

STRUCTURAL BUILDING COMPONENTS MAGAZINE

June/July 2004

BCMC 2004

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Seizing the Opportunities with Wall Panels: Achieving Success with Builders & Framers by Tom Manenti, 2004 BCMC Committee Chair

Wall panel manufacturing is taking the components industry—and BCMC—by storm. You can't afford to miss the 2004 BCMC Wall Panel Seminars!



The cornerstone of BCMC is education! Each year in October, we invite attendees from around the globe to spend three days learning from over 100 exhibitors and more specifically, from the educational tracks. This year's show, October 6-8 in Charlotte, NC, is keeping the harmony of that theme.

Each track is broken down into three 75-minute breakout sessions, each of which presents topics that face our industry. These topics have been suggested by you—component manufacturers—and other industry professionals. We would like to invite everyone to attend these tracks and to learn valuable information that can be applied to everyday business practices.

One of the three tracks is a re-examination of our most popular track from BCMC 2003 entitled "Seizing the Opportunities with Wall Panels: Achieving Success with Builders and Framers." The three breakout sessions within the track each briefly recap last year's sessions and then delve into new aspects of wall panel manufacturing. The value is that the presenters will build off of last year's content, addressing questions and issues they learned about at the session and provide their feedback after another year's worth of learning. All three speakers from last year are back by popular demand and return to the podium once again to share their knowledge, expertise and experience.

Session one, "Building Your Wall Panel Business from a Framer's Perspective," will be led by speaker Randy Johansen. As current president of Advanced Building & Components, Inc., and with more than 20 years in the business, Randy will examine what a framer should expect from a wall panel manufacturer, through dealing with specific field requirements, pre-construction design, in-plant production and delivery. In addition, he will provide guidance regarding what a framer should not expect from a wall panel manufacturing partner and discuss the scope of work between a framer and a component manufacturer.

"Nuts and Bolts of Daily Wall Panel Management," the second session, will be led by Casey Carey, Operations Manager for Davidson Industries, Inc. This 21-year industry veteran will offer advice on how to run an effective and efficient plant by demonstrating how to add value to your wall panels, protocol for how to design plant communication and your plant's layout. Casey will discuss measurement and data collection by teaching how to schedule and monitor plant production and develop benchmarks for measurement. Finally, he'll address constraint management issues—how to determine where bottlenecks exist and then how to improve them.

The third and final session, "Turnkey Framing: How to Effectively Manage Installed Sales," will be led by moderator/presenter Scott Stevens, General Manager of Modu Tech. Scott will provide attendees with the knowledge about running a turnkey framing operation—from plans to installed panels. With 19 years of experience, Scott has plenty of tips for turnkey success. He will start by presenting the "how-tos" of panel usage, hiring framers, sharing bottom lines and developing clarifications regarding scope of work. But he won't stop there; Scott will also talk about the estimating process and liability issues regarding terminations, lead-times, activity coordination and plan changes. During the question-and-answer portion of this session, all three speakers will be present for a roundtable discussion regarding how to effectively deal with the price volatility of raw materials such as what we faced with lumber and OSB in the past year.

The industry is constantly evolving, so check out these sessions at BCMC 2004 and keep meeting and exceeding your customers' expectations!

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The mission of Structural Building Components Magazine (SBC) is to increase the knowledge of and to promote the common interests of those engaged in manufacturing and distributing of structural building components to ensure growth and continuity, and to be the information conduit by staying abreast of leading-edge issues. SBC will take a leadership role on behalf of the component industry in disseminating technical and marketplace information, and will maintain advisory committees consisting of the most knowledgeable professionals in the industry. The opinions expressed in SBC are those of the authors and those quoted solely, and are not necessarily the opinions of any of the affiliated associations (SBCC, WTCA, SCDA & STCA).