



## President's Comments

**Kevin Mindel**

Covid-19... pretty much sums up what this last year has brought on. Who would have imagined that our world as we know it would be ground to a halt with what appeared to be a very dark and dismal future? Which ultimately would only last about 2 days, and the demand for our building products continued... While we all pulled back the reins with the thought, oh man this is going to be a rough ride, thinking how bad will it be when we hit bottom... to fast forward 14 months and the roller coaster we boarded rode a totally different track... the demand for trusses and other building products went through the roof, almost as much as toilet paper did!! The shortage of materials from both the overwhelming demand topped with labor shortages due to employee self-isolations and or full Covid shutdowns, shot prices through the roof. Throw the world logistics nightmare in the mix and man do you have the perfect storm. Lumber grew to over 4 times the cost... that's if you could find it!! Plate shortages along with price increases had us leaving no choice but to pass along those increases to the end user. Challenge after challenge was thrown at us, from frantically looking for lumber, figuring a way to pay for it, juggling shortages in plate inventories to try and build it, working hard to maintain a calm and Covid free safe work environments for our staff, even thinking outside the box with moving as many staff to work from home where possible to minimize the exposure risk at your location and the logistics of making that work and finishing with customers who being hit with drastically raising prices, explaining to them endlessly why it is what it is, and no we can't hold our price from last month, to finally worrying about if you will even get paid from a financially stretched consumer. Well, here we are, just about to come to the end of the ride, let's hope we all have hung on tight and its clear sailing flat calm track from here back to normalcy. Well, I guess we only lost one rider along the way... Richard Heida... hope you have a great well-deserved retirement.

A big Thank You to Sukh, who has diligently brought our association up to current standings and continues to work at making WWTA a stronger more respected association.

Thank You

Kevin Mindel

President- WWTA

## Treasurer's Report

**Richard Heida**

The board is pleased to submit the financial report for the Nov 19, 2019, to Dec 31<sup>st</sup>, 2020, fiscal year. We closed of the COVID 19 lockdown year with cash on hand at \$103,423.48, accounts receivables at \$ 32,798.15, total revenue of \$145, 049.47, against expenses at \$122,097.16 resulting in Net Income of \$22,952.31.

While plate poundage is up (way up) and is expected to continue to grow in 2021, overall gross revenue for our Association is expected to drop due to reduced member plant contributions (min/max rates) coupled with increased Plant Inspections related costs due to Insurance rates. As such the Board has reviewed several funding formula options and are subsequently recommending an across the board 50% Plant member fee rate hike as well as the removal of the \$190 Plant Levy fee moving forward. These measures will ensure essential 2021 Association activities/initiatives can be planned, funded and take place.

## Membership Update

This year we lost one Plant Member: Zytech Building Systems-Langley who made a strategic withdraw back to Alberta.

## Tech Committee Update

WWTABC members continue to support the Technical Meetings, chaired by David Lyall. David attends both Truss Plate Industry of Canada (TPIC) meetings every year and reports back changes planned or proposed by the committee that could affect us all. Minutes of all meetings are posted on the web site, under the “Members Only” tab. We again thank David Lyall, and Simpson Strong-Tie for the time and support in chairing this committee.

### Technical Committee Report 2020 AGM

David Lyall

Thank for the opportunity to represent the WWTABC association on the TPIC technical committee for 2020. The WWTABC technical committee met virtually on September 9, 2020. Please see the attached power point pdf for a summary of the topics discussed. Feel free to contact me at [dlyall@strongtie.com](mailto:dlyall@strongtie.com) if you have any questions on the attached power point. (PowerPoint will uploaded to the technical subfolder of wwtabc.com)

Below is a summary of current TPIC topics:

- The TPIC technical committee met virtually on May 6, 2021, to restart the process of updating the TPIC2024 document.
- Due to COVID19, the release of the NBC 2020 has been delayed until December 2021.
- The TPIC2019 document will be amended once the final version of the NBC2020 is published.

All WWTABC members are de-facto members of the Technical Committee, so anyone can participate, whether by meeting, phone, or email.

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### Education Committee Update

With the falling out with BCIT, the discussion for a Continuing Education program on Truss design has expanded to both Camosun College- Vancouver Island and Thompson River’s University- Kamloops.

The Education Committee consisting of Sukh Johal, Richard Heida, and Ed Lim decided to opt out of discussions with BCIT after receiving an ask of \$100,000 for a program startup fee followed by an annual \$100,000 per year program maintenance fee. As such several meetings and presentations have been made to Program heads of Camosun College on Vancouver Island and the Architectural and Engineering Technology program at Thompson River’s University.

Elective options within their existing Engineering programs are being contemplated and examined. The target of this initiative to create a program that:

1. Results with creating a “hit the ground running graduate” being ideally suited to a career within the truss industry.
2. Facilitates a structural engineering upgrading option for existing truss designers to enable them to understand and take on the more complex building typologies of the day (Mid-rise, Seismic code/BCBC 2019 etc.)

### BOABC update

I am pleased to state that our Association has re-established ties with the Building Officials Association of BC. and have presented “Pre-manufactured Wood Trusses- Understanding the Inspection process” at their Zone Meetings, the Fall Education conference and are slated for a speaking spot at their upcoming AGM conference.

## CWTA Report:

Barry Schick

Barry regularly attends Canadian Wood Truss Association meetings on our behalf. Here is a copy of recent notice that was distributed to members in April 2021.

Greetings from the Canadian Wood Truss Association. Who would have thought a year ago that we would still be meeting virtually, and doing business in ways we had not thought imaginable? As an industry, wood truss manufacturing continues to thrive in regions that have designated construction and manufacturing as essential, with increasing demand for our products. Driven by demand for multi-family housing, commercial developments, and warehousing, we are seeing greater challenges across the country with sourcing materials and supplies, delivery delays, workforce shortages, and new increased Health and Safety requirements. In addition, mounting lumber and related material costs, mean our budgeting and quoting is a moving target, contingent on the supply chain and manufacturing capacity. WHEW what a year

We have heard from most regions that plants have risen to the challenges and although it has meant some innovative planning and execution, most plants have been able to continue to operate well and meet consumer demand, with some regions having new manufacturers starting up.

### **S349 - National Quality Assurance Program**

The CWTA will be pursuing registration with the Standards Council of Canada (SCC) as the Certifying Body (CB) for the Truss Manufacturing National Quality Assurance Program that will ensure that all manufacturing plants are producing trusses to the minimum standard(s) as prescribed by S349.

The start-up funds required are estimated at \$180,000, with an annual program operating budget of \$495,000.

Since October of 2020, the CWTA has been looking at options for securing the start-up funds outside of industry through alternate funding sources, as well have been discussing other options within our industry to invest in the start-up.

Meetings were held with representatives from FPIInnovations, and although they are supportive of the program, they are unable to provide funding or expertise to assist with the certification process.

FPIInnovations has suggested that the CWTA look at raising funds through a levy on plates purchased from our three major plate suppliers for the start-up costs.

The CWTA will be asking the plate manufacturers if they would be willing to invest seed money; contact industry to determine if larger manufacturers would be interested in pre-paying for future inspections; and we are continuing to watch for government initiatives that we may be eligible to apply for.

The projected operating budget of \$495,000 per year is based on a fulltime Program Manager with support staff; 150 plants participating per year; and a cloud-based data management system.

The annual cost per plant \$3,500 (2 inspections per year) plus the Inspector travel expenses.

Program development - The CWTA has discussed the benefits of collaborating with all Provinces and regions that have QC programs in place and building the National Program using the best practices already available incorporating the S349 requirements, and either building on existing software or developing industry QC software.

Program implementation – The CWTA has discussed starting the program in the Western Provinces first, work out any program glitches then move East, region by region for full implementation S349 inclusion in the NBC 2025.

Timelines – Once start-up funds have been secured, it is an estimated 12 months to meet SCC requirements to become the Certifying Body. During this 12-month period, the program QC tools are developed, and Inspector Licensing requirements are developed.

Regional Inspectors – The CWTA anticipates that QC Inspectors that are currently working in the field will move to work as Inspectors for the National QC Program.

### **Manufacturiers de Structures de Bois du Québec (MSBQ)**

MSBQ officially joined the CWTA in November of 2020. The CWTA is happy to have our Quebec colleagues back as part of the National association.

MSBQ has started in September 2019 and has approximately 20 members, 60% of which are truss manufacturers. They expect to end up with 25-30 members. It is estimated that they will have 40 truss manufacturers out of 60 plants, and they are happy that all main plants are members. MSBQ has started a Quebec Truss Manufacturing QC Certification project and is working to ensure it meet S349. They look forward to participating with the National QC program.

### **Canada Wood Council**

In early March 2021, Mark Fox, Barry Schick, and Patti LeFrancois were invited to meet with Kevin McKinley, President and CEO of Canada Wood Council to provide the CWC with a brief update of what is happening in our organization and to discuss the CWC priorities and actions coming up.

The CWC is working on obtaining better data on carbon sequestration of wood and the “health” benefits of wood. Woodworks Sessions will be discussing “Wood Wellness”. Kevin discussed that we see now is anecdotal, and the governments are looking for more sustainable solutions. Kevin stressed that the future of construction in Canada is wood. We have a Wood Culture.

Kevin advised that the CWC has started working with new contacts at the Insurance Council. They are working on a pre-qualification program for the wood industry participants, with the intent of working with the insurance industry to develop a program that allows for better fiscal planning and pre-qualification to avoid project holdups.

The CWC has lost a major lumber producer member and as a result, a significant loss in revenue. To balance their budget for 2020/2021, CWC has used reserves, however moving forward, their Board has made the decision to increase the dues of non-lumber producer members from \$15,000 per year to \$20,000 beginning the 2021/2022 fiscal year. Kevin McKinley will be providing the CWTA with additional information on this increase for presentation to our members. The CWTA will be discussing this increase at the June 2021 Board Meeting.

Respectfully submitted,  
On behalf of the Board of Directors  
Canadian Wood Truss Association  
Patti LeFrancois  
Executive Secretary

## Winner's Circle

Here are the 2020 Winner's Circle recipients:

### Lower Mainland

- Alliance Truss Ltd
- B & B Truss
- Pyramid Truss

### Vancouver Island

- Atlas Truss
- Hi-Tec Industries Ltd
- Island Truss (1983)
- Pacific Truss Ltd
- Valley Building Supply- Powell River
- Victoria Truss (2007)

### Northern Interior

- Cameo Truss Ltd
- Kamloops Truss Ltd
- Northern Truss
- Skeena Truss
- Tricon Truss & Millwork Ltd
- Winton Homes Ltd.

### Southern Interior

- AcuTruss Industries (1996) Ltd-Vernon
- AcuTruss Industries (1996) Ltd-Winfield
- Alpha Truss
- Boundary Truss
- Dusk Building Systems Ltd
- Lake Country Truss Ltd
- Pacific Truss- Truline
- Salmon Arm Truss Systems Ltd.

Congratulations to all the recipients, unfortunately due to COVID 19 protocols we were not able to host a face-to-face event to celebrate this win. The Association would like to thank you Eric Popma who was able to distribute these plaques during his QC plant inspection process.

**Executive Director’s Report**

**Sukh Johal**

I have always maintained that our Industry is much more than mere Lumber, plates, labour, and a markup.

Nowadays, with innovations in our software we can provide design, load path distribution and even material take-offs to the construction industry which cannot be matched or equaled by site labour alternatives.

These capabilities are valuable to Authorities Having Jurisdiction (AHJ’s), Developers, and to the Design Community at large. But I wonder if we/our industry recognize the true value of this service and especially the monetary value of that service to the end user(s). We service a derived demand that many of you, and especially this year, are beginning to realize is an in-elastic demand. Meaning if prices go up, the volume of orders do not go down. As we continue to experience supply side price shocks on both lumber and plates, we are also beginning to realize that we are able to pass those costs increases to our customers via higher \$ Value truss quotes/order ...something to think more about!!!

On the Covid front 2020 was certainly a wake-up call to all, introspection into ourselves, into our relationships be they immediate or extended family, the health and welfare of our communities and/or work/life balance were all top of mind. Blessed with the fact that our industry fell under the “Essential Services category” our plants stayed open, payroll cheques kept going out and customer orders kept coming in.

This may have led you to higher level fundamental questions such as:

- What direction is our industry headed?
- Where and how should we be positioned?
- What other external threats are there out there that could affect us?
- How do we traverse through them?

Coincidentally many of these topical questions were scheduled to be discussed at our original April 2020 AGM in Alberta, with the theme being “Offsite Construction is it the future?” Considerable time and planning had gone into a Joint WWTA-BC & WWTA-Alberta conference/AGM. Several tours and presentation were booked where I had hoped our members would receive insight into different business models, manufacturing capabilities, and market development opportunities but of course COVID 19 but an end to that. The Registrar of Companies for British Columbia has granted us an extension to hold our 2020 AGM by Nov 1<sup>st</sup>, 2021, not sure at this time if it will be an in person or a first of its kind virtual session.



**Agenda April 15<sup>th</sup>**

9:00	Depart for ACQBuilt tour (BC only)	Sukh Johal
11:00	Return to Hotel, refresh, lunch etc.	On own
12:30	Registration	SJ & DP
1:00	Welcome and Presidents Remarks	Paul Foreman/ Kevin Mindel?
1:15	Low Rise Commercial Buildings	Reid Kelterborn (CWC)
2:30	Break	
2:45	OffSite Construction	Scott Reichenberger (MITek)
3:45	Break	
4:00	CSA Quality Standard	?
4:30	TPIC Update	David Klassen??
4:45	Industry Panel	Cross border? Others?
5:00	Conclusion	
6:00	Cocktails	
6:45	Dinner	

**April 16<sup>th</sup>**

8:00	Breakfast	
9:00	Regional Meetings Breakouts (BC only, Alb only)	Sukh Johal
10:00	Plant owners chat (BC only)	Sukh Johal
11:30	Tour- Western Archrib plant, Timber buildings etc.	SJ & DP

Cancelled due to COVID 19 restrictions.