

# WE WELCOME YOU TO BCMC 2006

## MESSAGE FROM THE BCMC CHAIR

# BIGGER & BETTER in Texas

BCMC 2006 ★ OCTOBER 4-6 ★ HOUSTON, TX



In 1969, "Houston" was the first word spoken from the moon. The Apollo 11 mission established a place in history for the city when astronaut Neil Armstrong spoke the now-famous line, "Houston, Tranquility Base here. The Eagle has landed."

It is in Houston where we will create our own place in history. BCMC 2006 will once again reach a record number of attendees, exhibitors and square footage. Thanks to the dedication and excellence you provide to your industry, we are looking forward to another successful show.

On or off the show floor, there are multiple ways to spend your time at BCMC. Whether you're networking with peers, researching new advancements, attending roundtable discussions of issues facing our industry or touring one of several component manufacturing plants, there is something of value for everyone.

I am excited to welcome you to the endless possibilities BCMC has to offer you. As technology grows, the opportunities become endless.

Thank you and welcome to BCMC 2006!

Mr. Doug Folker • BCMC 2006 Chair • Robbins Engineering

### IMPORTANT DEADLINES:

#### SEPTEMBER 11

Hotel reservation guaranteed rate deadline  
Registration for WTCA-TTT  
Course: Truss Basics

#### SEPTEMBER 25

Registration for golf and/or substitutions

### 2006 BCMC COMMITTEE:



Ben Hershey  
Exhibits Co-Chair  
TruTrus



Richard P. Parrino  
Programs Co-Chair  
Plum Building Systems



James C. Finkenhoefer  
Golf Co-Chair  
Truss Systems



Bob Allen  
Alpine Engineered  
Products



Rick Autey  
Viking ADT LLC



Chip Dean  
MiTek Industries



Barry E. Dixon  
True House, Inc.  
dba True Truss



Helen Griffin, P.Eng.  
Weyerhaeuser  
Company



Donald Groom  
Stark Truss Company



Steve Hanek  
USP Structural  
Connectors



Carl Schoening  
Truswal Systems  
Corporation



Steve Shrader  
Hundegger USA LC



Kelly Sias  
Simpson Strong-Tie  
Company



Steven Spradlin  
Capital Structures



Steven L. Stroder  
Carter-Lee Building  
Components



Mike Walsh  
Stock Building  
Supply

## FULL SCHEDULE SUBJECT TO CHANGE

GRBCC = George R. Brown Convention Center

### TUESDAY, OCTOBER 3

- 8a-5p Registration • GRBCC Exhibit Halls D & E
- 8a-3p Golf Outing • Bus pick-up at 6:30 a.m. outside the Hilton Americas Hotel (on East Dr. located near the gift shop) and Hyatt Regency Hotel (on Dallas St. outside the East entrance)
- 1p-7p WTCA Truss Technician Training Course: Truss Basics • Hilton Ballroom of Americas B
- 5p-6p Component Manufacturer Roundtables: Focus Groups on Industry Issues • Hilton Ballroom of Americas D
- 7p Mandatory Exhibitor Meeting • GRBCC

### WEDNESDAY, OCTOBER 4

- 7a-6p Registration • GRBCC Exhibit Halls D & E
- 7a-8a Continental Breakfast • Hilton Grand Ballroom A-F
- 7:50a-8a Welcome from the BCMC Chair • Hilton Grand Ballroom A-F
- 8a-9a Kick-off Presentation: Dan St. Paul • Hilton Grand Ballroom A-F
- 8a-6p Spouse/Guest Hospitality Room • GRBCC
- 9:15a-10:30a **Educational Sessions** • GRBCC  
*Building a Bigger & Better Technical Team* • Rm 362  
*How to Communicate in Today's Ever Changing Market* • Rm 361  
*Safely Managing Incoming Material* • Rm 372  
*Build Your Business with Unlimited Referrals* • Rm 371
- 10a Spouse/Guest Orientation by the Greater Houston Convention & Visitors Bureau • GRBCC
- 10:30a-10:45a Coffee Break • GRBCC (outside session rooms)
- 10:45a-12p **Educational Sessions** • GRBCC  
*Your Technical Team Raising the Bar* • Rm 362  
*How to Communicate in Today's Ever Changing Market* • Rm 361  
*Safety - Finished Goods to the Jobsite* • Rm 372  
*Build Your Business with Unlimited Referrals* • Rm 371
- 12:15p Ribbon Cutting Ceremony • GRBCC Exhibit Halls D & E
- 12:15p-6p **Exhibit Hall Open** • GRBCC Exhibit Halls D & E
- 4p-6p Welcome Reception • GRBCC Exhibit Halls D & E
- 5p BCMC Bowl Drawing • GRBCC Exhibit Halls D & E

### THURSDAY, OCTOBER 5

- 7a-5p Registration • GRBCC Exhibit Halls D & E
- 7a-8a Sit-down Breakfast • Hilton Grand Ballroom A-F
- 8a-9a WTCA Annual Meeting: All are welcome! • Hilton Grand Ballroom A-F
- 8a-5p Spouse/Guest Hospitality Room • GRBCC
- 9a-9:15a Coffee Break • GRBCC (outside session rooms)
- 9:15a-10:30a **Educational Sessions** • GRBCC  
*The Next Generation Technical Team* • Rm 362  
*Spend Smarter to Build Smarter: Maximizing Your R.O.I.* • Rm 361  
*Incentive Compensation: If & How?* • Rm 371  
*Immigration Reform: How it will Affect Your Business* • Rm 372
- 9:30a Spouse/Guest Tour • GRBCC Bus pick-up: Meet on Avenida de las Americas outside entrance of Exhibit Hall D.
- 10:30a-5p **Exhibit Hall Open** • GRBCC Exhibit Halls D & E

- 1p & 3:30p BCMC Bowl Drawing • GRBCC Exhibit Halls D & E
- 3:45p Lakeside Trailer Giveaway • GRBCC Exhibit Halls D & E
- 4:15p-5:30p Component Manufacturer Roundtables • GRBCC  
*Your Technical Team: Build, Grow & Transition for the Future* • Rm 362  
*Spend Smarter to Build Smarter: Maximizing Your R.O.I.* • Rm 361  
*Biting Your Rails* • Rm 371  
*Technical Notes: Clarifying Building Codes & Engineering Laws* • Rm 372  
*Benchmarking for Success* • Rm 362

### FRIDAY, OCTOBER 6

- 7:30a-11a Registration • GRBCC Exhibit Halls D & E
- 7:30a-8a Continental Breakfast • Hilton Ballroom of Americas D
- 8a-9:30a Economic Forecast • Hilton Ballroom of Americas D
- 8:30a-12:30p **Exhibit Hall Open** • GRBCC Exhibit Halls D & E
- 8a-12:30p Spouse/Guest Hospitality Room • GRBCC
- 11:30a BCMC Bowl Drawing • GRBCC Exhibit Halls D & E
- 12:30p Official Adjournment • GRBCC Exhibit Halls D & E
- 12:30p Plant Tours • GRBCC Bus pick-up: Meet on Avenida de las Americas outside entrance of Exhibit Hall D.

### SATURDAY, OCTOBER 7

- 8a-12p WTCA Open Quarterly Meeting: All are welcome! • Hyatt Regency Imperial Ballroom West

## COMPONENT MANUFACTURERS ATTEND BCMC FOR THE EXPERIENCE...

### ... EDUCATION

Take home valuable information  
Find out and apply what's new ...



### ... EXCHANGE OF IDEAS

Touch base with your peers  
Participate in roundtables  
Discuss important industry issues

### ... EXHIBIT FLOOR

Over 150 suppliers  
Make informed decisions  
Comparison shop like a pro



### ... PRIZES & FUN

Win prizes and cash up to \$500  
Win the use of a roll-off trailer  
Play golf and/or bring your spouse.



IT'S BIGGER & BETTER!

## TUESDAY'S EVENTS

### GOLF OUTING

Tuesday • Oct. 3  
8 a.m. - 3 p.m.

Bus pick up at 6:30 a.m. outside the Hilton Americas Hotel on East Dr. located near the gift shop) and Hyatt Regency Hotel (on Dallas St. outside the East entrance).

See golf outing registration form between pages 82 & 83.

The Woodlands Panther Trail is a soft spikes only course. Clubs are available to rent for \$40.

### GOLF WITH US!

Panther Trail delivers a sleek course with unique contours, water features and fairways framed with over 20 acres of Texas wildflowers. With four sets of tees on each hole, it's a sensational experience for golfers of all skill levels. To check out the course, visit their website at [www.woodlandsgolf.net](http://www.woodlandsgolf.net).

#### Thank You to our BCMC Golf Outing Sponsors/Prize Donors

Alpine Engineered Products, Inc.	Open Joist 2000 (Distribution)	Swanson Group
Cordstrap USA Inc.	Pagel, Davis & Hill, P.C.	Truswal Systems Corporation
International Paper Company	Qualtim, Inc.	Turb-O-Web
MITek Industries, Inc.	Robbins Engineering, Inc.	USP Structural Connectors
Nordic Engineered Wood	Simpson Strong-Tie Co.	Weyerhaeuser Company

### WTCA TRUSS TECHNICIAN TRAINING COURSE

Tuesday • Oct. 3  
1 - 7 p.m.

Hilton Ballroom of Americas B



### TRUSS BASICS

WTCA's Truss Basics course is designed to provide participants with wood truss fundamentals and improve the technical knowledge of non-design personnel in truss plants.

Designed for sales people, estimators, administrative staff and others who interact with suppliers, customers and industry professionals and would benefit from an overview of the structural building components industry.

Ideal for managers or executives who want to get a feel for the content of WTCA's Truss Technician Training (TTT) Certification courses.

**REGISTER ONLINE** at [www.bcmshow.com](http://www.bcmshow.com) or contact Melanie Birkeland at 608/310-6720 or [mbirkeland@qualtim.com](mailto:mbirkeland@qualtim.com).

ATTENDEE COST PER COURSE:

**MEMBER \$175**

**NON-MEMBER \$440**

Registration deadline is 9/11/06.

### COMPONENT MANUFACTURER ROUNDTABLES

Tuesday • Oct. 3  
5 - 6 p.m.

Hilton Ballroom of Americas D



### NEW THIS YEAR!

This is a great opportunity to discuss key issues in our industry with a small group of your peers who are passionate about these important issues. Each roundtable will be moderated by a component manufacturer who has experience dealing with the topic. The topics that will be discussed are:

- Immigration
- Employee Incentive/Evaluation Programs
- Family Owned/Small Business Challenges
- Medium Business Challenges
- Hiring/Retaining Production Employees
- Materials Handling
- Educating the Market
- Quality Control
- Training Techniques
- Tools to Help You Measure Your Financial Performance (**NOTE:** This roundtable has moved to Thursday afternoon: "Benchmarking for Success.")

## WEDNESDAY'S EVENTS

### KICK-OFF PRESENTATION

Wednesday • Oct. 4  
8 - 9 a.m.

Hilton Grand Ballroom A-F



### KICK OFF YOUR WEEK!

For a comedian who can cater to any audience, there is only one name you need to know – Dan St. Paul. The majority of his material comes from being a suburban husband and father and dealing with the frustrations of everyday life.

Dan has appeared on:

- Several episodes of "An Evening at the Improv"
- Numerous shows on Comedy Central, VH-1 and MTV
- Disney's movie *Flubber* with Robin Williams
- A regular guest on the popular radio program, "The Bob & Tom Show"

Dan has opened for legends:

- Jerry Seinfeld
- Natalie Cole
- Smokey Robinson
- Vince Gill

There is nothing like an exciting performance to kick-off what will be three exhilarating days! Watch a clip of Dan at [www.bcmshow.com](http://www.bcmshow.com).

### EXHIBITOR INFORMATION

SHOW FLOOR HOURS:  
GRBCC Exhibit Halls D & E

Wednesday • Oct. 4  
12:15 - 6 p.m.

Thursday • Oct. 5  
10:30 a.m. - 5 p.m.

Friday • Oct. 6  
8:30 a.m. - 12:30 p.m.

### YOU DON'T HAVE TO WAIT UNTIL OCTOBER... Find out today who's exhibiting at BCMC 2006!

Visit the show's website at [www.bcmshow.com](http://www.bcmshow.com) to:

- Find the number of exhibitors & total square footage sold
- Read the exhibitor listing & descriptions of their products and/or services
- Request additional information from each exhibitor
- View the floor plan & booth numbers (available in August)

### WELCOME RECEPTION

Wednesday • Oct. 4  
4 - 6 p.m.  
GRBCC Exhibit Halls D & E

### YOU'RE INVITED!

For BCMC newcomers and regulars alike, this is a great opportunity to network with industry peers and build your contacts. It's where you can meet new friends and catch up with old ones, while enjoying hors d'oeuvres and drinks.

## EDUCATIONAL SESSIONS

### YOUR TECHNICAL TEAM BUILD, GROW & TRANSITION FOR THE FUTURE • GRBCC RM 362

#### SESSIONS AT A GLANCE

##### WEDNESDAY • 9:15 - 10:30 A.M.

- Your Technical Team: Build, Grow & Transition for the Future (Seminar 1)
- From Cave Man to Craftsman (Part 1)
- Managing Risk Beyond Manufacturing (Seminar 1)
- Build Your Business with Unlimited Referrals®

##### WEDNESDAY • 10:45 A.M. - 12 P.M.

- Your Technical Team: Build, Grow & Transition for the Future (Seminar 2)
- From Cave Man to Craftsman (Part 2)
- Managing Risk Beyond Manufacturing (Seminar 2)
- Build Your Business with Unlimited Referrals®

##### THURSDAY • 9:15 - 10:30 A.M.

- Your Technical Team: Build, Grow & Transition for the Future (Seminar 3)
- Spend Smarter to Build Smarter: Maximizing Your R.O.I.
- Incentive Compensation: If & How?
- Immigration Reform: How It Will Affect *Your* Business

**SPEAKER**  
Kevin Riesberg



Director of Design  
Plum Building Systems, Inc.  
Industry experience: 11 yrs.

#### SEMINAR 1 • WEDNESDAY • 9:15 A.M. BUILDING A BIGGER AND BETTER TECHNICAL TEAM

##### TALKING POINTS:

- Building your technical team
- Training your technical team
- Avoiding backcharges in the design process

**SPEAKER**  
Andy Green



Design Department  
Manager  
Cascade Mfg. Co.  
Industry experience: 15 yrs.

#### SEMINAR 2 • WEDNESDAY • 10:45 A.M. YOUR TECHNICAL TEAM: RAISING THE BAR

##### TALKING POINTS:

- Modeling your component design processes – team vs. individuals
- Managing the design process
- Plan interpretation and communication through the request for information (RFI) process

**SPEAKER**  
Mike Kozlowski,  
P.E.



VP of Engineering  
Apex Technology  
Industry experience: 7 yrs.

#### SEMINAR 3 • THURSDAY • 9:15 A.M. THE NEXT GENERATION TECHNICAL TEAM

##### TALKING POINTS:

- What does whole house design mean to you?
- Paradigm shift – moving from components to systems
- Taking a polished technical team to the next level
- Incorporating professional engineering services into your business plan

## EDUCATIONAL SESSIONS

### BUILD YOUR BUSINESS WITH UNLIMITED REFERRALS® • GRBCC RM 371

**SPEAKER**  
Bill Cates



Referral Coach International

WED. 9:15 A.M. & WED. 10:45 A.M. • SESSION REPEATS

##### YOU WILL LEARN:

- Make sure you and your company are referable
- Get referrals without even asking
- Ask for referrals without begging or being obnoxious
- Exit the referral conversation professionally if they don't want to give you referrals
- Create a great connection/introduction from your customer to the prospect

### SPEND SMARTER TO BUILD SMARTER: MAXIMIZING YOUR R.O.I. • GRBCC RM 361

**SPEAKER**  
Glenn McClendon



Vice President/General Manager  
Sun State Components of Nevada, Inc.  
Industry experience: 27 yrs.

THURSDAY • 9:15 A.M.

##### TALKING POINTS:

- Identifying the need
- Researching & evaluating possible solutions
- Thinking like a CPA
- Selling to the CFO

### INCENTIVE COMPENSATION: IF & HOW? • GRBCC RM 371

**SPEAKER**  
Joe Hikel



Chief Operating Officer  
Shelter Systems Limited  
Industry experience: 30 yrs.

THURSDAY • 9:15 A.M.

##### TALKING POINTS:

- Team vs. individual
- Design vs. production
- Open book vs. closed book management
- When do incentives become entitlement?

### IMMIGRATION REFORM HOW IT WILL AFFECT YOUR BUSINESS • GRBCC RM 372

**MODERATOR**  
Allen Erickson



Executive Vice President  
Cal-Asia Truss  
Industry experience: 17 yrs.

THURSDAY • 9:15 A.M.

##### TALKING POINTS:

- Hear view points from around the industry
- Discover the impact of immigration reform
- Discuss how it will change your business operations

### FROM CAVE MAN TO CRAFTSMAN • GRBCC RM 361

**SPEAKER**  
Bryan Arzani



Owner & Vice President  
Results Group, LLC

WEDNESDAY • 9:15 A.M. - 12 P.M.

#### HOW TO COMMUNICATE IN TODAY'S EVER CHANGING MARKET: PART 1 & 2

##### YOU WILL LEARN:

- To better understand, communicate with and manage employees, customers & co-workers
- Successful strategies to deal with stress, lack of communication and aggressive behaviors
- Fun, accurate and effective means to connect with challenging individuals

### MANAGING RISK BEYOND MANUFACTURING • GRBCC RM 372

**SPEAKERS**  
Universal Forest  
Products, Inc.



Kim Hildebrand  
Sr. Manager of Risk Services  
Industry exp: 11 yrs.

Charles Pryor  
Western Div.  
Safety Director  
Industry exp: 15 yrs.

Bob Franke  
Transportation  
Specialist - Rail  
Industry exp: 16 yrs.

#### SEMINAR 1 • WED. • 9:15 A.M. SAFELY MANAGING INCOMING MATERIAL

##### TALKING POINTS:

- Dealing with the railroad today
- Receiving processes for rail and truck
- Step-by-step procedures

#### SEMINAR 2 • WED. • 10:45 A.M. SAFETY – FINISHED GOODS TO THE JOBSITE

##### TALKING POINTS:

- Handling finished goods in yard
- Loading & securing the trusses on the truck
- Reducible load concepts
- Unloading at the jobsite
- Jobsite safety zone considerations

### WTCA ANNUAL MEETING OPEN TO ALL!

THURSDAY • 8 - 9 A.M. • HILTON GRAND BALLROOM A-F

Open to everyone, you will see highlights of what WTCA has accomplished over the years. Featured at the meeting will be the passing of the gavel from outgoing president Don Groom to 2007 president Barry Dixon, announcing the winners of the 2006 Hall of Fame, the Dick Bowman Industry Enthusiast award, the SBC Industry award and updates on the latest WTCA products and programs designed to help your business.

CONTINUING  
EDUCATION  
CREDITS  
OFFERED

BCMC sessions may count toward required credits for your professional certification. Check with your state or local certification board and contact BCMC for details.

## THURSDAY'S EVENTS

### COMPONENT MANUFACTURER ROUNDTABLES

There is no better way to deal with important industry issues than to interact with your peers, and there is no better place to do this than at the roundtables.

**THESE ROUNDTABLES ARE OPEN TO STRUCTURAL BUILDING COMPONENT MANUFACTURERS ONLY.**

**MODERATOR**  
Barry Dixon



CEO  
True House, Inc.  
Industry experience: 21 yrs.

#### **YOUR TECHNICAL TEAM BUILD, GROW & TRANSITION FOR THE FUTURE**

**THURSDAY • 4:15 - 5:30 P.M. • GRBCC RM 362**

##### TALKING POINTS:

- Building a bigger and better technical team
- Your technical team: raising the bar
- The next generation technical team

**MODERATOR**  
Jason Blenker



President  
Blenker Building Systems, Inc.  
Industry experience: 10 yrs.

#### **SPEND SMARTER TO BUILD SMARTER: MAXIMIZING YOUR R.O.I.**

**THURSDAY • 4:15 - 5:30 P.M. • GRBCC RM 361**

##### TALKING POINTS:

- Identifying the need
- Researching & evaluating possible solutions
- Thinking like a CPA
- Selling to the CFO

**MODERATOR**  
Ben Hershey



President  
Alliance TruTrus, LLC  
Industry experience: 15 yrs.

#### **BITING YOUR RAILS?**

**THURSDAY • 4:15 - 5:30 P.M. • GRBCC RM 371**

Co-hosted by WTCA and the Association of American Railroads (AAR), this roundtable will feature representatives from all the major American Class I railroads, along with various short line railroad companies. These individuals will be on hand to address the major concerns facing component manufacturers—demurrage charges, service reliability, and rail car availability—who receive their raw materials via rail.

**MODERATOR**  
Ryan Dexter, P.E.



Director of Technical Projects  
WTCA  
Industry experience: 6 yrs.

#### **TECHNICAL NOTES: CLARIFYING BUILDING CODES AND ENGINEERING LAWS**

**THURSDAY • 4:15 - 5:30 P.M. • GRBCC RM 372**

This roundtable will be an overview of WTCA's *Tech Notes*. These notes address pertinent issues and offer position statements to some frequently asked questions that component manufacturers face on a daily basis. We will discuss how *Technical Notes* are helping to educate the marketplace and brainstorm new topics.

**MODERATOR**  
John Herring



President  
A-1 Building Components LLC  
Industry experience: 34 yrs.

#### **BENCHMARKING FOR SUCCESS**

**THURSDAY • 4:15 - 5:30 P.M. • GRBCC RM 362**

Do you really know how your team compares? Find out from those in the "Know." This roundtable will focus on creating a survey that will be sent out to component manufacturers. Only the participants of the survey will receive the data. Attend this roundtable to get your questions included on the survey.

## THURSDAY'S EVENTS

### SPOUSE PROGRAM

**Thursday • Oct. 5**  
**9:30 a.m. - 4 p.m.**

Remember to sign up  
for the spouse tour on  
your registration form.

#### **VISIT HOUSTON AND MORE!**

While BCMC attendees are busy on the show floor, spouses or significant others may want to stop by the Spouse Lounge (in GRBCC) for a break, to discover just exactly why being a spouse has its privileges. Not only do they have access to all of the BCMC activities, such as the show floor, educational sessions and tours, but in the Lounge they will find a place to relax and most importantly, visit with friends. On Wednesday, October 4, at 10 a.m., a representative of the Greater Houston Convention and Visitors Bureau will be here to point out the many activities available in and around Houston during show hours.



As in years past, BCMC will offer a tour on Thursday, October 5. The bus will depart at 9:30 a.m. from the George R. Brown Convention Center (meet on Avenida de las Americas outside entrance of Exhibit Hall D). Guests start off with a guided bus tour of the city's highlights. From there, they will travel 25 minutes north of Houston to Old Town Spring, a charming town erected near the Great Northern Railroad at the turn of the century. Old Town Spring is composed of Victorian-style homes and buildings which were turned into shops, museums, art galleries and restaurants. Lunch will be provided followed by an afternoon of shopping and antiques. Guests will return to the George R. Brown Convention Center around 4 p.m.

To reserve a spot on the bus, spouses must sign up for the spouse tour in addition to registering as a spouse on the registration form or online at [www.bcmshow.com](http://www.bcmshow.com).

### LAKESIDE TRAILER GIVEAWAY

ENTER TO WIN!

**Thursday • Oct. 5**  
**3:45 p.m.**  
GRBCC Exhibit  
Halls D & E

Drawing from  
all entries received



**WIN THE LIMITED\* USE OF: 2007 - J.D.H  
Trussmaster 48' x 86' Heavy Duty Roll-Off**

#### Featuring:

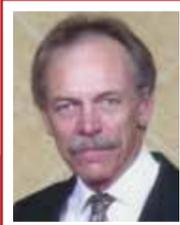
- Sliding Tandems
- Hydraulic Front-End
- Controllable Rollers with Remote and Flooring Options



\*Visit the Lakeside Trailer booth at BCMC 2006 and **ENTER TO WIN** the use of this trailer for one year. To be eligible to win this valuable prize, you must be a component manufacturer member of WTCA and be present at the time of the official drawing. Tickets are included within your badge. Good luck!

ECONOMIC FORECAST

Friday • Oct. 6  
8 - 9 a.m.  
Hilton Ballroom  
of Americas D



**CONSTRUCTION ECONOMICS: A Look Back at 2006 and a Look Ahead to 2007**

Stanley F. Duobinis, Ph.D., President, Crystal Ball Economics

Everyone is curious about the economic future and what it will bring for our industry, but few are as skilled at predicting and understanding it as BCMC's ever-popular guest speaker, Dr. Stanley F. Duobinis. You will want to be a part of this valuable, in-depth economic discussion on how the structural building components industry will fare in 2007.

Dr. Duobinis is the president of Crystal Ball Economics. His company specializes in forecasts and analysis for firms involved with the construction industry. These forecasts cover the national picture as well as details at the state and metropolitan levels.

Get the pulse of the changing economy! Learn about:

- Where the overall economy is headed.
- How our industry fits in to current market conditions.
- The downturn is affecting many, but there are also opportunities in this market.
- How much of what we're hearing and reading is "real" and how much is "manufactured"?
- The up-to-date expert prediction on how quickly current conditions will turn around.

You won't want to miss this opportunity to learn about the economic future of the industry, and don't forget to bring your most challenging questions!

"The Economic Forecast is something I have come to rely on. I bring back my handout with the notes I took during Dr Duobinis's presentation and use them as a guide or an additional tool as I prepare my forecast and budget for our next fiscal year. It is quite amazing how accurate he has been and even specific to certain regions. I have not missed one of his presentations in the four years he has been at BCMC."

—Rick Parrino, Plum Building Systems, Inc.

CONFERENCE AT A GLANCE

**EXHIBIT HALL OPEN:**

Wednesday, 10/4 12:15p-6p  
Thursday, 10/5 10:30a-5p  
Friday, 10/6 8:30a-12:30p

**SEMINARS:**

Tuesday, 10/3 5p-6p Component Manufacturer Roundtables  
Wednesday, 10/4 8a-9a Kick-off Presentation  
9:15a-12p Educational Sessions  
Thursday, 10/5 8a-9a WTCA Annual Meeting  
9:15a-10:30a Educational Sessions  
4:15p-5:30p Component Manufacturer Roundtables  
Friday, 10/6 8a-9:30a Economic Forecast

PLANT TOURS

Friday • Oct. 6  
12:30 p.m.  
Bus departs  
GRBCC

Tours begin Friday, October 6 at 12:30 p.m. **Tours are available only if you are registered for BCMC as a component manufacturer and are 18 years of age or older.** Sign-ups are accepted via the online system (fastest) or the fax/mail registration form. Please keep in mind that space is limited and these reservations are taken on a first-come, first-served basis. Early tours are filled first. ACT NOW because tours fill up quickly every year!

Additional information will be emailed/faxed to you in September regarding your reserved time and where to catch the tour bus. At the show, you will also find your tour ticket and tour time inside your name badge.

**SCHOLL TRUSS AND COMPONENT COMPANY**

**Things You'll See:**

- Computerized saw
- 2 types of floor truss tables
- Floor truss roll splicer
- Wall panel sub component table
- Wall panel tables
- Back to back gantry system
- Radial arm saw

**Acreage:** 12 acres total, 66,000 sq. ft. manufacturing building, three 200' T sheds along with a 200' stud shed

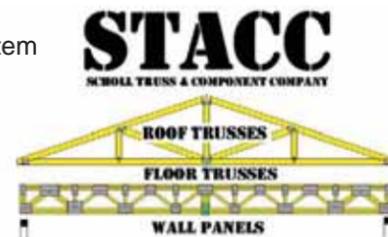
**Number Tour Allows:** 110 people (2 tours of 55 each)

**Departure Times:** 12:30 pm & 1:30 pm

Please allow 2 hours for this tour (this includes transportation time). The tour lasts 1 hour.

**Safety Requirements:** Footwear must be consistent with industrial environment requirements (no open-toed shoes). Safety glasses will be provided.

Feel free to bring your camera or video camera to the Scholl Plant!



**TRUSSWAY, LTD.**

**Things You'll See:**

- Chord saws
- Web saws
- Pop up saws
- Plate saws
- Stud saws
- Radial arm saws
- Floor assembly tables
- Double gantries
- Variety of trailers

**Acreage:** 26 acres

**Number Tour Allows:** 110 people (2 tours of 55 each)

**Departure Times:** 12:30 pm & 1:30 pm

Please allow 2 hours for this tour (this includes transportation time). The tour lasts 1 hour.

**Safety Requirements:** Long pants and hard soled shoes. Safety glasses will be provided.

Check the website [www.bcmcshow.com](http://www.bcmcshow.com) for additional plant tour announcements and opportunities.



## SPECIAL EVENTS

### BCMC BOWL

#### DRAWING TIMES:

Wednesday  
Oct. 4  
5 p.m.

Thursday  
Oct. 5  
1 p.m. & 3:30 p.m.

Friday  
Oct. 6  
11:30 a.m.



As if you don't come away from BCMC with enough already (new opportunities and contacts, more knowledge, and so on), we want to give you more! The BCMC Bowl makes winning cash or other great prizes, as easy as 1-2-3.

- 1) Pick up your entry form at the registration desk.
- 2) Find all the listed items on the show floor.
- 3) Turn in your entry form at the BCMC Booth.

You must be present to win. Random drawings are selected from all entries received.

#### Many Thanks to our 2006 BCMC Bowl Sponsors!

MiTek Industries, Inc.  
Leather Bomber Jacket

Robbins Engineering, Inc.  
2 Leather Letterman Jackets w/ Robbins Logo

Simpson Strong-Tie  
Texas Hold'em Poker Set

Quick Tie Products  
\$200 cash

Truswal Systems Corporation  
Ipod with Video Player

"It's Your Choice!"  
Personalized Set of Luggage

USP Structural Connectors  
Portable DVD Player

BCMC  
\$500 cash

## BCMC REWARDS

### BCMC LOYALTY REWARDS PROGRAM

BCMC wants to reward our most loyal attendees and companies. If you meet the criteria below you are already a winner!

#### Company Program - NEW THIS YEAR!

To qualify:

- Your company has sent at least one person to BCMC for the past 5 years (2002 - 2006).
- Your company is a component manufacturer member of WTCA.

One pin will be given to the owner, president or other representative from your company. This person will qualify for the perks below.



#### Individual Program

To qualify:

- You have attended BCMC 5 out of the last 7 years (2000 - 2006).
- You attend BCMC 2006.
- Your company is a component manufacturer member of WTCA.

#### Perks!

If you or your company meets the criteria above, you will receive the following perks:

- 2 extra tickets for the Lakeside Trailer Giveaway.
- 2 extra tickets for the BCMC Bowl drawing.
- The lowest price for any publications/services/products ordered at the BCMC booth. For example: 1 copy of the *Metal Plate Connected Wood Truss Handbook* will cost \$30 rather than \$49.95.
- A special commemorative pin to wear proudly at the show.

Remember to wear your pin from BCMC 2005 if you qualified for the program last year!

THANK YOU to all of our Loyalty Rewards members.

### CARBECK STRUCTURAL COMPONENTS INSTITUTE



**WELCOME BACK** to this year's Carbeck Booth where we'll hold an online auction. In the booth you will be able to bid on products and services for you, your family and friends to enjoy. Auction items have been generously provided by Carbeck donors (thank you, donors!). Two, day-long auctions—on Wednesday and Thursday—will be held in the booth with winning bids announced at the end of each day. The items for auction can be seen online at [www.carbeck.org/auctionbid.php](http://www.carbeck.org/auctionbid.php). Your donations and participation in this auction will allow Carbeck to fulfill its educational and research mission as the industry's nonprofit foundation.

When you stop by, take a look at examples of Carbeck's work this year on firefighter education. We'll have the new Carbeck *Wood Truss Construction and Fire Performance* CD and interesting videos and photos for you to view. We'll be glad to talk to you about our industry's significant work this year on educating firefighters.

### ONLINE REGISTRATION IS FASTER!

If you like to get things done promptly and appreciate immediate results, register online! Not only is it faster, and provides you with immediate confirmation, but it also lets you know if you are registered early enough to guarantee your spot on the popular plant tours that fill up early every year.

Visit [www.bcmshow.com](http://www.bcmshow.com) and register to attend.

### AND THE WINNERS ARE...

Another exciting BCMC attendee program provided many the opportunity to win a free registration to the show. To qualify for the program, participants had to be component manufacturer members of WTCA and their company could not have attended BCMC in the past five years (2001-2005). The deadline to enter was August 15, 2006. Congratulations to the following winners:

Mr. Michael Cutsinger, Davis Roof Truss Mfg Co  
 Ms. Cindy Gude, W.B. Howland Co., Inc.  
 Mr. Barry Sanford, TrimJoist Corporation  
 Mr. Chase Barineau, Seminole Trusses, Inc.  
 Mr. Jerry Tidwell, Addison Truss & Building Supply LLC  
 Mr. Ronald K. Kinville, Standard Truss & Supply.  
 Mr. Kevin Seipp, Pro-Tech Manufacturing, Inc.  
 Mr. Chuck Prasek, Textruss Component Building, Inc.  
 Ms. Shelly Harrison, Harrison's Roof Truss LLC  
 Mr. Jim Ratekin, Construction Framing Specialists

We look forward to having you at BCMC and hope to see you next year in Columbus, OH!



**BY GROUND**

**DRIVING DIRECTIONS**

**CONTINENTAL AIRLINES**

**AVIS DISCOUNT**

Avis is the place to rent your car! The discounted Avis rates are good from one week before to one week after your meeting, so you can take in all that Houston has to offer.



To reserve your Avis car, call 800/331-1600 and mention this special meeting Avis Worldwide Discount (AWD) number: T766099, or visit Avis online at [www.avis.com](http://www.avis.com) and enter T766099 in the AWD prompt under Rates and Discounts.

**To the GEORGE R. BROWN CONVENTION CENTER:**

**1001 Avenida de las Americas  
Houston, TX 77010**

**I-45 South from Dallas, Conroe, The Woodlands,  
Bush Intercontinental Airport**

Take I-45 South to I-10 East to US-59 South (exit #770A), exit Downtown Destinations-Hamilton Street, right on Capitol Street, left on Avenida de las Americas.

**I-45 North from Galveston, NASA, Clear Lake,  
Houston Hobby Airport**

Take I-45 North, exit Downtown Destinations (exit #45), exit Pease Street, right on Chartres Street, left on Polk Street, right on Avenida de las Americas.

**US-59 South from Kingwood, Humble, Bush  
Intercontinental Airport**

Take US-59 South, exit Downtown Destinations-Jackson Street, left on Franklin Street, right on Hamilton Street, right on Capitol Street, left on Avenida de las Americas.

**US-59 North from the Galleria, Missouri City, First  
Colony, Sugar Land**

Take US-59 North, exit Downtown Destinations-Polk Street, left on Polk Street, right on Avenida de las Americas.

**I-10 West from Baytown, Channelview, New Orleans**

Take I-10 West to US-59 South (exit #770A), exit Downtown Destinations-Hamilton Street, right on Capitol Street, left on Avenida de las Americas.

**I-10 East from Katy, San Antonio**

Take I-10 East to 59 South (exit #770A), exit Downtown Destinations-Hamilton Street, right on Capitol Street, left on Avenida de las Americas.

**SH 288 North from Pearland, South Loop,  
Reliant Park**

Take SH-288 North to US-59 North, exit Downtown Destinations-Polk Street, left on Polk Street, right on Avenida de las Americas.

**SH 290 East Coming from Austin, Copperfield**

Take SH-290 East to Loop 610 South to I-10 East to US-59 South (exit #770A), exit Downtown Destinations-Hamilton Street, right on Capitol Street, left on Avenida de las Americas.

**BCMC** has worked with Continental Airlines to bring you discounted fares for flights into their hub in Houston. Call your professional travel agency or Continental Airlines MeetingWorks at 800/468-7022 and provide the Z Code **ZTE0** and Agreement Code **W4XJ2S**. There will be a \$10 service fee collected, per ticket, for all tickets issued through MeetingWorks reservations, or any Continental Airlines ticketing facility. The service fee is non-refundable and applies to all

itineraries, one-way or roundtrip. To avoid a service fee and receive an additional 3% discount, book your reservations online at [www.continental.com](http://www.continental.com). Enter both your **Z Code** and **Agreement Code** (without a space) in the Offer Code Box.

**Z Code: ZTE0  
Agreement Code:  
W4XJ2S**



**AIRPORT TRANSPORTATION**

**AIRPORT SHUTTLES - Prices subject to change**

**Texans Super Shuttle:**

713/781-6660 or 877/770-1655

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

Runs 5 a.m. to midnight

Bush Airport to Downtown Houston:

\$23 (\$42 roundtrip)

Hobby Airport to Downtown Houston:

\$18 (\$30 roundtrip)

**TAXI to/from Airport to Downtown**

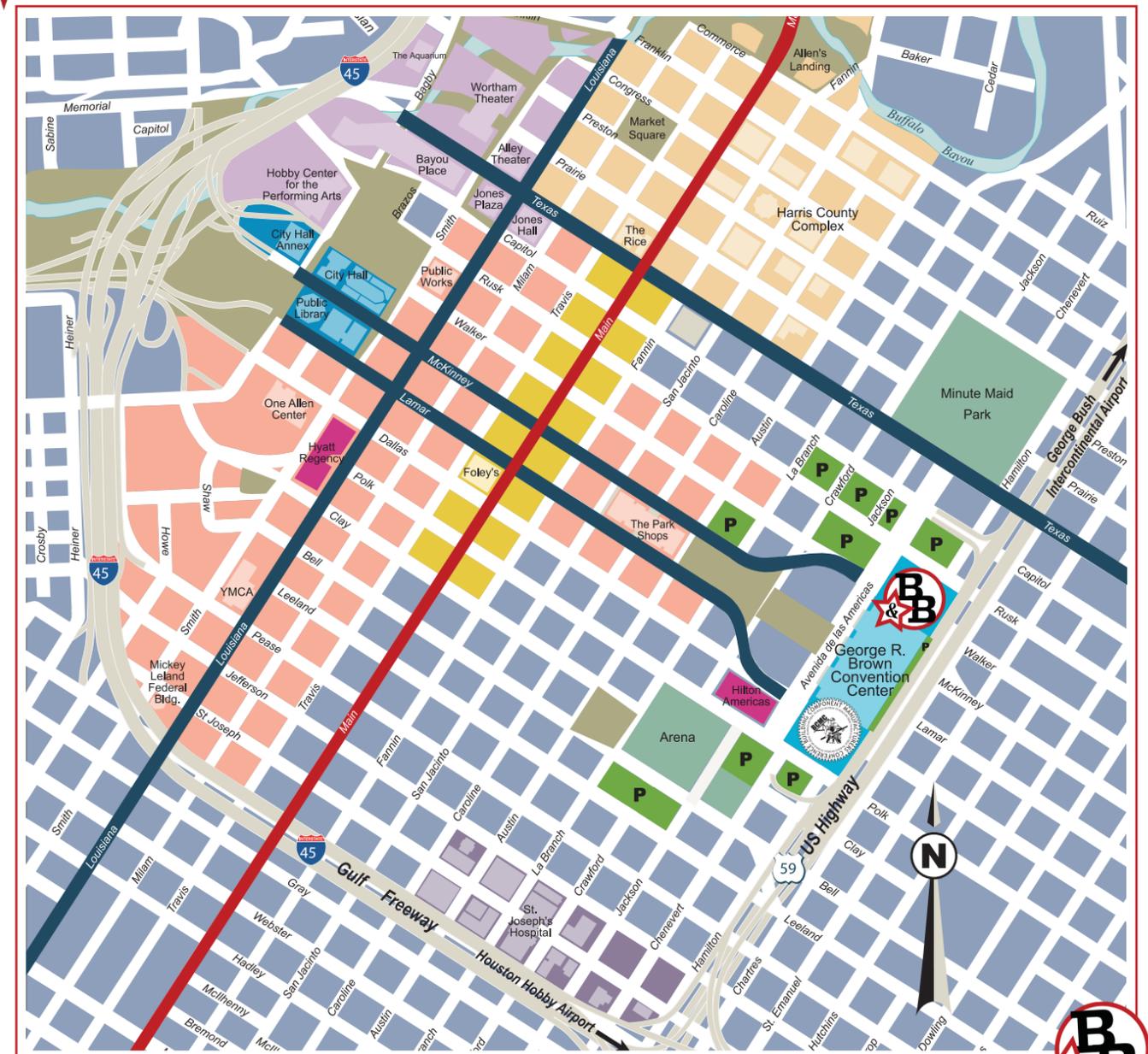
[www.YellowCabHouston.com](http://www.YellowCabHouston.com)

Approximate **Cab Fares:** Ask for a "Flat Rate" from the airports to downtown Houston to get the best price.

Bush Airport to Downtown: \$43

Hobby Airport to Downtown: \$22

**MAP OF DOWNTOWN HOUSTON, TEXAS**



## HOTELS

### HILTON AMERICAS - HOUSTON



1600 Lamar  
Houston, TX 77010  
713-739-8000  
713-577-8007 fax

[www.americashouston.hilton.com](http://www.americashouston.hilton.com)

**Group rate:** \$176.00 single/double; \$189 triple/quad

**Check-in time:** 3 p.m.

**Check-out time:** 12 noon

**High speed internet\*:** \$9.95/day (wireless)

**Hotel facilities:** The Café - breakfast, lunch & dinner; Skyline Bar and Grill - lunch & dinner (Mon. - Fri.); Spencer's for Steaks and Chops - lunch & dinner (Mon. - Fri.); Fitness center - 6 a.m. to 10 p.m.; Skyline Spa - 8 a.m. to 8 p.m.; Business Center - 8 a.m. to 5 p.m.

**Parking Fees\*:** Self Parking \$12, Valet \$12 and Valet with in/out privileges \$24

**Distance to the George R. Brown Convention Center:** Attached via two sky bridges on the 2nd and 3rd floors

**Directions from airport:**

**FROM HOBBY AIRPORT:**

**Distance from hotel:** 12 miles

**Drive time:** 15 minutes

**Directions:** Take I-45 North to downtown/Scott Street split, exit onto Pease St. Turn right onto Austin St., left onto Lamar. Hotel is on the left.

**FROM BUSH INTERCONTINENTAL AIRPORT (IAH):**

**Distance from hotel:** 25 miles

**Drive time:** 30 minutes

**Directions:** Take I-45 South to McKinney Street, merging onto McKinney St. Turn right onto LaBranch, then right onto Lamar St. Hotel is 2 blocks down on the left.

\*Pricing subject to change.

### HYATT REGENCY - HOUSTON



1200 Louisiana  
Houston, TX 77002  
713-654-1234  
713-951-0934 fax

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

**Group rate:** \$165.00 single/double

**Check-in time:** 3 p.m.

**Check-out time:** 12 noon

**High speed internet\*:** \$9.95/day (wireless and wired)

**Hotel facilities:** Whistler's Walk - breakfast, lunch & dinner; Decafe - 24 hours, Ducks and Company - Lunch, Spindletop - Dinner; Fitness center - 6 a.m. to 10 p.m.; Business Center - 24 hours.

**Parking Fees\*:** Valet \$21, with in/out privileges \$24

**Distance to the George R. Brown Convention Center:** 10-15 minute walk (10-12 blocks)

**Directions from airport:**

**FROM HOBBY AIRPORT:**

**Distance from hotel:** 12 miles

**Drive time:** 15 minutes

**Directions:** Take 45 north to the Downtown Destination (exit #45). Follow ramp to Pease. Exit Pease (one way), travel 17 blocks and turn right on Louisiana. Travel 4 blocks and the Hyatt will be on the left at the corner of Louisiana and Polk.

**FROM BUSH INTERCONTINENTAL AIRPORT (IAH):**

**Distance from hotel:** 25 miles

**Drive time:** 30 minutes

**Directions:** Take 45 south to the downtown McKinney exit, #47C (left side). Follow the ramp 4 blocks and turn right at Milam. Travel 3 blocks and turn right at Polk. The Hyatt is a block and a half on the right, at the corner of Polk and Louisiana.

\*Pricing subject to change.

**Act fast for choice lodging—see website for additional hotels!**

Make reservations online at [www.bcmshow.com](http://www.bcmshow.com) or complete the 2006 BCMC Housing form between pages 82 & 83.

The deadline for guaranteed rates is September 11. All rates are subject to change after this date. All rates are subject to applicable taxes and availability. Hotels will not accept telephone reservations prior to September 27.

## WTCA IS YOUR ASSOCIATION FOR SOLUTIONS IN THE MARKETPLACE



**IT'S YOUR INDUSTRY!**  
EXPERIENCED IN PROVIDING CONSTANT  
AND THOROUGH DEVELOPMENT OF  
USEFUL INDUSTRY PRODUCTS &  
SERVICES, AND MAKING THEM  
AVAILABLE TO YOU **ASAP!**



### ASK ABOUT THESE PRODUCTS AND MORE!

- **ONLINE TRAINING** to provide flexibility of self-paced programs
- **RISK MANAGEMENT TOOLS**
- **YOUR RESOURCE** to **EVALUATE** and **DEVELOP** your **EMPLOYEES'** technical **SKILLS**
- **ONLINE EDUCATIONAL PROGRAMS** provide resources for training your employees. Allied professionals such as building, code and fire officials; architects; engineers; and contractors can also benefit from the high quality online seminars.
- **STRUCTURAL BUILDING COMPONENTS MAGAZINE (SBC)** helps members maintain the most competitive and successful practices in the business.
- **LEGISLATIVE ALERTS** keep you informed of political issues that affect our industry.
- **QUALITY CONTROL (QC)** management tools. Check out the new **In-Plant WTCA QC** version 4.0 program to help you comply with the requirements of ANSI/TPI-1-2002 and set your company apart in the marketplace! Pocket PC Software is now available for **In-Plant WTCA QC**.
- **WAGE & BENEFIT** and **FINANCIAL PERFORMANCE SURVEYS** provide invaluable information to our members. These surveys are **FREE** to all participating members, and only members may obtain the results.
- Timely **NEWS ALERTS** provide members with information about important events that affect your business.
- The **NETWORK** of component industry professionals is over 900 strong, and is one of the greatest sources of important industry information.
- Many **DOCUMENTS & TAGS** have been updated and are available to assist you in educating and warning your customers about the safe and proper use of structural components. Marketing products help you spread the word about the benefits of component construction in your local area.
- **RESOURCES** are a phone call or mouse click away – contact staff with any technical or industry questions!

NEED DETAILS?

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

[www.sbcmag.info](http://www.sbcmag.info)

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

# TWO POWERFUL FORCES COME TOGETHER



You're Going to Love What's Next.

## **ITW** Building Components Group

We are delighted to announce that Alpine and Truswal have joined with Illinois Tool Works to begin the formation of ITW Building Components Group. In addition to enhancing the current products and services each of our companies now provide to customers, the process will focus on bringing the best of both companies to all our customers.

ITW brings to the group the powerful financial and innovative resources of its more than 700 companies worldwide. Together, we are investing millions of dollars in the development of leading edge software and equipment to ensure that our customers will continue to grow their businesses competitively and profitably.

We are continually inspired by the spirit and passion of our innovators – the highly skilled software programmers, engineers, equipment designers, and development engineers in our research and testing laboratories. They are brimming with confidence, energy, and determination to create the best for our customers. That's why we look forward with eager anticipation to the challenges of the marketplace and the changing needs of homebuilding in the 21st Century.

Alpine, Truswal, and ITW together embrace the possibilities of the future. We promise that the best is still to come and we will be the first to bring it to our customers.

Chris Cronje  
President and CEO  
Alpine Engineered Products, Inc.  
[www.alpeng.com](http://www.alpeng.com)

Andy Schwitter  
President and CEO  
Truswal Systems  
[www.truswal.com](http://www.truswal.com)



**THINGS TO DO!**

Houston is jam-packed with exciting things to do and see! Below are just a few of the many experiences Houston has to offer. For a more complete list, go to [www.visithoustontexas.com](http://www.visithoustontexas.com).

**SPORTS**

Houston Texans - Football: [www.houstontexans.com](http://www.houstontexans.com)  
 Houston Astros - Baseball: [www.astros.mlb.com](http://www.astros.mlb.com)  
 Houston Rockets - Basketball: [www.nba.com/rockets](http://www.nba.com/rockets)  
 Houston Aeros - Hockey: [www.aeros.com](http://www.aeros.com)  
 Houston Comets - Women's Basketball: [www.wnba.com/comets](http://www.wnba.com/comets)  
 Houston Dynamo - Soccer: <http://houston.mlsnet.com>

**TOURS**

Minute Maid Park - Home to the Astros: [www.astros.mlb.com](http://www.astros.mlb.com)

**MUSEUMS**

Houston Museum of Natural Science: [www.hmns.org](http://www.hmns.org)  
 Buffalo Soldiers Museum: [www.buffalosoldiermuseum.com](http://www.buffalosoldiermuseum.com)  
 Holocaust Museum Houston: [www.hmh.org](http://www.hmh.org)

**ATTRACTIONS**

Houston Space Center: [www.spacecenter.org](http://www.spacecenter.org)  
 Downtown Aquarium: [www.downtownaquarium.com](http://www.downtownaquarium.com)

**GARDENS**

Houston Arboretum & Nature Center: [www.houstonarboretum.org](http://www.houstonarboretum.org)  
 Armand Bayou Nature Center: [www.abnc.org](http://www.abnc.org)



City of Houston  
Office of the Mayor

**BILL WHITE**

**MAYOR**  
 P.O. Box 1562  
 HOUSTON, TEXAS 77251-1562  
 901 BAGBY, 3RD FLOOR  
 HOUSTON, TX 77002

**GREETINGS:**

As Mayor of Houston, I welcome all attending the "Bigger & Better in Texas" Building Component Manufacturers Conference (BCMC) at the George R. Brown Convention Center. We are glad you have chosen our great city as your meeting location.

BCMC provides the arena for suppliers and buyers to meet and conduct business in an efficient manner as the annual tradeshow for the building components industry. We consistently encourage economic development in Houston, since we are a great city of opportunity, characterized by diversity, energy and spirit.

I hope you will enjoy all that Houston has to offer. Along with our vibrant cultural and arts scene, world-class sports, and energetic economy, our diverse business communities make the nation's fourth-largest city a great place to live, work and play.

Best wishes for a successful conference.

Sincerely,

Bill White  
Mayor



**MARK YOUR CALENDAR...**

**2007 BCMC:**  
**OCTOBER 3-5**  
**COLUMBUS, OH**

**2008 BCMC:**  
**OCTOBER 1-3**  
**FORT WORTH, TX (TENT)**

**2009 BCMC:**  
**SEPT. 30 - OCT. 2**  
**PHOENIX, AZ**



**IMPORTANT PHONE NUMBERS**

- George R. Brown Convention Center  
General Info • 800-427-4697
- George Bush Intercontinental Airport •  
281/230-3100
- William P. Hobby Airport  
General Line • 713/640-3000
- Houston Airport System  
General Line • 281/233-3000
- Houston Fire & Police Dept. • 911
- National Weather Service • 281/337-5074
- Hilton Americas - Houston •  
713/739-8000
- Hyatt Regency - Houston •  
713-654-1234

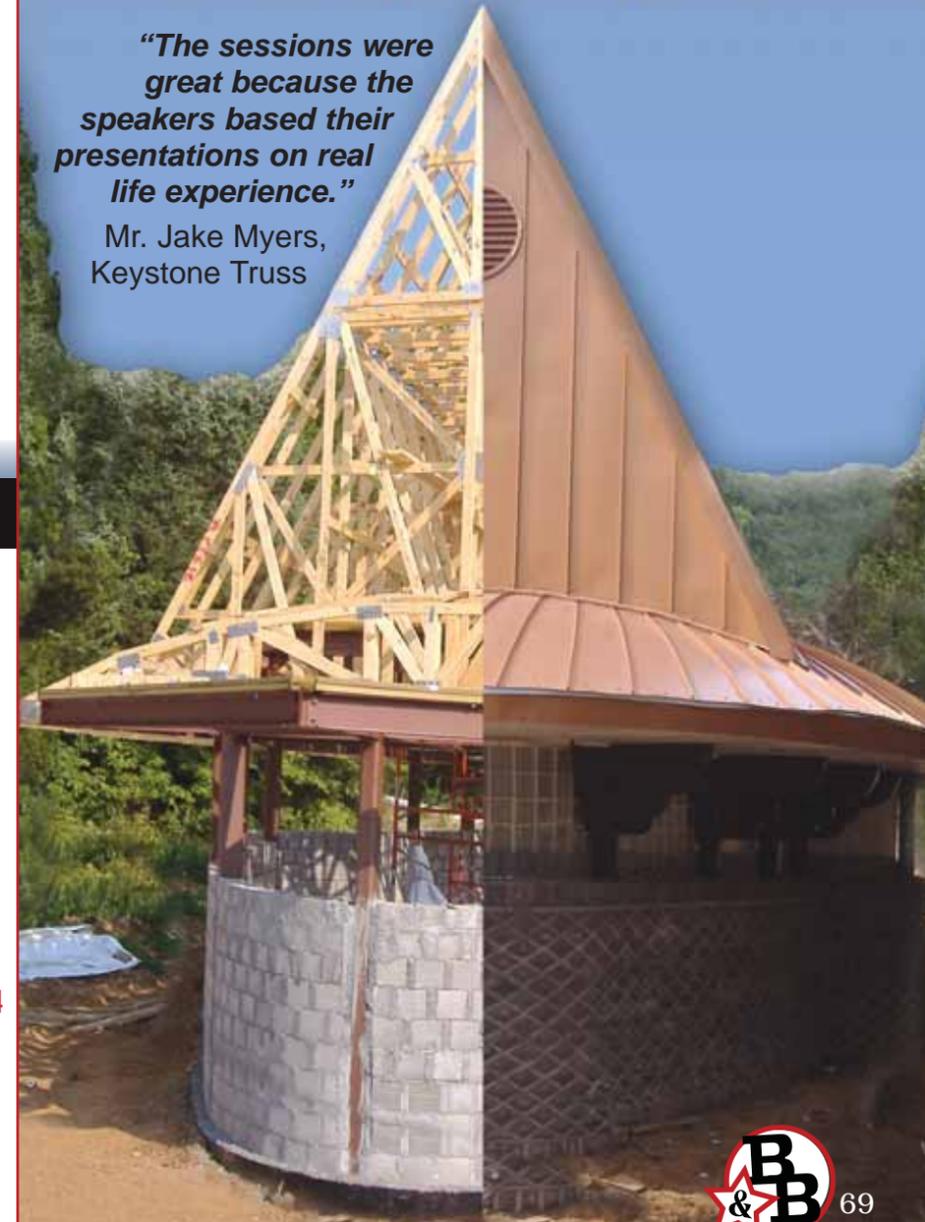
**"Come join us in 2007 as we travel back to the great City of Columbus, Ohio and Discover New Possibilities that continue to advance and strengthen our position as leaders in Structural Building Components."**

Mr. Ben Hershey • Pres., Alliance TruTrus, LLC • BCMC 2007 Chair

**DISCOVER NEW POSSIBILITIES**  
**BCMC 2007, COLUMBUS, OHIO**

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

Mr. Jake Myers,  
Keystone Truss



- A-NU-PROSPECT
- Advanced Connector Systems LLC
- Advanced Recycling Equipment, Inc.
- Alpine Engineered Products, Inc.
- Anthony Forest Products Company
- Arch Wood Protection, Inc.
- Biomass Combustion Systems, Inc.
- BlueLinx Corporation
- BLUWOOD® WoodSmart Solutions, Inc.
- BOSS Tiedowns & Strapping
- Buchanan Lumber Sales
- Builders Automation Machinery Co.
- BuildersCAD
- Canadian Engineered Wood Products
- Canfor
- Carbeck Structural Components Institute
- Carolina Strapping & Buckles Company
- Clark Industries, Inc.
- COMBILIFT USA
- Commercial Machinery Fabricators
- Cordstrap USA, Inc.
- Deacom, Inc.
- Digital Canal Corporation
- Eagle Metal Products
- Eide
- Elliott Equipment Company
- FastenMaster
- FCStone Canada
- FinnForest USA, ENGINEERED WOOD DIVISION
- Georgia-Pacific Corporation
- Gilman Building Products
- Hiab, Inc. A Cargotec Company
- HOLTEC USA Corporation
- hsbCAD
- Hundegger USA, LC
- Hydrotex
- Impact Sales & Marketing Group, Inc.
- Intelligent Building Systems
- International Paper
- "It's Your Choice!"
- Jager Engineered Wood Products
- Jager Metal Products
- Jordan Forest Products, LLC
- Keymark Enterprises, LLC
- Klaisler Mfg. Corp.
- L-M Equipment Co. Ltd.
- Lacey-Harmer Co.
- Lakeside Trailer Mfg., Inc.
- LRC Products, Inc.
- Lumber-Net
- Lumbermens Merchandising Corp. - LMC
- Machinery Boutique
- Macoser, Inc.
- Mango Tech
- MAXIMIZER TECHNOLOGIES, LLC a Component of the Fitzgerald Group LLC
- Metropolitan Lumber Company
- MiTek Industries, Inc.
- MiTek Industries, Inc. Wall Panel Division
- Monel DeSaw Inc.
- MSR Lumber Producers Council
- No-Burn®, Inc.
- Nordic Engineered Wood
- NUCONSTEEL
- Open Joist 2000 Inc. (Distribution)
- OptiFrame Software
- Pacific Automation Ltd.
- Pacific Trail Manufacturing, Inc.
- Palfinger North America
- Panels Plus
- Paslode
- Pennsylvania Lumbermens Mutual Insurance Co.
- PFP Technologies
- Pratt Industries
- Precision Equipment Manufacturing
- Princeton Delivery Systems Inc.
- ProBuild Systems, Inc.
- Qualtim, Inc.
- Quick Tie Products
- RAND Manufacturing
- Randek BauTech AB
- Rayonier Wood Products
- Rex Lumber & North Florida Lumber
- Robbins Engineering, Inc.
- Robbins Lumber
- Roberts International

- Roseburg Forest Products
- Safety Speed Cut Manufacturing
- Seaboard International Forest Products LLC
- Sellick Equipment Limited
- Senco Products, Inc.
- Simpson Strong-Tie
- SL Laser Systems
- Southern Pine Council
- SpaceJoist TE, LLC
- SPIDA Machinery 2000 Ltd.
- Spotnails
- Stanley Bostitch
- Stiles Machinery Inc.
- Stoll Trailers, Inc.
- *Structural Building Components Magazine*
- Summit Forest Products
- SUNBELT
- Superior Wood Systems
- Swanson Group
- Sweed Machinery, Inc.
- TADANO
- TCT Manufacturing, Inc.
- Temple-Inland
- The Hain Company
- The Koskovich Company
- Todd Drummond Consulting
- Tolko Industries Ltd.
- Tolleson Lumber Company
- Triad
- Truss Plate Institute
- Truswal Systems Corporation
- USP Structural Connectors
- Vecoplan, LLC
- Viking Forest Products
- Viking WPS
- Virtek Vision International Inc.
- Vision Financial Group, Inc.
- Wasserman & Associates
- Weima America, Inc.
- Weinig Group
- Weyerhaeuser; iLevel by Weyerhaeuser
- Wood Truss Systems, Inc.
- WoodPro Insurance A Division of Bowermaster & Associates
- WTCA - Representing the SBC Industry

**A-NU-PROSPECT***See ad on page 49.*

A-NU-PROSPECT provides the wood component industry with effective delivery systems. These trailers are of the highest quality in the industry featuring innovative improvements on an old concept. These trailers reduce delivery and maintenance costs while being more driver friendly than other trailers.

Contact: Mr. Joe Wilhelm • 519/349-2202 • 519/349-2342 fax  
joewilhelm@quadro.net • www.trustrailer.com

**Advanced Connector Systems LLC\***

We manufacture the patented, "Boss Bullseye" structural wood connectors. The "Boss Bullseye" system now makes pneumatic nailing of metal connectors not only fast and economical, but code approved. ACS products offer "the only code-approved connector for installation with nail-guns." No need for a special "Positive Placement Tool" and costly "Heat Treat" fasteners. Whether gun-nailed or hand-nailed the distinctive "Boss Bullseye" helps quickly identify the proper code approved nail pattern. Safer, Faster, Code Approved. Stop by our booth and let us discuss the cost saving value of our connectors and the ultimate savings to your customers. Contact "Bill Hailey" for information.

**Advanced Recycling Equipment, Inc.**

Stop by our booth to see the latest equipment Advanced Recycling Equipment, Inc. has to offer in waste reduction and thermal combustion. A.R.E. manufactures the Challenger® waste reduction grinders in both Hopper and Horizontal Styles with over 70 models to choose from. In addition to the grinders, A.R.E. manufactures Challenger Combustion Systems to provide turnkey solutions for converting biomass waste using thermal combustion to produce hot air, hot water, steam and electrical energy. A.R.E. also offers a complete line of material handling equipment for a complete turnkey system.

**Alpine Engineered Products, Inc.***See ads on pages 66-67, 131.*

Right now, the excitement at the Alpine booth comes from cutting-edge equipment, software, products and services. Revolutionary software enables the building community to collaborate in better and faster ways. Component-design, information-management systems and plant-connectivity software surpass whole-house design. Alpine Structural Consultants help you provide enhanced services and solutions to your customers. Learn about the industry's leading component-fabrication equipment, including wood truss, steel truss and wall panel systems. And Alpine's finance experts can deliver that new equipment without tying up critical working capital. Discover how Alpine's dedicated full-service approach helps customers consistently grow ahead of the competition. Right now.

Contact: Mr. Gary Muzzarelli • 954/979-9699 • 954/979-9680 fax  
gary@alpeng.com • www.alpeng.com

**Anthony Forest Products Company***See ad on page 112.*

Engineered Wood Products (Solid Sawn I Joist & Glulam Beams) and Southern Yellow Pine Dimension Lumber

Mr. Chris Webb • 870/864-8709 • 870/862-6502 fax  
cwebb@anthonyforest.com • www.anthonyforest.com

**Arch Wood Protection, Inc.**

Arch Wood Protection manufactures wood treating chemicals and licenses production of the best known brands of pressure-treated wood, including Wolmanized® Outdoor® wood and Dricon® fire retardant treated wood. The Dricon brand, in addition to providing code-complying Class A fire performance in interior applications, resists damage from termites and fungal decay. It has earned the Good Housekeeping Seal, a potential selling point for framing, trusses, and other components. New from Arch: FrameGuard™ moldresistant coating for lumber,

plywood, OSB, SIPs, and EWPs. It enables manufacturers to protect their wood and protect themselves against mold problems. Go Green!

**Biomass Combustion Systems, Inc.\****See ad on page 102.*

Eliminate escalating fuel bills by using wood waste to heat your facility. The Biomass Combustion System's 450,000 BTU per hour and 800,000 BTU per hour Hot Air Shop Heaters heat industrial facilities safely and reliably. The 25 year field-tested, all-steel design, is ruggedly built to withstand long-term industrial use. BCS fireboxes are engineered with extra thick end walls, which unlike refractory fireboxes, will not crack and break with repeated hand firing. With proper operation, the systems are virtually smoke-free with minimal impact on the working environment. With BCS Shop Heaters, you can make your wood waste work for you!

Contact: Mr. Charles R. Cary • 508/798-5970 • 508/798-5971 fax  
info@biomasscombustion.com • www.biomasscombustion.com

**BlueLinx Corporation**

Increase efficiencies and reduce costs with one-stop shopping. Customize products for your needs. Products delivered when and where you need them from more than 65 distribution facilities nationwide. Attain lean manufacturing with our JIT delivery solutions. We understand your business with our dedicated and experienced Industrial Sales Force. Lumber: Engineered Lumber, Hardwood & Softwood - dimensional, studs, & boards. Plywood Products: AC/BC Sanded Plywood, Sheathing, SIF & Specialty Plywoods - Marine, HDO, MDO & others. Engineered Wood Products: Particleboard, Hardboard, MDF, & Engineered Wood Trim. **Eastern Sales Office:** 1/800-839-2588 **Western Sales Office:** 1/800-830-7370

**BLUWOOD® WoodSmart Solutions, Inc.\***

BluWood™ is the product of a remarkable new factory-applied, two-step chemical treatment for wood components called the Perfect Barrier™ System. BluWood provides powerful protection for all wood framing components—dimensional lumber, engineered wood, OSB, trusses, rafters and sheathing—against moisture, mold, fungus, subterranean and Formosan termites. The wood is protected from the time it leaves the plant, and has a transferable lifetime limited warranty. BluWood and Perfect Barrier are products of WoodSmart Solutions LLC, founded in 2003 by Charles Morando in Boca Raton, Florida.

**BOSS Tiedowns & Strapping\****See ad on page 15.*

**Boss Strapping** is a lightweight, flexible, heavy duty woven polyester that is rapidly replacing rigid and dangerous steel banding. Our polyester is made in the U.S and manufactured into durable strapping in Texas. Because **BOSS** strapping is made of strong, durable polyester, it holds loads despite nicks, frays and even small cuts. And weighing a fourth of similar size steel banding, **BOSS** strapping is easier on the back and strap choppers are not needed, making disposal easier. Quality and consistency of strapping are the primary concerns of **BOSS**. This is achieved with in-house quality monitoring throughout the entire manufacturing process.

Contact: Mr. Blake Bailey • 936/867-4801 • 936/867-4802 fax  
blake@boss-strapping.com • www.boss-strapping.com

**Buchanan Lumber Sales**

With more and more products available every year, Buchanan Lumber Sales is here to service you with all of your SPF lumber needs. We have SPF Studs, #2&Better, Premium, #3, and MSR dimension lumber to suit many applications. We look forward to seeing you.

**Builders Automation Machinery Co.**

Builders Automation will be exhibiting their CNC Multi Function Stair Router along with other stair equipment. The machine is capable of producing stairs at an amazing rate, demonstrates ultimate flexibility, stair criteria can be entered by the operator

or is down-loadable through DXF files using AutoCAD. Programs can be sent over the internet. The only machine on the market that will do the top and bottom landing cut and automatically moves the stringer through the machining bed. The machine is equipped with two (5) horse power Variable Frequency Drive Spindles.

#### BuildersCAD

Accurate. Detailed. Fast. Customizable. Affordable. With BuildersCAD, produce complete construction documentation or panel drawings and board reports. Make every framing rule decision. Automatically frame an entire structure to your exacting standards or work at an individual wall or board level. Utilize the Header Matrix to size and configure openings to your Specifications. Instantly generate opening schedules and batch cut any or all components. Run detailed framing and cutting reports, generate Bottom Plate or Panel Elevation Drawings. Quickly create stacks for proper build order and shipping. Create detailed roof and floor framing plans and takeoffs. Why lease? Own the BuildersCAD Intelli-Framer.

#### Canadian Engineered Wood Products

CEWP is a national distributor of truss-related material, such as MSR lumber, Quality 1&2 and web stock. Our team of twelve traders in Alberta, British Columbia, Quebec and Ontario allows us to provide the best options for our customers in both the eastern and western markets. In January of 2002, we were pleased to announce our agreement with Millar Western Forest Products, becoming Millar's sole distributor of MSR lumber.

#### Canfor

See ads on pages 90-91, 95.

Canfor is North America's largest MSR producer. Servicing the truss manufacturing, I-joint manufacturing and building components industries. Canfor is your most reliable supplier of MSR. Through the expert operation and coordination of 7 MSR sawmills Canfor produces a consistent quality kiln-dried SPF MSR. Canfor reliably manufactures the prime grades 1650, 2100, 2400 in lengths up to 20ft. Canfor also manufactures long length finger-joined MSR up to 36ft. Canfor offers reliable supply options; rail directly from our mills or trucks from one of our 8 North American reloads.

Contact: Mr. Frank Turnbull • 604/264-6289 • 604/264-6217 fax  
frank.turnbull@canfor.com • www.canfor.com/msr

#### Carbeck Structural Components Institute

CSCI, a 501(c)3 non-profit organization, undertakes research and education projects focused on the structural framing of residential housing and commercial buildings. One of CSCI's key objectives is to provide the fire service with information concerning how to effectively and safely put out fires in structures that include structural building components. Your support last year allowed CSCI to produce a new updated Wood Truss Construction and Fire Performance CD and website for firefighter education (www.fire.carbeck.org). Over 500 of the CDs have been distributed since publication in March 2006. Look for our booth where you can bid online in our fundraising auction.

#### Carolina Strapping & Buckles Company

**Carolina Strapping and Buckles Company** is the proud manufacturer of **GatorSTRAP™**, the widely accepted heavy duty woven polyester strapping that is used extensively in the North American lumber and building component industries. **GatorSTRAP™** has been engineered by our weaving experts to maximize the inherent advantages of high tenacity polyester yarn and is a superior alternative to steel strapping. As part of an expanding strapping product line, **Carolina Strapping and Buckles Company** also manufactures phosphate coated, extra grip wire buckles. Our product line also includes tensioners, dispensers, serrated seals, edge protectors and strap cutters.

#### Clark Industries, Inc.

See ad on page 35.

Clark Industries, Inc. has been building and supporting equipment for the building components industry for over 35 years. We stress quality, reliability, and continued support, if a problem should arise. We build the Tri-Axis machine which makes roof or floor trusses, a multi-head machine for mass production of trusses, column laminating equipment, roller-type floor truss machine, component wall panel presses and truss stackers, both horizontal and vertical. We also build truss conveying systems and an assortment of material handling items for the industry as well as equipment to meet customers' special needs.

Contact: Mr. Jack Schulz • 417/235-7182 • 417/235-8262 fax  
jack@clark-ind.com • www.clark-ind.com

#### COMBILIFT USA

The revolutionary multi-directional Combilift (launched 1998) has had a major impact on handling and storage within the lumber industry. Designed primarily for the handling of long and awkward loads in confined spaces. Essentially 3 machines in one; sideloader, lift truck and narrow-aisle truck. The Combilift can work inside and out, on semi-rough terrain and in all weather conditions. Double handling and downtime are obsolete for Combilift users, as trucks are powered by propane or diesel. Fully synchronised 4-way steering allows maximum use of storage space as the machine can operate in aisles as narrow as 80 inches. Capacities range: 5000lbs-22000lbs.

#### Commercial Machinery Fabricators

See ad on page 39.

Commercial Machinery Fabricators, Inc. CMF THE STEALTH offers a number of products, and will exhibit some of these at BCMC '06. Products include: New Trackless Gantry with a 24-inch Roller VF Drive with power pack, a Roller Press with 24-inch rollers, Steel Slotted truss tables with 24-inch steel plate and plastic/wood top tables, Trackless Floor Truss and Trackless Jack Table.

Contact: Mr. Edward G. Joseph • 517/323-1996 • 517/323-8939 fax  
ed@cmfstealth.com • www.cmfstealth.com

#### Cordstrap USA, Inc.

Cordstrap® is the world leading manufacturer of corded polyester strapping and one-way load securing systems. We provide customers with a safe and cost-efficient alternative to steel banding and other conventional transport packaging materials. Since 1965 it has been Cordstrap's mission to solve strapping, transport, load securing complexities and safety challenges for a diverse base of customers. Cordstrap CC105 is now AAR certified, offering the highest standards available. Cordstrap® Composite Strapping (CC) is a latest development in non-metallic strapping technology. Made from high tenacity polyester filament yarns embedded in a polymer coating, composite strapping is often referred to as "synthetic steel."

#### Deacom, Inc.

See ad on page 127.

Deacom, Inc. produces the complete DEACOM accounting & Enterprise Resource Planning (ERP) software system for building component and prefabricated housing manufacturers. The DEACOM ERP system is engineered specifically to manage your complex job costing and business process issues, and handles an endless variety of unique requirements without costly customization. DEACOM ERP software seamlessly integrates all areas of your company—from production and engineering links, to order entry and invoicing—giving you a comprehensive view of your entire operation. By continually focusing on making complex issues simple, Deacom helps streamline your business processes to maximize productivity and profitability.

Contact: Ms. Susan Shaw • 610/971-2278 x 15 • 610/971-2279 fax  
sshaw@deacom.net • www.deacom.net

#### Digital Canal Corporation\*

Every year component manufacturers spend thousands of dollars on software and equipment leasing. Why lease when you can buy at a fraction of the cost? Digital Canal provides design software to component manufacturers to provide them with a complete design as well as cutlist, framing, sheathing & material take off for all of their component needs. Stop by our booth to see why owning your software that links to your equipment will save you time and money versus costly software and equipment leases. Visit us on line at www.digitalcanal.com

#### Eagle Metal Products

See ad on page 88.

Serving the building components industry for over 20 years with connector plates, engineering services, design software and truss equipment, Eagle is committed to providing superior customer service and the most competitive pricing in the industry. Eagle's Field Repair Press has become standard equipment for truss plants today. With over 1,500 units in use worldwide, it is the single most popular piece of equipment ever developed for the building component industry! We look forward to seeing you in Houston!

Contact: Mr. Baird Quisenberry • 903/275-7888 • 903/887-1723 fax  
baird@eaglemetal.com • www.eaglemetal.com

#### Eide

See ad on page 93.

Eide debuts new features and demonstrates the fastest growing jig system in the industry. The WizardPDS™—Perimeter Definition System is an automated jig system that reduces set up time by 99%. The WizardPDS™ requires NO additional jig hardware or images to accomplish a complete truss set up in 30 seconds or less. The WizardPDS™ converts what is now set up time to build time. Visit our Booth and see the WizardPDS™ build (7) individual and completely different trusses start to finish in just 23 minutes.

Contact: Mr. G. Mitchell Eide • 612/521-9193 x206 • 612/521-9307 fax  
mitch@eidemachinery.com • www.eidemachinery.com

#### Elliott Equipment Company

Elliott is the leader in innovative material handling solutions for the building component industry. Elliott's 1881 tractor mount BoomTruck features ultra-smooth controls, fast operating speed and our patented SuperLink outriggers that let you work in the most confined environments. Elliott offers a full line of BoomTrucks with capacities from 10 - 32 tons. Increase your productivity, improve your worker's morale and work safer than ever before. Do More with Elliott.

#### FastenMaster

FastenMaster, a division of OMG founded in 1981, is a brand of task specific, contractor quality fasteners that are engineered to enable a professional or serious do-it-yourselfer to complete a project faster, easier and stronger. For additional information please call us at 800.518.3569 or visit our website www.FastenMaster.com.

#### FCStone Canada\*

Lumber prices are extremely volatile and profitability is often impacted by the direction of lumber markets, affecting both inventory values and sourcing costs for raw material needs. FCStone Canada specializes in advanced commodity price risk management programs for the forest products industry. Let us show you how you can manage price uncertainty and gain control of your margins and budgets. Our programs focus on hedging lumber, energy, fuel surcharge and currency exposure using futures, options and customized derivatives.

#### FinnForest USA, ENGINEERED WOOD DIVISION

See ads on pages 41, 102.

Finnforest USA, Engineered Wood Division distributes Master Plank® LVL throughout North America. Master Plank® has all building code acceptances,

including NER. Multiple span capabilities make this engineered wood product a logical choice for beams, headers, scaffold planks, mobile home, stair stringers and other industrial applications.

Contact: Mr. James R. Gilleran • 586/296-8770 x105 • 586/296-8773 fax  
jgilleran@finnforestus.com • www.finnforestus.com

#### Georgia-Pacific Corporation

Georgia-Pacific can supply SYP lumber for all your truss needs.

#### Gilman Building Products

Gilman Building Products Company is a quality southern yellow pine manufacturer servicing the truss industry since 1972. Gilman's annual production of SYP lumber exceeds 600 million board feet per year with 75% of production going directly to the truss and component manufacturing industry. We invite our current customers and friends to stop by and visit, as well as prospective customers in the truss industry that are not currently doing business with us.

#### Hiab, Inc. A Cargotec Company

Hiab, Inc. offers Hiab articulated cranes for off loading components and setting both bundles of trusses or single trusses. We also offer the Moffett truck mounted forklift for off loading and placing components on the jobsite including a 4-way version for handling extra long lengths of components.

#### HOLTEC USA Corporation

See ad on page 4.

HOLTEC—The worldwide leader in package crosscut systems. Our Transcut® II Portable Crosscut Saw is affordably priced at \$6900 for cutting whole bunks of lumber of length and our HOLTEC Precision Crosscut Systems are in use by over 6,000 customers worldwide to cut whole packages of lumber to length in less than one minute with a precision of +/- 1mm (.040").

Contact: Ms. Kim O'Brien • 813/754-1665 • 813/752-8042 fax • www.holtecus.com

#### hsbCAD

Object oriented technology based on Autocad and Architectural Desktop. From the drawings created in Architectural Desktop you are only a mouse click away to create all the fabrication drawings and details required for automated or non-automated manufacturing including bill of materials and much more. The Design tool of Choice for: Prefabricated Home Manufacturing (Timber and Light Gauge Steel), Timber Framers (Post and Beam), Modular Home Design, Residential Designers, Residential Design, Log home Design, SIP Designers, Builders.

#### Hundegger USA, LC

See ads on pages 11, 129.

Hundegger USA, L.C. As a true automated milling machine, Hundegger is the most flexible machine on the market with the largest cross section cut area and the most advanced servo control. That is what separates a Hundegger machine from other component saws on the market. In just under 3 years Hundegger USA has sold over 200 SC-1 machines world wide making the SC-1 the most admired linear saw on the market. Hundegger continues to define what a linear saw can do for the truss component industry in our software optimization, batching developments and unique profile mills.

Contact: Mr. Steve Shrader • 435/654-3028 • 435/654-3047 fax  
steve@hundeggerusa.com • www.hundeggerusa.com

#### Hydrotex

Hydrotex is committed to providing our customers the best total lubrication solution for their businesses. Headquartered in the Dallas/Fort Worth area, Hydrotex manufactures a wide variety of performance lubricants, including engine oils, industrial lubricants, fuel improvers, specialty products and performance greases. Hydrotex products are provided throughout the United States by Lubrication

Consultants who attend the company's rigorous, nationally recognized Lubrication University and are kept up-to-date on the latest industry trends, applications, and developments. Our Customer base includes major companies in most market segments in the United States.

**Impact Sales & Marketing Group, Inc.\*** *See ad on page 94.*

Serving truss fabricators with the most exclusive, privately held network of equipment and business development options in the industry. **The Impact Group** offers a full line of dependable truss manufacturing equipment, roll-off trailers, roof gantry and floor truss systems, splicers, linear saws and material handling equipment. Stop by our booth and speak with one of our business analysts and discover our unique approach which gives our customers clear unbiased information specific to their needs. Have questions about the direction you are taking and the choices you have? We can provide the keys for your journey. Visit [www.hotshottrailers.com](http://www.hotshottrailers.com).

*Mr. Harry Berney • 817/466-1100 • 817/466-1101 fax  
harry@impactgrp.com • www.impactgrp.com*

### Intelligent Building Systems

*See ad on pages 42-46.*

Intelligent Building Systems, the leading supplier for the wall panel manufacturing industry, provides additional profit opportunities for component manufacturers by providing a **COMPLETE WALL PANEL SYSTEM**. Our innovative equipment—manual, semi-automated, or fully automated systems—include many exclusive features that separate us from our competitors. Along with our IntelliBuild™ software, we provide the perfect combination for every component manufacturer. Our knowledgeable staff can help you determine how to maximize your company's performance. Stop by and see how we can contribute to YOUR SUCCESSFUL FUTURE with a GENUINELY INNOVATIVE **COMPLETE WALL PANEL SYSTEM**.

*Contact: Mr. Carl Schoening • 817/633-5100 x206 • 817/652-3079 fax  
carlschoening@truswal.com • www.truswal.com*

### International Paper

International Paper will exhibit Southern Yellow Pine Lumber and plywood. We will also display MSR Lumber and engineered wood products.

"It's Your Choice!"

From corporate to casual, your one-stop promotional advertising choice for event and tradeshow giveaways, employee motivation programs or executive gifts. We offer in-house embroidery, silk-screening, and laser etching/engraving. We can assist you in developing ideas for unique recognition uncommon to generic catalogs. Whether looking for a traditional gift or the latest rage, we can help you find the perfect product in the price range you desire.

### Jager Engineered Wood Products

JAGER Engineered Wood Products is Canada's largest manufacturer and a leading North American supplier of Engineered Wood Products. This reborn organization with one foot in the forest, brings together the high quality JSI brand I-Joist and the outstanding performing Temlam brand LVL under a single new Company name. Grounded in sound engineering, enabled by cutting edges software and the ability to bundle the entire EWP structural system, Jager EWP is shaking up the industry. With customer intimacy as a guiding principle, you will definitely want to visit our booth. We look forward to seeing you at BCMC 2006.

### Jager Metal Products\*

Jager Metal Products, formerly part of Jager Building Systems has been providing the Canadian truss fabrication market with high quality products and services for over 50 years. With sales, distribution and technical support centres located across Canada we are ideally located to support your growing business. Jager Metal Products man-

ufactures and distributes connector plates, metal webs, production equipment, hangers, design, layout, truss plant management and wall software. Combined with our people and strategic partnerships we truly "Deliver the Advantage." Drop by our booth at the BCMC Show to see the new Jager Metal Products.

### Jordan Forest Products, LLC\*

JFP & JLS are Southern Yellow Pine Manufacturers currently producing in excess of 370 MMBF at our Barnesville, Georgia and Mount Gilead, North Carolina facilities. Our main focus is the production of 2"x4" thru 2"x10"-6' to 16' with 2"x4" being the largest percentage of our production. Grades by mill are: Georgia- MSR (as of August 2006), #1, #2Pr, #2, #3, & #4. North Carolina- DSS, #1 (4" & 6"), #1pr (4" & 6"), #1Dns (10"), #2Pr, #2, #3, & #4. Our goal is to provide our customers quality products and superior service.

### Keymark Enterprises, LLC

**Keymark Enterprises, LLC** Whole House Design, Single Building Model Technology, Intelligent Building Design, Optimum Value Engineering—Keymark's KeyBuild software system is the embodiment of these catch phrases. KeyBuild's superior engineering automates gravity, lateral and seismic load development. Once all loads have been developed; truss, wall, and floor components are engineered and corresponding materials are specified. Whether you are a builder, architect, engineer, component manufacturer or material supplier, KeyBuild can assist you in streamlining your function within the building process.

### Klaisler Mfg. Corp.

*See ad on page 20.*

**CHECK KLAISLER FIRST** Klaisler Mfg. Corp. will feature the latest design in steel top truss tables. The WEG-IT table series is designed to increase jig holding power, speed your production and provide a more durable, longer lasting table. Along with the tables, Klaisler will also present the WEG-IT jiggling system (US patent 7,021,614), the practically MAINTENANCE FREE recessed rail Gantry system and the Heavy Duty Truss Roller. Stop by Klaisler to see THE TANK hydraulic truss pressing system and our latest design RAILESS GANTRY SYSTEM.

*Contact: Mr. Brent Davis • 877/357-3898 • 317/357-3921 fax  
brent@klaisler.com • www.klaisler.com*

### L-M Equipment Co. Ltd.\*

L-M Equipment Co. is the leading Package Cross Cut System Manufacturer in North America. Our Portable Yard Saw offering a standard 3" Side Shift feature, is ideal for cutting full units of lumber or I joist components. The Fully Automated Verticut P4 System is used to cut full units of lumber to a P.E.T. finish of +/-1/32. L-M also offers a Full Automatic Strapping System with an inline flush end bump roll case. The strapping system can be incorporated into a Verticut System, or can be installed as a stand alone Strapping Station. Visit our web site at [www.LMSaws.com](http://www.LMSaws.com)

### Lacey-Harmer Co.

*See ad on page 123.*

The S/L Truss Projection System provides truss manufacturers with reduced setup time and improved accuracy of component assembly, resulting in dimensional consistency (repeatability) between trusses. Lacey-Harmer Company's other products include the Sense-A-Plate® which detects missing plates from either side of a truss and signals the operator when one of a pair is missing; Lasalign® Laser Guidelines including Miter Saw Lasers for precise and consistent cuts maximizing quality and yield; EASY EMPTY Self-Dumping Containers that are the only true self-dumping containers on the market; and a full line of SUMMIT® chain products including transfer and attachment chain.

*Contact: Ms. Judy Cope • 800/367-9992 • 503/222-0073 fax  
jcope@laceyharmer.com • www.laceyharmer.com*

### Lakeside Trailer Mfg., Inc.

*See ad on pages 84-85.*

Lakeside will be exhibiting four of their most popular and versatile roll-off models with hydraulic front-ends, sliding tandems, and other options.

*Contact: Mr. Lee J. Kinsman • 573/736-2966 • 573/736-5515 fax  
lee@rollerbed.com • www.rollerbed.com*

### LRC Products, Inc.

The LRC ExpressHeader was developed to be a cost reducing, time saving, energy efficient window and door header for 3-1/2" and 5-1/2" construction. The Express Header is a structural product manufactured with 1-1/4" APA approved LVL. Its foam core is an Expanded Polystyrene that helps eliminate unnecessary wood fiber. This allows you to utilize only what is needed structurally. Visit [www.expressheader.com](http://www.expressheader.com) as well as [www.lrcproducts.com](http://www.lrcproducts.com).

### Lumber-Net

**Software Solutions for Wholesalers, Manufacturers & Distributors** Lumber-Net offers real-time inventory management software designed for wholesalers, truss manufacturers and remanufacturers. It facilitates the preparation of mill purchase orders, sales orders, and work orders for remanufacturing, and production processing. Scheduling and transportation are managed on-screen, tracking products on ground, committed, or in transit in real-time. Lumber-Net meets the unique needs of your business. We can integrate with most accounting packages as well as truss design applications. Lumber-Net offers both customized, inhouse software as well as a low-cost hosted option.

### Lumbermens Merchandising Corp. - LMC

**LMC - BUILDING ON SERVICE** LMC is a not-for-profit purchasing cooperative owned by over 332 independent stockholders. Over 75 of our stockholders have truss/wall panel operations representing 115 manufacturing locations. These stockholders make up the LMC - Truss Manufacturers Alliance, a networking and education group working to enhance purchasing programs for forest products, building materials and related services by harnessing combined purchasing volume. With over \$3.5 Billion Dollars in purchasing power, it is LMC's mission to be the preferred source to which stockholders can entrust their purchases of forest products, building materials and other related products and services.

### Machinery Boutique

New and used truss equipment brochures and photos.

### Macoser, Inc.

Macoser, Inc. is a major importer of the finest, most efficient and reliable, high-tech woodworking machinery from major European manufacturers. We have over 20 years of experience supplying the United States, Canada, and Mexico with machinery for numerous woodworking applications. Macoser will be introducing its new angular CNC cutting system at the BCMC show. At Macoser, Inc. our experienced sales staff takes pride in providing you with the most efficient, cost-effective, and competitively priced machinery in the wood components industry.

### Mango Tech

*See ad on page 113.*

**MangoTech. A young business providing Fresh Automated Solutions.** MangoTech is a company with a focus on providing practical automation solutions for timber industry businesses throughout the world. The company's rapid growth is a result of its ability to be fast, flexible and innovative in answering real needs, enabling businesses to substantially increase their efficiency and profitability.

*Contact: Mr. Ken Hawkins • 1 866 GO MANGO • 61 3 9532 6072  
61 3 9532 6073 fax • ken@mangotech.com.au*

### MAXIMIZER TECHNOLOGIES, LLC a Component of The Fitzgerald Group LLC

*See ad on page 48*

**MaxCustomCutter®.** Experience the one that started it ALL, the complete sawing and material handling system (QRM). Addressing current practices with the foresight and flexibility required for the changes coming tomorrow (On-Demand Cutting, Total Material Handling, Certified Safety, Dust Collection and Software Freedom). See how we can Maximize this Technology for your company today! Your Single Source for material handling, cutting, setup and manufacturing equipment / methodology from the premier companies throughout the world. Bring your production numbers, let's talk, we'll become part of your team. Maximizer Technologies. "A blending of excellent services and products, with answers that work...."

*Contact: Mr. Randall L. Fitzgerald • 719/528-5445 • 719/528-5444 fax  
randy@maximizertechologies.com • www.maximizertechologies.com*

### McGinnis Saw Service

McGinnis Saw Service has been specializing in servicing the wood truss industry for 28 years with a complete sharpening and repair service, with sales of high quality saw blades. The foundation of our sharpening service begins with our CNC 5 Walter grinders which provide a precise and consistent grind using the highest quality diamond wheels. Combined with our micro video inspection, experienced hammer-smiths, strict quality controls, and pick-up and delivery vans, we provide a dependable, expedient, high quality sharpening and repair service. This coupled with a complete line of our own proven quality component saw blades to service the industry.

### Metriguard Inc.

**The World's Leading Provider** of precision equipment for: \*Machine Lumber Grading (MSR & MEL), \*Veneer Testing (LVL), \*Bending & Tension Testing (Quality Control)

### Metropolitan Lumber Company

Founded in 1907, Metropolitan specializes in the "Pick O' the Pines." We sell Ponderosa Pine, Southern Pine, Idaho White Pine, and Red Pine to name a few. We also ship Green Douglas Fir, Spruce Pine Fir, Hem Fir and White Fir, and other species. We can provide you with the quality and service you need when purchasing your "just in time" inventory. We stock a wide variety of lumber items at two Chicago area reloads. We also ship direct carloads and truckloads from top quality mills and keep our finger on the pulse of the lumber industry every day.

### MiTek Industries, Inc.

*See ads on pages 2-3, 99, 103.*

**Power to Perform™.** It's our pledge to you that our focus is to always be the best and most reliable business resource—because we measure our success by your success. See the complete MiTek 20/20® software suite. Featuring our "whole house" structural modeling program powered by OptiFrame®, the most complete, productive and reliable software available. And it's fully integrated with MiTek's automated component manufacturing equipment. See the new and improved RoofTracker™ press, Cyber® A/T saw RailRider™ Pro press, MatchPoint™ automated jiggling system and Virtek® laser jiggling systems—featuring the latest options for increasing setup efficiencies and production throughput.

*Contact: Mr. Michael Klein • 314/851-7445 • 314/434-1394 fax  
mklein@mii.com • www.mii.com*

### MiTek Industries, Inc. Wall Panel Division

Optimized and driven by our industry-leading e-Frame® Panel software, MiTek provides system technologies that deliver bottom-line efficiencies in wall panel design, production and material handling. Our **Panels Plus** manual equipment will demonstrate how even a modest machinery investment can pay off big. Efficiencies are gained through material delivery systems such as our Component

Express™ just-in-time conveyors while manufacturing is optimized by the ShopNet™ production software delivered paperless from your design office directly to the plant floor. Whether it's metal products, component manufacturing equipment, software, training, or engineering services, we are driven to enhance our performance to help you enhance yours.

#### Monet DeSaw Inc.

See ad on back cover.

Monet DeSaw Inc. will display the industries most reliable automated component saw, the DeSawyer 2000; the ever popular floor web saw, the FWA 500; and our newest addition to the cutting family, the DeRoto mill. The DeRoto mill is a fully CNC single blade cutting machine. Backed by the industries best customer service, Monet DeSaw Inc. is manufacturing more reliable equipment than ever. Come by and see us!

Contact: Mr. Kevin Troesser • 573/642-4900 • 573/642-3736 fax  
kevin@desaww.net • www.desaww.com

#### MSR Lumber Producers Council

See ad on page 101.

The Machine Stress Rated Lumber Producers Council was formed to promote the benefits of Machine Stress Rated (MSR) lumber for the purpose of increasing the usage and acceptability of the product. It is the intent and mission of the Council to improve, promote, and advance the common interest and general welfare of all phases of the Machine Stress Rated lumber industry.

Contact: Ms. Kathy James • 888/848-5339 • 406/443-6176 fax  
msrlpc@msrlumber.org • www.msrlumber.org

#### No-Burn®, Inc.\*

No-Burn®, Inc. is committed to making the risk and danger of fire a thing of the past by offering an advanced suite of fire retardants and reactants that render an array of materials highly fire resistant. This technology is one of the world's most effective ways to save property and lives from fire. No-Burn®, Inc.'s suite of fire retardants, fire reactants and patented dual products provide protection against fire and mold are available through a network of dealers specializing in professional application. No-Burn®, Inc. is a privately held company headquartered in Wadsworth, Ohio USA.

#### Nordic Engineered Wood

Nordic Engineered Wood, a wholly-owned subsidiary of Chantiers Chibou-gamau, was founded in 2000 to develop high quality wood products for use in residential and light commercial applications. In addition to the largest solid-sawn I-joist manufacturing facility in North America, Nordic manufactures a family of competitively priced laminated products including glulams and columns. In keeping with our parent company's vision, we maintain strict adherence to quality control, environmentally sound harvesting and manufacturing techniques, and reliable service.

#### NUCONSTEEL

If it can be done in light gauge steel, NUCONSTEEL® can do it! NUCONSTEEL has developed an innovative, fast and, cost-effective method of producing light gauge steel components for the residential market. With this NU WAY TO BUILD®, the NUFRAME™ and NUTRUS 2.0® systems can help YOU produce panels and trusses on time every time! Stop by our booth to watch panels and trusses being produced in minutes.

#### Open Joist 2000 Inc. (Distribution)

See ad on page 48.

Distribution Open Joist 2000 Inc. has been reengineering wood components since 1990. Open Joist 2000®, the original trimmable open webbed floor truss, was designed to maximize solid sawn lumber to its full structural capacity. While maintaining its competitiveness in the wood industry, new finger-jointed products are being continuously developed. Come and see us at our booth.

Contact: Mr. Michel Beauchamp • 514/952-3945 • 514/990-0078 fax  
mike@openjoist2000.com • www.openjoist2000.com

#### OptiFrame Software

See ad on pages 12-13.

OptiFrame® provides "Whole House" software, including the industry's most advanced tools for structural framing. The software enables optimized modeling of the roof, walls, and floor, including all parts of the structural frame, from the roof down through to the foundation: beams, joists, panels, trusses, critical connections and related accessories. For more information, please visit us at: www.OptiFrame.com

Contact: Ms. Katie Bassani • 303/723-4950 • 303/221-3532 fax  
kbassani@optiframe.com • www.optiframe.com

#### Pacific Automation Ltd.

See a live demonstration of our quality truss manufacturing equipment at the BCMC 2006. Talk to us about the many machines in our product line, sold world wide.

#### Pacific Trail Manufacturing, Inc.\*

Crosscut unit saws have become an extremely valuable tool in quickly cutting lumber back to easily handled lengths. Many times this is done prior to boards being fed into the component saws as just one example. Since 1988 we have been manufacturing a complete line of saws offering cutting tolerances of  $\pm 1/4"$ ,  $\pm 1/16"$  &  $\pm 1/32"$  to suit your individual needs.

#### Palfinger North America

Palfinger North America is a world class manufacturer of truck mounted knuckle boom cranes and forklifts. Used in many applications, we offer several models, which can be operated with radio remote control for fast and economical operation. Palfinger also offers the ideal solution for various loading and unloading problems encountered by transport operators. Different versions of the Crayler forklift are available depending on your specific needs. Palfinger and their distributors can help custom-manufacture a material handling system to meet your toughest challenges! For more information on the Palfinger product lines, please contact us at 800/567-1554.

#### Panels Plus

See ad on page 110.

Panels Plus, Building Technology into your Craftmanship! Still your first choice for automated & semiautomated wall production Equipment & Accessories. Stop by our booth for the newest generation in wall panel equipment. Limited in space see our newest combo-table to frame and sheath on one table operation. Also on display sub-component nailer & for more equipment manufactured by Panels Plus stop by the MiTek Booth for additional equipment on display. Stop by and discuss or see how Panels Plus provides solutions for the wall panel industry! **We build more than panel equipment...WE BUILD PARTNERSHIPS.**

Contact: Mr. Stan Axsmith • 507/369-0507 • 507/373-7110 fax  
saxsmith@lou-rich.com • www.panplus.com

#### Paslode

Paslode: Manufacturer of pneumatic and Cordless nailing and stapling tools and fasteners for the wood panel industry. Paslode tools are compatible with all panel equipment and are available with high capacity magazines. Paslode offers an extensive service network to maximize production efficiency. Paslode has 7 Regional Service Centers, 6 Fastener Manufacturing Plants and 3 Tool Assembly Plants located in throughout the U.S.

#### Pennsylvania Lumbermens Mutual Insurance Co.

PLM specializes in Property and Casualty insurance for the lumber, woodworking and building material industries. Established in 1895, we have over a century of industry knowledge and expertise. The company was formed "by lumbermen for lumbermen," and throughout our entire history, wood and the wood industry has been our sole focus. We offer competitive rates, loss control programs and prompt

claims response and handling. We are financially strong and carry an A.M. Best rating of A (Excellent). For more information, contact us at 800/752-1895 or visit our booth to learn more about our services.

#### PFP Technologies

See ad on page 19.

PFP Technologies are the designers and manufacturers of the innovative Razer linear saw. Come and see the flexibility, versatility, features and cost effectiveness of the Razer. Try the software that at the touch of a button can make decisions on material usage that will save you money. The Razer can be run on its own or fully integrated with optional automated infeed and outfeed systems affordable for any size truss plant. Our engineers and salespeople will answer any questions you may have and look forward to catching up with old and new faces.

Contact: Mr. Joseph A. Tuson • +61/8 9 249 4542 • +61/8 9 249 4596 fax  
joetuson@pfpotech.com.au • www.pfpotech.com.au

#### Pratt Industries

See ad on page 88.

Pratt Industries brings 30 years of manufacturing experience to the Truss Industry by providing higher quality and better parts to the truss trailer. For example, we provide bigger rollers, bigger bearings many parts that come in contact with the trusses are galvanize giving you a better and long lasting look. We are the only ones to provide lifetime warranties and many more.

Contact: Mr. Danilo Claveria • 727/584-1414 • 727/584-2323 fax  
dan@prattinc.com • www.prattinc.com

#### Precision Equipment Manufacturing

See ad on page 87.

Precision Equipment Mfg. manufactures quality roll off trailers for truss dealers all over the country and internationally. Our goal is to be your trailer company, you may choose one of our standard series 40', 48', and 53', or our stretch trailers which come in 36'-51', 42'-60', 46'-64', 50'-70', 53'-73', and introducing our all new 53'-80'. We also manufacture two different goosnecks that come in 28', 32', and 36' sizes. Or we can custom make any size or axle configuration. We want to earn your business!

Contact: Mr. Bill Adams • 701/237-5161 • 701/280-0946 fax  
bill@precisionequipmfg.com • www.precisionequipmfg.com

#### Princeton Delivery Systems Inc.

See ad on page 111.

Princeton Delivery Systems located near Columbus is the leading U.S. truck mounted forklift manufacturer. Princeton offers four PiggyBack® Delivery System models designed for building material applications: E2- 3RVX "4-Way" is specifically designed to carry long loads, like engineered floor joists, through narrow openings. Controls change wheel direction so that the load can be transported length-wise. PB65 will handle prefabricated wall panels or other heavy loads. It is the industry's only 6,500 pound capacity unit. PB50 5,000 pound capacity unit is unequaled in rough terrain performance. Z2-3 with 4,500 pound capacity is ideal for medium loads on many single axle trucks.

Contact: Ms. Stacey Denney • 614/834-5022 • 614/834-5075 fax •  
stacey.denney@piggy-back.com • www.piggy-back.com

#### ProBuild Systems, Inc.

ProBuild Systems provides the BuyMetrics® personal productivity software system for commodity lumber and panel buyers. Come see a **live demonstration** of how BuyMetrics can help you save time, reduce material costs, and improve your purchasing strategy.

#### Qualtim, Inc.\*

See ad on page 125.

Have you been considering ideas for improving your business and marketing approach but never seem to find enough time? As the industry leader in personalized service and support to the structural building components industry, Qualtim offers both creative and technical solutions. We provide website, advertising and other marketing expertise, online training creation and management, manufacturing and QC knowledge, engineering and expert witness support, as well as truss testing and product development assistance. Qualtim invites you to stop by our booth to discuss your marketing or technical needs and how we can serve you with expert, creative and affordable solutions.

Contact: Ms. Linda Watson • 608/271-1176 • 608/271-7006 fax  
lwatson@qualtim.com • www.qualtim.com

#### Quick Tie Products

Quick Tie, the most innovative Hurricane and Earthquake tie down system for wood framed buildings; provides a continuous load path from the uppermost top plate to the foundation, and, is the only product on the market that compensates for wood shrinkage and construction gaps without installing additional devices.

#### RAND Manufacturing

RAND Manufacturing, Inc. is a leader in developing ideas and creating solutions for a variety of unique problems facing the component industry. Come by our booth at BCMC to see some of our newest innovations such as the roll splicer, floor and roof truss stackers, lumber trains, and factory lumber carts. As well as the High Ryder or floor track roof truss gantries, the standard and auto-set floor truss machines, rolldown series truck bodies, trailers and much more! We look forward to seeing you at BCMC 2006 in Houston, Texas.

#### Randek BauTech AB\*

Randek BauTech AB is the world leading manufacturer of automated equipment components for producing prefabricated homes. Our equipment produces finished building components faster and more efficiently than any other manufacturer. Compared to competing technologies, our machines will produce up to four times the linear feet of wall panels per shift. Our leading-edge technology enables manufacturers to produce high quality wall and floor panels in the shortest possible time with a minimum number of operators. Since 2000, we have delivered 13 production lines in the USA and Canada. Randek Automated Equipment, Inc. is exclusive North American agent for Randek BauTech AB.

#### Rayonier Wood Products

Rayonier manufactures a wide range of Southern Yellow Pine kiln dried lumber products, including the hard to find Dense Select Structural grade. Our seasoned sales staff is ready to help with your truss lumber needs. Visit our booth at the BCMC. When you want only the best, you'll find it at Rayonier Wood Products.

#### Rex Lumber & North Florida Lumber

Rex Lumber and North Florida Lumber are two of the largest producers of 2dense yellow pine lumber in the south. We also produce many other truss grades from our two mills located in the panhandle of Florida.

#### Robbins Engineering, Inc.

See ads on pages 26-27, 129.

As the component manufacturing industry leader in personalized service, Robbins Engineering, Inc. offers an unparalleled line of production and material handling equipment, top quality truss plates, and engineering services. Robbins Engineering is known as the developer and provider of the industry's most intuitive, comprehensive, and best integrated software in the industry, OnLine Plus™ layout and engineering (CAD/CAM) software, InfoStar™ management software,

and WallStar™. Robbins Engineering also offers Web-Based Software Training 24/7 for Online Plus™. Stop by our booth at the 2006 BCMC in Houston, Texas to preview Robbins Engineering's cutting-edge products and see a demonstration of our software offering.

Contact: Mr. Doug Folker • 813/972-1135 x268 • 727/535-8199 fax  
dfolker@robbseng.com • www.robbseng.com

#### Robbins Lumber

Robbins Lumber offers distribution centers throughout the Midwest specializing in MSR Pine and MSR spruce lumber. We have office locations in Florida, Michigan and Chicago, IL. Stop by our booth and let us show you our commitment to customer satisfaction.

#### Roberts International\*

Roberts International is a lumber brokerage company that deals in both North American and Import Lumber Products. We have specialists for all your structural lumber needs from MSR to Glue Lam Beams. We offer a complete line of panels and framing lumber as well. Please stop by our booth to find out how we can help you with your lumber needs.

#### Roseburg Forest Products

See ad on page 98.

Major manufacturer and marketer of a broad selection of lumber, plywood, plywood spec., particleboard, particleboard spec, engineered wood products. The Roseburg Framing System consists of four major components: RFPI Joist used in floor/roof applications; RigidLam LVL, used for headers, beams and columns; RIDGIDFLOOR underlayment; and RIGIDRIM rimboard. Components are engineered to the industry's highest standards, helping contractors build solid, durable, well-engineered framing systems. Selling to all major markets throughout the world. Roseburg produces the broadest mix of products from any one source. Sales and marketing is supported by a knowledgeable customer-driven sales force.

Contact: Ms. Karen Hess • 541/679-3311 • 877/395-5497 fax  
karenh@rfpc.com • www.rfpc.com

#### Safety Speed Cut Manufacturing

See ad on page 110.

Safety Speed Cut offers vertical panel saws, vertical panel routers and wide belt sanders to component manufacturers worldwide. Our products allow you to efficiently and effectively handle panels of all sizes. Our U.S. made products are highly accurate and heavy duty for those tough jobs. Stop by our booth to see our combination saw and router in action.

Contact: Mr. Brian Donahue • 763/755-1600 x203 • 763/755-6080 fax  
b.donahue@safetyspeedcut.com • www.panelsaw.com

#### Seaboard International Forest Products LLC

Seaboard International Forest Products LLC is a wholesale broker of commodity forest products. Founded in 1983, it has become one of the Top 20 forest products wholesale distributors in the country according to the Annual Home Channel News Survey. Seaboard has an active and experienced trading floor consisting of thirty-five traders. Their combined market and products knowledge is as solid and extensive as the products traded. Building component manufacturers all over the country rely on Seaboard to put together the most valuable transaction in terms of price, volume, and delivery.

#### Sellick Equipment Limited

Visit our booth to discuss your rough terrain material handling needs. The S Series vertical mast forklift with capacity to 12,000 pounds is available with extra wide carriages, long forks, and lift heights to 22 feet. For job site deliveries, the all new TMF line of truck mounted forklifts. With increased capacity models, optional one

side unloading, the TMF model range provides more versatility. For tight quarters, the all new Teletruk TLT354x4 telescopic industrial forklift has increased capacity to 7,000 pounds and lift height to 14 feet. A new all wheel drive system provides superior traction to conventional industrial forklifts.

#### Senco Products, Inc.

Air, battery and electric-operated stapling, nailing, and screw fastening equipment and fasteners for all areas of industry.

#### Simpson Strong-Tie

See ad on page 25.

Come celebrate Simpson Strong-Tie's 50th anniversary as we honor our customers for their continued support and loyalty over the years. For more than two decades, we have been developing products specifically for the plated truss and structural component industry. Thanks to our customers, Strong-Tie® connectors for engineered wood products and plated trusses are the most specified of any brand. As the first company to develop products specifically for steel framing, we are committed to finding new, innovative solutions and expanding our line of products for residential, mid-rise and commercial applications. Visit our booth and see the latest!

Contact: Ms. Frankie Emerson • 925/560-9081 • 925/833-1496 fax  
femerson@strongtie.com • www.strongtie.com

#### SL Laser Systems

See ad on page 96.

Founded in 1988, SL Laser has been a pioneering force in the development of precision single and multiple head laser projection systems for truss, floor deck and wall panel systems. Our patented hardware and state-of-the-art software feature many user-friendly features designed to enhance functionality, while prompting the easy-to-use fundamentals that make our systems the industry benchmark. Seamless integration between TrussPilot™ software and hardware results in reduction of production costs and an increase in accuracy and profitability. Our Laser Systems can be found projecting increased productivity in some of the finest building components manufacturing companies in the world.

Contact: Mr. Jason Galek • 704/561-9990 x 103 • 704/561-9994 fax  
jgalek@sl-laser.com • www.sl-laser.com

#### Southern Pine Council

See ads on pages 105, 128.

Southern Pine is the #1 species used by component manufacturers. A big reason is Southern Pine saves money due to its high strength, stiffness, and density. Southern Pine is available in strong visual grades, plus MSR and MEL, making it ideal for roof and floor trusses. Finger-jointed studs also provide a strong, straight product for wall panels. Come check out our new Structural Components brochure.

Contact: Ms. Catherine M. Kaake, P.E. • 504/443-4464 x213 • 504/443-6612 fax  
ckaake@sipa.org • www.southernpine.com

#### SpaceJoist TE, LLC

Capture a growing market with the GENUINE INNOVATION of SpaceJoist TE, LLC's Trimmable End products. The GENUINE INNOVATION ranges from the SpaceJoist TE floor trusses to Insert TEs. We have an option to fit your needs! Stop by our booth to see how these INNOVATIVE products can benefit your company.

#### SPIDA Machinery 2000 Ltd.

Visit the SPIDA booth and let us show you a demo of the CSS, our automated radial arm saw. Check out the...speed of set up...ease of use...and strong, robust and reliable saw. See how the CSS can complement and enhance your factory. And if you purchase a CSS by the close of BCMC 2006 you'll be entered in the drawing for a FREE CSS! Make sure you also get to see our single bladed, fully automated Trussmaster sawing system. It's easy to operate and is ideal for larger factories and big production runs. See you at the SPIDA booth!

#### Spotnails

Spotnails has been one of the leading manufacturers of pneumatically driven fasteners for nearly 70 years. The Company manufactures a wide range of industrial fastening products including nails, staples, pins, brads and tools for use in packaging, furniture/woodworking, construction, factory-built housing and many other industries. With manufacturing facilities in the United States, Mexico and Korea, Spotnails is keeping pace with the demand for quality tools and fasteners.

#### Stanley Bostitch

Manufacturer of collated nails, staples, and specialty fasteners as well as the pneumatic nailers and staplers to apply them. Full on-site and off site service programs, loan tool program and custom application systems and support available.

#### Stiles Machinery Inc.

See ad on page 37.

Weinmann offers a complete range of machinery for the efficient and economical production of frame wall, SIP wall, floor, and roof components including assembly and tilt tables, automatic framing stations, and automatic fastening with nailing, stapling, and screw driving equipment. Weinmann features fully-automated CNC processing with their unique multi-function bridge machines, and WBZ lumber saws and machining centers. Stiles Machinery, Inc. is pleased to sell and service Weinmann component manufacturing systems in the USA. Weinmann is represented in Canada by Homag Canada.

Contact: Mr. Dennis Stephen • 616/698-7500 x214 • 616/698-9411 fax  
dstephens@stilesmachinery.com • www.stilesmachinery.com

#### Stoll Trailers, Inc.

See ad on page 109.

Stoll Trailers is a manufacturer of roll off truss trailers, designed to meet the needs of smaller companies, and also to maneuver in difficult locations. Our trailers are built in lengths of 28', 32', 36' and 40' with gooseneck hookup and generally pulled with a one ton truck.

Contact: Mr. Bradley W. Stoll • 864/446-2121 • 864/446-2116 fax  
stolltrailer@wctel.net • www.stolltrailers.com

#### Structural Building Components Magazine

**Your Industry...Your Ideas...Your Magazine! Structural Building Components (SBC) Magazine** is the component industry's primary resource for leading-edge information about current issues, trends and products that affect the future of framing. The mission of **SBC** is to increase the knowledge of and to promote the common interests of those engaged in manufacturing and distributing structural building components. **SBC** strives to ensure growth and continuity and to be the industry's information conduit by taking a leadership role in the dissemination of technical and marketplace information. **SBC** staff welcomes your feedback and article ideas at editor@sbcmag.info.

#### Summit Forest Products

Summit Forest Products Inc. is a North American distributor specializing in the supply of lumber to component manufacturers. Through our strategically placed distribution centers we have the ability to service truss manufacturers throughout the United States & Canada, with high quality lumber at a level of service that is second to none. Whether it is quick delivery, highly specified tallies or forward pricing, at Summit we adapt to the individual customers' requirements. We continually strive to understand and anticipate our customers' needs to ensure that we are supplying them with well priced, high quality products.

#### SUNBELT

Sunbelt has provided quality steel storage systems to lumber yards and building materials dealers nationwide since 1987. We specialize in designing, engineering and installing warehouse racking, rack supported buildings, T-sheds and bulk

sheds. Sunbelt offers complete yard and warehouse planning services tailored to each customer's specific needs, along with multiple ship points. Visit our booth to discover the many ways Sunbelt can be beneficial to your business.

#### Superior Wood Systems

Superior Wood Systems is a manufacturer of engineered wood I-Joists and insulated headers. We offer eleven sizes of I-Joists with depths from 9 1/2" to 20" and flanges of 2x2, 2x3, & 2x4 MSR lumber. Our insulated header is an ideal replacement for 2x headers. They provide much higher R-values and are ideal for saving time/labor costs on the job or in wall panel systems.

#### Swanson Group

Swanson Group Inc is a forest products company in Glendale Oregon. Swanson operates two green Doug fir dimension mills that produce 2x4 and 2x6 in 8' to 20' lengths. Our 2x4 #1/Btr and 2x6 Select Structure are used by many truss manufacturers. Our 2x4 Std/Btr and 2x6 #2/Btr are popular among framers and wall component manufacturers. Swanson also operates two stud mills which produce Kiln Dried 2x4 and 2x6 in Hem-Fir, White-Fir, Doug Fir, and Green Doug Fir studs. Combined Swanson Group mills produce about 800 million board feet/year. The company also operates a plywood and veneer mill.

#### Sweed Machinery, Inc.

See ad on page 97.

Sweed Machinery designs and manufactures recycling equipment to handle your company's dangerous scrap by-product, including steel and plastic banding and band saw blades. Sweed's equipment pays for itself by providing more production space, increasing safety, and producing premium recyclable scrap. Stop by Sweed Machinery's booth at the BCMC tradeshow to learn more.

Contact: Ms. Melissa Tally • 541/855-1512 • 541/855-1165 fax  
mtally@sweed.com • www.sweed.com

#### TADANO\*

Tadano will be exhibiting two cranes. The TM-1882 tractor mounted crane and the new TM-20110 rear mounted crane. The Tadano TM-1882 tractor mounted crane, a proven performer, has the shortest overall retracted length in the industry (18.3 ft.) but can be at a tip height of 92 feet in less than one minute (58 seconds) without a jib. Combine this with hydraulic out-and-down outriggers, 360 degree continuous rotation and you have one of the most versatile tractor mounted cranes available. The rear mounted Tadano TM- 20110 has an extended tip height of 120 feet in 73 seconds. Please visit our booth.

Contact: Mr. Shigeki Nozawa • 281/869-0030 • 281/869-0040 fax  
snozawa@tadano-cranes.com • www.tadanoamerica.com

#### TCT Manufacturing, Inc.\*

The goal at TCT Manufacturing is to attract and keep customers with innovative products and superior customer service. TCT's Linear-Feed Saw is an undeniable workhorse in the industry & our new "Just-In- Time" Material Transporter System is a first in automated material handling for the truss industry.

#### Temple-Inland

See ads on pages 31-33.

Temple-Inland is a major manufacturer of forest products including lumber and studs, fiberboard structural sheathing, engineered wood siding and trim, gypsum wallboard, particleboard and medium density fiberboard.

Contact: Ms. Susan Childers • 936/829-7317 • 936/829-1731 fax  
susanchilders@templeinland.com • www.temple.com

#### The Hain Company

See ad on page 89.

We specialize in developing machinery and solutions for lumber and truss yards,

onsite framing, wall panel and shed manufacturing, as well as TJI processing and any other random length cutting or precut packaging. The Hain Company has over 30 years of experience and machinery that's built to last.

Contact: Mr. Leonard Hain • 530/295-8068 • 530/295-0468 fax  
leonard@haincompany.com • www.haincompany.com

### The Koskovich Company

See ads on pages 114-115, 128.

The Koskovich Company manufactures fully automated equipment for cutting, marking, handling, and assembling wood components used in roof trusses and wall frames. The new 5-head Servo-Omni™ is the fastest lateral-feed component saw available. The single-head Omni-Miser™, used for both roof trusses and wall frames, is the fastest linear-feed saw available. Most recently, the Company introduced iPlanx™, an automated roof truss jiggling system contained in a steel plank which simply bolts on a steel table top and can be combined with a laser imaging system that pictures the truss to be assembled. Equipment upgradeability over time is the Company's hallmark.

Contact: Ms. Fran Sherwood • 507/286-9209 • 507/285-1730 fax  
frans@omnisaw.com • www.omnisaw.com

### Todd Drummond Consulting

See ad on pages 106-107.

**Professional Consulting Services for the Component and Modular Industry** **Lean Manufacturing** principles and **Motion and Time study services** for truss fabrication labor estimation. **Labor Tracking Systems** for truss fabrication. Consulting services tailored to your needs. Proven and practical solutions for your component manufacturing. Proven and practical solutions for your component manufacturing. Let me help you uncover and resolve issues that are hampering improvements to your organization. Clear and practical ideas that you can implement into your organization that can make a difference.

Contact: Mr. Todd Drummond • 603/763-8857 • 815/364-2923 fax  
todd@todd-drummond.com • www.todd-drummond.com

### Tolko Industries Ltd.

Tolko Industries Ltd. (Tolko) is a private, Canadian-owned forest products company based in Vernon, British Columbia, which manufactures and markets specialty forest products to world markets. Since its beginnings in 1956, Tolko has grown from a small sawmill in Lavinton, BC, to become a company diversified by geography and product, with approximately 5,000 employees across Western Canada. Tolko celebrates its 50th Anniversary in 2006.

### Tolleson Lumber Company

See ad on page 110.

Tolleson Lumber Company is a family owned business that has produced quality southern pine lumber since 1919. Our state of the art sawmills are located in Perry, Georgia and Preston, Georgia with a combined capacity in excess of 370 million board feet annually. Production includes #1, #2, and MSR grade marked lumber. In addition to truck shipments our mills have rail service on CSXT and NS. We also maintain on the ground inventory of MSR lumber in Aurora, IL & Reading, PA. Visit our booth and meet some of our people. We believe in long term relationships.

Contact: Ms. Dori Melendez • 478/988-3816 • 478/987-0160 fax  
sales@tollesonlumber.com • www.tollesonlumber.com

### Triad

See ad on page 38.

As one looks back through the history of component homes and reviews the advancement in technologies, one name remains synonymous—TRIAD. During FIVE decades Triad panel and component machines have lead the industry in meeting the demands and needs of builders in the United States, Canada, and around the world. Having built more panel equipment than all of the competition,

COMBINED, Triad continues to meet the ever growing needs of today's builders by providing machinery and production systems that: lower labor costs, give higher production and productivity, controlled material costs, high quality finished products, the latest state-of-the-art engineering and programming.

Contact: Mr. Lowell Tuma • 308/384-1780 x133 • 308/384-8326 fax  
lowell@merrickmachine.com • www.triadruvo.com

### Truss Plate Institute

The **Truss Plate Institute (TPI)** and its members are connecting the truss industry. Come visit the TPI booth to see how and to learn more about the products and services provided by TPI. Speak to our professional staff about our nationally recognized quality assurance inspection program. Learn about the ANSI/TPI 1 standard and the reaffirmation/revision process currently underway. Review and ask questions about other guidelines and technical publications such as BCSI 01-03. See you at the show!

### Truswal Systems Corporation

See ads on pages 42-46.

Your future success depends on **GENUINE INNOVATION**, and **Truswal has become synonymous with GENUINE INNOVATION**...in whole house design (**IntelliBuild™**), engineering (**TrusPlus™**), plant efficiency (**WinBatch™**), plant management (**TrusManager Pro™**), and in state-of-the-art equipment. Along with Truswal's GENUINELY conscientious Technical Services department, we provide innovative solutions exceeding customer expectations. Stop by and see a variety of innovative products including component manufacturing equipment that can bring speed, accuracy and reliability to your plant. Also see exhibits by Intelligent Building Systems, SPIDA Machinery, SpaceJoist TE™, and NUCONSTEEL. Learn how the Truswal family can provide GENUINELY INNOVATIVE products and services for YOUR SUCCESSFUL FUTURE.

Contact: Ms. Valerie Cairns • 817/633-5100 x209 • 817/652-3079 fax  
val@truswal.com • www.truswal.com

### USP Structural Connectors

See ad on page 120.

USP Structural Connectors is redefining the industry standards with an extensive line of products for general framing, engineered wood products and plated truss. The company has numerous exclusive products to solve any framing application. USP has several locations strategically located to supply truss manufacturers in all areas of the United States. All this is supported by unsurpassed customer and product support, an inhouse engineering staff and a national sales force to assist in all areas of the construction process.

Contact: Ms. Mary Fritz • 800/328-5934 • 507/364-8345 • 507/364-5042 fax  
mfritz@gibraltar1.com • www.USPconnectors.com

### Vecoplan, LLC

For over 30 years, Vecoplan has provided innovative size reduction equipment and systems to the wood industry. Vecoplan's product offerings include a whole spectrum of wood waste handling equipment such as ReTech Single Shaft Rotary Grinders, Vecoplan Horizontal Grinders, Drum Chippers, and an expanded line of material handling equipment. All products are backed up with aggressive guarantees and parts and service support from experienced professionals at our North Carolina facility.

### Viking Forest Products

Viking Forest Products, one of North America's leading wholesale distributors of lumber products sells by the truck and railcar to truss manufacturers, lumber yards, distribution centers, and home centers. With reloads located throughout the country Viking can offer quick shipping trucks to fill just in time needs as well as offering mill direct shipments. Stock items include SPF and SYP MSR and #2 lumber as well as web stock. Viking Forest Products Truss Sales Specialists desire to build long lasting partnerships with their customers by keeping them abreast to market activity and provide solutions to their needs.

### Viking WPS

See ad on page 21.

Viking Wall Panel Systems offers you flexible and expandable automation solutions to meet your current and future wall panel production needs. The Viking Fastrac, Trac-Bridge, Component, PreStage, Framing, Routing, and Sheathing equipment is designed with your profitability in mind. Viking's walk through design, event driven software, and innovative design features offer you automation solutions to help you achieve better quality and higher production rates with less labor. With 30 years in business, and more than 1500 installations in 21 countries, no automation manufacturer drives more nails than Viking. We invite you to discover the Viking Advantage today.

Contact: Ms. Linda Resch • 763/586-1202 • 763/571-7379 fax  
lresch@vikingeng.com • www.wallpanelassembly.com

### Virtek Vision International Inc.

Virtek the leading developer of precision laser-based solutions enabling component manufacturers to produce their products faster, better and at a lower cost. See the **Virtek TrussLine™ Laser Projection System**, with new green lasers that provide improved visibility along with new software that features improved usability and planning/scheduling functionality. **The LaserMC™**, the superior laser marking system that has no ink mess or consumables. It streamlines the production of component materials used in wall panel assembly by measuring, laser marking and cutting in a single step. **The Virtek I-Joist Processing™** precision cuts I-joists with optimization of material and automatically routes service openings.

### Vision Financial Group, Inc.

VFG, on a national basis, provides equipment leasing and financing services through vendors and directly to end users of equipment. Capable of a providing a variety of structures to meet tax and book guidelines as well as providing progress payments to vendors. Can do US and Canada for all types of equipment including titled vehicles and software.

### Wasserman & Associates

See ad on page 126.

Wasserman & Associates is a representative for new truss, wall panel, stair, door and material handling equipment. We also offer the option of used or reconditioned equipment. As a partner in your equipment selection process, we promote the equipment that best suits your individual requirements, not the equipment that optimizes our commission. Buying or selling, large or small budget, please contact us.

Contact: Mr. Rod Wasserman • 402/438-2161 • 402/438-2524 fax  
rodwass@aol.com • www.wasserman-associates.com

### Weima America, Inc.

See ad on page 24.

WEIMA America, Inc. provides customized scrap volume reduction services. Size reduction can be used to sell chips, provide boiler fuel or simply save on hauling & labor costs. We offer grinding, shredding and granulating solutions. Low prices, low energy, low maintenance, high safety machines have been sold worldwide for more than 20 years.

Contact: Ms. Vikki Van Dam • 803/802-7170 x11 • 803/802-7098 fax  
vikki.vandam@weimaamerica.com • www.weimaamerica.com

### Weinig Group

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Contact: Ms. Angie Obermeyer • 208/364-3646 • 208/364-1437 fax  
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Contact: Ms. Anna L. Stamm • 608/310-6719 • 608/274-3329 fax  
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Awarded each year at BCMC to an individual supplier member of WTCA who has enthusiastically supported the structural building components industry.

At BCMC 2005, the inaugural award was presented to:

**Mike Bugbee**

**Simpson Strong-Tie Company**

The 2006 Enthusiast Award will be presented at the WTCA Annual Meeting along with a new award for 2006: the SBC Leadership Award.

Attend the WTCA Annual Meeting on Thursday, October 5, to see who this year's award winners will be!

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