



Bcmc 2006

Attendee Networking Offers Hidden Value

by Stephanie Watrud

Don't overlook the take-home value of networking with your peers at BCMC!

Whether you are expanding your business, developing an existing one, or reaffirming current practices, BCMC has all of the equipment and information you will need to succeed in one location. But while exhibitors offer ideas to improve production flow in your plant, there is hidden value in communicating with fellow component manufacturers. In fact, networking with your peers may just be the single most under-rated perk of attending the BCMC show. According to a recent survey of component manufacturers, 38 percent of respondents indicated the primary reason they attend BCMC is to exchange ideas with other manufacturers. That's proof that there's a lot to be gained from communicating with other component manufacturers and trading perspectives.

At the show, you'll be able to spend uninterrupted time in sessions presented by fellow manufacturers. Each session is tailored to a specific issue, with the intention of giving you ideas to bring home. "Ideas are taken back to our team, and then we work through some of the better ones to determine how they could be implemented. Obviously, as with everyone, we change each idea a bit to better suit what we are doing," said Steven Johnson of Nelson Truss, Inc. Some ideas are taken back and implemented immediately while others are slated as long-term goals for which to strive.

While attendees find take-home value on the show floor and at sessions, learning from other component manufacturers is just as valuable. "Everyone does something a little better," said David Baird of Homestead Building Systems, Inc. "I try to take away one idea [from a discussion at the show] that we can implement into our process."

Some manufacturers attend the show in search of specific advice from their peers. Donnie Hostetler of Kropf Lumber Inc. said, "We are just starting to expand our business, so which piece of equipment is the most appropriate for us is a question that we bounce off many other manufacturers. This has really helped narrow down our options to making a good choice." This example shows the true value of networking.

Exchanging information about design and software issues is another area that attracts manufacturers to BCMC. "We have changed our cutting and layout process in our wall panel division and modified how we present sealed drawings to customers," said Jim Humbert of Advantage Framing Systems Inc, noting the inspiration he received from fellow manufacturers at the show.

It is evident that BCMC provides great take home value in virtually all areas of component manufacturing. "I have gotten ideas for software programming tools from discussions with other manufacturers at BCMC and have also brought back material handling ideas," said John Piercefield of Piercefield Corporation, Inc.

With discussions, seminars, tours and hundreds of other manufacturers to exchange ideas with, BCMC is the best place to network. Be sure to attend October 4-6, in Houston, where the show will be *Bigger and Better in Texas!* **SBC**

For more details and registration information, visit www.bcmshow.com.

at a glance

- 38 percent of survey respondents indicated they attend BCMC to exchange ideas with other manufacturers.
- Many manufacturers take ideas from BCMC home and determine how they can be implemented.

PLEASE TAKE NOTE: This is a change in venue.

BCMC 2006 ★ OCTOBER 4-6 ★ HOUSTON, TEXAS

BIGGER ★ BETTER in Texas

BCMC 2006 ★ OCTOBER 4-6 ★ HOUSTON, TX

Dear BCMC Attendees & Exhibitors:

As you may have heard, due to unforeseen circumstances, the 2006 Building Component Manufacturers Conference (BCMC) will be moving from Fort Worth, Texas to **Houston, Texas**. **The show dates will remain the same: October 4 - 6, 2006.** We want to assure you that this decision was not made lightly. It was made with much deliberation between WTCA's Executive Committee, the BCMC Committee and BCMC staff.

Since November of 2005, two of our contracted hotels in Fort Worth closed for renovations and another hotel closed one of its two towers. This represented a loss of important room nights that we needed near the convention center. In order to meet the needs of our attendees, BCMC staff investigated all possible alternative rooms that we could in the downtown area but found that under the best case scenario it would still be necessary to use hotels in locations 5 to 10 miles from the convention center. The distance between these hotels and the convention center would require the use of a shuttle process, with an expected commute of 20 minutes during non-rush hour times.

This made us ask the question, "Where do we go from here and will moving to another location be more likely to maintain the excellent reputation BCMC has established for networking with peers, strengthening current client relationships and establishing new ones?" After researching all possible venues that could accommodate our show on such short notice, and wanting to be able to keep our theme of Bigger and Better in Texas if at all possible, we found that Houston was an option and it has turned into an excellent alternative to Fort Worth.

We appreciate everything the Fort Worth Convention and Visitors Bureau and the City of Fort Worth have done for us to try to accommodate our show, but ultimately we have decided that it is in the best interest of our attendees, exhibitors and industry that we relocate this year's show to the George R. Brown Convention Center in Houston.

With over 257,000 square feet of exhibit space at the convention center, nine show offices that overlook the show floor, and sufficient contracted rooms at the Hyatt and Hilton hotels in downtown Houston and many alternatives for plant tours, we are confident this year's show will be Bigger and Better in Texas!

If you have further questions, please contact Jill Zimmerman, jjzimmerman@qualtim.com (608/213-3314), Stephanie Watrud, swatrud@qualtim.com (608/310-6721) or Peg Pichette, ppichette@qualtim.com (608/239-2608).

Best regards,

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2006 BCMC Chair

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