

October 12-14, 2005  
Midwest Airlines Center  
Milwaukee, WI

RIDING ON TRADITION  
AND INNOVATION



BCMC

2005

To All BCMC Exhibitors:

Thank you for exhibiting and taking part in this year's BCMC. The 25<sup>th</sup> anniversary of the show proved to be our best show ever. I hope you had a successful show, enjoyed the week's festivities, and got a chance to meet friends both old and new. From all the activity I saw on the show floor, it's clear that BCMC is the premiere venue for exhibitors to showcase their products and update component manufacturers on the latest industry advancements.

I was struck by the high level of technology on the show floor this year. This is a time in the building components industry when it's particularly important to keep raising the bar on automation and technology. As an exhibitor, you are the driving force in showing component manufacturers how they can optimize their use of technology to advance their operations and, in turn, the industry as a whole. As I look back over the almost two decades that I've worked in this industry, I see that advances in automation have elevated us from fledgling manufacturers to real players in the construction industry.

I invite and encourage you to continue participating in industry events throughout the year. WTCA's Open Quarterly Meetings provide the opportunity for you to get to know the industry better and develop relationships with component manufacturers. Getting involved in WTCA events also gives you the chance to offer input in areas of interest to you and help current and potential customers continue to raise the bar on excellence.

Again, thank you for being a part of BCMC. I look forward to seeing you next year!

Sincerely,

Don Groom • 2005 BCMC Chair • 2006 WTCA President





2005 WINNERS!



Many thanks to this year's  
BCMC Bowl Sponsors!

# BCMC BOWL



Doug Folker of Robbins Engineering, Inc. presents John VanRemortel (Richco Structures) and Randy Thurm (Engineered Building Design) with their Robbins Engineering jackets.



Kelly Sias of Simpson Strong-Tie Co. awards Bill Graber (Graber Post Building, Inc.) his new Simpson Gold Putter.



Chip Dean of MiTek Industries, Inc. congratulates Dave Motter (Tri-County Truss) for winning a MiTek jacket.



Steve Hanek of USP Structural Connectors presents Michael Beebe (Reno Truss) with a new digital camera.



Randy Fitzgerald of Maximizer Technologies, LLC (a Component of The Fitzgerald Group, LLC) awards a new golf shirt to one lucky BCMC Bowl winner.



Valerie Cairns of Truswal Systems Corp. congratulates Brad Mertz (Select Trusses & Lumber, Inc.) for winning the Kodak Digital Photo Studio.



Brian Borchers of Alpine Engineered Products presents Mark Stavenjord (Spenard Builders Supply) with his new iPod.



Suzi Grundahl of BCMC staff presents a check for \$500 to Sylvan Schlabach (Engineered Building Design).

BCMC 2006 ★ OCTOBER 4-6 ★ FORT WORTH, TX

Mark Your Calendars!

**BIGGER & BETTER** *in Texas*

"Every year our experience at the BCMC continues to be more successful. BCMC is consistently working towards improvements to help not only the exhibitors but the attendees to be successful together. We now consider October to be the start of the year at Hundegger because the BCMC is when things REALLY get busy again. Thanks BCMC...and as always put us down for next year!"  
Mr. Steve Shrader, Hundegger USA, LC

[www.bcmcshow.com](http://www.bcmcshow.com)

608/268-1161, ext. 9

BUILDING COMPONENT MANUFACTURERS CONFERENCE

**HAPPY HOLIDAYS!**





## A NEWCOMER'S PERSPECTIVE ON BCMC

By Emmy Thorson-Hanson

Horse shows. For a horse person, they are the reason we work so hard year round, day in and day out. When show season comes along, it's time to show what we've accomplished. Shows are anywhere from three to ten days, during which it is non-stop stress, intensity, pressure to perform and just pure excitement. However exhausting and grueling horse shows are, we live for them because we thrive in that type of environment. And somehow working 17 hours with minimal down time for days on end is something to be eagerly anticipated, not dreaded. I never thought I would find anything that could compare to a horse show...but I have. BCMC. Just as the excitement from a horse show lasts long after the last class, the thrill of BCMC has stayed with me. I'd like to share what it is about the show that compares to a horse show.



WOW. That is the word that comes to mind when I think of my first BCMC experience. I never could have imagined just how wonderful it is. Seeing the hard work and long hours that the BCMC Committee and staff put in months prior to the show, I was eager to see what warranted such colossal effort. I had no doubt it would be a conference like no other, but I could never have imagined just how spectacular it would be. But spectacular is what you get when there are dedicated people working around the clock to put on a world-class show. It was astonishing to see everyone work with such passion to make this show as perfect as possible. And now I understand why they are able to do that: because BCMC truly is a one-of-a-kind event. And every minute of work they put in was well worth it, because the end product was phenomenal.

There is no way to explain the sheer, raw energy that was just floating in the air.

I had seen pictures of previous shows, and they all looked impressive, but it didn't come close to being there in real life. There is no way to explain the sheer, raw energy that was just floating in the air. Every person at the conference—be it BCMC staff, exhibitors or attendees—was excited to be there. For the staff and committee, the show was the culmination of a whole year of hard work, energy and time. For exhibitors, BCMC was an opportunity to showcase what they've got and present what they can offer. Their booth displays were elaborate and no effort was spared or detail forgotten in their exhibit. To have so many suppliers in one place was amazing. For attendees, BCMC was an intense few days with endless possibilities. It was an opportunity to compare notes with peers, to talk and receive feedback from colleagues, and to acquire bundles of new information (not to mention all the prizes and gifts!). Whoever you are, BCMC was an exhilarating experience!

To me the best thing about BCMC was the atmosphere. As a BCMC staff member, I talk to many people on the phone, but I don't see many faces. So I enjoyed meeting the people that I have gotten to know over the phone. Everyone I met treated me like family. To have that kind of familiarity with people you have not previously met face-to-face is a rare thing, and something to be appreciated.

My first BCMC experience was one I will never forget. I feel lucky to have been able to be a part of it, even in a small way. To be in the presence of such wonderful people is a blessing, and to work with them every day is a privilege. I am proud to be involved in such a wonderful industry. **SBC**



## BCMC SHOW STATS AT A GLANCE

	2001	2002	2003	2004	2005
Total Attendee Breakdown: Companies	343	398	494	537	502
Total Attendee Breakdown: Locations	424	511	633	727	676
Total Attendee Breakdown: Individuals	955	1175	1458	1670	1686
CM Attendee Breakdown: Companies	292	350	437	476	445
CM Attendee Breakdown: Locations	370	463	574	661	614
CM Attendee Breakdown: Individuals (not inc. spouses)	839	1046	1241	1482	1487
Exhibitor Breakdown: Companies	108	119	118	137	155
Exhibitor Breakdown: Locations	244	246	278	313	321
Exhibitor Breakdown: Individuals	620	683	783	1023	976
<b>Total Individuals at BCMC</b>	<b>1575</b>	<b>1858</b>	<b>2241</b>	<b>2693</b>	<b>2662</b>





## BCMC EDUCATIONAL SESSIONS

Attendees showed up in full force at this year's educational sessions. Each of the three tracks featured three speakers, who in turn covered a specialized sub-topic.

The first track concentrated on "Building Relationships for Business Growth." Mike Ruede (California Truss Company) spoke about the importance of training, communication and leadership, as well as how to manage conflict. Joe Hikel (Shelter Systems Limited) addressed the value of customer relationships and ways to

ensure good customer relations. Craig Plummer (Huskey Truss & Building Supply) gave insight on how to make change a positive and exciting experience for everyone involved.

**"The sessions were great because the speakers based their presentations on real life experience."**

—Jake Myers, Keystone Truss

Attendees learned "Ideas For Understanding Your Manufacturing Costs" in the second track. The importance of knowing your market, your process and plant equipment to help define your personal costing method was covered by Jim Finkenhoefer (Truss Systems). Kendall Hoyd (Idaho Truss & Component Co.) gave ideas on costing framework and discussed a variety of different costs including direct, driven, attributable and overhead costs. Scott Arquilla (Best Homes, Inc.) presented a summary of the Houlihan system, a costing method based on time and motion studies that his company has used since 1998.

In the third track, attendees got insight on "Quick Response Manufacturing (QRM)." The speaker was Frank Rath (Center for Quick Response Manufacturing, University of Wisconsin-Madison). Frank discussed the impact of using lead time reduction in all areas of an organization. Panelists in this track were Rick Parrino (Plum Building Systems) and Steve Stroder (Carter-Lee Building Components), who helped Rath relate the QRM concepts to component manufacturers' operations.

**"The Quick Response Manufacturing track was helpful in defining our current manufacturing process, and determining what we could do to make it better in the future."**

—Paul Werner, Automated Products Inc.

Did you have a hard time choosing between tracks? Were you unable to attend all the sessions that you were interested in? If you missed a session that really intrigued you or even if you are just interested in viewing the presentations, you still have a chance! The PowerPoint® presentations are now available at no charge on the BCMC web site at [www.bcmcsow.com](http://www.bcmcsow.com). **SBC**



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joewilhelm@quadro.net  
www.trustrailer.com



*See ad on page 57.*



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cwebb@anthonyforest.com  
www.anthonyforest.com

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Contact: Ms. Jean Farley  
Phone: 814/834-4470  
cnare@alltel.net  
www.advancedrecyclingequip.com

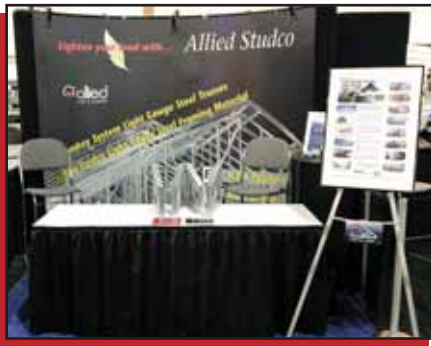


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jregister@archchemicals.com  
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gary@alpeng.com  
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*See ads on pages 23, 50-51.*



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Phone: 312/466-4500  
deannak@blochlumber.com  
www.blochlumber.com

**ANASCO INC.**

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deans@ANASCO.com  
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Phone: 770/221-2540  
mhhempel@bluelinxco.com  
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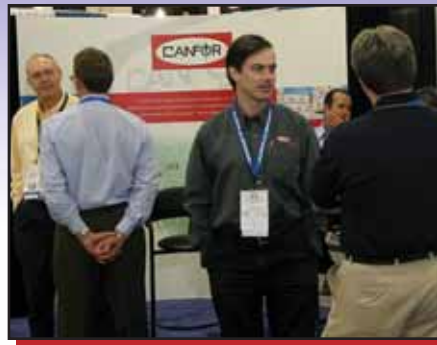
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### SBC Silver Advertiser

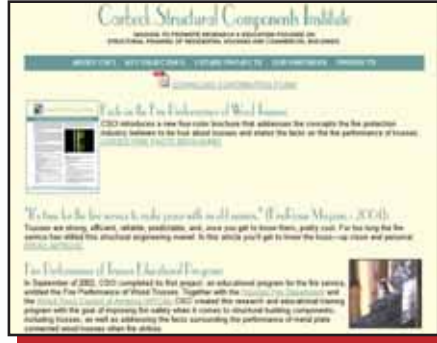
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frank.turnbull@canfor.com  
www.canfor.com



### Buchanan Lumber Sales

Contact: Mr. Pino Pucci  
Phone: 807/343-6385  
pino@bls-tb.com  
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rmitvalsky@buildersautomation.com  
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### Cargotec, Inc.

Contact: Ms. Katherine Warner  
Phone: 419/482-6000  
katherine.warner@hiab.com  
www.hiabus.com

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### SBC Bronze Advertiser

### BuildersCAD

Contact: Mr. Ed Gilmore  
Phone: 706/797-3119  
ed.gilmore@bcadservices.com



### Carolina Strapping & Buckles Company

Contact: Ms. Suzanne Landis  
Phone: 704/349-0000  
slandis@carolinastrapping.com  
www.carolinastrapping.com

See ad on page 15.

### Canadian Engineered Wood Products

Contact: Ms. Johanne Bolduc  
Phone: 514/871-2120  
johanne@cewp.ca



### Clark Industries Inc.

Contact: Mr. Jack Schulz  
Phone: 417/235-7182  
jack@clark-ind.com  
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### Combilift Ltd.

Contact: Ms. Carla O'Neill  
Phone: +353 47 80500  
info@combilift.com  
www.combilift.com



### Cresswood Recycling Systems

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Contact: Mr. Edward G. Joseph  
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### Component Risk & Safety Services

Contact: Mr. Mike Dyer  
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MikeD@ComponentRisk.com  
www.ComponentRisk.com



### SBC Gold Advertiser

### Eagle Metal Products

Contact: Mr. Thomas F. Whatley, II  
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twhatley@eaglemetal.com  
www.eaglemetal.com

See ad on page 83.

### Cordstrap USA Inc.

Contact: Mr. Andre Van Hoonaar  
Phone: 262/898-6670  
sales.mw.usa@cordstrap.net  
www.cordstrap.com

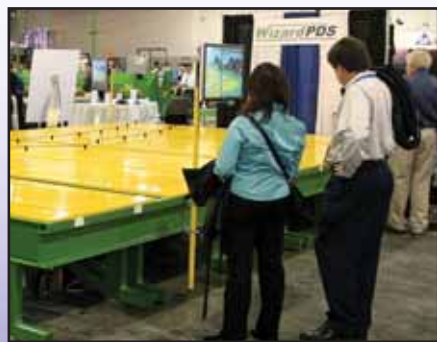


### Easifile Corporation

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Phone: 949/855-4121  
bbarrett@easifileusa.com  
www.axcessusa.com

### Coronis Building Systems, Inc.

Contact: Mr. Emanuel A. Coronis  
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mitch@eidemachinery.com  
www.eidemachinery.com

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**Elliott Equipment Company**

Contact: Mr. Jim Glazer  
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jimglazer@elliottequip.com  
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**Georgia-Pacific Corporation**

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**Falcon Lumber Ltd.**

Contact: Mr. Michael Case  
Phone: 416/481-5246, x233  
mikecase@falconlumber.com  
www.falconlumber.com



**Gilman Building Products, LLC**

Contact: Mr. Craig Hall  
Phone: 904/548-1000  
craighall@gilmanbp.com



**FastenMaster**

Contact: Ms. Christine Tappe  
Phone: 413/786-0252  
ctappe@olyfast.com  
www.FastenMaster.com



**Grecon Dimter-  
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larryc@weinigusa.com  
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**Finnforest USA-  
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Contact: Mr. James R. Gilleran  
Phone: 586/296-8770, x105  
jgilleran@finnforestus.com  
www.finnforestus.com



**GRK Fasteners**

Contact: Ms. Angie Whittington  
Phone: 807/474-4300  
angie.whittington@grkfasteners.com  
www.grkfasteners.com



See ads on pages 19, 74.

**Fort Worth Convention  
& Visitors Bureau**

Contact: Ms. Heather Huhn  
Phone: 817/698-7833  
heatherhuhn@fortworth.com  
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**Hardy Frames, Inc.**

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kcooling@holmesmurphy.com  
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**Intelligent Building  
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carlschoening@truswal.com  
www.truswal.com



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**HOLTEC (USA)  
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info@holtecusa.com  
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dannyh@strucsoft.ca  
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**Jager Building  
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Phone: 905/951-7477, x276  
npetyashina@  
jagerbuildingsystems.com

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**Hundegger USA, LC**  
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Phone: 435/654-3028  
steve@hundeggerusa.com  
www.hundeggerusa.com



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**Josef Kihlberg of  
America, Inc.**  
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www.kihlberg.us

**Hydrotex**  
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Phone: 972/389-8500  
bhiggins@hydrotexlube.com  
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www.keymark.com

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**Klaisler Manufacturing Corp.**

Contact: Mr. Brent Davis  
Phone: 877/357-3898  
brent@klaisler.com  
www.klaisler.com



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**Lamco Forest Products**

Contact: Mr. Paul Reid  
Phone: 418/679-2647, x231  
preid@pflamco.com  
www.lamcoforest.com

**Koorsen Manufacturing, Inc.**

Contact: Mr. John R. Koorsen  
Phone: 641/752-1316  
koorsenmfg@msn.com



**Laminations, Inc.**

Contact: Mr. Gary Borgia  
Phone: 570/343-7921  
gary.borgia@laminations.com  
www.laminations.com

**Kruger Inc.**  
Contact: Mr. Gino Bifulco  
Phone: 514/343-3206  
gbifulco@kruger.com



**LMC - Lumbermens Merchandising Corp.**

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Phone: 925/337-4162  
ssias@lumbermens.com  
www.lmc.net

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**Lacey-Harmer Company**

Contact: Ms. Judy Cope  
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jcope@laceyharmer.com  
www.laceyharmer.com



**Lignum Forest Products LLP**

Contact: Mr. Chuck Murdoch  
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cmurdoch@lignumfp.com  
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Phone: 573/736-2966  
lee@rollerbed.com  
www.rollerbed.com



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**LP (Louisiana-Pacific)**

Contact: Ms. Pam Hannon  
Phone: 615/986-5600  
Pam.Hannon@LPCorp.com



### LRC Products

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Phone: 574/267-6561  
curtis.barkey@lrcproducts.com  
www.lrcproducts.com



### McGinnis Saw Service Inc.

Contact: Mr. Bill Arnott, Sr  
Phone: 928/632-9405  
blades3@mindspring.com  
www.mcginissawservice.com

### Lumber-Net

Contact: Mr. John A. Bartucz  
Phone: 507/319-8476  
jbartucz@lumber-net.com  
www.lumber-net.com



### Metriguard, Inc.

Contact: Mr. Daniel A. Uskoski  
Phone: 509/332-7526, x102  
duskoski@metriguard.com  
www.metriguard.com

### M & O Products, Inc.

Contact: Mr. John Matson  
Phone: 608/742-6565  
johnm@matrexmold.com  
www.griphclip.com



### Metropolitan Lumber Company

Contact: Mr. James Brown  
Phone: 630/990-2400  
jbrown@metrolumberco.com  
www.metrolumberco.com

### SBC Gold Advertiser

### Mango Tech USA

Contact: Mr. Ken Hawkins  
Phone: 613 9532 6072  
ken@mangotech.com  
www.mangotech.com.au



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See ads on pages 2-3, 55, 59, 63.

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Phone: 314/434-1200  
mklein@mii.com  
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Contact: Mr. Randall L. Fitzgerald  
Phone: 719/528-5445  
randy@maximizertechnologies.com  
www.maximizertechnologies.com



See ad on page 68.



### MiTek Industries, Inc. Wall Panel Division - "PCS"

Contact: Mr. James Oakley  
Phone: 573/441-1081  
Joakley@mii.com  
www.mii.com



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See ad on back cover.

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**MSR Lumber Producers Council**

Contact: Ms. Kathy James  
Phone: 888/848-5339  
msrlpc@msrlumber.org  
www.msrlumber.org



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**Multinail**

Contact: Mr. Trent W. Taylor  
Phone: 616/585-3400  
ttaylor@multinail.com.au  
www.multinail.com



**New South**

Contact: Mr. Mitchell Frye  
Phone: 843/236-8412  
cmf@newsouthcompanies.com  
www.newsouthonline.com



**Nordic Engineered Wood**

Contact: Ms. Karen Jakubonis  
Phone: 866/817-3418  
info@nordicewp.com  
www.nordicewp.com



**North Star Forest Materials**

Contact: Mr. Dennis Fahey  
Phone: 651/644-9807, x2706  
dennisf@weekesforest.com  
www.weekesforest.com

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**NUCONSTEEL**

Contact: Ms. Lindsey Rushing  
Phone: 940/891-3025  
lrushing@nuconsteel.com  
www.nuconsteel.com



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**Open Joist 2000 Inc.**

Contact: Mr. Michel Beauchamp  
Phone: 514/952-3945  
mike@openjoist2000.com  
www.openjoist2000.com



See ad on page 15.

**SBC Bronze Advertiser**

**OptiFrame Software**

Contact: Ms. Katie Bassani  
Phone: 303/723-2195  
kbassani@optiframe.com  
www.optiframe.com



See ad on pages 12-13.

**Pacific Automation**

Contact: Mr. Amir Ahmadi  
Phone: 403/279-2128  
aahmadi@pacificaautomation.ca





### Packaging Incorporated

Contact: Ms. Michelle Tragner  
Phone: 952/935-3421  
mtragner@packagingincorporated.com  
www.packagingincorporated.com



### Pennsylvania Lumbermens Mutual Insurance Co.

Contact: Ms. Ellen McGurrin  
Phone: 215/625-9233, x680  
emcgurrin@palumbermens.com  
www.palumbermens.com



### Palfinger North America

Contact: Ms. Kristi Kranevick  
Phone: 905/374-3363  
ysselidk@palfinger.on.ca  
www.palfinger.com



### PFP Technologies

Contact: Mr. John Forlani  
Phone: +61/8 9 249 4542  
johnf@pfptech.com.au  
www.pfptech.com.au



### Panel Systems Inc.

Contact: Mr. Ken Boettcher  
Phone: 541/343-2776  
kencpa@bossig.com



### SBC Gold Advertiser

### Pratt Industries

Contact: Mr. Danilo Claveria  
Phone: 727/584-1414  
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www.prattinc.com



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### SBC Gold Advertiser

### Panels Plus

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www.panplus.com



See ad on page 62.

### SBC Silver Advertiser

### Precision Equipment Manufacturing

Contact: Mr. Bill Adams  
Phone: 701/237-5161  
bill@precisionequipmentmfg.com  
www.mfg.precisionequipmentmfg.com



### SBC Silver Advertiser

### Paslode

Contact: Mr. Pat Ryan  
Phone: 847/634-1900  
pat.ryan@paslode.com  
www.paslode.com



### Princeton Delivery Systems Inc.

Contact: Ms. Stacey Denney  
Phone: 614/834-5000  
stacey.denney@piggy-back.com  
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**Robbins  
Engineering, Inc.**  
Contact: Mr. Doug Folker  
Phone: 813/972-1135, x268  
dfolker@robbseng.com  
www.robbseng.com



See ad on page 67.

**Robbins Lumber**  
Contact: Mr. Greg Hellman  
Phone: 813/971-3040  
ghellman@robbslumber.com  
www.robbslumber.com



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**Runnion Equipment/  
Tadano**  
Contact: Mr. Patrick Runnion  
Phone: 708/447-3169  
pmrunnion@aol.com  
www.runnionequipment.com



**Safety J, Inc.**  
Contact: Mr. George P. Hill  
Phone: 877/277-7100  
procrane@verizon.net  
www.safety-jhook.com



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**Safety Speed Cut  
Manufacturing**  
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Phone: 763/755-1600, x15  
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Systems, Inc.**  
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Phone: 404/816-0599  
alan@probuild.com  
www.probuild.com



**Progressive  
Solutions Inc.**  
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info@progressive-solutions.com  
www.progressive-solutions.com

**Rayonier Wood  
Products**  
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Phone: 912/367-1571  
bill.richardson@rayonier.com  
www.rayonier.com

**Renaissance  
Technology LLC**  
Contact: Ms. Kris Alberti  
Phone: 800/201-1992  
kris@vib.tv  
www.ren-tech.net

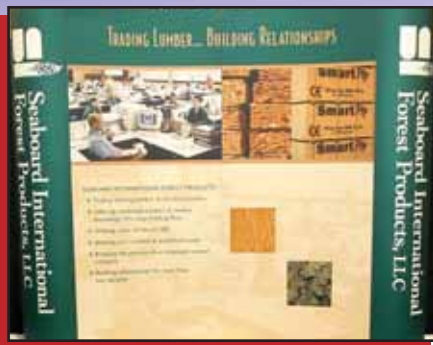


**Rex Lumber & North  
Florida Lumber**  
Contact: Mr. Tracy D. Daniels  
Phone: 850/263-2056, x230  
TDATREX@hotmail.com



**Seaboard  
International Forest  
Products LLC**

Contact: Mr. John B. Heroux  
Phone: 603/881-3700, x203  
john.heroux@fctg.com  
www.sifp.com



**Sirak-Moore Insurance  
Agency, Inc. Building  
Components Division**  
(WTCA Insurance  
Broker Expert Partner)  
Contact: Mr. Tim Melhus  
Phone: 330/867-7300 x 30  
timm@sirakfinancial.com  
www.sirakmoore.com

**Sellick Equipment Ltd.**

Contact: Mr. Dell White  
Phone: 519/738-2255, x229  
dellwhite@sellickequipment.com  
www.sellickequipment.com



**SBC Silver  
Advertiser**

**SL Laser Systems LP**

Contact: Mr. John Ridgway  
Phone: 704/561-9990  
jridgway@sl-laser.com  
www.sl-laser.com

*See ad on page 84.*

**Senco Products, Inc.**

Contact: Ms. Debbi Ulmer  
Phone: 513/388-2088  
dulmer@senco.com  
www.senco.com



**Smart-Evolution**

Contact: Mr. Pierre Martel  
Phone: 450/347-1121  
pierre@smart-evolution.com  
www.smart-evolution.com

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**SFS intec, Inc.**

Contact: Ms. Carol Salum  
Phone: 610/790-2660  
scar@sfsintec.biz  
www.sfsintecusa.com



*See ad on page 86.*



**SpaceJoist TE, LLC**

Contact: Mr. Roger J. Gibbs  
Phone: 563/875-9095, x112  
rgibbs@mwci.net  
www.spacejoist.com

**SBC Gold  
Advertiser**

**Simpson Strong-Tie Co.**

Contact: Ms. Frankie Emerson  
Phone: 925/560-9000  
femerson@strongtie.com  
www.strongtie.com



*See ad on page 53.*



**SPIDA Machinery  
2000 Ltd.**

Contact: Ms. Dale Still  
Phone: 011/64-7-350-1590  
dale@spida.co.nz  
www.spida.co.nz



### Spotnails Inc.

Contact: Ms. Candace Mortensen  
Phone: 847/259-1620  
cmortensen@spotnails.com  
www.spotnails.com



### Strap & Wrap

Contact: Ms. Gerrie Hubbs  
Phone: 704/662-9435  
info@strapandwrap.com  
www.strapandwrap.com

### Stanley Bostitch

Contact: Ms. Debbie Richard  
Phone: 401/884-2500  
drichard@stanleyworks.com  
www.bostitch.com



### Structural Building Components Magazine

Contact: Ms. Melinda Caldwell  
Phone: 608/310-6706  
mccaldwell@sbcmag.info  
www.sbcmag.info

### Steel Truss & Component Association

Contact: Ms. Barb Speer  
Phone: 608/268-1031  
bspeer@steeltruss.org  
www.steeltruss.org



### Structural Component Distributors Association

Contact: Mr. Ryan Dexter  
Phone: 608/271-1176  
rdexter@scda.info  
www.scda.info

### SBC Gold Advertiser

### Stiles Machinery, Inc.

Contact: Mr. Dennis Stephen  
Phone: 616/698-7500, x214  
dstephens@stilesmachinery.com  
www.stilesmachinery.com



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### Summit Forest Products Inc.

Contact: Mr. Jason Halmay  
Phone: 514/745-1331  
jason@summitforest.ca

### SBC Bronze Advertiser

### Stoll Trailers, Inc.

Contact: Mr. Bradley W. Stoll  
Phone: 864/446-2121  
stolltrailer@wctel.net  
www.stolltrailers.com



### Sunbelt Storage Systems

Contact: Ms. Alana Franco  
Phone: 770/569-2244, x215  
Alana@SunbeltRacks.com  
www.SunbeltRacks.com



### Superior Wood Systems, Inc.

Contact: Mr. John Reid  
Phone: 715/392-1822  
jreidsws@centurytel.net  
www.swi-joist.com



### Tampa International Forest Products, Inc.

Contact: Mr. Aaron Babcock  
Phone: 813/880-7300  
Aaron.Babcock@fctg.com  
www.tifp.com



### Swanson Group Inc.

Contact: Mr. Bob Maurer  
Phone: 541/832-1190  
bobm@swansongroupinc.com  
www.swansongroupinc.com



### Tembec Inc.

Contact: Mr. Jean-Luc Carriere  
Phone: 647/388-1254  
jean-luc.carrier@tembec.com  
www.tembec.com



### SBC Silver Advertiser

### Temple-Inland Forest Products

Contact: Ms. Susan Childers  
Phone: 936/829-5511  
susanchilders@templeinland.com  
www.temple.com



See ad on page 77.

### Teuteberg, Inc.

Contact:  
Ms. Linda M. LeCoulter  
Phone: 608/850-5710  
lindal@teuteberg.com  
www.teuteberg.com



### T. R. Miller Mill Co., Inc.

Contact: Mr. Robbie Floyd  
Phone: 251/867-4331  
rfloyd@trmillermill.com  
www.trmillermill.com



### Tamlyn & Sons

Contact: Mr. Miguel Gonzales  
Phone: 281/499-9604  
mgonzales@tamlyn.com  
www.tamlyn.com



### SBC Bronze Advertiser

### The Gripper Truss Hook mfg by Neufab Specialty Fabricators

Contact: Mr. Roy Neufeldt  
Phone: 651/388-4347  
info@gripperhook.com  
www.gripperhook.com



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**SBC Gold  
Advertiser**

**The Hain Company**

Contact: Mr. Dan Martin  
Phone: 530/295-8068  
sales@haincompany.com  
www.haincompany.com



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**SBC Gold  
Advertiser**

**The Koskovich  
Company**

Contact: Ms. Linda Rauch  
Phone: 507/286-9209, x104  
lindar@omnisaw.com  
www.omnisaw.com



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**Timber Products  
Inspection, Inc.**

Contact: Mr. Jason Robison  
Phone: 770/922-8000, x317  
jrobison@tpinspection.com  
www.tpinspection.com



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**SBC Gold  
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**Tolleson Lumber  
Co., Inc.**

Contact: Mr. Kim Runge  
Phone: 478/987-2105  
krunge@tollesonlumber.com  
www.tollesonlumber.com

**SBC Silver  
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**Triad/Merrick  
Machine Company**

Contact: Mr. Lowell Tuma  
Phone: 308/384-1780, x133  
lowellt@merrickmachine.com  
www.triadruvo.com



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**Trus Joist –  
A Weyerhaeuser  
Business**

Contact: Mr. Glen Hasenyager  
Phone: 208/364-3600  
glen.hasenyager@weyerhaeuser.com  
www.trusjoist.com



**Todd Drummond  
Consulting**

Contact: Mr. Todd Drummond  
Phone: 603/763-8857  
todd@todd-drummond.com  
www.todd-drummond.com



**Truss Plate Institute**

Contact:  
Mr. Michael A. Cassidy  
Phone: 703/683-1010  
mcassidy@tpinst.org  
www.tpinst.org

**Tolko Industries Ltd.**

Contact: Mr. Lance Loose  
Phone: 250/545-4411  
lance\_loose@tolko.com  
www.tolko.com



**SBC Gold  
Advertiser**

**Truswal Systems  
Corporation**

Contact: Ms. Valerie Cairns  
Phone: 817/633-5100, x209  
valeriecairns@truswal.com  
www.truswal.com

See ad on pages 78-79.



**SBC Silver  
Advertiser**

**Tryco/Untha  
International, Inc.**

Contact: Mr. Kent West  
Phone: 217/864-4541  
tryco@midwest.net  
www.tryco.com



*See ad on page 22.*



**Virtek Vision  
International Inc.**

Contact: Mr. Ed Bianchin, PEng.  
Phone: 519/746-7190, x271  
ed.bianchin@virtek.ca  
www.virtekvision.com

**SBC Gold  
Advertiser**

**Turb-O-Web USA, Inc.**

Contact: Mr. John Griffith  
Phone: 888/887-2693  
john@turb-o-web.com  
www.turb-o-web.com



*See ad on page 56.*



**Vision Financial  
Group**

Contact: Ms. Rebecca Zigmond  
Phone: 412/539-1500, x213  
becky@vfgusa.com  
www.vfgusa.com

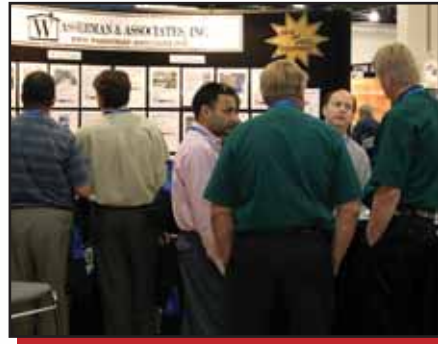
**SBC Gold  
Advertiser**

**USP Structural  
Connectors**

Contact: Ms. Kelley Fontaine  
Phone: 507/364-5425  
kfontaine@USPconnectors.com  
www.uspconnectors.com



*See ad on page 71.*



**Wasserman &  
Associates, Inc.**

Contact: Mr. Rod Wasserman  
Phone: 800/382-0329  
rodwass@aol.com  
www.wasserman-associates.com

**SBC Gold  
Advertiser**

**Viking ADT LLC**

Contact: Ms Sybil Bohnett  
Phone: 800/328-2403  
sybilb@vikingeng.com  
www.wallpanelassembly.com



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**SBC Bronze  
Advertiser**

**WEIMA America, Inc.**

Contact: Ms. Vikki Van Dam  
Phone: 803/802-7170, x11  
vikki.vandam@  
weimaamerica.com  
www.weimaamerica.com

*See ad on page 56.*

**Viking Forest Products**

Contact: Mr. Greg Carlson  
Phone: 952/941-6512  
greg.carlson@fctg.com  
www.vikingforest.com



**West Fraser  
Sales Ltd.**

Contact:  
Mr. Brett A. Cross, C.E.T.  
Phone: 403/250-1770  
brett.cross@westfraser.com

**Weyerhaeuser  
Company**

Contact: Mr. Glen Hasenyager  
Phone: 501/624-8458  
glen.hasenyager@  
weyerhaeuser.com  
www.weyerhaeuser.com



**SBC Gold  
Advertiser**

**Wood Truss  
Council of America**

Contact: Ms. Anna L. Stamm  
Phone: 608/310-6719  
astamm@woodtruss.com  
www.woodtruss.com



*See ads on pages 15, 28, 54, 87, 89.*



**WoodPro Insurance  
A Division of  
Bowermaster &  
Associates**

(WTCA Insurance  
Broker Expert Partner)  
Contact: Mr. Richard Langton  
Phone: 888/825-4322, x206  
rlangton@bowermaster.com  
www.bowermaster.com



**Yale Materials  
Handling Corporation**

Contact: Mr. John Piccolo  
Phone: 800/233-9253  
ayjpicco@yale.com  
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**"Our production manager is new to the industry, and he wore himself completely out visiting all the booths and gathering information on all the equipment and other products that were being demonstrated. The displays were incredible!"**

**—Kendall Hoyd, Idaho Truss**

## 2005 Lakeside Trailer Giveaway

**And the winner is...**

**Tony Harris  
A-1 Building Components LLC  
Fort Pierce, FL**

**Tony will receive the use of a 2006  
J.D.H. Trussmaster 48' x 8'6" Heavy  
Duty Roll-Off Trailer for one year!**

Photo: Lee Kinsman, owner of Lakeside Trailer Manufacturing, congratulates Tony Harris for winning this year's giveaway.





# 2005 WTCA Annual Meeting

## PRESIDENTIAL GAVEL PASSES FROM HOYD TO GROOM

At the WTCA Annual Meeting held Thursday, October 13, current President Kendall Hoyd (Idaho Truss & Component Co., Meridian, ID) took the podium with a rock and roll introduction. After leading the group through the annual meeting presentation, he passed the gavel to incoming president Don Groom (Stark Truss Company, Inc., Canton, OH).

During his first address as the association's 22<sup>nd</sup> president, Groom outlined his priorities for the coming year. "As an organization, WTCA needs to be on the cutting edge of helping members explore and embrace any technologies that will take us into the next 25 years," he stated. Groom also encouraged WTCA members to become more involved in their association through a variety of means such as attending Open Quarterly Meetings and BCMC.

An industry veteran with more than 20 years of experience, Groom began his career in the structural building components industry right out of high school. He joined Stark Truss Company, Inc. in 1986 working in the shop and has held a number of positions with the company including production manager, plant manager, general manager of operations and his current position, vice president of operations. Groom first became involved with WTCA when he attended an Open Quarterly Meeting in 1998. That same year, he also assisted in the establishment of the WTCA Ohio Chapter Association (WTCAOCA).

"This industry has been built by many small and family-owned businesses," said Groom. "I have a passion to do everything in my power to protect all of our futures."

## GRUNDAHL INDUCTED INTO WTCA HALL OF FAME

Suzi Grundahl, Vice President of Qualtim, Inc. and Managing Director of WTCA, was inducted into the WTCA Hall of Fame during the association's annual meeting. WTCA Past President and Hall of Fame member Rip Rogers of Trussway, Ltd. introduced Grundahl during the induction ceremony, keeping her identity a mystery until moments before he announced her name. "The amount of time, energy and care this person devotes to work with WTCA is amazing," Rogers stated. "We all try a little harder on everything we do because this person has shown us how our work does matter and is important to everyone."

Rogers also explained the role that Grundahl has played in the growth of WTCA over the years. "She has been very instrumental in developing the staff and the structure that has supported WTCA's growth and evolution into the organization that it is today," he stated. "WTCA would not be where it is today without the key roles she has played."

A stunned Grundahl accepted the award with humility and gratitude. "Working with WTCA has always felt like being part of a big family," she explained. "I am so appreciative of all the support and encouragement that I've received over the years from so many wonderful people in this organization."

Grundahl, who became a part of the WTCA family when she married the Executive Director in 1992, became a full time staff person in 1995. She was promoted to the position of Managing Director in 2000.

## BUGBEE RECEIVES BOWMAN INDUSTRY ENTHUSIAST AWARD

The Dick Bowman Industry Enthusiast award was created this year in honor of the late Dick Bowman, long-time **SBC Magazine** salesman, who was the epitome of enthusiastic support for the structural building components industry. This award honors an individual from a WTCA supplier member company who over the years has supported BCMC and the structural building components industry as a whole with enthusiasm and integrity in an unselfish and positive manner and has brought an all around good attitude and joy to the show.

Robert Ward of Southern Components, Inc. welcomed Bowman's wife, Marilyn, and their son, Tom Bowman, to help him present the inaugural award to Mike Bugbee, Vice President of Sales for Simpson Strong-Tie Company in Dublin, CA. Mrs. Bowman eloquently defined the moment as she presented the award to Bugbee. "They say the greatest tribute to a person's life is to recognize and celebrate the special qualities that person emulated. That's what this moment is all about," she stated. "This industry has recognized in the person of Mike Bugbee the same wonderful qualities Dick personified in his work and life: enthusiasm, integrity, a positive attitude and an all around joy for the BCMC show and WTCA. And so, Dick's spirit lives on."

Due to a prior commitment, Bugbee was unable to attend this year's annual meeting. He accepted the award via video. "It is a great honor to receive recognition as an Industry Enthusiast. There is no doubt in my mind that we are still in the early days of seeing great things from this industry," he stated. "Actually, it is me who owes gratitude to the truss industry, not the other way around. My association with the truss industry has had a very positive influence on my career with Simpson Strong-Tie. It's arguable that my work with this industry **made** my career and for that I am extremely grateful. So in that light, I can only accept this award on behalf of everyone at Simpson Strong-Tie who delivered the value, for which I now receive credit."

Bugbee has been with Simpson Strong-Tie for 23 years. Prior to becoming VP of Sales and Home-Office, he had a variety of positions including Territory Sales Rep; Regional Sales Manager; Branch Sales Manager; Industry/Product Manager, CWP and Plated Truss; Technical Marketing Director, European Operations; and VP, Marketing. Prior to joining Simpson Strong-Tie, Bugbee worked as a framer, construction superintendent, and a sales rep for two contractor distributors. **SBC**



Don Groom (2006 WTCA President) presented outgoing president Kendall Hoyd with a plaque acknowledging Hoyd's contributions to the association over the past year.



Suzi Grundahl of Qualtim, Inc. received the 2005 WTCA Hall of Fame Award at the annual meeting in Milwaukee. Rip Rogers presented Grundahl with her award.



Robert Ward of Southern Components and Marilyn Bowman presented the Dick Bowman Industry Enthusiast Award to Mike Bugbee of Simpson Strong-Tie Co. Bugbee was unable to attend the event, but accepted the award via video.

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