

WISCONSIN FRAME BUILDERS ASSOCIATION

FALL NEWSLETTER – 2010

The President's Corner - Jeff Meyer

"What are you seeing out there?" or "Is business starting to pick up?" In the past three months these have been the most asked questions that I have been asked and that I have asked other builders, vendors, subcontractors, and even people in lines of work other than our building industry. I have seen a trend that has developed and it is one of sincere inquisition that I have not felt in a long time. When business is going well everybody is so enveloped in their own work and tend to let the importance of involvement pass us by. We lose a connection with our customers, our vendors, and even our competitors, all of which I believe you must maintain when making a business successful. As the building industry starts to improve and business starts to pick up, sit back and think about the extra time that you may have had to improve that relationship with your customers and even the

extra time you had to sit down and talk with your vendors to better learn about their product and the benefits associated with it. This only makes us better at what we do.

One way to continue your involvement and improve your business would be to take part in our annual events. I encourage all of our members and their employees to take an active role this year by attending at least one. The next event on the schedule is our annual conference and tour to be held in January at the Stoney Creek Inn, near Wausau. This year we have another great tour of nearby buildings and businesses. Also, back by popular demand we will be offering training seminars to better improve your business. This has been commented as one of the most useful portions of last year's conference. Please take a look at our detailed agenda and make an honest effort to attend this great event.

Finally, after many months of hard work your WFBA website has now gone LIVE. This website has been designed with all of your suggestions in mind. You should easily be able to navigate many of its useful tools including event registration forms, new membership forms, event agendas, building galleries, and much more. You will also have an opportunity to advertise your business on the home page. Talk to one of your board members to learn how. I believe this website has been a long time coming and will be a useful tool to all who use it. Please take time to check it out.

I anticipate seeing you all in January!

Jeff R. Meyer
WFBA President

21st Annual Golf Outing Another Success! - Matt Arnoldy

On August 11th, the WFBA held the 21st Annual Golf Outing at Lake Arrowhead Golf Course in Nekoosa, WI. This year we were again blessed with some great weather and a good turnout from all of our builder and supplier members. The tournament consists of four person best ball teams and was won this year by the team of Jim Dobryzynski & Pat Woodford from West Central Buildings, Tom Niska from Timber Technologies, and Karl Haase from Bay Insulation. The WFBA, along with myself, would like to say thank you to everyone who attended and sponsored this event. Because of you we continue to make it a success! If anyone has any suggestions on what we could do to make this event better please feel free to contact Matt Arnoldy at

marnoldy@metalsales.us.com or Alysa Buresh at aburesh.wfba@bloomer.net.



WFBA Tour Shaping Up - Brian Holmes

The annual Wisconsin Frame Builders Tour is scheduled for January 18, 2011 departing at 8 AM from the Stoney Creek Inn at Rothchild. The tour planning committee has been hard at work locating facilities to include on the tour. So far we have found quite a

few tour opportunities within a short drive from Rothchild. The committee will conduct a "mini scouting tour" on October 14 to help finalize the sites to be included. The tour will highlight a variety of building applications providing ideas you can incorporate into

your projects. Plan to join us during the annual tour.

Brian Holmes
Biological Systems Engineering Department
University of Wisconsin-Madison

WFBA Conference Update - David Kammel

This year's conference will highlight a variety of training and educational topics you won't want to miss. Get your company ready for the end of the recession and position your company for the economic recovery. Back by popular demand is a morning session with Carnegie Training topic "Create Strong Business Relationships" including increasing customer loyalty, creative follow up techniques, and creating an environment with customers to maintain long term relations.

Gary Auman will be with us this coming year to discuss the important issues to your business in minimizing your risks related to safety in the work place. Gary will be presenting two sessions, one covering "The importance of effective training and enforcement in safety" and "Managing subcontractors and leased employees in safety. Gary also makes himself available during the day to

discuss OSHA and other safety issues important to your company. As a designer of Post Frame building plans in Wisconsin and Minnesota, Aaron Halberg will highlight the most commonly misunderstood parts of the international building code (IBC) and point out changes of interest in the upcoming versions of the building code. You'll receive handouts with reference information you can take with you to better arm you to sell more commercial buildings in the year ahead.

Sergeant Michael Klingenberg will be presenting "Traffic safety for construction vehicles; Rules of the highway overview" Sergeant Klingenberg would prefer to prevent you from making the mistakes that might have one of his colleagues presenting you with ticket along the side of the road while making your way to the con-

struction site. So this is your chance to prevent the inconvenience and more importantly keep you and your fellow drivers' safe on the road. Dr. Gordy Jones who is also part owner of the Central Sands Dairy will share his professional and personal experiences in designing dairy farmsteads for the future. He has had the opportunity to design and build dairy farms with Fair Oaks Dairy in Indiana including his latest iteration at Central Sands Dairy. Dr. Jones will cover the design details that create a comfortable environment for cows, and are also profitable for the owner. This is your chance to take a break from business and share time with your colleagues and competitors to refresh yourself, create a positive attitude in your company, and be part of the economic recovery and a great year to come.

WWW.WISCONSINFRAMEBUILDERS.ORG

The Wisconsin Frame Builders Association website is live - go check it out!

Although long over-due, the website is up and running with most of the information that you have been asking for. At this time we are still working on updating the Engineering Corner, but will keep all the members posted with any updates.

All the necessary forms for membership and upcoming events are available as well as new pics of current member building photos. If your company is interested in having photos of your recent building projects displayed on the website or if you have any questions, concerns or comments regarding the website, please contact Alysa Buresh at the Wisconsin Frame Builders Association.