info](http://www.sbcmag.info) • [admgr@sbcmag.info](mailto:admgr@sbcmag.info)