ITC 332 Report Summary

U.S. Truss and Prefabricated Panel Market by Region[i]

General Market Facts

Table 3-1
U.S. wood structural building components: Estimated production, 1997-2002

Items	1997	1998	1999	2000	2001	2002[1]
	Million dollars					
Trusses and prefabricated panels	6,006	6,528	7,544	7,822	8,487	8,953
Engineered wood products	1,540	1,618	1,855	1,842	1,785	1,767
Total	7,546	8,146	9,399	9,664	10,272	10,720

[1] 2002 data estimated from 6 month YTD data.

Source: Compiled from data submitted in response to Commission producer questionnaires.

1. In 2002, there were approximately 1,690 U.S. firms that manufactured trusses and/or prefabricated panels (wall panels and floor panels) at more than 1,800 plants.
2. During 1997-2002, production of trusses and prefabricated panels increased steadily at an estimated average compound annual rate of 9.0%. Trusses and prefabricated panels represented 80% of total production of wood structural building components in 1997, but increased to 84% in 2001 as a result of strong growth relative to EWP.
3. In 2001, **production of trusses and prefabricated panels** was an estimated $8.5 billion and **is estimated to reach $9.0 billion in 2002.**
4. Transportation--Among truss manufacturers, average haul distances showed slight year-over-year increases from 61 miles in 1997 to 67 miles in 2002, while maximum haul distances increased irregularly from 233 miles in 1997 to 253 miles in 2002.
5. Markets & Marketing Practices-- In 2001, 86% of reported truss and panel sales went to residential construction and 11% went to commercial construction. Export markets are not a significant factor for truss manufacturers.

Regional Market Facts

Table 3-2
U.S. truss and panel production: Percentages by region,[1] 1997-2002

Items	1997	1998	1999	2000	2001	2002[2]
	Percentage					
Northeast	2	2	2	5	5	5
Midwest	53	52	49	45	43	44
South	19	19	19	22	23	22
West	26	27	30	29	29	29
Total	100	100	100	100	100	100

[1] Regions correspond to U.S. Census regions as shown in figure 2-3.
[2] Based on 6 month YTD data.

Note.—Figures may not add to 100 due to rounding.

Source: Compiled from data submitted in response to Commission producer questionnaires.

***U.S. Truss and Panel Production: Estimated Sales Volume by Region 1997-2002 (Millions)**

	1997	1998	1999	2000	2001	2002
Northeast	120	131	151	391	424	448
Midwest	3,183	3,395	3,697	3,520	3,649	3,939
South	1,141	1,240	1,433	1,721	1,952	1,970
West	1,562	1,763	2,263	2,268	2,461	2,596
TOTAL	**6,006**	**6,529**	**7,544**	**7,900**	**8,486**	**8,953**

*Table was compiled by WTCA Staff with figures taken directly from the U.S. International Trade Commission Publication 3596 entitled "Conditions of Competition in the U.S. Market for Wood Structural Building Components" from ITC Investigation No. 332-4 April 2003. U.S. International Trade Commission, Washington, DC 20436, www.usitc.gov. Tables 3-1 and 3-2.

1. **During 1997-2002, the Midwest region accounted for the largest percentage of truss and panel production**. Though most housing starts are in the South, both the Midwest and West regions had larger shares of truss and panel production reflecting the high market shares of trusses in those regions as well as the low market share of trusses in the South.

2. The Midwest also accounted for the largest sales volume for truss and panel production during 1997-2002.

Regional Employment Facts

Table 3-4
U.S. truss and panel manufacturers: Average number of employees per manufacturer and rate of seasonal employment increase, by region,[1] 1997-2002

	1997	1998	1999	2000	2001	2002[2]
Northeast:						
Average no. of employees	55	62	59	77	89	95
Seasonal percent increase	40	32	25	33	34	23
Midwest:						
Average no. of employees	123	136	155	144	144	150
Seasonal percent increase	12	13	9	14	17	11
South:						
Average no. of employees	63	69	76	78	82	79
Seasonal percent increase	9	8	9	9	10	11
West:						
Average no. of employees	89	98	112	111	106	111
Seasonal percent increase	11	12	8	8	12	14
United States:						
Average no. of employees	90	99	109	109	109	112
Seasonal percent increase	12	13	10	12	15	13

[1] Regions correspond to U.S. Census regions as shown in figure 2-3.
[2] Based on 6 month YTD data.

Source: Compiled from data submitted in response to Commission producer questionnaires.

1. The average number of persons employed per manufacturer increased in all regions. On a national basis, average employment increased at an average compound annual rate of 5.6% to 112 employees per manufacturer in 2002.
2. Seasonal employment peaks were somewhat more pronounced in the Northeast than in other regions of the country.

[i] All facts taken directly from the U.S. International Trade Commission Publication 3596 entitled “Conditions of Competition in the U.S. Market for Wood Structural Building Components” from ITC Investigation No. 332-445 April 2003. U.S. International Trade Commission, Washington, DC 20436, www.usitc.gov