

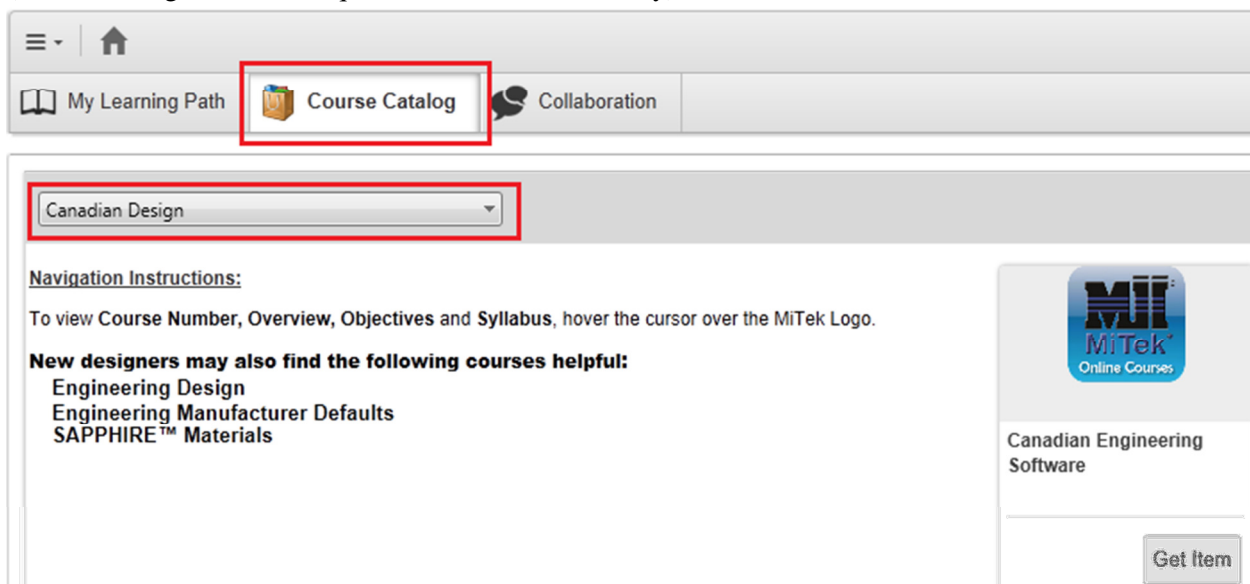
With the constant CAD / USD currency fluctuations, we have been getting more and more requests for help on selling trusses into Canada. The purpose of this article is to give you the details on how to penetrate that market option.

The reason this is an “engineering article” is because designing trusses for Canada is the most significant challenge you will face due to the difference in design philosophies between US and Canada. However we have made it easy by providing you with detailed Internet Based Training (IBT) to give you 24 hour a day, seven day a week help with that.

The first step is to get the software from MiTek Canada by contacting your MiTek salesperson and filing the Software License Agreement with MiTek Canada. To receive training on the Canadian software after you receive it, please register on our website at:

<https://login.mii.com/Account/SPLogin?targetURL=http://www.mitek-us.com/Default.aspx>

Then, in Support-Training-MiTek University-Course Catalog choose the category “Canadian Design” (additional registration is required for MiTek University)



Navigation Instructions:  
To view Course Number, Overview, Objectives and Syllabus, hover the cursor over the MiTek Logo.

**New designers may also find the following courses helpful!**

- Engineering Design
- Engineering Manufacturer Defaults
- SAPHIRE™ Materials

Canadian Engineering Software

Get Item

After going through this class, you can begin to design the trusses that can be sent to MiTek Canada via the MiTek Link website for seals just like sending trusses to your current US MiTek engineer. The only other thing that you need to do is to make sure that you obtain G90 galvanized plates for use on these trusses. The US code requires minimum G60 galvanization whereas the Canadian code requires minimum G90 galvanized plates.

You will find that there are really only a few differences in designing trusses for Canada compared to the United States and the Canadian software suite operates in the similar way as the MiTek Engineering software that you and your designers are used to. Please feel free to explore our IBT at the website above not only for Canadian software but to increase your skills on much of the US software as well.



## Selling Trusses into Canada

If you are only shipping one job to Canada, you may not want to get the software yourself and we can help with that as well. Just design the job in your US MiTek Engineering software and then send the following files to MiTek Canada and they will then create the designs for you:

- Datamover file (MDMF file) that contains your preferred inventories, available materials and preferred sort orders
- The TRE files as designed in the US software
- Sapphire Structure layout file (MMDL file)

To meet the Canadian code you will need to tell MiTek Canada the City and Province where the job will be erected. Of course you will need to provide them with your contact information: company name, address, telephone number, fax number and engineering contact name.

For additional information, or if you have questions please contact MiTek Canada Engineering or MiTek Canada Technical Support. For any billing inquiries you may have please contact your sales representative.