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BCMC 2003

www.bcmcshow.com

Seize Your Opportunity with Wall Panels by Barry Dixon, BCMC 2003 Chair

The BCMC 2003 show in Phoenix, AZ on October 8-10 will feature three educational tracks for the benefit of component manufacturers. As reported in the May issue of SBC Magazine, the first track, "[Safeguarding Your Assets](#)," will focus on how you can protect your most valuable assets. The second track will cover the different facets of wall panel manufacturing. The track's title, "Seize Your Opportunity with Wall Panels," will include three sessions given by speakers who have combined experience of more than 60 years in the wall panel manufacturing industry. The final track, covering employee relations, will be revealed in the August issue of SBC Magazine.

The first session of the track, "Breaking Into the Wall Panel Market: A Framer's Story," will be presented by Randy Johansen, President of Advanced Building and Components, Inc. Johansen has served the industry for more than 20 years. The key points of his presentation will be getting started, the next step, turning a profit and making the full commitment.

The second session, "Nuts and Bolts of Daily Wall Panel Management," will feature talking points on managing functions within a plant, taking measurements and collecting data, constraint management and when to improve capital purchases. Speaker Casey Carey, Operations Manager of Davidson Industries, Inc., will present this session on daily management. Carey has 20 years of experience in the industry.

The track's moderator is Scott Stevens, General Manager of Modu Tech. Stevens has worked in the building components industry for 18 years. In addition to serving as moderator, Stevens will present the third session in the track, entitled "Selling Wall Panels: Managing the Customer and the Process." Stevens will present talking points on the whole construction process, holding the customer accountable, protecting your profit margin and identifying the customer.

[SBC HOME PAGE](#)

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