

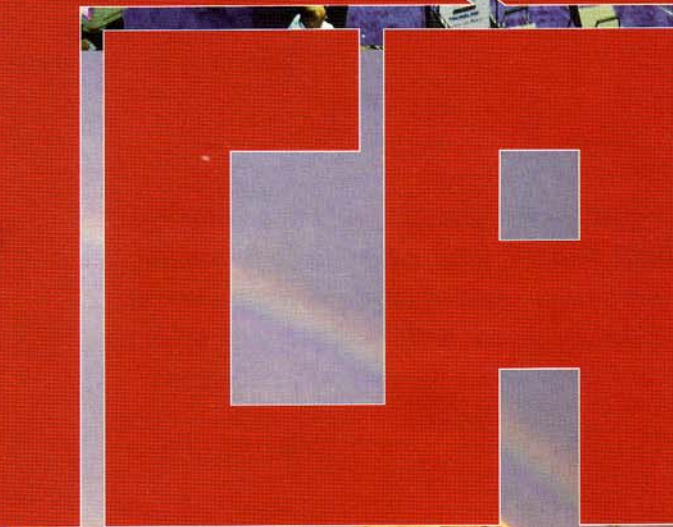
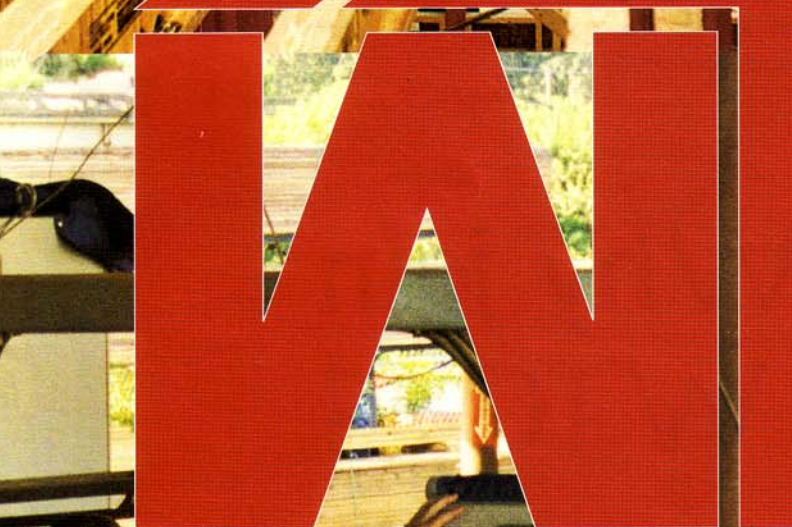
Wood Truss Council of America



The Voice of the Wood Truss Manufacturing Industry

1999 Annual Report

The Wood Truss Council of America
is the only association directed
by component manufacturers
for component manufacturers
whose resources and focus are
completely dedicated to advancing
the interests of the entire component
manufacturing industry.



Where we're coming from...

In the early '60s, component manufacturers were part of TPI's Component Manufacturers Council, which in 1983 evolved into the WTCA we know today that is totally **focused on the interests of the truss industry on a national scale**. From that small group came a very dedicated effort to **increase industry unity** and give manufacturers across the country the opportunity to **benefit from having a strong collective voice** on issues that affect us all.

WTCA's mission is to promote the common interests of those engaged in manufacturing trusses and related components to ensure growth, continuity and increased professionalism in our industry by **formulating policy that protects and advances** the interests of member manufacturers. This includes supporting research, development and testing of trusses that place the truss industry on a sound engineering basis and **improve the quality and efficiency of our products**, for the purpose of obtaining **greater product acceptance** and hence **market expansion**.

WTCA will be the **information conduit** for our membership by staying abreast of **leading-edge issues** and disseminating this information through **educational seminars** and our wood truss industry publication, **WOODWORDS**.

And this association isn't just for "the big guys"—27% of WTCA's member companies have sales of less than \$1 million per year, and almost 80% of WTCA's member companies have sales of less than \$5 million per year.

Throughout our history, **WTCA has developed products and services that are vital to our members** and the wood truss industry as a whole. Now, more than ever, WTCA is offering **tangible benefits** to its member companies. The WTCA's 1999 Annual Report is more than simply a report on what this association has done for its members in the most recent past; it is a testimony to what this association can do for you.

“The Wood Truss Council of America is today's **best source and value** for information, evaluation, education, marketing, current industry issues and **networking** with others on ideas about the wood truss industry.”

—Bob Ward, Southern Components
1991 WTCA President, Joined 1983

Why join WTCA?

“I joined WTCA at BCMC in Cincinnati last fall, inspired by a chance to win the 'free year of roll-off trailer' raffle. Failing to win the trailer, I was left with my WTCA membership, which has **proved even more valuable**. I was remarkably surprised by the **wealth of information, technical support and representation** this non-profit organization provides for our industry. From employee training, to code updates and risk liability, WTCA is the round table of the industry. This common ground should be as standard as third party inspection (at a fraction of the cost). In our highly technical, competitive and litigious industry, **this knowledge makes all the difference**.”

—Bill Neeb, Teton Truss, Inc.
Joined 1998

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President's Message

Another year behind us, and what a year it has been! Thanks go to our Board, committees, membership, industry associates and staff for another outstanding year of service to our association.

A year ago, I established that one of my primary goals was to strengthen the relationship between WTCA and other associations and organizations, as well as build support for truss industry objectives from the vendor/supplier side of our industry. I have worked hard to make this goal a reality, and through the efforts of our Board, membership and management company staff, our organization has seen success in this area through a couple of initiatives in particular. I am also proud of our work on the framing side with the **"Certified Carpenter" program**, a venture we are working on with the **NAHB Research Center** as the lead organization in partnership with WTCA. This project, the results of which we believe have the potential to be beneficial to everyone involved in construction, is being funded through the U.S. Government under the **Partnership for Advancing Technology in Housing (PATH)** initiative. Our goal is to have a framer certification process in place by the end of 2000.

In addition, the **Smart Components™** operational plan has been developed during the course of this year and is currently being presented to lumber and plate company executives with the objective of developing stronger partnerships with our vendor/supplier base. Working together on a project such as **Smart Components** is a good recipe for a **win/win situation** in which all who participate will **reap the rewards of our research**.

This year has also seen growth and change within our organization. The addition of chapters in North Carolina, South Carolina and Mississippi/Louisiana brings our **total number of chapters to 27**. Way to go! It is developing the organization at the local level that can really make a difference in the impact our membership has on the industry as a whole. **Grassroots education and reaching out to community** is what "puts a human face on the truss industry," a concept we need to think about more and more as we grow our association and our individual businesses.

Some challenges remain before us, such as **tempering Fire Service concerns** and continuing to **face the frustrations of the Lumber Quota**, but think of it this way: it is the obstacles and injustices that **keep us from becoming complacent**. We will continue to be successful as an organization because we continue to persevere and overcome the challenges we encounter in this industry **as a united front**.

While every year at this time we look back at another year of challenges and successes, obstacles and triumphs, it is not every year that we stand on the brink of a new century with all of the possibilities and mysteries it holds. So spend some time reflecting on another incredible year for WTCA, but keep your focus on the future and everything that is in store for this, **the only association managed by component manufacturers for component manufacturers**.



Richard W. Brown
1999 WTCA President

President-Elect's Message

I am looking forward to leading the Wood Truss Council of America as the association's President for the year 2000—the New Millennium. WTCA has accomplished many tasks since my involvement with the association. I am excited by what I see on the horizon and the many **opportunities** we need to capitalize on in our industry.

My goal this year is to increase membership involvement, **build relationships** with all of our members and collectively **seek sound business solutions** for our industry well beyond 2000.

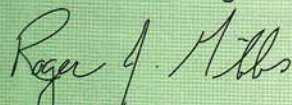
WTCA is a very strong organization and its success has come from both the members and the chapters. We are only as strong as our foundation and we have a solid foundation to continue to build on. Due to the size of our management company's staff in the past, we felt restricted. Qualtim, our management company, has now increased its staff to enable WTCA to listen more closely to our members and to help them more on a daily basis.

This Annual Report is an excellent overview of the **accomplishments** WTCA fulfilled for the membership throughout the year and what **long term goals** we need to focus on to perpetuate the future of the industry. Our work serves as the foundation from which we will build.

One item I will personally focus on is where we should be in five to ten years. I know it's a tough assignment but we, as an industry, need to be **proactive** rather than reactive. Throughout the year, you will hear many things coming to the table concerning a proactive approach. All of us continuously need to ask ourselves the question, "Are we just truss manufacturers or are we component manufacturers who fabricate a variety of components that provide our customers with **framing choices and solutions?**" I believe that if we are forward thinking our answer must be that we provide framing choices and solutions.

My philosophy as President of WTCA will be no different than that of my everyday business practice. I have an **open door policy** with my employees, and I will have the same policy with the membership of WTCA. Give me a call and I will listen.

I hope your new year will be as exciting as mine. I look forward to working with each of you.



Roger Gibbs
2000 WTCA President

1999 Task Priorities & Accomplishments

WTCA's Board of Directors charged Qualtim to accomplish as much of the priority work as possible, within the constraints of the budget and changes in priorities that inevitably take place during the year. The priorities for 1999 follow as they were published. Completed tasks are indicated.

- ☒ Chapter Development (3 more in 1999)
- ☐ **WTCA QC** Certification Implementation - Goal: 50 plants by end of 1999 (2 complete, 7 underway)
- ☒ Truss Technician Training Programs (12 planned)
- ☐ Chapter Fire Educational Programs - Goal: 5 in 1999 (Held one TTW on fire)
- ☐ Chapter Membership Drives - Goal: 30 new chapter CM members (3 new members acquired)
- ☒ Chapter Assistance with Truss Technology Workshops - Goal: 30 programs in 1999 (23 completed, 4 to go in 1999)
- ☐ Temporary Bracing Revisions
- ☒ **WOODWORDS** with Chapter Newsletter included
- ☒ Permanent Bracing Issues Testing and Analysis - **Ongoing**
- ☐ Finalize Development of TTT Level III (Advanced Topics in Truss Design & Application), IV and V
- ☒ Chapter Involvement in Local Politics Protecting our Industry Proactive Protection of Truss Industry Interests (Fire Service Issues) - **Ongoing**
- ☒ Chapter Summit and Set Chapter Goals for 1999
- ☒ ANSI/TPI/WTCA 4 - 1999 (Estimated completion date: 12/31/99)
- ☐ Press Releases - Goal: 12 (Completed 6)
- ☒ Truss Technology Articles for Specifiers (6)
- ☐ Chapter Meetings with Congress people or their staff (12 meetings)
- ☒ NAHB-RC Certified Carpenter Program - **Ongoing**
- ☐ Truss Technology Articles for Builders - Goal: 12 (Completed 3)
- ☒ Legislative Alerts - Goal: 4 in 1999 (Completed 5)
- ☒ Chapter Administrative Support
- ☒ Attend NAHB Meetings
- ☐ Safety Manual Completed
- ☐ Develop a Local Legislation Monitoring Plan
- ☐ Lumber Quota
- ☒ Truss Technician Training for Sales People (6 completed, 3 planned for remainder of year)
- ☒ Smart Components
- ☒ Financial Performance Survey
- ☐ Educational Program Work with NAHB's Home Builders Institute and United Brotherhood of Carpenters - **Ongoing**

- ☒ Standard Job-Site Package
- ☒ ANSI/TPI I (Estimated completion date: 12/31/99)
- ☒ Attend CWC, SFWA, WWPA Lumber Association Meetings
- ☒ Wood Solutions Fairs - Goal: 5 in 1999
- ☒ Develop a Relationship with National Association of Manufacturers for Help with Legislative Issues
- ☒ Increase Associate Membership - Goal: 18 New in 1999 - **Ongoing**
- ☒ Attend CWTA Meetings and Work Cooperatively (Joint Relationship Proposal Made)
- ☒ Fire Testing for 2x3 Floor Trusses and Roof Trusses (Alpine Fire Assemblies Partially Completed This Work)
- ☒ OSHA - Targeting Truss Industry (Creation of Safety Subcommittee)
- ☐ Plate Supplier Salespeople Promoting WTCA Membership Plan and Implementation
- ☒ Risk Management Seminars - Goal: 4 in 1999 (4 completed)
- ☒ Revise/Expand Membership Categories
- ☒ Fire Sprinkler Testing and Assistance with NFPA 13 Integration (partially completed)
- ☒ Repetitive Member Study (WTCA is primary funding group with \$20,000 invested of \$28,000 total—now being integrated into ANSI/TPI and published)
- ☒ IBC, IRC, Florida Code Development with TPI and AF&PA (Estimated completion date: 12/31/99)
- ☒ Immigration Issues in Truss Plants
- ☐ Finger Jointed Lumber Standard
- ☒ NAHB-RC \$25,000 Funding to provide NAHB-RC support and for Home Base
- ☐ Design Analog Work
- ☐ Professional Builder/NAHB Trailer Education Program
- ☒ WTCA Web Site Management - **Ongoing**
- ☒ Competitiveness of CNA Programs
- ☐ Evaluate University Research Proposals (None provided to us to evaluate)
- ☒ Oregon State PE Regulations
- ☐ Business Insurance Evaluation of CNA and Other Industry Insurance Options
- ☒ Assistance with SETMA Educational Program & Web Site
- ☒ Assist NAHB-RC with HATDE Project - **Ongoing**
- ☒ North Carolina Department of Insurance (Estimated completion date: 12/31/99)
- ☐ Update University Research Compiled in 1998
- ☐ Rutgers University Education (Proposal made not yet accepted)
- ☒ Update Slide Programs - **Ongoing**
- ☐ Implement a Relationship with a Professional Employer Organization

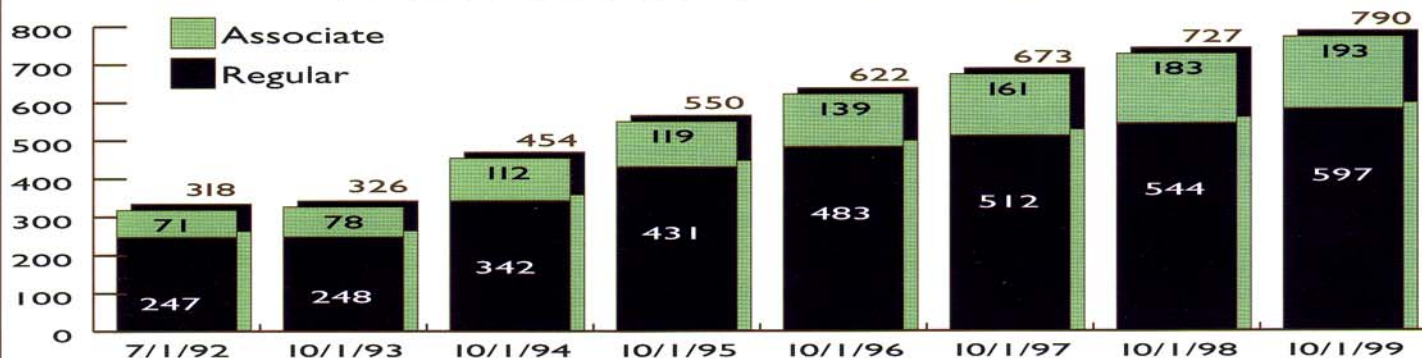
Building National & Local Membership

Membership Committee Mission Statement

To attract all component manufacturers, material suppliers and other industry professionals as members, to strengthen the component manufacturing industry's influence.

Committee Chair: Roy Schiferl • Vice Chair: Steve Anderson

WTCA Membership 1992 to Present



With the growth in chapters comes growth in membership committed to developing our industry with a fraternal esprit de corp.



Chapter Development Mission Statement

To create a **nationally unified voice** for our industry. To **educate our marketplace** and ourselves to strengthen our Chapters and our industry. To become **politically active** at the local level to protect and advance our industry. WTCA and its Chapters are the "truss industry fraternity."

WTCA Chapters and consequently our individual members must play an ever increasing role within WTCA for our industry to make important gains in protecting and advancing industry interests. **Local Chapters provide the opportunity for all those associated with the wood truss industry to actively participate and shape its future.** From the sharing of ideas at the local level to bringing these ideas together at the national level, members serve as the catalyst for a strong, unified, prosperous industry.

“The local chapters are **invaluable** to WTCA members. It gives them the opportunity to **develop relationships** with their peers on a professional level. They find that their competitors are really not such bad guys after all. For example, at our last membership meeting, one of the members that had just built a new plant shared drawings and discussed the thinking that went into its development with the 40 other members present. This kind of information is well **worth the membership fee.**”

—Ed Hawkinson, Woodinville Lumber
Northwest Truss Fabricators Association

Quite often, our entire industry is looking for a **quick fix**, a silver bullet if you will, to take care of all the local issues we face. Chapters are the key **being proactive** on behalf of our membership to **put a human face on the wood truss industry.** Every chapter needs to be involved in the local communities that we serve by attending local community and governmental events and meetings and providing tours for local government officials and our customers (builders and specifiers).

In 1999, we provided 17 Truss Technology Workshops with our chapters, reaching approximately 500 building officials, architects and engineers. These workshops are often most successful when they include a truss plant tour.

On the surface, chapter involvement may not appear to be more important than generating sales or making sure production gets out the door. However, if we do not take the time to **get involved in and educate our communities**, we are more vulnerable to restrictions and bans on our products based on some misperception or personal agenda. The choice is ours—be proactive and control our destiny or be forced to react to action taken outside our control.

New Chapters in 1999: In 1998, we had 24 chapters. In the last year we added three new chapters to the association: North Carolina, South Carolina, Mississippi/Louisiana (listed in red at right).

Potential Chapters: We look forward to adding chapters in Kansas, Oregon, South California, New York and Pennsylvania in the near future.

Current Chapters:

- Alabama Component Manufacturers Association, ACMA
- Central Florida Components Manufacturers Association, CFCMA
- Colorado Truss Manufacturers Association, CTMA
- Georgia Component Manufacturers Association, GCMA
- Greater Chicago Area Truss Manufacturers Association, GCTMA
- Inland Empire Truss Fabricators Association, IETFA
- Iowa Truss Manufacturers Association, ITMA
- **Mid South Component Manufacturers Association, MSCMA (MS/LA)**
- Missouri Truss Fabricators Association, MTFA
- North Florida Component Manufacturers Association, NFCMA
- Northwest Truss Fabricators Association, NWTFMA
- **South Carolina Component Manufacturers Association, SCCMA**
- South Florida Truss Component Manufacturers Association, SFTCMA
- Southern Nevada Component Manufacturers Association, SNCMA
- Southwest Florida Truss Manufacturers Association, SWFTMA
- Tennessee Truss Manufacturers Association, TTMA
- Truss Manufacturers Association of Texas, TMAT
- West Florida Truss Association, WFTA
- WTCA Ohio Chapter Association, WTCAOCA
- WTCA - Arizona, WTCA-AZ
- WTCA - Indiana, WTCA-IN
- WTCA - Kentucky, WTCA-KY
- WTCA - Northeast, WTCA-NE
- Wisconsin Truss Manufacturers Association, WTMA
- **Wood Truss Council of North Carolina, WTCNC**
- Wood Truss Council of the Capital Area, WTCCA
- Wood Truss Council of Michigan, Inc., WTCM

Chapters Provide Education & Awareness

These are a few examples of the creative ways local chapters use their meetings as forums to educate, inform and unite their members with respect to outside individuals and organizations at the grassroots level.

- **The Colorado Truss Manufacturers Association** welcomed a representative from the Colorado Homebuilders Association to speak about general market conditions.
- **The Northwest Truss Fabricators Association** tackled the following question at one of its meetings this year: "How can the Canadian truss manufacturers sell in the U.S. at 20 to 30 percent below market, and how do we proactively address this?" A panel of three speakers addressed the topic and handled questions. Speakers were Frank M. Gladics, president of Independent Forest Products Association; Tom Waggener, professor of Forest Economics, Policy and International Trade at the University of Washington; and Ed Lim, P.E., of Elim Consulting.
- **The South Florida Truss & Component Manufacturers Association** reviewed last year's fourth quarter housing trends, interest rates and other construction-related demographic figures.
- **The Alabama Component Manufacturers Association** invited Ray Braden from the Department of Transportation to address recurring questions its members had regarding DOT regulations such as the issue of hauling more than one job per trailer.
- **The Iowa Truss Manufacturers Association** learned more about the Iowa economy as it relates to the truss industry from Kenneth Stone, Ph.D., Professor of Economics at Iowa State.
- **The Missouri Truss Fabricators Association** invited WTCA staff to give a presentation on **WTCA QC**. They discussed the benefits of and requirements for becoming certified in this program.
- Marc Dixon with Clark County Inspection attended a meeting of the **Southern Nevada Component Manufacturers** in order to introduce himself and begin discussion of the requirements of truss plant inspections in the county.

Chapter Summits

Chapter Summits will be held in these locations throughout November: Orlando (1-2), Houston (10-11), San Francisco (16-17) and Chicago (18-19). The theme for this year's 2-day summits is "Learning, Planning & Networking: Our Future Depends on It." **An incredible program at no cost to our members**, the summits include the following presentations:



- **Train the Trainer with WTCA's Educational Programs:** Jim Thomas and Scott Harcourt of Trussway will cover WTCA's educational programs on Bracing, Field Inspection and Design Responsibilities.
- **The Future of Our Industry:** Round table discussion about **where our industry is headed**, what WTCA sees as its goals and direction, what our **strategic plan** is, and where our members and association will be in five years.
- **Putting a Human Face on the Truss Industry in your Local Community:** Clayton Traylor, Staff V.P. for Political Operations of NAHB, will talk about **grassroots work** the members of Chapters must do in order to affect **local perception and legislation**.
- **Environmental Marketing—Southern Forest Products Association:** The Truss Industry is a marketing tool for promoting the benefits of wood. Discussion will center on **partnering with the lumber industry** to "get the word out" to builders and specifiers.
- **Chapter Priorities for 2000:** Round table discussion to set goals for the upcoming year.

Chapter Management

WTCA provides administrative services for:

- WTCCA (Capital Area)
- WTCM (Michigan)
- WTCAOCA (Ohio)
- NWTFA (Northwest)
- WTCA-KY (Kentucky)
- NFCMA (North Florida)

Members-Only Services

Being a member of WTCA sets your company apart from the others in the industry. The Board of Directors and WTCA Staff have focused on **making your membership a valuable part** of your business by developing a number of **Members-Only Services** and enhancing current member benefits:

- **Business Solutions Groups:** Small, confidential, on-line discussion forums designed for WTCA members from non-competing companies to share ideas, concerns, problems and solutions. Contact staff for more information.
- **Members-Only Section of the Web Site:** Currently under construction.
- **Financial Performance Survey, Wage & Benefit Survey and WTCA QC:** Available only to members of WTCA.
- **Members-Only Pricing Advantages:** Enjoy reduced rates for Truss Technician Training™ programs, Truss Technology Workshops™, BCMC, Risk Management Seminars, etc. Plus, save at least 50% on WTCA publications.

“WTCA Chapter Administration service frees up our time to focus on the main issues at hand. I don't know what we would do without it!”

—Al Wheeler, West Michigan Truss Wood Truss Council of Michigan

Promoting the Wood Component Industry

Marketing Committee Mission Statement

To promote the use of engineered wood floor, wall and roof structural systems in residential and commercial projects.

Committee Chair: Barry Dixon • Vice Chair: Pat McGowan

In Print

WTCA articles, features or photos appeared in various publications at least 50 times in 1999. Following is a list of publications in which WTCA appeared:

- *Architectural Drawing and Light Construction*, by Prentice Hall
- *Builder Magazine*
- *Building Material Retailer*
- *Building with Components*
- *Building Systems Magazine*
- *Concrete Masonry: Recommended Practices*, by the NAHB Research Center
- *CT Builder Magazine*
- *Engineering News Record*
- *Facts about Modern Manufacturing*, by the National Association of Manufacturers
- *FBMA Blueprint Newsletter*
- *Florida Homebuilder Magazine*
- *Frame Building News*
- *Home Builder Magazine* (The Magazine of the Canadian Home Builders Association)
- *Home Center News*
- *Homebuilders Institute's Newsletter*
- *Housing Inspection Foundation Newsletter*
- *Journal of Light Construction*
- *Manufactured Structures Newsletter*
- National Resources Defense Council (NRDC)'s "Efficient Wood Use in Residential Construction..."
- *Random Lengths*
- *Rural Builder*
- *Trusworld (Truswal)*
- *Wood Design and Building*
- **WOODWORDS**

Press Releases

The following news items were released to contacts at industry publications and news sources during the last fiscal year:

- Oct. 22—"WTCA Names New President"
- Oct. 26—"WTCA Offers Truss Technology Workshops™"
- Apr. 26—"WTCA Introduces 2nd Edition of Its Handbook"
- Apr. 30—"The Commentary For Permanent Bracing of Metal Plate Connected Wood Trusses is now Available"
- July 28—"NAHB Fire Resolution Unites Industry Organizations"

- Aug. 23—"Truss Industry Benefits from Approval of New Fire Sprinkler"
- Sept. 13—"WTCA's Building Component Manufacturers Conference to Hit the Heart of America"

Products

Truss Technology for Builders ("TTB") Series

Three new additions were made to the TTB series during 1999:

- Partition Separation
- Truss Configurations
- Floor Truss Fact Sheet



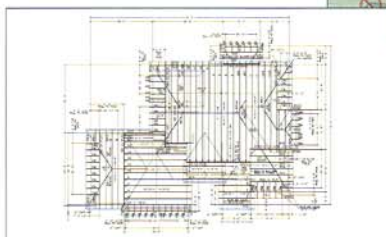
A number of other topics will be covered by the TTB series in the upcoming months. Future issues include:

- Bracing Warning Sheet - **in progress**
- Permanent Bracing Simplified
- Temporary Bracing Simplified
- Do Not Notch or Cut Truss
- Construction Loads
- Matching Existing Roof Structures
- Purlins vs. Sheathing
- Wall Bracing Simplified
- Wood to Masonry Connections
- Open/Partially Open vs. Closed Structures
- Fire-Rated Assemblies - **in progress**
- Wall Panels
- Termite Damaged Trusses
- Truss Field Repairs
- Horizontal Deflection Criteria of Trusses
- Sheathing Attachment
- How to Read a Truss Design Drawing
- A series on Florida Building Code Issues
- Standard Roof Load Guidelines
- Jack Connection Details
- Floor Truss Performance

In addition, we plan to aggressively pursue developing a series of Truss Technology for Builders/Building Officials Association of Florida code interpretation single page flyers with Bob McCormick, Executive Director of BOAF.

Warning Poster

WTCA now makes our Warning Poster available in 11"x17", Architectural Size C 18"x24" and Architectural Size D



24"x36", shipped flat, so you can print or copy **placement plans or other field drawings** on the reverse side.

NAHB Research Center CD-ROM



WTCA strengthened its relationship with the NAHB Research Center last year through a \$25,000 donation. One benefit of supporting NAHB-RC is the Catalog of Building Products and Services it produces through its HOMEBASE SERVICES program, in conjunction with NAHB and PATH. This **comprehensive**

reference tool is available both on CD-ROM and the Internet. Included in this compendium is an extensive list of products and services, as well as a **complete listing of WTCA members and WTCA marketing materials.**

Wood Solutions Fairs

As a complement to the association's Truss Technology Workshops, WTCA has partnered with other lumber industry associations as a **Gold Sponsor** of the Wood Solutions Fairs, **educational programs for specifiers**. As the graph below indicates, these programs are reaching an increasing number of specifiers, builders and building officials.

Wood Solutions Fair Attendance 1996-1999



Truss Technology Workshops

Before the end of this calendar year, WTCA will have **conducted 23 Truss Technology Workshops** reaching over 500 people in Florida, Ohio, Alabama, Maryland, Georgia, Virginia, California, Iowa and Pennsylvania. Upcoming workshops are scheduled as follows for the remainder of 1999:

- October 27—Columbia, MD
- November 9—Atlanta, GA
- November 15—Salinas, CA
- November 18—Harrisburg, PA

Web Site

The WTCA web site, **www.woodtruss.com**, is the fastest, most cost-effective way for the association to communicate with its members, as well as to educate and inform the public about our organization and the industry at large. The web site is updated on a regular basis and includes, among many other resources, a Calendar of Events, Widman's Market Barometer, current economic information, Fax News topics, Legislative Alerts and a complete listing of the WTCA membership.



Future plans include expanding individual **chapter sections**, creating a **members-only section** for relaying confidential information and organizing **Business Solutions Groups**. Remember to visit the site on a regular basis, as information changes frequently—if it's important, it will get posted!

"I checked out your web site, and I am impressed with what you have completed and with what you apparently have planned. . . . You have afforded every manufacturer the opportunity to be 'connected' to the Council as well as to each other. What a great time we live in!"

—J. David Lather, Grand Traverse County

Publications CD

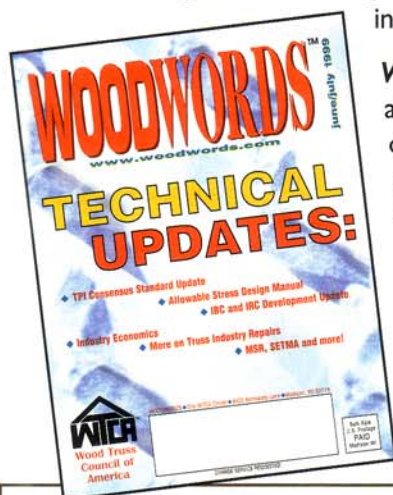
We are in the process of creating a CD to market our publications. This project will continue through 1999 with the goal of completing beta testing and implementation by the 2nd quarter of 2000.



"The presentation was very informative, honest and useful. The speakers were very knowledgeable about their trade."
—Anonymous
Evaluation Form
from a
Truss Technology
Workshop

WOODWORDS

The mission of **WOODWORDS** is to **increase the knowledge and promote the common interests** of those engaged in manufacturing and distributing trusses and related components to ensure growth, continuity and increased professionalism in our industry, and to be the **information conduit** by staying abreast of leading-edge issues.



WOODWORDS has gone through a series of changes in 1999 that we are quite excited about. Everyone now working on **WOODWORDS** is involved with WTCA, understands our industry and has a vested interest in working on our industry's behalf. This new publication team has a passion for the mission of WTCA, which is to take a leadership role on behalf of the component industry in disseminating technical and marketplace information.

“In my opinion the June/July issue of **WOODWORDS** is the best to date. It's been a long time since I've spent **as much time with an industry publication** as I did with this one.”

—Ray Noonan, Cascade Lumber Company

Misplace an old issue of **WOODWORDS**? Trying to find a copy of a particular article? Well, you're in luck! In addition to wealth of information that can be found in an issue of **WOODWORDS** magazine, now you can visit www.woodwords.com as well. Back issues of the magazine are put on the web as the new month's issue is being mailed out to our subscribers.

Creativity: Smart Components™—The Future of Framing

WTCA and its members believe that components are the future of framing. At the same time, **we have a vision** of what needs to be done to define our industry's future—a vision that closely follows the path established by the concepts witnessed through our previous *Framing the American Dream®* projects. To secure the future, time and money need to be allocated to the development of programs, tools, means and methods that are fundamentally sound and take advantage of labor demographics and construction economics. This is the cornerstone of the *Smart Components* plan.

We believe that the component manufacturing industry **needs to develop analytical methods** to—

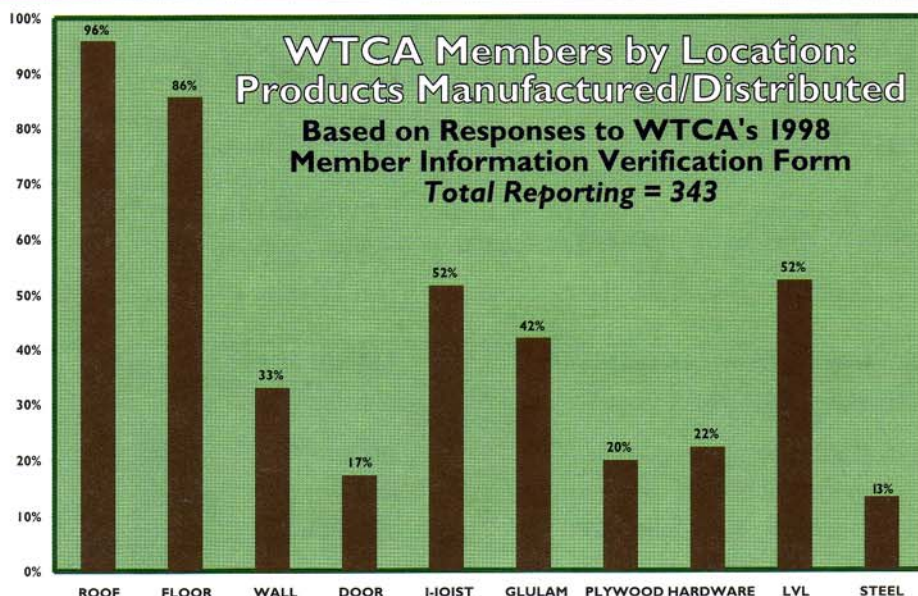
- Perform 3-dimensional full building structural analysis and design, using computer-aided analytical techniques. This work will result in computerized building system analysis tools that can be integrated into existing truss industry design software to most easily implement our *Smart Components* plan.
- Allow industry members to create, modify and develop new building structural component concepts and techniques. Our desire is to have a tool that will enable an expansion of the manufactured components that wood truss and component manufacturers can build and sell.
- Allow industry members to perform best system economic analysis on the various component concepts we create. This will allow easy assessment of the economic viability of both the individual components that make up the system and the integration of these components for the completed building.
- Visualize a computer-based, virtual reality system where you could walk through the house, creating the building's architectural look as you go—substituting components based on ease of use and economics, calculating flow of loads and structural capacity, and finally arriving at the best-cost structural framing system.

Our industry is **at a significant crossroads**. Builders are being increasingly demanding of us to supply them **the best economic structural building solution** for their framing needs. We are businesses that they rely on to provide them with the information and vision they need to meet their customer's demands for unique, stylish, yet affordable homes. In other



words, **we are becoming the builder's framing consultant**, and as such we are then in the business of finding the most economic component solutions for our customers' structural building application needs. In direct response to the demands of builders and their customers, the question that is asked of us with increasing frequency is: "Is the most **economic framing solution for the future** going to be lumber, steel, plastic, some new raw material found only in the lab now or a combination of all of these?"

Contact staff for a copy of the Smart Components plan.



Partnering with NAHB-RC: "Certified Carpenter"

The "Certified Carpenter" program is a joint venture that we are currently working on with the NAHB Research Center. This is a significant project funded by the U.S. Government under the Partnership for Advancing Technology in Housing (PATH) initiative. Our goal is to have a certification process in place by the end of 2000 which will:

- Provide a vehicle for sound framing quality assurance.
- Reduce liability due to poor construction practices for the entire industry.
- Improve construction safety.
- Reduce the permitting and on-site inspection time.
- Reduce construction cycle time.
- Improve training and framing skills.



We think that this program has the potential to be a benefit to all involved in the construction process and we are excited that PATH has had the foresight to use government funds on a project where all who are participating feel is going to truly change the industry.

“The development of this certification program in partnership with WTCA is an important step for the future of quality in home building. It promotes our efforts to harmonize the industry's approach to quality business practices for use by builders, trade contractors, and product suppliers.”

—Liza Bowles, President, NAHB-Research Center



Donations/Scholarships

Teaching Tools Package

WTCA will be participating in a project with forest product industry associations, to update a "Teaching Tools Package" for university professors. WTCA **will donate** Framing the American Dream® materials, our

Engineering Components for Efficient Framing brochures and copies of flyers in our current Truss Technology for Builders series.

Student Design Awards

WTCA contributed \$3,000 to the annual Student Design Competition sponsored by the Wood Promotion Council. This involves commercial structures, and the primary way to frame the roof structure is to use components. This competition is a valuable wood industry program, and universities are appreciative of our assistance.

Gift to the Industry

In August of this year, Alpine Engineered Products, Inc., **gave the truss industry a tremendous gift** when it transferred the rights of the NER-392 fire tests to WTCA. This will be of great benefit to all of us as it **improves our ability to meet fire endurance requirements of the code with a greater variety of assemblies.**

Richard Brown, 1999 President of WTCA, sent a **letter of appreciation** to Ron Donnini and Clyde Wynn at Alpine on behalf of WTCA members. If you have the opportunity, please be sure to express your thanks to Alpine for this gift to the industry as well.

Educating the Industry

Truss Technician Training™ Committee Mission Statement

To create an **industry training program** that will develop the skills of existing industry truss technicians and **expand the number of employable truss technicians** available for our industry.

Committee Chair: Michael Ruede • Vice Chair: Michael Balliet



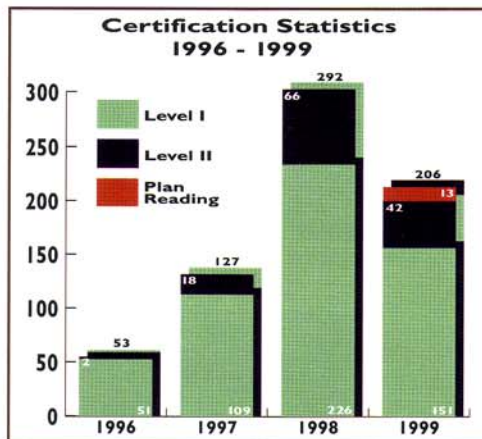
Two New Truss Technician Training Courses

WTCA has created two new TTT courses to complement the existing Level I, Level II and Sales courses that it currently offers. The first, our **Plan Reading and Take-Offs** course, was offered earlier this spring, with two courses scheduled for January and February of 2000. This course focuses on the development of plan reading skills by exposing the participants to a wide variety of **residential and commercial construction plans** in which trusses are used. This course is targeted for those individuals who have up to five years experience in truss design and who are Level I certified.

The first Level III—**Advanced Topics in Truss Design & Application** course will be offered in March 2000. This course will focus on several issues involving truss use, performance and design. Topics include fire and life safety design, sound control, vibration, bracing, failure investigation, wind and seismic loads, ponding and partition separation. Eligible participants must be Level II certified.

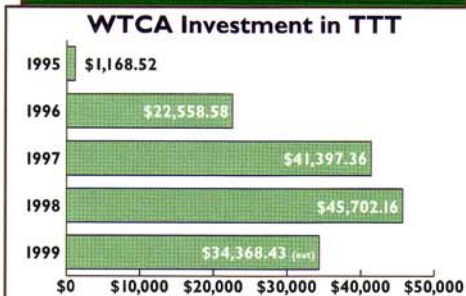
Members Guide Basic TTT Concepts Since the Beginning

In our opinion, truss plants need to be developing a close working relationship with local community colleges and high schools, developing a **recruiting process** to attract local talent to work in truss plants. WTCA's role is to assist in the growth of technical competency of employees. In the truss plants this needs to take the form of administering



“We have found the Truss Technician Training program to be invaluable in terms of providing a tool for assessing our employees' skills. We use the test scores as a significant part of our employee evaluations and salary decisions.”

—Steve Woods, Hines/Imperial Group



WTCA's investment in the TTT Program has been much greater than the income generated by the TTT courses. The goal of WTCA is to invest in program development and to keep the costs of the TTT courses low through a WTCA Subsidy for each member taking the course.

our **industry certification exam for initial assessment** to determine an employee's areas of strength and weakness, and participating in any one of our four TTT courses to refine and build truss industry specific technical skills.

The committee has also developed a program that provides engineering students who are approaching graduation a portion of the WTCA web site to **post their resumes**. For more information about this service, visit our web site at www.woodtruss.com.

TTT Course Schedule Fall 1999/Spring 2000*

Level I—Truss Construction, Math & Intro to Load Development

Nov. 3-6	Atlanta, GA
Nov. 10-13	Seattle, WA
Jan. 5-8	Charlotte, NC
Jan. 19-22	Las Vegas, NV
Jan. 26-29	Madison, WI
Feb. 9-12	St. Louis, MO
Mar. 1-4	Baltimore, MD
Mar. 29-Apr. 1	Jacksonville, FL

Level II—Load Development, Building Codes & Standards

Jan. 12-15	Orlando, FL
Feb. 23-26	Denver, CO
Mar. 8-11	Des Moines, IA
Mar. 22-25	Seattle, WA

Plan Reading and Take-offs

Jan. 5-8	Chicago, IL
Feb. 16-19	Madison, WI

Truss Technology for Sales People

Nov. 2	Atlanta, GA
Nov. 15	Seattle, WA
Jan. 4	Charlotte, NC
Jan. 11	Orlando, FL
Jan. 18	Las Vegas, NV
Jan. 25	Madison, WI
Feb. 8	St. Louis, MO
Feb. 22	Denver, CO
Feb. 29	Baltimore, MD
Mar. 21	Seattle, WA
Mar. 28	Jacksonville, FL

Level III—Advanced Topics in Truss Design & Application

Mar. 15-18	Madison, WI
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*Dates subject to change. Please check www.woodtruss.com to verify dates & locations.

Providing Tools to Monitor Quality

Quality Control Committee Mission Statement

To implement an **in-plant quality management program** for the truss industry as quickly as can be accomplished.

Committee Chair: Keith Kinser • Vice Chair: Dwight Hikel



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Presentations & Trainings

So far in 1999, WTCA Staff has visited five truss manufacturers to provide certification training sessions:

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Several other inspection agencies are interested in or working toward certification. Keep an eye on **WOODWORDS** to learn about new developments.

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WTCA QC Program Participants



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Certified

Kintec, LLC

Mr. Keith Woodcock
P.O. Box 587
Pewee Valley, KY 40056-0587
502/241-9456 • 502/241-5374 fax

Richco Structures

Mr. Rich Pearce
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Haven, WI 53083
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Certification In Process

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Shelter Systems Limited

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Southern Components, Inc.

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bdixon@truehouse.com

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mpkeller@tcistl.com

Wood Structures, Inc.

Mr. Doug Norton
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Training Received

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mikemurray@achoustonlumber.com

Lumber Specialties Ltd.

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Dyersville, IA 52040-0038
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roger@LBRSPEC.com

Active User/ Plans to Certify

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Paty Lumber Co., Truss Division

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Trussworks, Inc.

Mr. Ray Seeley
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Managing Information Resources

Management Committee Mission Statement

To make recommendations to the Board on various **management tools** such as seminars, documents, management resource materials, etc. that when offered for use by the truss industry will **enhance the professionalism** of the industry, inform the fabricator and create membership benefits for all WTCA members.

Committee Chair: Scott Arquilla • Vice Chair: Jim Thomas

Product Safety & Loss Control Subcommittee Formed

The Management Committee formed this subcommittee with the intent to gather and review **product safety incidents**, and will make recommendations for correcting potentially **unsafe job site situations**. This subcommittee will serve as a clearinghouse to evaluate any product issues that arise. The committee will **focus on safety in the field (jobsite)** versus safety in the plant. This is an excellent risk management and industry tool, as well as a positive step for this association to be taking.

The subcommittee will disseminate information and policies developed based on what is learned. WTCA will develop informative flyers to send out to membership. For each issue, we will create an addendum to WTCA's Safety Manual.

Mission Statement of this subcommittee: Receiving and acting on field reports and truss incidents where appropriate, ensuring compliance with applicable regulations, standards and codes, and



educating truss manufacturers, building designers, contractors, owner and consumers **on truss product safety**. The committee is furthermore committed to working on all issues in an immediate manner.

OSHA Fall Protection Rules & Regulations

The original Fall Protection Rule was published on August 4, 1994. In general, the rule requires that an employee exposed to a **fall hazard of six feet or more must be protected by equipment** that prevents or arrests the fall.

The residential construction industry argued that this rule was not always feasible. In response, on December 8, 1995, OSHA issued Interim Fall Protection Procedures For Residential Construction (STD 3-0.1A), which permits employers to use specified work practices instead of conventional fall protection for some installation work. (On June 18, 1999, OSHA issued a plain language rewrite of STD 3-0.1A.)

OSHA Plans to RESCIND the Interim Fall Protection Compliance Guidelines (STD 3-0.1A) unless persuasive evidence is submitted demonstrating that for most residential construction employers, complying with the rule is infeasible or presents significant safety hazards.

This has significant implications for our industry. WTCA is working with its Management Committee, individual members and legal counsel **to develop an**

industry response, and will provide this to members for use. The response deadline has been pushed back to January 2000.

Forklift Program by NLBMDA

Members can now purchase copies of *The Forklift & You: Operator Training Pro-gram*, 2nd Edition, from WTCA. This program was developed by the National Lumber and Building Material Dealers Association and is provided to us at a **special WTCA member rate** of \$199. This program is designed to help the industry comply with OSHA's Revised Final Standard for Powered Industrial Truck Operator Training. Contact WTCA staff to order a copy of this kit which includes a video, trainer's guide, operator workbooks, ID cards, certificates, exams and posters.



Financial Performance Survey Review & Implementation

This year, **120 companies** participated in the survey. This information is extremely valuable and the results are free to regular members who participate.

Insurance & Safety Seminar

Industry experts presented an "Insurance & Safety Seminar for Company Executives, Plant Managers & Plant Personnel" on October 23. This seminar focused on several key safety issues in the plant including: Worker's Compensation Insurance,

Early Return to Work, Loss Control and OSHA Requirements.

Do's and Don'ts of Credit Discussions at Chapter Meetings

At the Board of Directors' meeting conducted in Mobile, Alabama, on May 2, 1998, WTCA was asked whether it was permissible for its chapters to implement "credit reporting programs" and whether such programs were valid under the anti-trust laws. The answer is yes, when certain guidelines are followed. Kent Pagel, WTCA's Legal Counsel, has compiled a list of these **guidelines**, which is available to WTCA members. Contact staff for a copy of this list.

Risk Management Update



This year four seminars were conducted by Kent Pagel, WTCA's legal counsel:

- February 17—Mesa, AZ
- March 12—Chicago, IL
- March 19—Columbus, OH
- May 11—Dallas, TX

CNA Drops Insurance Program

This summer CNA made the decision to drop a large percentage of its association partnership programs due to soft insurance premiums. More information will be provided to WTCA members regarding the situation as it becomes available. Please contact staff with any questions.

Staying on the Leading Edge

Engineering Review Committee Mission Statement

To monitor, provide advice and offer direction concerning technical matters involving industry standards, technical policy, code enforcement procedures, etc., affecting the metal plate connected wood truss industry and the manufacture and use of trusses. The ERC closely cooperates with and participates in efforts by the Truss Plate Institute and its Technical Advisory Committee, as well as any other code-writing or standards-setting organizations.

Committee Chair: Kevin Eaton, P.E. • Vice Chair: Joe Michels, P.E.

ERC Updates

International Building Code™ & International Residential Code™:

WTCA and TPI staff members have attended the public hearings during the development of the IBC and the IRC to monitor the proceedings and to submit code change proposals pertaining to truss design requirements. With the help of AF&PA and NAHB **we were successful in getting our proposed code change language regarding truss design drawings approved for inclusion into the first edition of the IRC.** We were unsuccessful, however, in getting our provisions accepted into the IBC. (See 1999 June/July issue of **WOODWORDS** for specific code change language.)

The next opportunity for submitting code changes to the new "family" of International codes will be November 1 for the 2001 code cycle. WTCA staff and the ERC will continue to work within the code development process to **ensure that the provisions pertaining to manufactured components are clear, concise and objective.**

Truss Cutting & Notching Provisions: The ERC submitted a proposed code change to the International Fuel Gas Code (IFGC), the International Plumbing Code (IPC) and the International Mechanical Code (IMC) concerning the field alteration of trusses. The proposed change is identical to the one used in both the IBC and the IRC. **The IFGC, IPC and IMC do not currently contain any provisions pertaining to the field modification of metal plate connected wood trusses,** yet those trades for which these codes have been adopted represent the largest portion of offenders with respect to truss field modifications. Due to the timing of the code change submittal process, these proposed changes will be considered for inclusion during the 2001 code cycle.

Truss Labeling Issues: WTCA staff received inquiries from member truss manufacturers in the California, New Mexico, Colorado and Arizona regarding code enforcement of the truss marking provision in the Uniform Building Code™ (Section 2321.4). **WTCA has developed a policy statement against this provision,** and used it successfully during the IBC development process. We are currently working with the Arizona Chapter and truss manufacturers in southern California to encourage these local areas to rescind recently enacted code policies to enforce this provision.

Position Statement on Florida Building Code: The ERC prepared a position statement in favor of the creation of the statewide Florida Building Code (FBC) and encouraged that the FBC incorporate the 1997 Standard Building

Code™. The ERC further encouraged Florida to adopt and incorporate the International Building Code™ as the basis for the FBC, once the IBC becomes available. Our position statement was presented by a representative of the Florida Building & Material Association to the Florida Building Commission at a public hearing in October 1998. The developmental process for the new FBC is currently underway, using the SBC as a guideline.

Truss Research: Two WTCA funded research projects involving ERC technical guidance have recently been completed:

- **Repetitive Member Factor Study:** This study was undertaken in hopes of quantifying additional repetitive member adjustment factors that can be used to further improve truss economy and design efficiency. The results have been incorporated into the first draft of ANSI/TPI 1-2000, the national truss design standard, which is currently undergoing public review as part of the consensus development process.

- **Fire Sprinkler System for Wood Truss Floor Assemblies:** WTCA staff provided technical assistance in the development of a fire sprinkler system for concealed spaces (i.e. plenums) of wood truss floor assemblies. The **new wet pipe fire sprinkler system**, using Central Sprinkler Blazemaster CPVC piping and Central Model CCI Sprinklers, has recently received approval from Underwriters Laboratories, Inc.™ **for use in combustible concealed spaces** requiring sprinkler protection meeting the requirements of NFPA 13, Standard for Installation of Sprinkler Systems. **WTCA will assist in the marketing and promotion of this new system** via public presentations and written articles to trade, building and safety publications.



AF&PA—Allowable Stress Design Manual for Engineered Wood Construction—Metal Plate Connected Wood Truss Guideline: The ERC and WTCA staff worked on the development of a wood truss supplement for the American Forest and Paper Association's Allowable Stress Design Manual. This manual provides allowable stress design information on engineered wood design, including general design information on several engineered products, including trusses.

Papers, Articles & Documents: The following papers, articles and documents were developed during 1999:

- *Commentary for Permanent Bracing of Metal Plate Connected Wood Trusses*

- WTCA's Recommended Policy for Review of Manufactured Component Product Placement Plans for Construction Projects in Which a Professional Building Designer is Required
- "Wood Truss Considerations—Permanent Bracing," *Wood Design & Building*, January 1999
- "Responsibilities in the Construction Process Involving Metal Plate Connected Wood Trusses," ASCE, 5th Materials Engineering Congress
- "Permanent Bracing Concepts for Trusses in Post-Frame," *Frame Builder News*, June 1999
- "Permanent Bracing Concepts for Metal Plate Connected Wood Trusses," *STRUCTURE Magazine*, (submitted for publication)

ANSI Standards Update: Several members of the ERC continue their participation in the revision/reaffirmation process for ANSI/TPI 1, National Design Standard for Metal Plate Connected Wood Truss Construction, as well as the development of the joint WTCA/TPI standard, ANSI/TPI/WTCA 4-2000, Standard Responsibilities in the Design Process Involving Metal Plate Connected Wood Trusses. The public comment period for both of these standards was recently completed. Several comments have been received and all must be resolved before ANSI's Board of Standards review will grant evidence of consensus. TPI is **optimistic that both standards will be available for adoption in the year 2000.**

Design Responsibilities Issue

North Carolina: WTCA is assisting in resolution of the issue of sealed truss placement plans in North Carolina with the North Carolina Board of Examiners for Engineers and Surveyors (NCBEES). The board agreed with what is outlined in WTCA 1-1995 and formally stated their agreement in a letter to Scott Coffman, P.E., Director of Engineering at Shaw Components, WTCA and the North Carolina Department of Insurance.

Permanent Bracing Design Responsibility Issues with SEAOK: WTCA has begun a dialogue with the Structural Engineers Association of Hawaii in an effort to resolve some differences in opinion with respect to permanent bracing design responsibilities. SEAOK believes the truss designer should be responsible for designing and specifying the permanent web member bracing and the truss manufacturer should provide a "complete truss system." WTCA has provided SEAOK with several industry documents on these issues and has offered to work with them in educating their membership about trusses.

Chapter in Action

The Capital Area Chapter spent a lot of time this year working on design responsibilities issues in **Prince William County**. This is a great example of a united chapter response to an issue that resulted in a very positive industry result.

- The January chapter meeting presentation with WTCA Staff covered the current state of specifications in the area and the impact these specifications had on the expanded role of the truss manufacturer in design. The group also discussed the cost of taking on this role and the increased risk exposure they would face by doing so.
- In May, local building officials attended a truss seminar that was not done in concert with the truss industry or the local chapter, and it caused the Chief Building official of Prince William County to review the role of truss manufacturers and to force the industry to undertake responsibility for all bracing and connections which heretofore were the responsibility of the building designer/engineering or architect of record.
- This resulted in a mid-July teleconference with the chapter officers and those familiar with this situation to lay out a strategic plan to deal with the risk and work burden that this new policy would cause. The plan required that the builders and the truss manufacturers be united in approach. Several builders, however, thought that the requested responsibilities were best performed by truss manufacturers.
- The initial meeting with Prince William county officials and local builders resulted in another meeting with the local builders to gain a consensus on the best approach to be taken collectively.
- Prior to the joint meeting, another chapter teleconference was held to again define the strategy and ensure that our industry was united in the approach it was going to take.
- The September 2 meeting resulted in a successful consensus being achieved.
- This was implemented during a September 7 meeting.

Communicating Legislative Issues

Legislative Committee Mission Statement

*To make recommendations to the Board on various legislative policies that affect the truss industry. This committee will inform truss manufacturers of **key legislation** and action needed to **protect our industry**.*

The committee will work with chapters to develop a legislative network to foster change on behalf of our industry. Ultimately this work will create significant membership benefits for all WTCA members.

Committee Chair: Mary Pat Keller • Vice Chair: Steve Yoder

Important Issues & Actions Taken

Lumber Quota: This is an issue that **continues to affect everyone** in the association. **WTCA is working** to communicate our position on this issue. We believe in free trade. Government involvement is not the answer.



There are other legislative issues that need to be addressed, but the lumber quota and fire issues top the list. Members can stay up to speed on these topics through **Legislative Alerts provided as more information becomes available.**

Legislative Alerts

As issues arise, WTCA staff creates Legislative Alerts that are faxed or emailed to the association's membership. The goal of these alerts is to **communicate important issues** and **encourage membership involvement at the local level through correspondence with key legislators**. These alerts, as well as other pertinent information, are posted in the legislative section of the WTCA web site. Topics covered by legislative alerts during 1999 include:

- **Apr. 13:** U.S. Customs to Target Truss Components; Firefighters Demand Truss Labeling Laws; the Inequities and Unfairness from the U.S./Canada Lumber Agreement Continue
- **June 16:** U.S. Customs Reclassifies Two Formerly Exempt Products, Canadian Exporters Speak Out; National ID Card a Reality of the Future? Freedom and Privacy Restoration Act to the Rescue
- **July 19:** Opponents Call for Action Against the Conservation & Reinvestment Act of 1999
- **Aug. 17:** United States Government Memorandum—Quota Update; Federal Highway Administration to Propose New Limit;
- **Sept. 30:** OSHA Fall Protection Update; Are You Ready for the New OSHA Training Requirements?; Legislative News from Industry Organizations

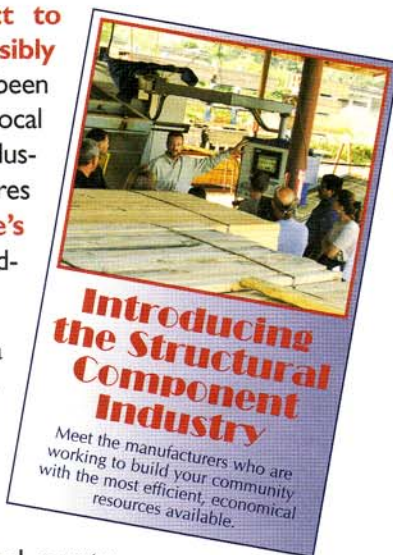
WTCA has created flow charts for communicating legislative issues at the national and local/chapter levels. Contact staff if you would like to receive a copy of these documents.

Putting a Human Face on the Component Industry

It is increasingly important to put a human face on the truss industry. As our industry grows and matures, we become more visible, primarily because we represent a change in the way construction is being done. This means that we are **subject to greater scrutiny and possibly more regulation**. This has been seen most dramatically by local communities requiring our industry to take specific measures due to the **fire service's negativity** toward the products we produce.

The only way we can have a **positive impact** on local legislation is to be involved in the process. This means holding open houses, giving seminars and tours of our operations, and attending city, township and county meetings. WTCA has created a flyer (above) introducing the structural components industry for this purpose.

The truss industry is a valuable community asset and everyone in the communities we serve needs to know us. This is why WTCA works so hard to **strengthen our chapter base** and provide the Truss Technology Workshops that educate our markets on the how's and why's of our industry. **Our future can be in our hands if we want it to be.**



Chapter Summits—NAHB's Role

At the Chapter Summits in November, **Clayton Traylor, Staff Vice President for Political Operations at the National Association of Home Builders**, will provide a session on grassroots legislative efforts. He brings a considerable amount of experience and preparation, and this is an excellent opportunity for chapter members to learn and benefit from NAHB's efforts on the local level.

National Association of Manufacturers

As a means of keeping up to date with legislative issues that directly affect manufacturers, WTCA has worked to develop a relationship with the National Association of Manufacturers, an organization that lobbies Congress on behalf of manufacturers. The following items are just a few of the benefits WTCA has gleaned from this relationship:

- Membership in NAM Associations Council
- Network of 220 Manufacturing Associations
- Briefing—NAM's weekly newsletter
- Washington Update—Monthly 1-page federal issues update
- NAM on Call

Immigration

WTCA Legal Counsel has developed a document that provides information concerning **immigration status of employees**. This document outlines the specific Do's and Don'ts that must be followed when employers seek information concerning the immigration status of their employees. **Contact staff for a copy of this document.**

Providing Solutions for the Future

BCMC Committee Mission Statement

*To provide a **diverse forum** for component manufacturers to learn about **state-of-the-art techniques** that will make their businesses more successful.*

Convention Chair

Mike Ruede

A-I Roof Trusses, Inc.

Golf Co-Chair

Roger Gibbs

Lumber Specialties, Ltd.

Tom Manenti

MiTek Industries, Inc.

Exhibits Co-Chair

Andy Schwitter

Truswal Systems Corp.

Committee Members

Mike Bugbee

Simpson Strong-Tie Co.

Jerry Vulgaris

Reliable Truss Co., Inc.

Program Co-Chair

Mary Pat Keller

Truss Components Inc.

Mike Burkhardt

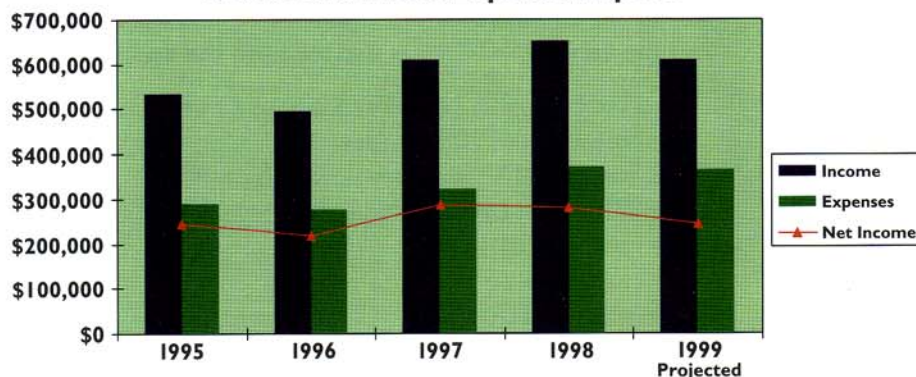
Alpine Engineered

Products, Inc.

As we approach the year 2000, many things are changing and affecting how we run our businesses. In some cases, changes are being made so quickly it seems impossible to keep up with them. This year's BCMC showed our industry **how to keep up and get ahead** of this fast changing process.

We have a tremendous amount to be proud of in our industry and **a great story to tell**. The efficiency with which we manufacture our products is the basis upon which this industry has built its success. We are continuing on the path to even greater efficiency as we strive to maintain our competitive advantages in the market. Yet we have significant room for growth. Pressure increases daily for us to assume more responsibilities and take on more risks as our industry continues to expand. BCMC gives our industry an even **greater insight** into the changes taking place, and with a perspective on "Solutions for 2000" **our businesses can only get better**.

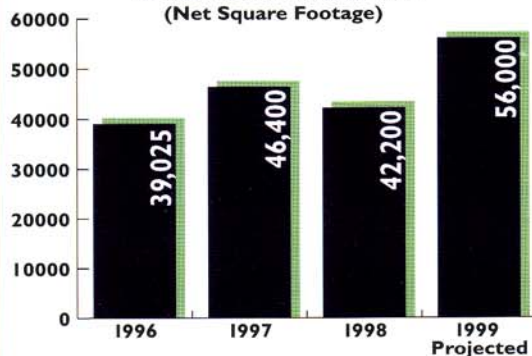
BCMC Income & Expense Report



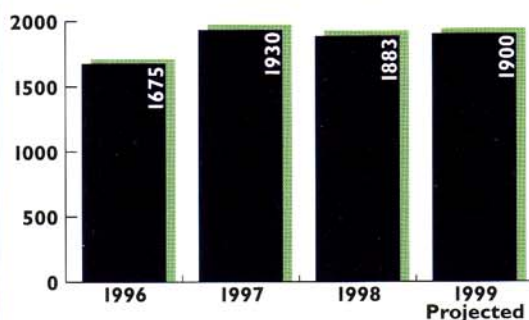
“From the kickoff golf tournament, to the educational sessions, to the machinery education/acquisition opportunities, to the personal interaction with peers, to the concluding truss plant tour(s), and so much more.... the annual BCMC is truly an experience not to miss for anyone earning their living in this industry.”

—Gary Weaver;
Timber Tech Texas, Inc.

**BCMC Exhibition Hall
(Net Square Footage)**



BCMC Attendance



BCMC 2000 Moves to the Midwest

BCMC 2000 will take place at the Midwest Express Center in Milwaukee, WI, on **October 11-13**. The recent opening of the Midwest Express Center, coupled with Milwaukee's dynamic downtown, makes Milwaukee the new Midwestern meeting destination of choice. Within walking distance of the new convention facility are unlimited amenities, including shopping, attractions, dining, nightlife, the Riverwalk, entertainment districts and professional sports—making Milwaukee the perfect place to meet! The BCMC 2000 Committee looks forward to seeing you in Milwaukee next year!

The Future of BCMC

The following is a list of the dates and locations for future BCMC shows:

2001

October 31—November 2
Louisville, KY

2002

October 16-18
Columbus, OH

2003

October 22-24
Kansas City, MO (tentative)

2004

October 13-15
Charlotte, NC

2005

October 19-21
Milwaukee, WI (tentative)

Financial Statements

Income Statement

	1/1-12/31/95	1/1-12/31/96	1/1-12/31/97	1/1-12/31/98	Projected 1/1-12/31/99
Income					
Membership Dues	\$259,970.46	\$284,010.20	\$303,464.58	\$338,471.16	\$373,701.74
WTCA Publication Sales	\$101,673.27	\$133,911.52	\$131,741.08	\$147,437.97	\$137,696.86
Truss Technician Training	—	\$13,517.00	\$30,135.00	\$85,106.56	\$83,654.05
Special Project	—	—	—	\$700.00	—
Other Income	\$68,169.75	\$119,348.75	\$140,262.90	\$181,678.97	\$147,096.87
Total Income	\$429,813.48	\$550,787.47	\$605,603.56	\$753,394.66	\$742,149.52
Expenses					
Administrative Expenses	\$182,324.89	\$195,001.28	\$212,210.04	\$207,374.64	\$204,861.99
Depreciation Expense	\$4,656.78	\$3,360.11	\$1,120.67	\$1,120.66	\$0.00
Publications	\$51,274.43	\$62,168.89	\$70,332.79	\$82,369.49	\$71,623.72
Marketing Committee	\$42,527.84	\$48,242.49	\$86,539.39	\$114,932.38	\$168,954.25
Meetings	\$6,436.72	\$10,770.01	\$15,704.87	\$30,193.25	\$33,568.98
Handbook Development	—	—	\$20,528.99	\$0.00	\$0.00
Membership	\$26,843.15	\$41,643.09	\$42,902.31	\$83,835.38	\$83,840.00
Quality Control Program	\$11,548.68	\$31,957.08	\$11,421.54	\$10,413.72	\$17,930.78
Truss Technician Training	—	\$34,463.27	\$43,759.20	\$134,404.39	\$128,651.69
Engineering Review Committee	—	—	—	\$77,238.81	\$65,289.21
Special Projects	\$65,079.30	\$113,630.86	\$182,081.94	\$191,427.95	\$162,380.25
Total Expenses	\$390,691.79	\$541,237.08	\$686,601.74	\$933,310.67	\$937,100.87
Net Operating Income (Deficit)	\$39,121.69	\$9,550.39	(\$80,998.18)	(\$179,916.01)	(\$194,951.35)

Building Component Manufacturers Conference (BCMC) — Annual Totals

	1995	1996	1997	1998	Projected 1999
Total Income All Sources	\$533,346.90	\$493,387.40	\$607,519.33	\$651,611.62	\$610,126.00
Total Convention Expenses	\$290,320.77	\$275,772.49	\$321,027.53	\$371,368.54	\$366,038.50
Net Income	\$243,026.13	\$217,614.91	\$286,491.80	\$280,243.08	\$244,087.50

Framing the American Dream (FAD) I & II — Annual Totals

	1995	1996	1997	1998	Projected 1999
Income	\$0.00	\$127,927.13	\$105,625.13	\$27,305.29	\$27,000.00
Expenses	\$130,000.00	\$227,927.13	\$105,625.13	\$27,305.29	\$27,000.00
Net Income (Deficit)	(\$130,000.00)	(\$100,000.00)	\$0.00	\$0.00	\$0.00
Net Overall WTCA Income (Deficit)	\$152,147.82	\$127,165.30	\$205,493.62	\$100,327.07	\$49,136.15

Balance Sheet

	12/31/1995	12/31/1996	12/31/1997	12/31/1998	Projected 12/31/1999
Current Assets					
Checking & Savings Accounts	\$646,075.13	\$697,049.56	\$829,258.18	\$764,686.84	\$763,664.86
Reserve Savings	\$309,485.13	\$323,285.30	\$344,626.42	\$360,979.80	\$458,893.81
Operating Accounts Receivable	\$181,286.43	\$282,935.07	\$158,903.95	\$240,947.19	\$227,595.40
A/R for Framing the American Dream	\$68,206.25	—	—	—	—
Inventory	\$6,215.30	\$20,211.96	\$16,537.89	\$37,757.15	\$39,650.50
Wood Truss Handbook Inventory	\$11,904.93	\$1,712.13	\$58,875.64	\$46,528.43	\$31,850.50
Depreciable Assets	\$5,139.44	\$2,241.33	\$1,120.66	\$0.00	\$0.00
Prepaid Expenses	\$1,273.02	\$1,536.42	\$79,857.05	\$6,345.27	\$18,650.15
Total Assets	\$1,229,585.63	\$1,328,971.77	\$1,489,179.79	\$1,457,244.68	\$1,540,305.22
Current Liabilities					
Operating Accounts Payable	\$188,009.59	\$213,257.62	\$218,007.95	\$84,673.66	\$171,979.74
Sales Tax Payable	\$0.00	\$128.98	\$0.00	\$0.00	\$0.00
Deferred Membership Dues	\$164,564.35	\$183,160.41	\$222,760.41	\$251,503.81	\$219,141.54
Funds held for Framing the American Dream	\$233,537.97	\$162,971.12	\$72,570.99	\$45,265.70	\$24,300.00
Special Funds	\$10,822.35	\$9,636.97	\$10,530.15	\$10,164.15	\$10,110.42
Total Liabilities	\$596,934.26	\$569,155.10	\$523,869.50	\$391,607.32	\$425,531.71
Fund Balance					
Balance as of January 1	\$480,503.55	\$632,651.37	\$759,816.67	\$965,310.29	\$1,065,637.36
Surplus (Deficit) 1/1 to 12/31	\$152,147.82	\$127,165.30	\$205,493.62	\$100,327.07	\$49,136.15
Net Fund Balance 12/31	\$632,651.37	\$759,816.67	\$965,310.29	\$1,065,637.36	\$1,114,773.51
Total Liabilities and Fund Balance	\$1,229,585.63	\$1,328,971.77	\$1,489,179.79	\$1,457,244.68	\$1,540,305.22



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Past Presidents

- 1983** Staton Douthit • 903/963-7975
MiTek Industries
- 1984** Ed Clark
- 1985** David Chambers • Deceased
- 1986** Tom Carbeck • Deceased
- 1987** Leonard Sylk • 609/261-4300
Shelter Systems Group
- 1988** Koss Kinser • 502/241-9456
Kintec Wood Truss Mfg., Inc.
- 1989** Rip Rogers • 713/691-6900
Trussway, Ltd.
- 1990** John Herring • 561/793-6000
A-I Roof Trusses, Inc.
- 1991** Robert Ward • 318/687-3330
Southern Components, Inc.
- 1992-93** Don Hershey • 602/872-1560
Imperial Components
- 1994** Lee Vulgaris • 508/995-1741
Reliable Truss Co., Inc.
- 1995** Pat McGuire • 219/773-3144
Borkholder Buildings
- 1996** Merle Nett • 920/565-3986
Richco Structures
- 1997** Gary Sweatt • 713/691-6900
Trussway, Ltd.
- 1998** David Gould • 207/967-0667



WTCA Hall of Fame

1986

Staton Douthit
MiTek Industries

Dr. Stanley K. Suddarth
Wood Structures Researcher,
Purdue University (Retired),
Suddarth Engineering
Consultant

1987

Dave Chambers
Tru-Truss/Imperial
Components (Deceased)

Don Percival
Small Homes Council,
University of Illinois (Retired)

1988

Don O. Carlson
Automated Builder Magazine

1989

Leonard Sylk
Shelter Systems Group

George Eberle
Lumbermate (Retired)

1990

John Mannix
Rudnik & Wolfe
(Former WTCA Legal Counsel)

Bill Alcorn
Wood Structures (Retired)

1992

Rip Rogers
Trussway

1993

Tom Carbeck
Universal Building Components
(Deceased)

1994

Michael Conforti
MiTek Industries (Retired)

1995

Don Hershey
Imperial Components

Bill McAlpine

Alpine Engineered Products
(Retired)

1996

Lee Vulgaris
Reliable Truss

1997

Kirk Grundahl
Qualtim

1998

Bob Ward
Southern Components



WTCA Headquarters

Wood Truss Council of America

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