

BIGGER & BETTER *in Texas*



BCMC 2006 RECAP



Dear BCMC Exhibitors & Attendees:

Serving as the BCMC Committee Chair, I have realized that BCMC is beginning the transition from a small show to medium-sized event. One of the reasons for this is exhibitors and attendees know that to thrive in this industry, BCMC is an event that is essential to your growth.

It's become clear to me that this show is not just about component manufacturers shopping for a replacement saw or suppliers capturing another percentage of the competition's sales. No, attendees come to develop a vision for the futures of their companies. And suppliers contribute to that vision by meeting today's technology needs with tomorrow's innovation. The nature of the game is for all of us to compete for opportunities. But while we all have different business plans, we all want to achieve the same successful outcome.

I want to thank each exhibitor and attendee for their dedication to the show. Without you, BCMC would not be the "must see" event that it has become. The success of the show depends on the commitment of each exhibitor and attendee.

In the pages that follow, you will hear from attendees of all types and sizes as they detail why they made the trip to BCMC 2006. Perhaps you were part of it all and can identify with attendees.

If you stayed home this year, I hope you find a reason within this section to put BCMC 2007 on your calendar RIGHT NOW.

While the show has long passed, I encourage you to apply what you learned in Houston to grow your operation. Whether it is a revolutionary new concept that may take several months to implement or a subtle change that won't cost you but ten minutes, my challenge to you is to follow through. Thanks for a phenomenal show!

See you in 2007,

Doug Folker • BCMC 2006 Chair • Robbins Engineering

BIGGER & BETTER in Texas

Despite the last minute change from Fort Worth to Houston, BCMC 2006 maintained its standard of excellence. For three days, downtown Houston became the center of the structural building components industry when BCMC moved into the George R. Brown Convention Center. With 1518 attendees (2558 including exhibitors) touring a show floor of 104,600 square feet of exhibit space held by 142 exhibiting companies, it was another successful year (see box for detailed break-out of attendance). With newly added roundtables and educational sessions, component manufacturers had plenty of opportunities to gain as much benefit out of their BCMC experience as they chose to. Let's take a look at the highlights of BCMC, starting at the beginning.

BCMC SHOW STATS

	2001	2002	2003	2004	2005	2006
Total Attendee Breakdown: Companies	343	398	494	537	502	492
Total Attendee Breakdown: Locations	424	511	633	727	676	667
Total Attendee Breakdown: Individuals	955	1175	1458	1670	1686	1518
CM Attendee Breakdown: Companies	292	350	437	476	445	415
CM Attendee Breakdown: Locations	370	463	574	661	614	587
CM Attendee Breakdown: Individuals (not inc. spouses)	839	1046	1241	1482	1487	1294
Exhibitor Breakdown: Companies	108	119	118	137	155	142
Exhibitor Breakdown: Locations	244	246	278	313	321	327
Exhibitor Breakdown: Individuals	620	683	783	1023	976	1040
Total Individuals at BCMC	1575	1858	2241	2693	2662	2558



2006 Golf Outing Winners
 Dick Marriott
 Ed Heil
 Rainey Statum
 (all from MiTek)

"You go through the entire year with very little time to run ideas by your peers and this is the perfect opportunity to do it. You are talking to people that you may have never talked to before, and understanding their problems and how they dealt with them may be a solution to your own problems."

—David Mitchell (Engineered Building Design)

★Tuesday

Although the show floor didn't open until Wednesday, exhibitors and attendees arrived for special events held on Tuesday. Early Tuesday morning, alarms woke up 87 golfers who gathered at 7:00 a.m. and were whisked away to a day of fun in the Texas sun at the Woodlands Panther Trail. Congrats to the team of Dick Marriott, Ed Heil and Rainey Statum (all from MiTek) who won first place at 14 under par.

Shortly after the golf event wrapped up, the new Tuesday evening component manufacturer roundtables kicked off. Nine roundtables were offered on the following topics: Immigration, Employee Incentive Programs, Family Owned/Small Business Challenges, Medium Business Challenges, Hiring/Retaining Production Employees, Material Handling, Educating the Market, Quality Control and Training Techniques.

Attendees had positive feedback about the small, focused forum. David Mitchell (Engineered Building Design) said, "You go through the entire year with very little time to run ideas by your peers and this is the perfect opportunity to do it. You are talking to people that you may have never talked to before, and understanding their problems and how they dealt with them may be a solution to your own problems."

Scott Ward (Southern Components, Inc.) sat in on the Hiring/Retaining Production Employees roundtable. "What I learned was that we are on the right track ourselves in what we are doing. I took confidence back with me that we are progressing in the right direction," he said. "This was more of a down-to-earth, relaxed setting."

Narcis Nitu (Gem State Truss) participated in Educating the Market roundtable. "I enjoyed the discussion because the moderation was good and a lot of people were talking, instead of just one," he commented. "I learned the importance of educating local inspectors and government officials on an issue before it gets to them, because by the time it gets there they already have their mind set."

★Wednesday

Attendees enjoyed a continental breakfast provided at the Kickoff Session with special guest comedian Dan St. Paul. The audience was entertained with "real-life" comedy and attendees thought it was an "awesome" start to the show. Shayne Davis of Forintek Canada Corp commented that having Dan for the kickoff was "a great way to get the blood pumping first thing in the morning. His connection to everyday life was great." After a light-hearted hour of laughter, attendees got down to business for a morning of educational sessions.

Educational Sessions

"There are plenty of sessions to choose from. The average person going could find something interesting and helpful to them at each time," said Dan Hinkle (Blue Ridge Building Components, Inc.).

Sheldon Edgell (Southern Components Inc.) attended Building a Bigger and Better Technical Team. "I enjoyed hearing the information on training and evaluating the truss technician/design teams and what you should expect from them regarding speed and accuracy and how fast they are at picking things (skills) up." Glenn McClendon (Sun State Components), "got a lot of good ideas to pass along to my technical department."

Brian Harmer (Kent Trusses Ltd.) learned a little about human interaction in How to Communicate in Today's Ever Changing Market with Bryan Arzani: "I learned that I need to know more about myself to be able to learn more of others." John Garcia (Mead Clark Truss Co.) applied what he heard in the seminar to a recent conflict he had been having. "This session had a simple format that exposed what your weakness is as a person. You learned where you need to fill yourself in as an individual in order to do your best, and where the fragmented areas might be in others. I came back to the office and sat down with my guys and worked out some lack of understanding problems. There are guys that butt heads all the time, but once you remove the disrespect due to lack of understanding, the situation is a lot better. It's all about people and relationships," he said.

Topic-Specific Roundtable Benefits

- Multiple focused topics
- Intimate, small-group setting
- Relaxed, casual environment



"There are plenty of sessions to choose from. The average person going could find something interesting and helpful to them at each time."

—Dan Hinkle (Blue Ridge Building Components, Inc.)



To download handouts from BCMC educational sessions, go to: www.bcmshow.com/sessions.php

Large Educational Session Benefits

- Many topic options
- Ideas can be immediately applied
- Information with take-home value
- Interactive Q&A
- Mix of industry and professional speakers



“The session on referrals was particularly well received and insightful for me from a sales perspective...”

—Patrick Neely (Andrews Truss Co.)

Todd Monroe (Idaho Truss and Components) attended Safely Managing Incoming Material and appreciated the session hand-outs. “The sample documents are invaluable! Thank you for sharing!” he said. Ann McDaniel (Riverside Roof Truss, Inc.) commented, “I attended this seminar because we are looking to improve our safety plan to ensure that our employees and equipment are safe. The guidelines and starting points are great tools that I plan to use to improve our program.” Timothy Rouch (Gang-Nail Truss Visalia) thought the amount of information the presenters shared was refreshing. “They did a good job on what can be a really dry topic. It was very generous of UFP to put forth the effort, share their procedures and not hide their blemishes. For such a big company to share so openly is significant, and of huge benefit to component manufacturers.”

Professional speaker Bill Cates taught manufacturers how to Build Your Business with Unlimited Referrals. Patrick Neely (Andrews Truss Co.) found it to be particularly helpful from a sales position: “The session on referrals was particularly well received and insightful for me from a sales perspective. There were great reminders of things to practice on an everyday basis and ideas on leveraging the goodwill of the organization. This session benefited me the most.” Jerry Tepe (McCabe Lumber) said, “This is easy to apply to real world selling model.” Jan Endfinger (Hood Industries) agreed that it was a useful presentation. “Info to take back to improve individual performance. I liked the format; it was easy to comprehend and enjoyable!”

Ribbon-cutting

At 12:15 the show floor officially opened with the ribbon-cutting ceremony that included a photo op for the BCMC Committee: Doug Folker, Ben Hershey, Richard Parrino, James Finkenhoefler, Bob Allen, Rick Autey, Chip Dean, Barry Dixon, Helen Griffin P.Eng., Don Groom, Steve Hanek, Carl Schoening, Steve Shrader, Kelly Sias, Steven Spradlin, Steven Stroder and Mike Walsh.

For the rest of the day attendees walked to show floor, making new acquaintances, inquiring about machinery and visiting with old friends. Dan Hinkle (Blue Ridge Building Components, Inc.) talked about some of the things that draw him to BCMC. “We come just to see what’s going on and keep up with the new technology that is out there. It’s nice to know what is going on in the industry, what new products are available and what the guy down the street is doing.” Not only is it a great place for business opportunities, but networking opportunities as well. “There are a lot of great people in this industry; it is nice to have a chance to talk face to face with them and exchange information,” he said.

Education is another reason that Hinkle is motivated to attend BCMC: “I would definitely advise people to go to the show, because BCMC provides a wealth of knowledge to be tapped. There is so much to do between talking to vendors, attending the breakout sessions, roundtables and talking with other manufacturers. Everyone is always friendly and cordial.”



Hinkle also noted, “It is important for component manufacturers to be aware of issues within the industry and participate within the industry as a group. WTCA does a lot within the industry to keep people educated (programs, publications, seminars). BCMC is great because in the sessions you get educated on technical issues and get to hear ideas first hand from people who are in the frontlines of the industry.”

Loyal Attendees

The BCMC Committee likes to reward the dedicated people and companies that reserve a special place for BCMC on their calendar each and every year. The BCMC Loyalty Rewards Program is for individuals or companies (new this year!) that have attended BCMC five out of the last seven years.

For loyal attendees, there are many things that keep them coming back steadfast every year. Loyal attendee Jason Groft (R&R Components, Inc.) said, “I go every year to see the new technology; proximity of the equipment is a bonus. You get to see the real products, not just watch videos or read brochures and then you can compare them with the others.” He also has a unique way of describing BCMC: “BCMC is an opportunity to meet key players in the industry and it’s a forum for everyone to get together, it’s kind of like a festival or a celebration.”

Loyal attendee Clyde Bartlett (Bluegrass Truss Company) has three main reasons why he refuses to miss BCMC: “There are three obvious reasons why I attend BCMC every year without fail. Number one is to see the latest in equipment and services that are available to the industry. The second is for the educational sessions that are available and thirdly, and to re-establish relationships and renew contacts. I come to see people...that’s the bottom line.” Bartlett feels strongly that BCMC is the most important event in the industry. “If you want to know what’s available as far as how to improve your company equipment-wise, it’s the place to go. If you want to learn about how to improve your business through management and education, it’s the place to go. If you want to build relationships with other manufacturers and suppliers, it’s the place to go. There is no doubt about it that in our industry, BCMC is IT,” he said.

Not only is BCMC a hotspot for manufacturers to gather, but it is also a great resource for comparing notes with peers in the industry. “It is really important to find out that your little problems are not unique and also to hear how other people deal with the same kinds of problems,” notes Bartlett.

Welcome Reception

The welcome reception ran from 4-6 p.m. with hors d’oeuvres and drinks. The first BCMC Bowl drawing was held at 5:00 p.m. Gene Geurts (Richco Structures) won \$200 in the Quick Tie Products booth and on his way home, Chuck Stillwaggon from Casmin, Inc. was able to sport his new personalized set of luggage from It’s Your Choice.



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—Clyde Bartlett (Bluegrass Truss Company)



Many thanks to these BCMC Bowl Sponsors:
Quick Tie Products
It’s Your Choice



“The best part of the Annual Meeting was the upbeat and positive atmosphere. It was a nice way to present what is going on in WTCA.”

—Todd Monroe (Idaho Truss and Components)

★Thursday

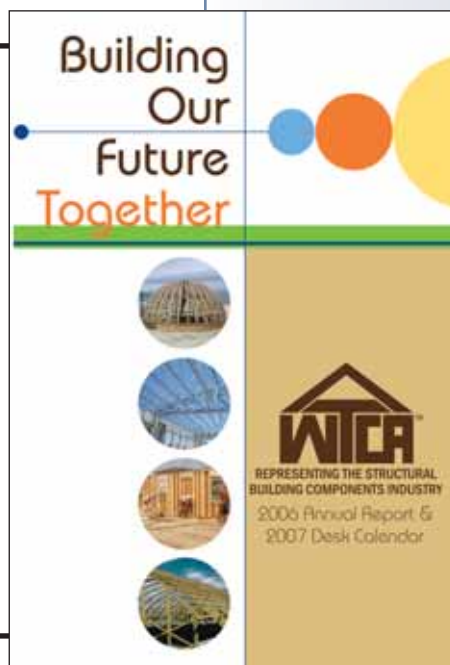
Thursday got underway with a hearty sit-down breakfast that led up to the WTCA Annual meeting. The outgoing board members were thanked for their hard work throughout the year and the incoming board members were introduced. President Don Groom talked about the association's productive year, introducing the 2006 Annual Meeting presentation. The 15-minute narrated visual presentation highlighted some of WTCA's most important events. If you missed the meeting, you can download the presentation at www.sbcindustry.com/annualmtg.php.

Annual Meeting Presentation & WTCA Updates

The presentation started out by announcing that the WTCA 2007 Secretary & 2008 President-Elect will be Ben Hershey of Alliance TruTrus, LLC. Then the results of the 7th Annual WTCA Membership Drive were revealed. The top Recruiting Chapter for 2006 was the Truss Manufacturers Association of Texas with WTCA-Arizona earning an honorable mention. Highest honors for WTCA Membership Recruiter—Component Manufacturer were awarded to Gary Weaver of Timber Tech Texas in Cibolo, TX. Honorable mentions in this category went to Keith Azlin of U.S. Components, LLC in Tucson, AZ and Tom Lambertz of Roberts & Dybdahl Inc. in Des Moines, IA. The number one WTCA Membership Recruiter in the Supplier category went to Norm McKenna of MiTek Industries. Richard Terbrock of MiTek Industries and Thomas F. Whatley, II of Eagle Metal Products received honorable mentions.

Next came a “yearbook” of what WTCA has done in 2006. E. Dewayne White (Alco White Inc.) noted why this review is such an important part of the Annual Meeting. “It gives you an overall knowledge of what WTCA is all about as well as what they are trying to do and also where they are at in getting it done.,” he commented.

Featuring the highlights of the past year and a 15-month calendar (Oct 2006 to Dec 2007), the 2006 WTCA Annual Report is the perfect tool for recruiting new (and lapsed) members during the 8th Annual WTCA Membership Drive! At the end of October, the annual reports and a flyer on the membership drive were mailed to all component manufacturing member locations, plus all primary supplier locations. Once again, the membership drive runs until August 31 and offers several great prizes including plaques, jackets, recognition and even WTCA products for the winning chapter (an \$800 value)! For more information visit www.sbcindustry.com.



The name change from Wood Truss Council of America to **WTCA – Representing the Structural Building Components Industry** topped off the list of changes this year. Membership growth was also noted, with 770 member companies and 1250 member locations. The formation of the Cold Formed Steel Council (CFSC) was big news as WTCA embarks on a council concept that includes the creation of other key product line councils to come in the future, depending on how the CFSC works. The improvements to educational programs and Truss Knowledge Online (TKO) was covered, along with the revisions to the TTW website. Among the new resources that are now offered are the Structural Component Operations Reaching for Excellence

(SCORE) program, Lumber Trading Data (LTD), BCSI 2006, WTCA Tech Notes, Business Management Assistance, the Forklift Certification program, Management Notes, In-Plant Basic Training and ORisk.

Attendees were updated on the success of the Quality Control (QC) program with an increase from 54 certified plants in 2005 to 91 certified so far in 2006. Educating the fire service through the Carbeck Structural Components Institute has improved with new website features. The dates for our very important and valuable 2007 Legislative Conference were announced. Industry News updates and One Minute Polls (OMP) are two new services offered to the **SBC** readership this year. Last but not least, the status of the new Research and Testing Facility was covered.

Shayne Davis (Forintek Canada Corp.) enjoyed learning about all of the services that WTCA has available. “This session (PowerPoint®) introduced me to the wide varieties of programs and products that WTCA offers,” he said. Kevin Corliss (LaValley Building Supply, Inc.) thought that the annual report and presentation were very useful: “The informational video and format of the annual report including the calendar spaces between reports/topics was a very readable and useful piece of literature that I will keep and use. Having chapter meetings listed on the calendar was also great.”

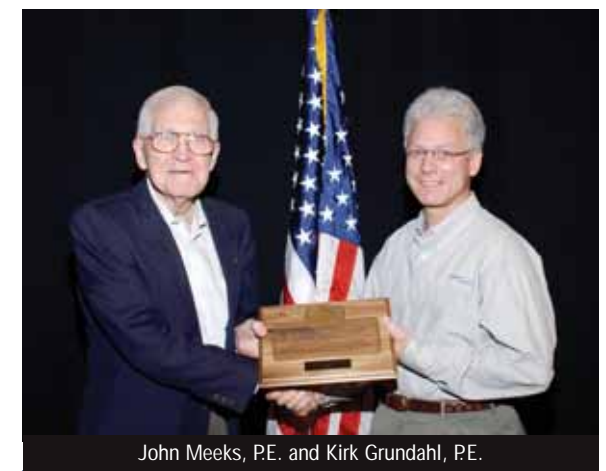
WTCA Hall of Fame

Each year Hall of Fame inductees are selected for this honor by a vote of industry peers, and are recognized as contributing significantly to the advancement of WTCA and the structural building components industry. They are honored for their active participation in the growth and success of WTCA initiatives, which serve the overall best interests of the structural building components industry. This year there were two deserving inductees into the Hall of Fame: John Meeks and Kent Pagel.

John E. Meeks, P.E., has contributed greatly to the industry by encouraging safe installation of trusses in the field, specifically in the area of bracing. Before calling Meeks to the podium, WTCA Executive Director and Hall of Fame member Kirk Grundahl called Meeks “the man of bracing.”

Meeks has been involved in the industry since the 1960s, and has served as both Chairman of the Truss Plate Institute's Technical Advisory Committee (TPI TAC) and president of the organization. He has been involved in the evolution of the Metal Plate Connected Wood Truss design standard, including participation in the development of the 2007 version. The work Meeks has done to educate builders and framers about the importance of bracing has made jobsites safer (see the May 2006 **SBC** article, “John Meeks: Bracing Activist,” for more information).

Meeks graciously accepted the award, thanked his peers and offered insight into his dedication in his acceptance speech. “You support [the industry] because you love it. You support it



John Meeks, P.E. and Kirk Grundahl, P.E.

“You support [the industry] because you love it. You support it because it's a family. Thank you from the bottom of my heart. This is a great honor for me.”

—John Meeks, P.E.



Kent Pagel and Scott Arquilla

“One of [Pagel’s] component manufacturer clients stated that his knowledge of our industry, his fair and straightforward dealing, and his tenacity for solving problems are unsurpassed among all the lawyers he has worked with in the past 40 years in this business. His actions have spoken volumes and we have all benefited.”

—Scott Arquilla (WTCA Past President, Best Homes, Inc.)



Abner Yoder and Don Groom

“This man built his company on three simple rules: Love your employees, love your suppliers and love your customers.”

—Don Groom (WTCA 2006 President, Stark Truss Company)

because it’s a family,” he said. “Thank you from the bottom of my heart. This is a great honor for me.”

The second Hall of Fame inductee is Kent Pagel, partner in the Houston, TX law firm of Pagel, Davis and Hill, P.C. and long-time legal counsel for WTCA.

Pagel was introduced to the structural building components industry through Rip Rogers, WTCA Past President and Hall of Famer. He became WTCA’s legal counsel in 1994, and was the original author and member of the consensus committee for the development of ANSI TPI 1-1995, WTCA’s first Design Responsibilities document. Pagel has also been a contributor to SBC Magazine since 1994. He leads seminars on risk management for component manufacturers and, along with WTCA staff, has worked to create the new Online Risk and Liability Management (ORisk) program, helping members learn to better protect themselves.

“One of [Pagel’s] component manufacturer clients stated that his knowledge of our industry, his fair and straightforward dealing, and his tenacity for solving problems are unsurpassed among all the lawyers he has worked with in the past 40 years in this business,” WTCA Past President Scott Arquilla, of Best Homes, Inc., said during his introduction of Pagel. “His actions have spoken volumes and we have all benefited.”

Pagel, who had no advance knowledge of the honor, accepted the award and thanked WTCA. He specifically thanked Rip Rogers, noting that Rogers significantly influenced his career. “It’s a real privilege,” Pagel said. “It’s an honor to do it. Thank you very much.”

SBC Industry Leadership Award

The SBC Industry Leadership Award premiered this year and was established to honor individuals who have helped nurture, support and grow the structural building components industry as a whole with their vision, innovation and creativity. Recipients may be component manufacturers, suppliers, associates or anyone else whose efforts have helped to make the industry into what it is today. The founder of Stark Truss Company, Abner Yoder, was the first to receive this award.

Yoder has been an innovator and developer of new industry ideas for over 40 years, and believes life is about the people and lives you touch, not about what you own or the money you have. “This man built his company on three simple rules,” WTCA’s 2006 President Don Groom said of Yoder, before calling him up to the podium, “Love your employees, love your suppliers and love your customers.”

Before becoming an irreplaceable member of the structural building components industry, Yoder worked as a carpenter. He entered the industry in 1963 when he purchased a Gang-Nail franchise and started Stark Truss. He worked as president of the company until 1999.

Yoder accepted the honor with surprise: “I’m speechless,” he said. “I had no idea I was supposed to come up and receive this award. Thank you very much.”

Bowman Industry Enthusiast Award

The Dick Bowman Industry Enthusiast Award is named in honor of the late Dick Bowman, a long-time BCMC and *SBC Magazine* salesman, whose enthusiasm and support of the component industry epitomized the views and goals of the industry. The recipient of this award is an individual from a WTCA supplier member company who, over the years, has supported BCMC and the structural building components industry with enthusiasm and integrity in an unselfish and positive manner. The second annual Dick Bowman Industry Enthusiast award was given to Tom Manenti, president of MiTek Industries, Inc.

“Over a period of years, this person has consistently shown support of BCMC and the industry, and he has done it selflessly and with integrity,” WTCA Past President Rip Rogers said of Manenti, before calling him up to the podium. Rogers spoke of how well Manenti has served the industry during his almost 30-year career, acting as chair of the BCMC committee several times, serving on WTCA’s Board of Directors and participating in the WTCA Marketing and Legislative Committees.

Manenti began his career in the industry in 1977 as a sales representative at Gang-Nail Systems. He was promoted to president of Gang-Nail in 1989. He was the last president of the company, when it was acquired by MiTek in 1991.

Manenti accepted the honor with surprise, saying he was speechless. “It’s really been a pleasure to serve the industry and I really enjoy doing it,” he said. “Thanks so much.”

Transfer of Presidency

2006 President Don Groom passed the gavel to the association’s 23rd president, Barry Dixon. First, Groom acknowledged the management and employees of Stark Truss Company, where he serves as Vice President of Operations, for supporting him during his term. Among Groom’s achievements was the WTCA Board of Directors resolution to change the association’s name to “WTCA – Representing the Structural Building Components Industry.” “I believe this change is a great strategic move for the association, because the new name doesn’t simply include the components available today, but also the design and engineering advancements that are sure to develop 20 years from now,” Groom noted.

Groom welcomed Dixon to the podium, wished him a successful year and officially transferred the office. Dixon began his address with a seemingly well-intentioned morning stretch. The “stretch” turned out to be a salute to Dixon’s alma mater, Florida State University, and the entire audience was soon engaged in the Florida State football chant, much to the chagrin of all those who bet that Barry could not make Florida State fans out of the truss industry for one day.



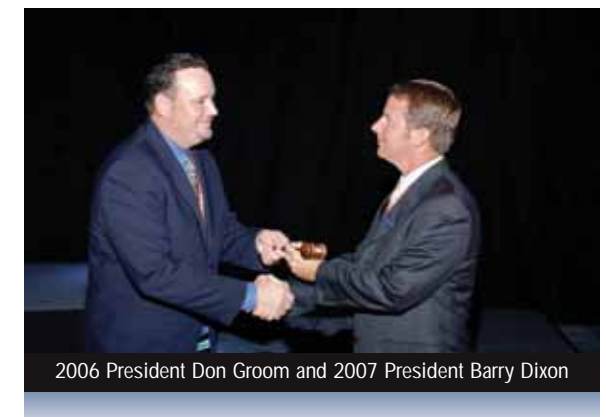
Tom Manenti and Rip Rogers

“Over a period of years, this person has consistently shown support of BCMC and the industry, and he has done it selflessly and with integrity.”

—Rip Rogers (WTCA Past President)

“I thought the awards presentation was the best part of the annual meeting. I enjoyed seeing the passion and commitment to the industry and all the people who shape it.”

—Russell T. Dukes (Apex Technology)



2006 President Don Groom and 2007 President Barry Dixon





“My favorite part of the annual meeting is the recognition that our industry leaders and pioneers receive. Also, the annual report and desk calendar are outstanding.”

—Alan Esch (Lumber Specialties, Ltd.)



To download handouts from BCMC educational sessions, go to: www.bcmcshow.com/sessions.php

When Dixon graduated from FSU in 1989, he already had five years of industry experience under his belt at his father's business, True House, Inc. Dixon currently serves as COO, and he has overseen many expansions at the company, including the addition of a design firm in the 1990s. Dixon attended his first WTCA Board of Directors meeting in 1997 as the North Florida Component Manufacturers Association (NFCMA) president, a role he held from 1995-2000. In 2004 he was elected to the Board's Executive Committee.

Among his priorities as president, Dixon challenges every component manufacturer to “develop new manufacturing processes and more efficient and economical applications for our products.” In his address, he reminded his fellow manufacturers that “Our efforts in this area will have a big impact on advancing the structural building components industry.” He also encouraged WTCA members to become involved in their association through a variety of means such as attending Open Quarterly Meetings and BCMC.

Educational Sessions, continued

Following the annual meeting was the last group of educational sessions. Bruce Bain (Richco Structures) got a lot of meaty information from The Next Generation Technical Team. “Anytime that you get someone with experience talking about technical work and personnel you are going to learn something to put into practice. It is also helpful to see things from a different view point, particularly how they setup their engineering group,” he said of Mike Kozlowski's presentation. “One important concept that I gained from this session was a comparison on the way work can get done. It was interesting to hear about his concepts on individuals versus teams and his ideas on how they compare.”

Incentive Compensation: If & How?, a session presented by Joe Hikel, was well received by manufacturers of all types. Some ranked it among the best ever. David Saunders (Reliable Truss and Components, Inc.) said, “This was the best seminar I have ever been to.” Mike Karceski (Atlas Components, Inc.) agreed: “This was the best session I have ever attended at any BCMC.” Shannon Morrissey (Christensen Lumber Co.) commented, “This session was the best one I went to. The speaker opened up about his business and gave us usable ideas.”

The session inspired John Garcia (Mead Clark Truss Company) to evaluate the global function of incentive programs. “The truss industry has typically been a pushing/yard dog atmosphere, with threatening management,” he said. “Incentive compensation is changing the relationship so that there is more communication between the workforce and management. In a perfect world, it is a partnership between the two; and what employee doesn't want that?”

About Immigration Reform: How it will Affect Your Business, Jackie Crutcher (Norvell & Wallace Lumber Co.) said it was a “Great, real world topic.”

The Show Floor & More

Meanwhile, 32 spouses were out and about enjoying a tour of Houston and Old Town Spring. At 10:30 the exhibit hall opened and attendees streamed onto the show floor to make the most of the entire day. The second pair of BCMC Bowl winners was drawn at 1:00 p.m. Theodore Barlow (Truss Design) won a Texas Hold'em Poker Set in the Simpson Strong-Tie booth and Michael Hall (Kentucky-Indiana Lumber Co., Inc.) received a video iPod courtesy of Truswal Systems Corporation booth. At 3:30 two more BCMC Bowl winners were drawn. Roberta Vann (Eastern Building Components) will be strutting her stuff in the Leather Bomber Jacket she won in the MiTek Industries booth. And Robbins Engineering gave Matthew Hill (Berry Truss & Component Shop, Inc.) two sporty Leather Lettermans Jackets with the Robbins logo.

Fifteen minutes later, the most sought after prize was given away at the Lakeside Trailer booth. This year, Kurt Ott from 84 Components was the lucky man to walk away the use of a Lakeside Trailer for a full year.

Thursday afternoon offered one more opportunity for component manufacturers to gather 'round and discuss issues in concentrated groups. The five issues based on earlier educational sessions were: Your Technical Team: Build, Grow & Transition for the Future, Spend Smarter to Build Smarter: Maximizing Your R.O.I., Biting Your Rails, Technical Notes: Clarifying Business Codes & Engineering Laws and Benchmarking for Success. Participants were able to have in-depth conversations that built on ideas they heard about in sessions.

★Friday

Friday morning drew a crowd of more than 200 for the highly anticipated “Economic Forecast” given by BCMC favorite, Dr. Stan Duobinis. As always, Stan captured the attention of the audience and kept it throughout the entire presentation as he addressed the industry's near-term economic picture. “Stan was a very prepared speaker who made what could have been a very boring subject very, very interesting and fun,” commented Dan Korgan (Clearspan Truss Inc.). For a detailed economic forecast for the industry, turn to page 52.

Following the forecast, attendees headed to the show floor to finish networking and business in the remaining hours of the show. The last two BCMC Bowl drawings were held at 11:30. In the USP Structural Connectors booth Todd Monroe from Idaho Truss and Component was the recipient of a portable DVD player. Moments later, Paul Werner of Automated Products Inc. walked away from the BCMC booth with a \$500 prize in his pocket.

At 12:30, the 26th Annual BCMC show floor closed, but for some component manufacturers the day was not quite over. Nearly 250 attendees showed up to attend tours of two local manufacturing plants. Trussway Inc. hosted two tours of 55 people each at its

Roundtable Benefits

- Final exchange of ideas with fellow manufacturers
- Learn that others are having the same issues you are and how they are working through it.
- Opportunity to expand on concepts presented during the educational sessions
- Formulate/solidify your plans for incorporating ideas into your operation



Lee Kinsman and Kurt Ott



“Stan was a very prepared speaker who made what could have been a very boring subject very, very interesting and fun.”

—Dan Korgan (Clearspan Truss Inc.)

Plant Tour Benefits

- Opportunity to look at your operation through the prism of another plant.
- New ideas on material flow, equipment utilization/placement, and safety
- Develop a plan to improve your plant without investing in new equipment



Many thanks to STACC and Trussway for opening up their plants to BCMC attendees!



nearby Houston facility, and Scholl Truss in Houston hosted three tours totaling 134. Always a major attraction, the tours had been filled up by the beginning of August, but hopeful attendees still showed up for standby tickets, some patiently waiting for over two hours to get a seat on the last tour.

★ Conclusion

With all the buzz about where the industry is headed going into 2007, the BCMC provided the perfect venue to plan for the future. John Garcia, Truss Manager at Mead Clark Truss Co. in Santa Rosa, CA, summed it up well in the following email he sent to staff shortly after the show:

"Thank you for your efforts on the BCMC Show. As a first time attendee I was overwhelmed with the vast array of exhibitors expanding my mind with ways of increasing efficiencies and capacities in all areas of operations from sales to deliveries. The Roundtable and Educational Meetings were very insightful and well communicated; I have gained knowledge that has increased my vision and ability to make profitable decisions. I can truly say that I have acquired confidence and skillfulness from being exposed to the BCMC Show.

"The Show Staff were very kind, courteous and helpful at all times with my wife and me when we asked questions, changed reservations and made special requests. My wife was made to feel very comfortable and welcome from the time of registration to exiting the bus after the plant tour. I greatly appreciate your care and concern for my wife who means a lot to me.

"When I scheduled the trip to Houston I was hoping to find a meal of ideas that I could digest and build upon during the course of winter. Instead I received a TEXAS SIDE OF BEEF that I must some how cut up and prepare for sharing as nourishment with my company body. The experience of the BCMC Show will surely strengthen my company for years to come.

"Again I say Thank You for your efforts, because of your provision, me and those who I am in relationship with will profit from your good works."



Many thanks to these BCMC Bowl Sponsors:

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After a year of anticipation, planning and hard work, BCMC 2006 has come and gone. But don't you worry; now we can start looking forward to BCMC 2007 in Columbus, OH where we will "Discover New Possibilities!"

In order to ensure that you are completely prepared for next year, SBC will be bringing you tons of important information in every issue that will help you make the most out of BCMC 2007. Look at the **BCMC Update** in each issue to find interesting statistics on why exhibitors find BCMC so useful and exactly what they get out of it. You will also hear feedback from Loyal Attendees as they share what makes BCMC a "must" each and every year, and learn why it should be an important event not just for some employees, but for everyone to attend!

You may have heard BCMC referred to as the Superbowl of the structural building components industry. And if you aren't convinced yet, make sure to check back every issue to read about all the great opportunities BCMC has to offer. Trust me, you won't want to miss all the possibilities that are awaiting you in Columbus! So go ahead and mark off October 3-5, 2007 in your calendar because we all know where the industry will be...BCMCM 2007 in Columbus, OH! It's up to you not to miss it!

Sincerely,

Ben Hershey • BCMC 2007 Chair • Alliance TruTrus, LLC

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For more information about the show, visit www.bcmcshow.com.



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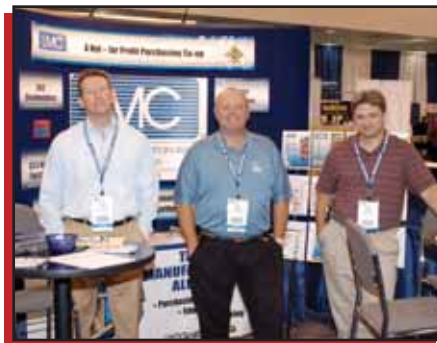


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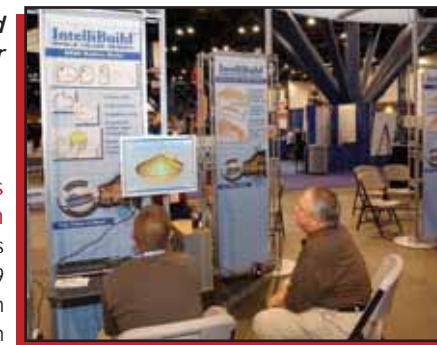


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 Contact: Mr. Ed Bianchin, P.Eng.
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 www.virtekvision.com

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Vision Financial Group

Contact: Ms. Rebecca Zigmond
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becky@vfgusa.com
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Western Pneumatics Inc.
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www.woodtrussystems.com

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Weinig Group

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WTCA - Representing the SBC Industry
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- Audits data to ensure accuracy
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In-Plant WTCA QC

IN-PLANT WTCA QC 4.1 Dedicated to Building Quality Trusses

*Update Released November, 2003

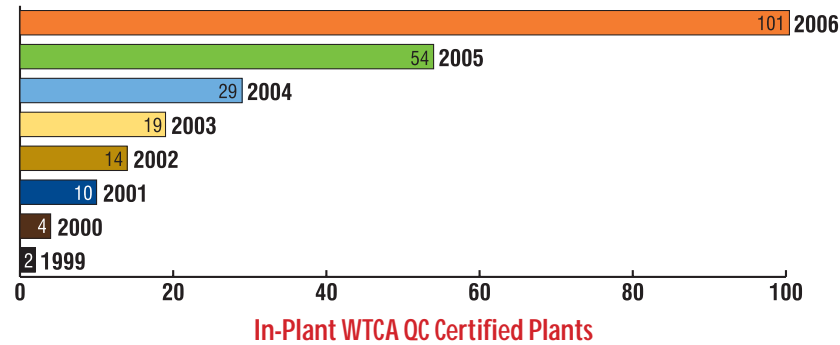
- quantitative
- unbiased
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- objective



Version 4.2 update
COMING SOON!

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"With In-Plant WTCA QC, our industry has done outstanding work in defining the quality standard for our product, and has improved both the accuracy and the usability of the QC tools for truss plants, as well as the accessibility of information and analysis..."

—Kendall Hoyd, Idaho Truss & Component Co., Meridian, ID

"In-Plant WTCA QC gives Carter-Lee Building Components a high level of confidence in the jobs leaving our facility correctly. By using the best QC program we have been able to find in the industry, we now document that we have been able to achieve a higher level of quality for our customers."

—Steven L. Stroder, Carter-Lee Building Components Inc., Mooresville, IN



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Call 608/310-6709 or visit
www.sbcindustry.com/wtcaqc.php
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In-Plant WTCA QC Certified Companies

84 Components

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Coal Center, PA
Gibsonton, FL
Kings Mountain, NC
Knoxville, TN
La Vergne, TN
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Milton, FL
Mount Airy, MD
Pataskala, OH
Pottstown, PA
Seville, OH
Tipton, IN
White Plains, MD

Allied Systems/
Annandale Millwork
Winchester, VA

AMT Truss
Kapolei, HI

Arnold Truss Company, Inc.
Ocala, FL

Berks Products Corporation
Kutztown, PA

Best Homes, Inc.
Hazel Crest, IL

Bluegrass Truss Company
Lexington, KY

Brunsell Lumber & Millwork
Mount Horeb, WI

Capital Structures Inc.
Fort Smith, AR

Carter-Lee Building
Components Inc.
Mooresville, IN

Cascade Mfg Co
Cascade, IA
Eldridge, IA
Pleasantville, IA

Casmin, Inc.
Lady Lake, FL
Tavares, FL

Clearspan Components, Inc.
Meridian, MS

Concord Truss Company
Woodbury Heights, NJ

Custom Component Company
Racine, WI

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Rapid City, SD

Eckman Building Components
Lehigh, PA

Engineered Building Design, L.C.
Washington, IA

General Building Systems, Inc.
North Las Vegas, NV

Glaize Components
La Crosse, VA
Shelby, NC
Winchester, VA

Glendale Truss Industries
Glendale, AZ
Las Vegas, NV
Tucson, AZ

Honsador Lumber Corporation
Kapolei, HI
Hilo, HI

Idaho Truss & Component Co.
Meridian, ID

KA Components
Otterbein, IN

Latco Structural Components
Lincoln, AR

Lumber Specialties Ltd.
Dyersville, IA
Story City, IA

Lumbercraft
Canal Winchester, OH

Northeast Panel & Truss, LLC
Kingston, NY

Plum Building Systems, Inc.
Osceola, IA

Quality Truss Co.
Redmond, OR

Richco Structures
Haven, WI
DePere, WI

Shelter Systems Limited
Westminster, MD

Southern Components, Inc.
Shreveport, LA

STACC -- Scholl Truss and
Component Company
Houston, TX

Stark Truss Company, Inc.
Auburn, KY
Canton, OH
Gray Court, SC
Edgerton, OH
New Philadelphia, OH
Rensselaer, IN
Rockledge, FL
Warren OH
Washington Court House, OH

Stock Components-Austin
Austin, TX
Boise, ID
Coeur d' Alene, ID
Delavan, WI
Franklin, IN
Green Bay, WI
Hampshire, IL
Hudson, FL
Idaho Falls, ID
Lancaster, CA
Myerstown, PA
Ogden, UT

Paradise, PA
Salt Lake City, UT
Schenectady, NY
St George, UT

Sun State Components
of Northern AZ, Inc.
Kingman, AZ

Sun State Components, Inc.
Surprise, AZ
North Las Vegas, NV

Tampa Hall LTD
Ayr, ON

Timberfield Roof Truss
London, ON

Tri-County Truss, Inc.
Burlington, WA

Truss Systems, Inc.
Oxford, GA

Truss Tech, Inc.
Stevenson, CT

Trussway
Michigan City, IN
Sparta, MI

Trus-Way of Tri-Cities, Inc.
Vancouver, WA

Trus-Way, Inc.
Vancouver, WA

U.S. Components, LLC
Tucson, AZ

UBC Timber Roots
Appleton, WI
DePere, WI
Elwood, IN
Hawarden, IA
New Hampton, IA

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National Inspection Association, Inc.
PFS Corporation
Robert C. Smelker Associates
Sheppard Engineering, P.C.

Southern Pine Inspection Bureau
Timber Products Inspection, Inc.
Truss Plate Institute
Paul Hannenberg & Associates

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