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by Libby Maurer

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on the cover: Apex Technology's Mike Kozlowski and a material vendor inspect a raised wood floor built in Jacksonville.

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by Libby Maurer

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### BUILDING COMMUNITY MAKING CONNECTIONS

BCMC 2010 Show Guide

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Charlotte, NC

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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 the Structural Building Components Association (SBCA). The opinions expressed in SBC are those of the authors and those quoted, and are not necessarily the opinions of Truss Publications or SBCA.

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# “We purchased our first WizardPDS® drop-in Channels™ System in 2008. And a second system in 2009.”

“Faced with a dwindling housing industry and shrinking margins in tough economic times, Richco Structures needed to look for ways to reduce costs. This led us on a search for the best way to streamline our set up process. After carefully considering our options we purchased our first WizardPDS drop-in Channels system in 2008. And a second system in 2009.

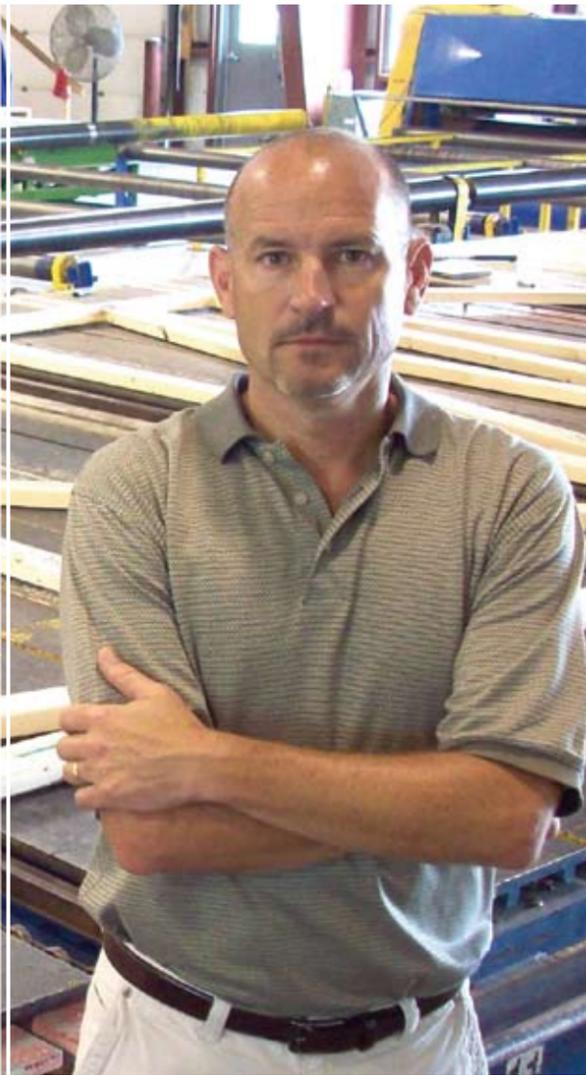
Because of the attention to detail by the Wizard Team prior to installation, the retrofit went in exceptionally well. And using the drop-in channel meant we could save money by using existing tables in lieu of purchasing an entirely new table layout.

The Wizard systems have lived up to their billing when it comes to reliability and accuracy. Ask our maintenance team and they’ll tell you they aren’t bothered with routine maintenance or calibration. An occasional lubrication and walk by sighting on chord planes tells them all they need to know; spot on pin placement every time.

The Wizard systems integrated seamlessly with our design software and line operators quickly learned to appreciate the ease of use and accuracy. Probably most valued by the assembly crews is the elimination of 10–20 minutes per setup spent on the tables placing jig hardware.

We have changed our scheduling philosophy to shift most of the production, especially the set-up intensive jobs, to the WizardPDS lines to save on labor costs. This caused a remarkable increase in productivity.”

*Rich Pearce  
Plant Manager  
Richco Structures – Haven, WI  
Division of Richardson Industries*



## Editor's Message

### BCMC Build Brings Excitement

by Steven Spradlin

What a year it's been! We've all faced ups and downs as the economy begins to slowly emerge from the slump. Housing starts seem to be up one month and down the next. We've seen the new homebuyer tax credit be extended and expanded. Lumber and steel prices have spiked and then crashed. Yet there are still questions no one can answer: Will we see the economy double dip? Where will interest rates go? What will Mark Vitner say in his Economic Forecast at BCMC 2010? I'm optimistic that a year from now we'll be back to a robust, sustainable level of business.

I'd like to thank a couple specific people for making my year as president seamless. I've had the opportunity to work with group of talented peers who serve on the Executive Committee and the Marketing, Management, Membership, Legislative, Engineering & Technology and QC Committees. I couldn't have done it without their input and direction. I'd also like to thank the companies who maintained their membership with SBCA. Our organization is only as strong and diverse as the individuals who are willing to give their time, talent and treasure. Thank you to the very capable Qualtim, Inc. staff under the direction of Kirk and Suzi Grundahl for keeping me on the right path to help our industry.

Thank you for a great year!

**BCMC Build 2010 demonstrates this theme of community. We should all take pride that we're coming together as a community to give this gift of housing to a deserving Charlotte family.**

One of the things I love about our industry is we always seem so willing to put our trials behind us and help people who need it more than we do. BCMC Build 2010 demonstrates this theme of community. We should all take pride that we're coming together as a community to give this gift of housing to a very deserving Charlotte family. It's been many years since the industry came together for this type of project. The *Framing the American Dream*® project took place in 1996. And though we aren't competing against stick framing this time, we will be showing the community and Habitat that our products offer without a doubt the best available framing solution.

My company has committed to send several managers to help run the build on site. I can only hope it isn't as hot during BCMC Build as it was when we did *Extreme Makeover: Home Edition* in July 2005. (It was a steamy 95 degrees!) If you are not yet involved in this exciting new BCMC event, I encourage you to do so in the next several weeks. We still need donations and volunteers! Check out the attendee promo on page 22 for more details.

Finally, best wishes to incoming President Joe Hikel of Shelter Systems Limited. We are in very capable hands! Thank you for the opportunity to serve as your president over the past year. I wish everyone in our industry a prosperous and productive year. **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).*

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#### at a glance

- Thank you for your SBCA membership!
- Our industry is unique in that we are willing to help people who need it more than we do.
- BCMC Build 2010 will take place September 27-28 in Charlotte.

# SBCRI Testing IRC Wall Panel Provisions

Revolutionary braced wall testing is happening at SBCRI! Determining the true performance of braced wall products used as braced wall panels is a critical step in understanding building design and performance. In the last several months, SBCRI has begun examining how braced wall panels perform in braced wall lines in an actual building. The results thus far indicate our industry will be able to influence more efficient value engineering in these designs.

SBCRI is testing braced walls within a standard comparative equivalency test structure (see pictures below): a 12'x30' single story code complying building. This structure is built consistently, allowing staff to accurately compare load path and assembly resistance. The structure can be built to any building code specification and up to two stories high!

In the coming weeks and months, SBCRI will provide all the baseline analysis we collected from our more than \$300,000 of testing and analysis. We will compare our test results to the analysis methods used in the RISA/WoodWorks partnership, which is promoted as providing a full range of wood design features.

SBCRI's proprietary partners' goal is to complete full value engineered shear wall design for residential/commercial structures using a proprietary "testing calibrated" version of RISA software as the engineered design foundation. We will be providing summaries of the braced wall line testing and test results that support our RISA engineering calibrations as results are vetted and finalized.

Keep checking the website: [www.sbcricri.info/techIRCnotes](http://www.sbcricri.info/techIRCnotes) for the latest test report and findings from SBCRI. **SBC**



Views of the 12'x30' IRC-compliant structure in SBCRI. Braced wall panels are placed in various locations along the structure, loads are applied, and the products' performance is measured.

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## When is Preservative-Treated Wood Required?

How much is too much when it comes to treated wood?

by Jim Vogt, P.E.

**P**reservative-treated wood should be used when conditions are favorable for attack by decay causing organisms and/or wood eating insects. The building codes identify several conditions when this might occur and provide minimum construction practices to prevent such attacks. Component manufacturers should be aware of the code requirements pertaining to the use of preservative-treated wood so they can assist their customers in using these materials in the appropriate applications.

### Question

We are a wall panel manufacturer and recently reviewed construction documents for two different multi-story projects in which preservative-treated wood sill plates are specified for the exterior walls at each floor level. For both projects, the typical exterior wall assembly consists of masonry veneer, an air space, weather-resistant sheathing (e.g., Tyvek®), OSB sheathing, 2x\_ wood studs, fiberglass batt insulation, a 6 MIL poly vapor retarder and 5/8" gypsum board. The typical floor/ceiling assembly



consists of 3/4" light-weight concrete topping, 3/4" tongue and groove plywood, parallel chord wood trusses, resilient furring channel, sound attenuation batt insulation, and a 5/8" gypsum board ceiling. The exterior wall-to-floor details for the upper floors appear to be fairly standard and show the bottom plate of the wall bearing directly on the plywood floor sheathing, which in turn is supported by the ends of the floor trusses. A slight gap is shown between the top of the plywood floor sheathing and the bottom edge of the gypsum wall board and is to be filled with a flexible sealant. The 3/4" gypsum floor topping is flush with the face of the gypsum wall board and sits directly on top of the plywood floor sheathing. The floor-to-wall detail at the first level is similar except the first floor consists of a precast concrete hollow core slab. The bottom wall plate at this level bears directly on the concrete.

These two projects are located in different states and were designed by different building designers. No other treated lumber is specified in the exterior wall and floor assemblies. I can certainly understand the use of a preservative-treated wood sill plate at the first floor level, but the requirement for the treated plates at the upper floors seems to be a bit much. Has there been a change in the building code that now requires this?

### Answer

"Naturally durable wood" or preservative-treated wood is typically required for applications where deterioration of the wood by decay causing organisms and/or wood eating insects (e.g., termites) is likely. This includes applications where the wood will be:

- in direct contact with the ground or fresh water,
- used above the ground and exposed to the weather,
- used above the ground within a specified distance of exposed earth,
- used above the ground and in contact with moisture permeable materials (such as concrete or masonry) that are in direct contact with the ground or exposed to the weather, or
- in areas with inadequate ventilation.

Section 2304.11 of the International Building Code® (IBC®) identifies the conditions where protection from decay and termites is required. (See page 12 for specific language.) Except for some minor revisions, these provisions have remained relatively unchanged from the 2003 to 2009 editions of the IBC.

Note that Section 2304.11.2.2 requires the use of naturally durable wood or preservative-treated wood when wood framing members bear on exterior foundation walls and are within eight inches of exposed earth. Note also Section 2304.11.2.4 requires that sill plates be naturally durable or preservative-treated if they bear on a concrete or masonry slab that is in direct contact with the earth. Depending on the site conditions for your two projects, both of these provisions could explain the use of the preservative-treated sill plate at the first floor level. However, neither these, nor any of the other provisions in Section 2304.11 explain the requirement for using preservative-treated sill plates on the upper floors, especially since no other durable or treated wood has been specified for the floor and wall assemblies.

Keep in mind that building codes establish minimum requirements and the building designer can certainly specify more stringent requirements. You will want to contact both building designers to verify that a preservative-treated wood plate is actually required for the exterior walls of the upper floors.

Continued on page 12



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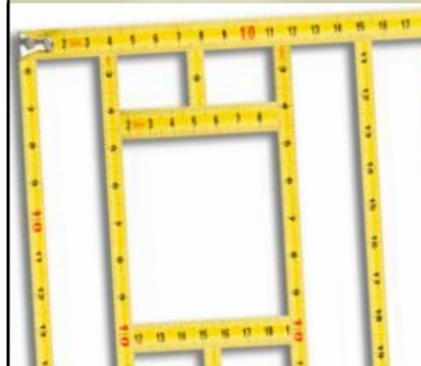
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## Technical Q&A • Continued from page 11

Wood that has been treated with waterborne preservatives usually has higher moisture content, which can result in additional shrinkage in the walls unless the treated lumber has been kiln dried after treatment (KDAT) or allowed to air dry after treatment (ADAT). Unless already provided in the construction documents, the building designer will also need to clarify the required Use Category (UC), preservative system, and corrosion potential of the preservative system, so that you can use fasteners in your wall panels with the proper corrosion resistance. Finally providing guidance on the additional cost of preservative-treated wood and several alternatives to the building designer and your customer will make you a more valuable supplier to them. **SBC**

To pose a question for this column, email [technicalqa@sbcmag.info](mailto:technicalqa@sbcmag.info) or call 608/274-4849.

### Section 2304.11 from the 2009 IBC

#### 2304.11 Protection against decay and termites.

**2304.11.1 General.** Where required by this section, protection from decay and termites shall be provided by the use of naturally durable or *preservative-treated* wood.

**2304.11.2 Wood used above ground.** Wood used above ground in the locations specified in Sections 2304.11.2.1 through 2304.11.2.7, 2304.11.3 and 2304.11.5 shall be naturally durable wood or *preservative-treated* wood using water-borne preservatives, in accordance with AWPA U1 (Commodity Specifications A or F) for above-ground use.

**2304.11.2.1 Joists, girders and subfloor.** Where wood joists or the bottom of a wood structural floor without joists are closer than 18 inches (457 mm), or wood girders are closer than 12 inches (305 mm) to the exposed ground in crawl spaces or unexcavated areas located within the perimeter of the building foundation, the floor construction (including posts, girders, joists and subfloor) shall be of naturally durable or *preservative-treated* wood.

**2304.11.2.2 Wood supported by exterior foundation walls.** Wood framing members, including wood sheathing, that rest on exterior foundation walls and are less than 8 inches (203 mm) from exposed earth shall be of naturally durable or *preservative-treated* wood.

**2304.11.2.3 Exterior walls below grade.** Wood framing members and furring strips attached directly to the interior of exterior masonry or concrete walls below grade shall be of approved naturally durable or *preservative-treated* wood.

**2304.11.2.4 Sleepers and sills.** Sleepers and sills on a concrete or masonry slab that is in direct contact with earth shall be of naturally durable or *preservative-treated* wood.

**2304.11.2.5 Girder ends.** The ends of wood girders entering exterior masonry or concrete walls shall be provided with a 1/2-inch (12.7 mm) air space on top, sides and end, unless naturally durable or *preservative-treated* wood is used.

**2304.11.2.6 Wood siding.** Clearance between wood siding and earth on the exterior of a building shall not be less than 6 inches (152 mm) or less than 2 inches (51 mm) vertical from concrete steps, porch slabs, patio slabs and similar horizontal surfaces exposed to the weather except where siding, sheathing and wall framing are of naturally durable or *preservative-treated* wood.

**2304.11.2.7 Posts or columns.** Posts or columns supporting permanent structures and supported by a concrete or masonry slab or footing that is in direct contact with the earth shall be of naturally durable or *preservative-treated* wood.

#### Exceptions:

1. Posts or columns that are either exposed to the weather or located in basements or cellars, supported by concrete piers or metal pedestals projected at least 1 inch (25 mm) above the slab or deck and 6 inches (152 mm) above exposed earth, and are separated there from by an impervious moisture barrier.
2. Posts or columns in enclosed crawl spaces or unexcavated areas located within the periphery of the building, supported by a concrete pier or metal pedestal at a height

greater than 8 inches (203 mm) from exposed ground, and are separated there from by an impervious moisture barrier.

**2304.11.3 Laminated timbers.** The portions of glued-laminated timbers that form the structural supports of a building or other structure and are exposed to weather and not fully protected from moisture by a roof, eave or similar covering shall be pressure treated with preservative or be manufactured from naturally durable or *preservative-treated* wood.

**2304.11.4 Wood in contact with the ground or freshwater.** Wood used in contact with the ground (exposed earth) in the locations specified in Sections 2304.11.4.1 and 2304.11.4.2 shall be naturally durable (species for both decay and termite resistance) or preservative treated using water-borne preservatives in accordance with AWPA U1 (Commodity Specifications A or F) for soil or fresh water use.

**Exception:** Untreated wood is permitted where such wood is continuously and entirely below the groundwater level or submerged in fresh water.

**2304.11.4.1 Posts or columns.** Posts and columns supporting permanent structures that are embedded in concrete that is in direct contact with the earth, embedded in concrete that is exposed to the weather or in direct contact with the earth shall be of *preservative-treated* wood.

**2304.11.4.2 Wood structural members.** Wood structural members that support moisture-permeable floors or roofs that are exposed to the weather, such as concrete or masonry slabs, shall be of naturally durable or *preservative-treated* wood unless separated from such floors or roofs by an impervious moisture barrier.

**2304.11.5 Supporting member for permanent appurtenances.** Naturally durable or *preservative-treated* wood shall be utilized for those portions of wood members that form the structural supports of buildings, balconies, porches or similar permanent building appurtenances where such members are exposed to the weather without adequate protection from a roof, eave, overhang or other covering to prevent moisture or water accumulation on the surface or at joints between members.

**Exception:** When a building is located in a geographical region where experience has demonstrated that climatic conditions preclude the need to use durable materials where the structure is exposed to the weather.

**2304.11.6 Termite protection.** In geographical areas where hazard of termite damage is known to be very heavy, wood floor framing shall be of naturally durable species (termite resistant) or preservative treated in accordance with AWPA U1 for the species, product preservative and end use or provided with *approved* methods of termite protection.

**2304.11.7 Wood used in retaining walls and cribs.** Wood installed in retaining or crib walls shall be preservative treated in accordance with AWPA U1 (Commodity Specifications A or F) for soil and fresh water use.

**2304.11.8 Attic ventilation.** For *attic* ventilation, see Section 1203.2.

**2304.11.9 Under-floor ventilation (crawl space).** For under-floor ventilation (crawl space), see Section 1203.3

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## Design Competition Leads to Advanced Framing & Energy Efficiency

by Libby Maurer

**H**ow did a design competition for an in-fill lot in Jacksonville turn into a high performance single family home?

When Bob Esposito, principle designer with True Design Studios, entered the Raised Floor Living Design Challenge, he treated the competition like any other project. "I kind of laughed when we were named winner," he said, thinking back to the November 2009 award ceremony. "As far as I was concerned, I approached it with the same enthusiasm as I would any other project. I studied the design program and applied the fundamentals of architectural design."

Nearly nine months later, Bob's winning design is a model for modern framing techniques geared toward reducing energy consumption. The 1293 sq. ft. single family home features three bedrooms, two baths, a raised structural building component floor system, and several other advanced framing techniques.

The Challenge, issued jointly by the APA and Southern Pine Council, was launched to promote raised floor construction over the traditional concrete slab within the design community. "The goal was to stimulate discussion between builders and designers to use wood products in ways they haven't before," said CW Macomber, project manager for the Raised Floor Living project.

In addition to soliciting innovative raised floor designs, the group also planned to use them to build an actual home in a preselected in-fill lot in Jacksonville. They chose local builder MasterCraft Builder Group to construct it. Aside from the raised floor foundation, other criteria for the contest were set:

- All exterior walls had to be wood frame and fully sheathed with wood structural panels.
- The total conditioned space had to fall within 1200 sq. ft. and 1300 sq. ft.
- 3 bedrooms and 2 full baths
- Unconditioned space:
  - A carport ranging from 200 to 250 sq. ft.
  - A storage room adjacent to carport ranging from 50 to 100 sq. ft.
  - A covered front porch ranging from 50 to 75 sq. ft.
  - A rear deck ranging from 75 to 125 sq. ft.

The criteria further called for an emphasis on affordability and consistency with the "traditional cottage style" look of the existing homes in the neighborhood. Raised Floor Living approached the Northeast Florida Builders Association (NEFBA) to help promote the Challenge. NEFBA President Andy Chambers also happens to be the President of MasterCraft.

Esposito received a \$11,000 prize for winning the competition, and a portion of it was used to cover the cost of securing the permit drawings. True Design Studios then partnered with Jacksonville's Apex Technology, with whom they have a collaborative relationship, to complete the engineering. Apex structural engineer Mike Kozlowski leveraged his position as president of the newly formed Wood Council within NEFBA to engineer some cutting edge design elements. Kozlowski says with the Council's goal to help promote wood frame construction, the team soon broadened its focus to showcase

advanced wood framing techniques that would improve energy performance.

Chambers originally planned to use the house as a model home for his company. But when the Wood Council became involved, Chambers decided to sell the completed home and give the proceeds to NEFBA. "I thought we could use it to showcase some of members' new products and then educate suppliers and the end user about them," he said. Chambers named it the NEFBA 2010 President's Project and began planning a series of on-site events for the building and design community to observe the construction. For Kozlowski, Chambers' new plan was extra incentive to cut costs. "In order to sell, it needed to be affordable. We turned it upside down to make it as cost effective as possible," Kozlowski says.

### Advanced Framing Cuts Costs & Energy

In addition to increasing awareness of raised wood foundations, the challenge highlighted ways to reduce energy consumption using advanced framing techniques in the wall and roof components.

**Wall Framing.** The walls, spaced at 24-inch on center to take advantage of in-line framing, were built with 2x6s so extra insulation could be installed. Headers located below gables or small truss spans were either eliminated or built with a plank orientated 2x\_ header. Headers above window and door openings in non-load bearing walls were also eliminated and the space filled with insulation.



**Wall Sheathing.** Instead of horizontal wall sheathing, 11' vertical sheathing panels run continuously from the top plate to the bottom plate. This technique minimizes energy loss that occurs in the horizontal seams. "The longer panel lengths allow a single sheet to be installed from the roof trusses to the support beam in the floor system. It removed the cost of the typical wall uplift connectors and various blocking requirements," Kozlowski said.

Continued on page 16

How a design competition in Florida became a study in using advanced framing techniques from floor to roof.

**"[This project] allowed us to show the marketplace that advanced construction techniques, enhanced energy efficiency, and high quality design can all come together in a budget conscious home."**

—Bob Esposito, True Design Studios

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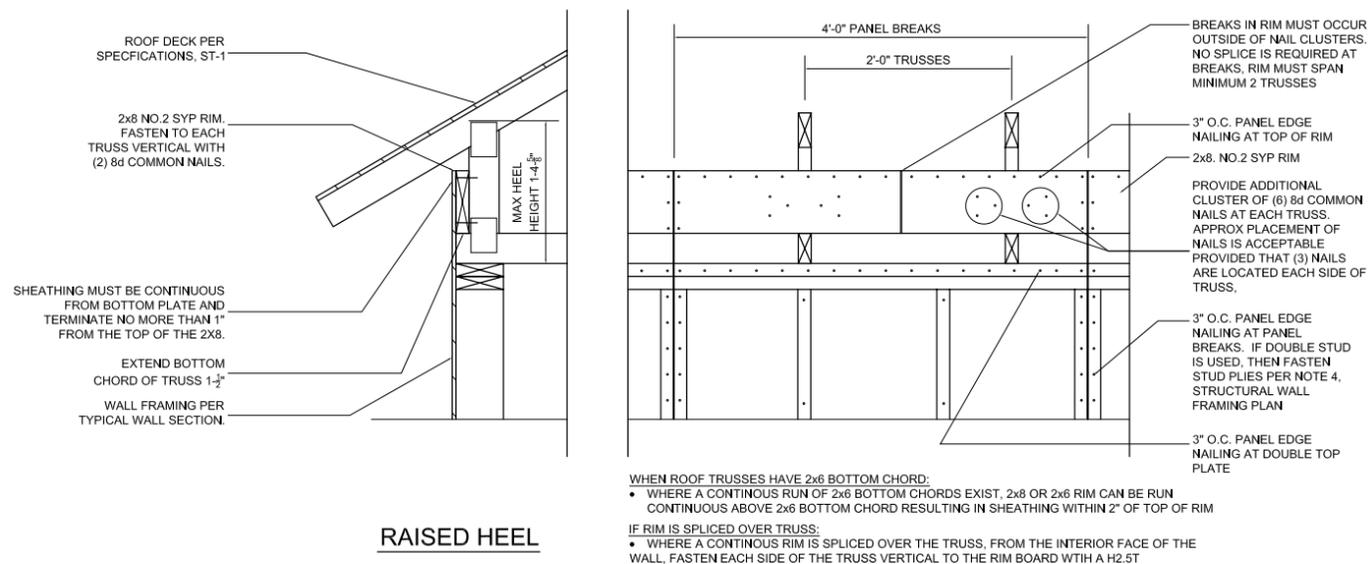
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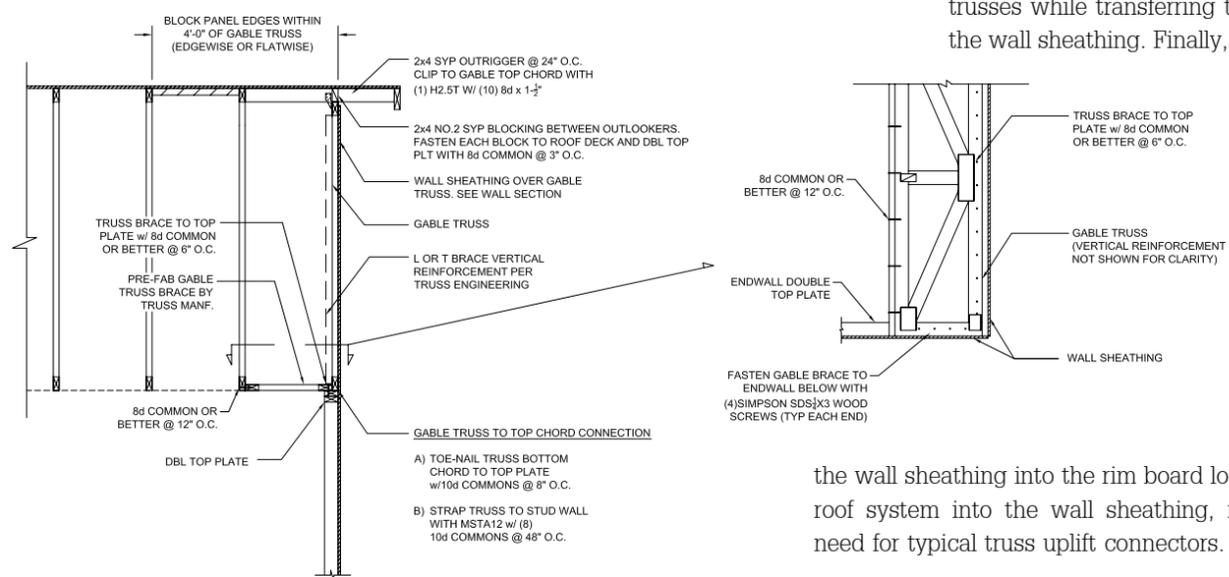
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**RAISED HEEL**



**Roof Framing.** Raised heel trusses at height were installed to add a thick layer of insulation in the roof cavity. Kozlowski said the heel configuration was modified by holding back the end vertical 1-1/2" to allow for continuous 2x\_ rimboard (see detail above). The rimboard bears directly on the bottom chord and nails into the end vertical of the truss. The vertical wall sheathing extends to the top of this rimboard and braces the trusses while transferring the shear into the wall sheathing. Finally, the nailing of



**C1 PRE-FAB TRUSS GABLE BRACING DETAIL**

- 1) GABLE TRUSS VERTICALS SHOULD BE SPACED @ 24" O.C. MAX.
- 2) MAX. TRUSS SPACING = 24" O.C.
- 3) OUTLOOKERS, BLOCKING & CUPS MAY BE OMITTED FROM OVERHANG PORTION OF DETAIL FOR NON-DROPPED GABLE TRUSSES W/ 12" OR LESS OVERHANGS.

the wall sheathing into the rim board locks the entire roof system into the wall sheathing, removing the need for typical truss uplift connectors.

Also in the roof, Kozlowski designed a gable brace truss to resist the out of plane wind loads. The truss installs flat between the first two truss bays and runs from wall to wall. This method reduced material and labor cost significantly. "We've been talking about it with framers for a while now, and we ended up wondering why we couldn't just lay a truss flat there," he said.

As an example of how little waste was produced

during framing, it was tough to scare up any loose framing lumber on site. "We had the rough-in trades looking for 2x4s... they couldn't find any!" Chambers recalled.

### Raised Floors Contribute to Energy Efficiency

Slab on grade foundations are prevalent in Florida, primarily because they are thought to cost less than raised floor foundations. "It's viewed as cheaper and less complicated," Esposito said.

He says the public should be aware that the advantages of foundations sitting on raised wood foundations range from aesthetic to structural. Esposito says raised floors add an element of sophistication and dimension to homes that slab on grade doesn't. Macomber points out that plumbing, water lines and other mechanical elements are often routed through the concrete, making it difficult or even impossible to reach for repairs or an addition. With this type of raised foundation, however, you can easily access and reroute plumbing.

Raised wood foundations elevate the lower portion of exterior walls above grade. This fact alone significantly reduces the effects of water on the lower portion of the wall. "Especially in humid climates like Florida, when moisture gets trapped in the foundation and has nowhere to go, it can easily climb up into the walls by way of capillary action," said Esposito. And though it wasn't done in this house, raised floors offer a space to house HVAC units and ducting. "Most homeowners have them in their attics, which have tremendous heat. Moving them to a cooler space like under the house makes them much more efficient," Macomber commented.

### 50% Reduction By 2019

Beyond cutting utility costs, Floridians have cause to adopt energy-conserving building techniques. In 2007, Governor Charlie Crist issued an Executive Order outlining a 50 percent cut in the energy consumption of new residential construction by 2019 (compared to the energy provisions of the 2007 Florida Building Code). The mandate is already in the works; between now and 2019, incremental efficiency goals ranging from five to ten percent have been defined for all new homes.

Macomber believes one of the reasons builders have been reluctant to incorporate advanced framing elements is because the homeowner tends to react to the extra up-front cost, but doesn't necessarily see the downstream savings. "I think the way builders should think about it is if energy costs are lower, homeowners can buy more house." It's important for homeowners to understand that energy efficiency isn't accomplished with one specific change, "it's several small changes that add two percent savings here, maybe five percent there," he said.

After seeing the ways components can be optimized to save material and improve efficiency, Chambers says he intends to use the techniques in future Master Craft homes. "I see now that we can do a lot of these things without adding cost but benefitting the end user tremendously," he said.

### A Classroom in the Field

Everyone from architects and engineers to building inspectors came by to see the home during its various phases of construction. APA organized and promoted four on-site events throughout the project. The first was held just after the piers and foundation were set. The second was to show off the wall framing (unsheathed) and the third event displayed the wall sheathing and installed ductwork. The final event was an open house to celebrate its completion. Macomber said on average, 65 to 85 designers, builders and building officials attended the events. "I think it really helped to stimulate their thoughts on different ways to use wood frame construction in efficient ways," Macomber said. Chambers says the house will be listed between \$150,000 and \$175,000.

Aside from the notoriety and recognition following its win, True Design Studios sees the project as a benefit from a marketing standpoint. "It's allowed us to show the marketplace that advanced construction techniques, enhanced energy efficiency, and high quality design can all come together in a budget conscious home," said Esposito.

Kozlowski believes what was accomplished on this project demonstrates what will someday be commonplace in homebuilding. "The advanced framing techniques we used are necessary when you're trying to take wood out and add insulation at the same time," he said. "Our [building] codes don't yet marry structural and energy requirements." And when they do, we'll have the NEFBA President's Project to learn from. **SBC**

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## Down Under Company Scoops Up Equipment Deals

by Libby Maurer

**Why an Australian manufacturer shipped two used machines from the U.S.**

**Y**ou've just invested in a piece of used equipment for your shop...in Australia. How will you get it? How long will it take? Getting component manufacturing equipment from point A to B requires coordination, expertise, time and care. The healthy offering of used equipment available in the marketplace means machines are being relocated to new places all over the U.S. and Canada, and sometimes even overseas! The U.S. housing downturn and recession means this equipment is not only readily available to manufacturers overseas, but the costs involved in the process have come down significantly.

Wonthaggi, Australia is a coastal town less than two hours' drive from Melbourne on the southeastern tip of the continent. It is home to Capeview Building Products, a manufacturer of roof and floor trusses and wall frames. The company recently bought two pieces of used equipment from 84 Components in Tampa, Florida and Knoxville, Tennessee. Wood Truss Systems, Inc., facilitated by Jay Halteman, brokered the deal.



Mark Warren, General Manager of Capeview, located the equipment on Halteman's website and saw exactly what he wanted. Warren said a combination of a growing market and fierce regional competition spurred an overhaul of the company's production operation. "This equipment is the next step in terms of automation for us. We needed something to increase our per-man production output," he said.

### Trifecta of Conditions Increases Buying Power of American Goods

Rock bottom machine prices, affordable overseas freight and favorable exchange rates have made transporting used equipment to Australia, New Zealand and even South Africa more feasible. "It's a substantial savings when you consider all three things," Halteman said. In addition to more than 100 U.S.-Canada transactions, Wood Truss Systems has executed 14 overseas transactions to Eastern Europe, parts of Asia, South America, South Africa and Australia.

"Unfortunately there's a lot of late model used equipment available for sometimes as low as 50 cents on the [U.S.] dollar," Halteman said. Simply put, shop closures attributed to the downturn/recession starting in 2008 have flooded the used equipment market, driving down the value of machines that were once selling for nearly twice what they are now.

Second, the U.S. dollar is not as strong as it once was against international currency. Because of this, manufacturers overseas are enjoying more buying power with their currency. As of this writing, the Australian dollar is worth .91 American dollars. That means an Australian company buying a \$1 million used machine today pays just \$1,100,000, whereas the same transaction would have cost 10-25 percent more several years ago. Companies in New Zealand, South Africa and Canada face a similar currency advantage.

When shipping goods overseas, freight charges often amount to a substantial portion of transaction's cost. Substantial enough, according to Halteman, to be a deal breaker for some companies. But the decline in international trade has made shipping far more affordable recently. "Fewer shipments around the world have brought the cost of freight down quite a bit," said Halteman, estimating shipping fees have dropped 20-30 percent from a year ago.

Warren said unlike the current state of the U.S. market, Australia's homebuilding industry has remained very strong. "We've had no downturn to speak of. We've had continued growth each year," he said, noting his company has about six solid weeks of work on the books.

"We've definitely taken advantage of selling overseas. There are some very viable companies who have opportunities for new business that we don't have in the U.S.," said Frank Kelcha, division controller for 84 Components. "The sale of this equipment benefits us by getting some cash flow back into our company." Kelcha says 84 has also sold equipment from closed facilities to operations in South Africa and Chile.

### Off to Sea

Curious about what happens when an exchange of goods goes international? Halteman says the multitude of arrangements and paperwork are required to meet international shipping regulations are quite extensive. However, the process



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happens remarkably efficiently.

In March, Halteman and Warren struck a deal, agreeing to a "door to door rate:" the selling price plus the total cost of loading and freight from the equipment's origination point to delivery at Capeview's facility. "Door to door is the most common way of writing a deal because the buyer doesn't have to worry about transporting the equipment at all," said Halteman. Capeview purchased a trackless gantry system being stored disassembled at an 84 location in Atlanta. (The system originated from an 84 shop in Gibsonton, Florida.) The machine was packed into five shipping crates. The company also bought a trackless floor truss machine from a closed 84 plant in Knoxville, which needed to be broken down and was

Continued on page 20

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## Down Under Company...Equipment Deals

Continued from page 19

packed into just one crate.

While domestic machines can be moved via truck or rail, overseas shipments have very strict packaging, loading and transport regulations. It is often wise or even necessary to contract with a shipping logistics company to ensure that the proper protocol is followed. The need for an export license, a government-issued license required to send certain items to foreign countries, is another good reason to use an exporter. Excluding shipments from the U.S. to Canada or Mexico (thanks to NAFTA), most overseas equipment shipments require an export license. In this case, Halteman brokered with an exporting company called CEVA Logistics to coordinate the overseas freight. CEVA helped Halteman coordinate ship dates, prepare paperwork, and provided the appropriate shipping containers. "A company shipping on their own will have to do a lot of legwork. I wouldn't want to risk getting fined for not following protocol," Halteman explained.

CEVA sent trucks with shipping containers to Atlanta and Knoxville. The seller is usually responsible for packing the machines in them. "A company like 84 will take a look at the dimensions of the machine and weight limitation of each crate. It takes quite a bit of coordination to do that," he says. The typical container size for this kind of equipment is 40'; 20' containers are occasionally used for overflow materials. As soon as the crates are sealed, the truck leaves for port.

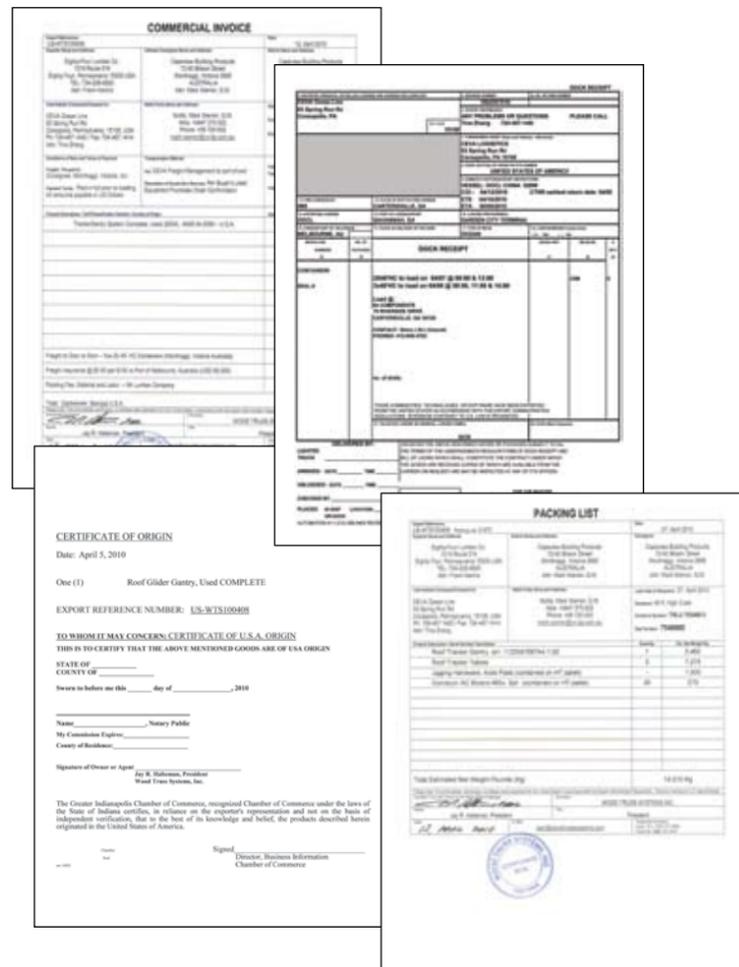
## Post-911 Precautions

In a post-911 era, more restrictions on containers have been enforced. For instance, when a container arrives at the originating location, it must be filled within a two-hour window. A representative of the shipping company monitors the process.

"That container can't sit overnight. The idea is it's more secure to have a time limit. The longer it sits, the greater potential for someone to put something bad in it," says Halteman. He says containers don't sit idle at port either. "They're on the move the whole time."

Before the ship leaves port, several pieces of documentation must be in order: a certificate of origin (certifying that the machine(s) are of U.S. origin); a commercial invoice outlining the items purchased, their sale prices and documentation of freight insurance; and a packing list detailing all items, their weights, and counts for each container. A critical part of this process is assigning a harmonized tariff number (HTN) to the goods. The Harmonized Commodity Description and Coding System is a method for classifying internationally traded products. Tariffs are assessed on a product's

HTN. Every product traded in the world is given an HTN. CEVA helped Halteman organize this paperwork, and then he turned it over to them for processing.



Halteman received notification when the ships left the U.S. port. Ocean transport to Australia takes roughly six weeks. On the other end, Capeview received notification when the ship was about a week from reaching port.

Warren said when the containers arrived in Melbourne, customs agents inspected each of the six containers, which meant unloading the contents of each one. They were then inspected for pests and contraband. Capeview was charged for unpacking and repacking the containers. "But other than that, getting it here was very simple. Nothing was damaged in shipping," said Warren. Finally, Capeview was assessed a tax for the incoming goods using the HTN.

In terms of installing its new machines, Capeview relied on instructions from the original equipment manufacturer. 84 went out of their way to accommodate Capeview, generously providing them with extra manuals and jiggling hardware. "These machines have completely transformed our operation. They allow us to increase through-put by two-thirds.

## Small Industry, Big Economic Impact

Interesting as it is to follow the path of such specialized equipment moving from one side of the world to the other, perhaps even more interesting is that the weak U.S. housing market has made it possible for an Australian company to make upgrades. "This is an example of how the changing U.S. economy affected even our small industry around the world," Halteman said.

Even though shutting down an operation and liquidating its assets is an unpleasant part of doing business, 84 made the best of it. "They have squared their shoulders and been extremely conscientious," Halteman commented. Kelcha said, "We all wish the industry was stronger right now." But, he added, "We're fortunate that there are livelier markets out there to buy this equipment." And although they've not met in person, Warren says the same about Wood Truss Systems. "I can't speak highly enough of them," he said. "I never saw the equipment...even though it came from the other side of the world." **SBC**

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## FULL SCHEDULE

(Subject to Change)

### TUESDAY, SEPTEMBER 28

12p-6p Registration  
8a-4p Golf Outing  
2p-5p Your Business Lifeline  
6p-7:30p Business Solutions Group Summit

### WEDNESDAY, SEPTEMBER 29

7a-6p Registration  
7a-8a Continental Breakfast  
8a Welcome from BCMC Chair  
8a-9a Kick-off Presentation:  
Roger Crawford  
9a-6p Spouse/Guest Hospitality Room  
9:15a-10:30a Educational Sessions  
10a Spouse/Guest Orientation  
by Visit Charlotte  
10:30a-10:45a Coffee Break  
10:45a-12p Educational Sessions  
12:15p Ribbon Cutting Ceremony  
**12:15p-6p Exhibit Hall Open**  
5p-6p Welcome Reception  
5p BCMC Bowl Drawing

### THURSDAY, SEPTEMBER 30

7a-5p Registration  
7:30a-8a Sit-down Breakfast  
8a-9a SBCA Annual Meeting  
8a-5p Spouse/Guest Hospitality Room  
9:15a-10:30a Educational Sessions  
9:30a Spouse/Guest Tour  
**10:30a-5p Exhibit Hall Open**  
1p & 3:30p BCMC Bowl Drawings  
4p-5:15p Component Manufacturer  
Roundtables:  
Industry Issues

### FRIDAY, OCTOBER 1

8a-10a Registration  
7:30a-8a Continental Breakfast  
8a-9:30a Economic Forecast  
**9:30a-12:30p Exhibit Hall Open**  
8a-12:30p Spouse/Guest Hospitality  
Room  
11:30a BCMC Bowl Drawing  
12:30p Official Adjournment  
12:30p Plant Tour  
6:30p SBCA Top Chord Club &  
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### LEARNING & CONNECTING

New this year, BCMC is launching a program where you can take advantage of educational or focus group sessions provided by exhibitors on the show floor. The goal is to provide attendees additional opportunities to exchange ideas and learn with experts in the industry.

### KICK-OFF PRESENTATION: Roger Crawford Wednesday, September 29 • 8:00 a.m.

Roger is a living example that all of us have the capacity to achieve great success, despite the obstacles. Although physically challenged, he was an award winning NCAA Division One college athlete and has been inducted into three different halls of fame. Roger has appeared on Larry King Live, Good Morning America and CNBC. He has also been featured in publications such as *USA Today*, *Sports Illustrated* and *Tennis magazine* along with the book, *Chicken Soup for the Soul*. We are so excited to have Roger kick off the show!



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Olde Sycamore Golf Plantation is a golfing pleasure nestled among a mature forest of hardwoods. This semi-private course was recognized as the "Best New Course" and "Best Eastside Course" in the Queen City by Charlotte's Best Magazine. All skill levels and ages can enjoy the beauty of Olde Sycamore located minutes from Uptown Charlotte. Go to [bcmcshow.com](http://bcmcshow.com) to register online or to download the golf registration form.

### ECONOMIC FORECAST: Mark Vitner Friday, October 1 • 8:00 a.m.

Mark Vitner is a managing director and senior economist at Wells Fargo, responsible for tracking U.S. and regional economic trends. He provides regular updates on the housing markets, commercial real estate, regional economies, and inflation.



Mark's commentary has been featured in the *New York Times*, *Wall Street Journal*, *BusinessWeek*, and many other publications.

*The BCMC show is great way to get the very latest market knowledge, make informed decisions about your business, and accomplish several supplier or business meetings in just a few days, to save hundreds of dollars in travel expenses. It makes good business sense.*

—Gregg Renner, MiTek

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**AbitibiBowater\***

AbitibiBowater is one of the leading North American lumber producers with a capacity exceeding 2.0 billion board feet. From 2 x 3, 2 x 10 and #2 grades and better, to high MSR grades and premium grades, we have what you need. Come and see us!

**Aegis Metal Framing**

Aegis Metal Framing, a division of MiTek is a leading supplier of products, software, and engineering to the pre-fabricated steel components industry. Our Ultra-Span® truss system, TradeReady® floor joists, and WallSolutions™ panels offer component manufacturers a full line of cost-effective structural solutions. All products are supported with advanced software and comprehensive engineering services.

**Alpine Engineered Products - ITW Building Components Group**

Alpine software offers manufacturers more ways to streamline component design and business management tasks. Alpine's powerful software handles "whole house" design, from the first floor to walls all the way to the roof. See it for yourself—one integrated system for trusses, hardware, wall panels, engineered wood products and conventional framing!

**Alpine Equipment - ITW Building Components Group**

Let Alpine Equipment (a division of ITW BCG Equipment) show you how we can help improve your bottom line. See the latest in cutting technology with the Linear Express Saw! Our staff is the most skilled in the industry we assist with financing, plant layout, installation, parts, service and maintenance plans—whatever it takes!

**Alpine Systems Corporation - ITW Building Components Group**

Alpine Systems is a full service supplier of metal connector plates and truss hangers to wood truss manufacturers across Canada. Alpine's full line of products and services includes complete engineering service; proprietary software, support and training; and a complete line of cutting, assembly and material handling equipment for truss and wall panel manufacturers.

**AmeriCAD - VisionRez - ITW Building Components Group**

VisionREZ by Ameri-CAD bridges the gap between architectural and manufacturing with purpose-built residential Building Information Model (BIM) data.

**Automatic Stamping, LLC**

Automatic Stamping, LLC is a manufacturer of metal truss plates. Come visit our booth to see the new "AS20" truss plate and the new "AS-18-HS" truss plate where dependability and customer service is our number one priority.

**Beadles Lumber Company**

#1 wane graded and stamped MSR. Quality MSR and visually graded Southern Yellow Pine lumber. Stock generated from Longleaf and Slash timber with an average age of 45 years. Grown

in the heart of the Coastal Plain; dense, straight grain, off the chart strength values.

**Blackpoint Builder Services**

Blackpoint Builder Services is an integrated, 3D Lean-Design solution for Builders to transform 2D plans into Blackpoint-Enabled 3D BIMs, and a web-based collaboration portal to manage all product information between stakeholders. Blackpoint's Drafting Service team works with your existing designs to Blackpoint-Enable your plans using Autodesk ACA.

**Canadian Wood Products Montreal Inc.**

CWP focuses its efforts on certain specialty products in order to offer a service of high quality. Our traders are in touch with forest products suppliers around the world and they can help you find what you need. The following products constitute our specialties: Certified Lumber, Commodities, Export, MSR lumber, Premium Lumber, and Tropical Wood.

**Cargotec USA Inc.**

Cargotec USA Inc. is the nation wide material handling distributor of HIAB truck mounted cranes and Moffett truck mounted forklifts. We provide--Total Care--a service equipment program. For additional product information, please contact (800) 852-2331 for a Sales Representative near you.

**Carolina Strapping and Buckles Company**

Carolina Strapping and Buckles Company is a leading manufacturer of woven, composite and bonded strapping/lashing products based in Gastonia, NC. Our GatorSTRAP, MakoSTRAP, ZippSTRAP and GatorLASH are used extensively throughout the building component industry. These products deliver safety, savings and convenience compared to traditional steel banding and ratchet straps.

**Clark Industries, Inc.**

*See ad on page 30*

CII's standard equipment line includes roof & floor truss presses, jack presses, column & post laminators, vertical & horizontal truss stackers, conveyors, etc. We enjoy assisting companies with unique or special equipment requirements and stress quality, reliability, and continued support. Please visit our booth to learn how CII can help you.

Contact: Mr. Jared Schulz • 417-235-7182 • 417-235-8262  
jared@clark-ind.com • www.clark-ind.com

**Cold-Formed Steel Council**

SBCA established the Cold-Formed Steel Council (CFSC) to focus on issues that affect manufacturers of steel structural building components. The goal of CFSC is to protect and educate component manufacturers through risk management and training material. Stop by our booth to see all of CFSC's new products and services.

**Component Runner, LLC**

Component Runner, LLC is a design outsourcing firm exclusively for MiTek Software Suite customers. They provide building modeling and truss design services for both estimating and production. Component Runner uses a design team approach delivering high quality at affordable prices. Come visit us inside the MiTek booth.

**Cordstrap USA**

Cordstrap® is the world leading manufacturer of corded polyester strapping and one-way load securing systems. AAR certified Cordstrap® provides customers with a safe and cost-efficient alternative to steel banding and other conventional transport packaging materials. Since 1965, Cordstrap's mission is to solve strapping, transport and load securing complexities for customers worldwide.

**Custom-Arch**

Arches by Custom-Arch are pre-fabricated to the exact specifications of our homebuilder customers. Our wooden arches are pre-mitered to slip into your panels with ease and nail in place quickly with your standard nail guns. Perfect curvature, strong, durable, and economical...If you want to add value to your wall panels by installing arches, you owe it to yourself to consider Custom-Arch.

**DANSCO ENGINEERING, LLC**

Dansco can provide your company with wood and steel truss seals, sealed repairs, permanent bracing plans and layouts in 29 states currently. Dansco prides itself in providing faster turnaround times at a lower cost than many of our competitors as well as achieving and maintaining 100% customer satisfaction time after time.

**Deacom, Inc.**

The DEACOM Enterprise Resource Planning (ERP) Software System is designed for lumber dealers and building component manufacturers. DEACOM simply manages all areas of your company—from engineering software links and inventory control, to order entry and accounting—giving you a comprehensive view of your entire operation from one system.

**Eagle Metal Products**

*See ad on page 30*

Serving the component industry for more than 20 years with connector plates, design software, engineering services and manufacturing equipment, Eagle Metal is committed to providing exceptional products and customer service. Manufacturers across the country are discovering the advantages. Visit our booth to learn more. Eagle Metal...Engineered. Tested. True.®

Contact: Mr. Carl Schoening • 800-521-3245 • 972-888-9966  
carl@eaglemetal.com • www.eaglemetal.com

**Eide**

*See ad on page 6*

WizardPDS® is the world's leading automated truss jig system and the first to virtually eliminate ALL setup time and manual jigging at the assembly table. WizardPDS® technology will retrofit with virtually any new or existing truss manufacturing system. Powerful WizardPDS® Gold software offers Truss Projection & Laser Integration features.

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

**Engineered Wood Council**

SBCA's Engineered Wood Council represents the interests of SBCA members who distribute engineered wood products. Projects include publications and educational programs.

**KEY:** Gold SBC Advertiser • Silver SBC Advertiser • Bronze SBC Advertiser • Asterisk (\*) indicates a new exhibitor

**Essetre - Timber Tools\***

Essetre has been a leading manufacturer of CNC machinery for over 30 years. Timber Tools introduces Techno-Turn - a CNC system that processes dimensional lumber, I-joist and timber trusses, which allows flexibility in all of your business opportunities. Other products are, Techno PF/PM Joinery systems; Techno Wall: SIP and solid wood.

**FastenMaster**

FastenMaster is a brand of task specific contractor quality fasteners engineered to enable a PRO to complete a project Faster, Easier, Stronger.

**Finnforest US**

*See ad on page 21*

Finnforest USA, engineered Wood Division is a manufacturer and importer of Master Plank LVL, Master Q-LVL, Finland Birch Plywood for the residential and light commercial building industry, mobile/modular industry, scaffold rental/erection business, along with a variety of industrial applications.

Contact: Mr. Robert Loew • 800-622-5850 • 586-296-8773  
robert.loew@finnforest.com • www.finnforestus.com

**Georgia-Pacific Wood Products LLC**

Georgia-Pacific Wood Products operates fourteen Southern Pine lumber mills located in North Carolina, South Carolina, Georgia, Alabama, Mississippi, Arkansas and Texas. Primary production is 2x4's in 6'-20' lengths, including 7'. Grades include DSS, SS, #1, #2 and #3.

**GerryRigs LLC**

"Self-Storing" Truss-to-Truss and Truss-to-Bearing Connectors. Deliver your trusses "Installation Ready" with GR-1 and GR-3, the only Truss Framing Connectors designed to be Pre-Installed at the point of fabrication. Eliminate supply and handling of bracing materials on-site, reduce labor, increase safety.

**GILMAN BUILDING PRODUCTS, LLC**

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.

**Hardy Frames**

Hardy Frames, Inc. manufactures and markets the revolutionary Hardy Frame® shear wall system and have been the leader in the pre-fabricated shear wall industry for over a decade. The Hardy Frame® system allows Building Design Professionals to economically and safely minimize wall space and maximize wall openings while resisting high wind and earthquake loads.

**HOLTEC USA Corporation**

We are the worldwide leader in package crosscut systems. Our Transcut® II Portable Crosscut Saw is affordably priced at \$7900 for cutting whole bunks of lumber of length and our Precision Crosscut Systems are in use by over 7,000 customers worldwide to PET in less than one minute per cut.

### hsbCAD - ITW Building Components Group

Take AutoCAD or AutoCAD Architecture to a whole new dimension. If you are manufacturing Timber Frame, Steel Frame, Sips' or Log Homes; hsbCAD is the solution you require.

### Hundegger USA, L.C.

Hundegger has manufactured the building industry's leading CNC machinery for over 30 years, and is known for quality and versatility. Products include: the #1 selling Joinery saw; Gantry-style SIPS saws; 4-sided Planers; a component, I-Joist, and Timber Framing saw; and a new linear SIP Saw.

### Integrated Stealth Technology

Integrated Stealth Technology will be showing a new product that we have come out with this year at the 2010 BCMC Show. This automated system will cut your setup time drastically. We also have rebuilt machines. Stop by and let us see what we can do for you.

### Intelligent Building Systems - ITW Building Components Group

See ad on page 15

Intelligent Building Systems (IBS) offers a COMPLETE WALL PANEL SYSTEM; from fully integrated design software, to industry leading semi automated & automated wall panel equipment that includes a "production reporting system" for the plant. IBS was solely created and developed by wall panel experts for the wall panel industry and continues today to provide the industry with leading edge technology.

Contact: Mr. Jack VanCleave • 800-755-6005  
jvancleave@itwbcg.com • www.intelbuildsys.com

### International Beams

International Beams Engineered Wood Products are recognized as an innovative solution to the industry's floor and roof framing requirements; The Green Building Solution. We have a full EWP product line of the highest quality that is known for strength, visual appearance, and cost effectiveness. International Beams is a 100% independently owned company.

### ITW Building Components Group

See ad on back cover

ITW Building Components Group is the leading supplier of innovative products and services for the building component industry. We offer engineering services, design & management software, cutting and manufacturing equipment for truss and wall components, floor truss metal webs, metal truss connector plates, cold-formed steel chords/webs/fasteners, and construction hardware.

Contact: Mr. Ken Kuehn • 800-521-9790  
kkuehn@itwbcg.com • www.itwbcg.com

### ITW BCG Hardware - ITW Building Components Group

ITW Building Components Group is proud to introduce a complete line of construction hardware and software solutions based on our extensive engineering expertise—all designed to create more value for you! Quality buildings start with smart design software and connections from ITW BCG Hardware.

### Keymark Enterprises, LLC

Whole House Design, Single Building Model Technology, Building Information Modeling—Keymark is your one stop shop for integrated floor, wall & roof design software, as well as truss plate supply, engineering services, machinery interfaces, and pre-cut expertise. Visit Keymark's booth at this year's BCMC.

### Lakeside Trailer Mfg., Inc.

See ad on page 13

Stop by the Lakeside Trailer booth to get all the newest & latest improvements in delivery of components. Unbelievably reduced show prices on all models. We have made over 1,700 truss trailers since 1987.

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

### Lamco Forest Products

We manufacture product design optimization in floor, wall (tall studs), header, truss, perimeter and roof systems. Strong Design Values (1.5E, 1.6E, 1.8E and 2.0E); Customization: exact widths 2 1/2" to 16", exact lengths up to 32', in increments of 1/16". Lamco advantages: 100% useable, wane free edges, <14% moisture, dimensional stability, less twisting, flexibility in height restricted projects, less glue, long spans, no special tools needed to drill/nail, reduces waste, good for fire rated assembly & no need to cut big trees anymore!

### MangoTech USA LLC

"Providing Fresh Automated Solutions Globally" MangoTech provides fresh automated solutions to the building components industry. Beginning with the cutting process, the APOLLO and ACE LINEAR SAW offer fresh automation. The M.A.L. JIGGING SYSTEM offers an onsite retrofit. The WALL EXTRUDER is redefining the way walls are built.

### Masengill Machinery Company, Inc.\*

See ad on page 11

Masengill Machinery is one of the southeast's largest reconditioners of used woodworking machinery. In addition to stock on-hand and the computerized inventory of the UWME (United Woodworking Machinery Exchange), Masengill offers a locating service for reworked machinery to local, regional, national and international customers. We also offer exclusive and open lines in new machinery as well.

Contact: Mr. Wayne Masengill • 888-873-9663 • 423-586-0483  
waynem@masengills.com • www.masengills.com

### Metriguard

The world's leading provider of precision equipment for Machine Lumber Grading (MSR & MEL), Veneer Testing (LVL), Bending & Tension Testing (Quality Control) and Structural Panels (OSB & Plywood).

### Metwood Building Solutions

Metwood structural products are extremely adaptable to all building systems. TUFFBEAM and TUFFJOIST are two examples of structural products that create flexibility in design and increased structural integrity. NUJOIST Distributor. If you need structural components for girders, headers, decks, trusses and more then stop by our booth.

### MiTek

See ads on pages 2-3 & 9

At MiTek we continue to invest in your future through software, machinery, technical support and builders' products. The goal? Bottom-line benefits to your business in any market. Our Focus is on your business—performance, improved productivity and greater accuracy when you need it the most.

Contact: Mr. Michael Klein • 314-434-1200 • 314-434-5343  
MKlein@mii.com • www.mii.com/unitedstates

### Monet DeSaw Inc.

Monet DeSaw Inc. is a company where Engineering and Service collide, bringing you the most sought after cutting and material handling equipment available today. Our linear saw has proven to be the most cost effective saw and our floor web and DeSawyer 2000 fully automated saws are the most reliable.

### MSR Lumber Producers Council

Emphasizing its higher quality, longer spans, and better lifetime performance, we will let you know how you can benefit directly from using MSR lumber at your component manufacturing operation. We welcome your feedback on what you would like to see next from your MSR producers, too!

### Nordic Engineered Wood

Nordic produces competitively priced wood I-joists and glulam building products. The company is ISO 14001 certified, manages over 2 million acres of forests and is FSC certified. Nordic Lam™ beams, headers, columns and tall wall studs feature an exclusive EnviroLam™ technology—a process that minimizes waste and optimizes fiber use.

### Palfinger North America

PALFINGER, a world leading manufacturer of knuckle-boom cranes, offers over 40 different models of cranes that provide a wide range of lifting capacities and reach. We offer 6 models of truck-mounted forklifts with lifting capacities ranging up to 6500 lbs. to help you deliver building materials to the worksite.

### Panel Fastening Systems - ITW Building Components Group

ITW Panel Fastening Systems (a division of ITW BCG Equipment) is a supplier of pneumatic and Cordless nailing, stapling tools and fasteners for the wood panel industry. We offer Paslode, Duo-Fast and ToolMatic brand tools and fasteners. Our tools are compatible with all U.S. and European automated panel equipment.

### PANELS PLUS

See ad on page 12

Panels Plus has different options for wall panel lines. From the space saving expandable Combo Table line to our Multi Table lines, we offer a fully customizable package to meet your needs. The

newest offering from Panels Plus is the Tilt Table. This table can be used for blocking, window and door installation and more. We have added options to our CN100 Component Nailer to include a pusher and component stacking options as well. From 1' to 76' walls, Panels Plus offers a safe, robust, easy to operate and maintain, line of equipment.

Contact: Mr. Tim Kaasa • 866-726-7587 • 507-369-0524  
tkaasa@panplus.com • www.panplus.com

### Pennsylvania Lumbermens Mutual Insurance Co.

See ad on page 19

PLM specializes in Property and Casualty insurance for the lumber, woodworking and building material industries. We offer competitive rates, loss control programs and prompt claims handling. We carry an A.M. Best rating of A (Excellent). For more information call 800-752-1895 or visit our booth to learn more about our services.

Contact: Ms. Charlotte Friend • 800-752-1895 • 215-625-9097  
cfriend@plmins.com • www.plmins.com

### Princeton Delivery Systems

Princeton Delivery Systems is the leading U.S. truck mounted forklift manufacturer. We offer 4 PiggyBack® Delivery System models designed for building material applications. The 4-Way is designed to carry long loads through narrow openings. PB80 will handle prefabricated wall panels. PB50 is unequalled in rough terrain performance. PB45 is ideal for medium loads on single axle trucks.

### Qualtim, Inc.

See ad on page 20

Qualtim is a technical marketing group offering a range of creative and technical services, from advertising and website development to online training and truss testing. Qualtim has the right solution to fit your unique business needs and interests. Our strength lies in the individual expertise of our team members.

Contact: Ms. Peggy S. Meskan • 608-271-1176 • 608-271-7006  
pmeskan@qualtim.com • www.qualtim.com

### RAND Manufacturing, Inc.

### Rayonier Wood Products

Rayonier Wood Products manufactures high quality Southern Yellow Pine lumber. Rayonier is a quality-driven, service focused company. Our production facilities give us the flexibility to offer customers the highest quality products for use in construction, remodeling and decorative applications. We have been producing top-grade lumber products since 1926.

### Robbins Lumber Company

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.

### SBC Research Institute

The SBC Research Institute (SBCRI) offers an extensive list of testing options under a variety of application, attachment and loading conditions, all of which will lead to more accurate and efficient design and improved installation/use of products. SBCRI has ISO/IEC 17025 ACLASS accreditation.

I attended the BCMC preview presentation that Jim Thomas did for the last SBCA Annual Workshop session and it was without a doubt the best one ever. The BCMC presentation on Thursday on Lean Six Sigma Gives Trussway "New Eyes" will be a great take home event and one not to be missed. This session alone is reason to get yourself and your management team to this year's show.

—Stan Sias, Simpson Strong-Tie

### Senco Brands, Inc.

For almost 60 years Senco has been the worldwide leader in fastening systems, providing a wide range of products to meet the needs of the building industry. With manufacturing in the USA, Latin America, Asia and Europe, Senco is a leader in pneumatic, battery, gas and electric-operated stapling, nailing, collated fasteners and screw systems.

### Simpson Strong-Tie

See ad on page 11

Simpson Strong-Tie Company is the world's largest manufacturer of steel connectors for wood construction. The product line totals 7,000 items, with more than 1,700 different joist hangers alone. Strong-Tie® connectors for solid timber, composite wood products & plated trusses are the most specified of any brand.

Contact: Ms. Frankie Emerson • 925-560-9000 • 925-847-1603  
femerson@strongtie.com • www.strongtie.com

### SL-Laser Systems

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.

### SpaceJoist TE - ITW Building Components Group

Capture a growing market with SpaceJoist, the industry standard and lightest open-web floor joist available. This truly unique truss system combines the best features of a wood I-joist and an open metal web floor truss to deliver a quality product for maximum efficiency. SpaceJoist is the premier floor system for both commercial and residential applications. Stop by our booth to see how this INNOVATIVE product can benefit your company.

### 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.

### Structural Building Components Association

See ad on page 31

Representing component manufacturers, builders, material suppliers and industry professionals, SBCA provides the tools to protect and grow your business. Whether it's educational resources, risk management strategies, building code watch, financial/wage surveys, legislative alerts, in-plant safety and quality control, transportation issues, technical training or marketing plans, SBCA provides tangible benefits to members.

Contact: Ms. Anna L. Stamm • 608-274-4849 • 608-274-3329  
astamm@sbcindustry.com • www.sbcindustry.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. SBC staff welcomes your feedback and article ideas at editor@sbcimag.info.

### Taiga Building Products\*

Taiga Building Products is the premiere supplier to the building products industry in Canada. The exclusive distributor of Louisiana Pacific's Engineered Wood Products and the Master Licensee and partner of Keymark software, Taiga brings together product expertise, quality products and industry leading distribution services.

### Timber Products Inspection, Inc.

TP provides superior quality assurance programs and services to the forest products industry. This is accomplished by providing timely, cost effective services, thorough and accurate inspections, and exemplary customer service. These duties are performed by an energetic, highly trained, and experienced staff.

### Truss Plate Council

SBCA's Truss Plate Council acts as a forum and a resource for the companies that supply truss plates and component design software.

### Truss Plate Institute

The Truss Plate Institute (TPI) and its members are connecting the truss industry. Stop by our booth to learn about our nationally recognized 3rd Party Quality Assurance Inspection program, to learn about the ANSI/TPI 1 -2007 standard, and to review and ask questions about other guidelines and technical publications such as BCSI!

### Trussoft, llc

Trussoft, llc is developing a totally new, plate independent, software suite for analyzing roof trusses and frames. Though still in the development stages, TrusserPE is already proving itself more than capable of analyzing even the most demanding designs.

### TrusSteel - ITW Building Components Group

TrusSteel is the culmination of over fifty years combined experience in truss and Cold-Formed Steel building products. The product line is built upon the extensive truss engineering and software knowledge inherent in all our products, an experienced staff of CFS design engineers, and many years of designing and building efficient trusses.

### Truswal Systems - ITW Building Components Group

Truswal Systems offers programs for component design, engineering, building layout and truss plant management. Intellibuild whole house design software utilizes the power of parametrics, which allows all design modifications to instantly flow through the entire structure.

### USP Structural Connectors

USP Structural Connectors serves the residential and commercial building industries throughout the U.S. and Canada. Our product line encompasses over 3000 parts, including a line of connectors for the Engineered Lumber and Plated Truss industries and is backed by an in-house engineering staff, technical assistance team and customer service.

### Vekta Automation\*

The Razer linear saw is proudly presented by Vekta Automation. Stop by our booth to find out how the Razer V5 saw can provide a cost effective solution to your cutting needs.

### Virtek

Virtek is the leading developer of precision laser-based solutions enabling component manufacturers to produce products faster, better and at lower costs. The Virtek TrussLine Laser Projection System, with new green lasers that provides improved visibility with new software that features improved usability, real-time production status, and reporting functionality.

### Wall Panel Council

SBCA's Wall Panel Council provides information and resources for the manufacturers of wood wall panels and their suppliers, and it will assist them as they act to expand the market for their products.

### Wasserman & Associates, Inc.

See ad on page 13

Wasserman & Associates is a representative for new truss, wall panel, stair, door and finger-jointing equipment. We also offer the option of used or reconditioned equipment. As a partner in your equipment selection process, we promote the equipment that best suits your individual requirements, not the equipment that optimizes our commission.

Contact: Mr. Rod Wasserman • 402-438-2161 • 402-438-2524  
rodwass@aol.com • www.wasserman-associates.com

### West Fraser

West Fraser is a leading manufacturer of softwood lumber and engineered wood products including MSR, MEL, MDF, LVL and Plywood. The Company has been in business for over 55 years and has more than 30 plants throughout North America. Please come by and visit our booth.

### Wood Truss Council

The Wood Truss Council (WTCA) is SBCA's largest council. Representing the wood structural building components industry in the U.S., Canada and internationally, WTCA provides a comprehensive supply of tools and resources for wood truss manufacturers.

### Wood Truss Sytems, Inc.

See ad on page 30

USED/NEW EQUIPMENT—Fully independent, we search from top suppliers and our large listing of used equipment to develop the right solution for you. WTS offers you the ability to custom design your own used systems for: Truss and Wall Panel Equipment, Saws, Material Handling, and much more.

Contact: Mr. Jay R. Halteman • 888-288-9874 • 888-751-9914  
jayh@woodtrussystems.com • www.woodtrussystems.com

## BCMC BOWL & MEGA DRAWING

Many exciting drawings and giveaways will be featured at the show! We will keep you posted about the newest prospects at [bcmcshow.com](http://bcmcshow.com). Keep your ear to the ground and WIN!



For more in-depth information on **BCMC** and the following topics please go to [bcmcshow.com](http://bcmcshow.com)

- Online registration information
- Housing information
- Transportation information
- How to win a free registration
- Loyalty rewards program





## Parting Shots

Share your stories and photos with us! Send submissions to [partingshots@sbcimag.info](mailto:partingshots@sbcimag.info).



Neither rain, nor heat, nor a poor golf game kept some SBCA Chapter members from attending meetings this summer. Several chapters held meetings in July, and a couple even remembered their cameras!

Taking a break from their usual summer outing to an Orioles game, Capital Area Chapter members (above left) played a rousing game of golf at Mattaponi Springs in Ruther Glen, VA. Ever the professionals, they held a meeting over lunch in the clubhouse. Pictured at the table from left to right are: Rusty Airington, Shawn Kelly, Kevin Friday, Teri Miller, John Beamer, Chris Johnson, John Green, Mike Wolfe and Rick Dyson.



Beginning a new series of plant tours at members' locations, the Northeast Chapter (above right) was welcomed for a meeting, lunch and tour at FastenMaster in Agawam, MA. Pictured from left to right are: Brice Hereford, Gunner Isaacson, Steve Archer, Brad Ferris, Josh Bartlett, Steve Noon, John Jacksics, Joe Kannappell and John Underwood. Just drop a note to [chapters@sbcindustry.com](mailto:chapters@sbcindustry.com) if you'd like to receive an invite to the next tour! **SBC**

Do you have a Parting Shot you would like to share with the industry? Email [editor@sbcimag.info](mailto:editor@sbcimag.info) with your photos and story.

# REACH FOR EXCELLENCE

## Take Your Plant to New Heights with SCORE



"In order to succeed, our customers need to know they can count on us to provide what's needed. Working with SBCA and becoming SCORE certified proves we are committed to excellence."

- Steve Kennedy, Engineer/Training Manager, Lumber Specialties

Set your company apart with SCORE's certification program that incorporates all of SBCA's education and training programs - helping you implement cost-effective industry best practices. Learn more about options and how to get started at [www.sbcindustry.com/score.php](http://www.sbcindustry.com/score.php).



### SCORE Elite

#### ProBuild Manufacturing

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

Anchorage, AK	Norcross, GA	Clackamas, OR
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Kenai, AK	New Hampton, IA	Buda, TX
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