# LOOK BEFORE YOU LEAP

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These companies provide significant sponsorship of the structural building components industry. Many thanks for their ongoing support!



The resources available to you at SBCA are endless.

ast night I attended a benefit concert with the talents of Grammy Award , winners Roger Kellaway, Bobby Caldwell, saxophonist Tom Scott, Kenny Rankin, Paulette McWilliams and many others. Dianne and I had the opportunity to meet several of these artists after the event in the hotel where we were staying and I was reminded of the preparation it took each of these artists to put together this event.

The Denver BCMC Committee and staff did much the same and really put on a great show. I have heard nothing but positive comments from everyone I have talked to. My thanks to all of the exhibitors, advertisers, our educational speakers, and the BCMC Committee and staff for putting on such a wonderful show. But I would be remiss if I did not also thank all of you who attended. I know many of you probably had that fleeting thought of maybe bypassing this year's show considering the state of the economy and your own business; but you did not. The benefit of you being there was listening to Jim Morris giving us positive reinforcement, learning from great educational sessions from green building to wall panel production, and visting a show floor full of the vendors who support our industry. Thank you to Steve Shrader and his team; you did an amazing job! You will find several pages in this issue and on our website devoted to capturing the essence of the show. If you missed it, plan now for next year's show, Soaring to New Heights, in Phoenix, September 30 to October 2. As an Arizona resident myself, I can promise you one thing—it's a dry heat!

Along with a look at the BCMC Show, this issue is centered on our manufacturing issues. You might be saying to yourself, I'm just trying to survive right now-what can I do to focus on either of these issues? I'm not sure what you are doing today. but our company is going through every operation we have to make sure we're being efficient, and that the quality of what we build is consistent with the expectations of not only our customers, but our corporate mission. There are several areas to consider when looking at your manufacturing and determining what you expect to change or improve, like material flow, efficiency of the saws, staging to the production tables, measuring labor times, etc. All areas require scrutiny when you are looking to "shave" a percent here and there to improve margins.

So how can SBCA help you? SCORE, the Financial Performance and Wage & Benefit Surveys and SBC Connection are just a few. Our company benefits from the In-Plant WTCA QC program, along with other SBCA programs, from making sure that our designs go to the shop correctly, to limiting field callbacks. We also benefit from real time, tangible education and a management information feedback loop. Just the benefit of getting our team to look at what they are doing from the start has reduced errors; no one wants to be identified as having caused errors or quality problems. This may not be the way you perceived the benefit of the QC program, but it is one of those soft benefits that flows to the bottom line.

Truss Technician Training (TTT) will help your technicians design trusses correctly the first time. Comparing your operating P&L to others will highlight areas that you could improve in, and a review of Wage & Benefit survey results can do the same. Continued on page 8

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at a glance

- □ Thanks to those of you who came to the BCMC Show!
- □ Our company benefits from In-Plant WTCA QC, along with other SBCA programs; check out the many programs SBCA offers.
- Don't forget to take a moment to thank SBC advertisers for their strong support of our industry.

December 2008



#### by Ben Hershey

#### **Editor's Message**

Continued from page 7

What is SBC Connection you ask? You may have seen emails sent to you inviting you to participate in these web-hosted conference calls. In August SBCA hosted an SBC Connection call on management issues and green building. The September SBC Connection call was hosted on business fundamentals as it related to your operating statement. As you can see, if you are trying to improve your business, you are not alone; you have an incredible resource in SBCA. Find out more at www.sbcindustry.com.

Also in this issue is an article on one of my goals for my term as president: recognizing building components as the greenest of green products in today's market. In this issue, we discuss the challenges of achieving affordable Chain of Custody certification for wood component manufacturers. Find out how to navigate this process on page 30.

When you read this issue of **SBC Magazine**, please take note of our advertisers. Without their support, there would be no magazine. And because of the industry programs that **SBC Magazine** supports for our association, we all benefit from their advertising. Thank you to all of our advertisers. Times may be tough for all of us, but those component manufacturers who use our advertisers and BCMC exhibitors to improve their business will benefit in the future. Contact them and find out what they can do for you today.

Finally, considering the impending holidays that pull our attention in many directions, we have much to be thankful for. Our families, companies and nation are very blessed. I am thankful for our members, our advertisers, our exhibitors and the SBCA staff. I wish everyone a Merry Christmas, Happy Holidays and what I know all of us want... a prosperous New Year! SBC

SBC Magazine encourages the participation of its readers in developing content for future issues. Do vou have an article idea for a future issue or a topic that you would like to see covered? Email your thoughts and ideas to editor@ sbcmaa.info.





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The mission of Structural Building Components Magazine (SBC) is to increase the knowledge of and to promote the common interests of those engaged in manufacturing and distributing structural building components, Further, SBC strives to ensure growth, continuity and increased professionalism in our industry, and to be the information conduit by staving abreast of leading-edge issues. SBC's editorial focus is geared toward the entire structural building component industry, which includes the membership of the Structural Building Component Association (SBCA). The opinions expressed in SBC are those of the authors and those guoted, and are not necessarily the opinions of Truss Publications or SBCA

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#### SBCA Hall of Fame: Scott Arguilla, Best Homes, Inc.

Former WTCA president Scott Arguilla is the organization's 29th SBCA Hall of Fame inductee. Kent Pagel presented the award, and described his friend as "committed." noting Arguilla's attendance at 33 consecutive Open Quarterly Meetings. Arguilla's strong will and character was tested during his presidency when Best Homes suffered a fire that completely destroyed the company. Together with his staff and many component manufacturer friends who helped fill orders for Best Homes' customers. Arquilla rebuilt.

In his acceptance remarks. Arguilla remembered an accomplishment that distinguished his presidency: the creation of BCSI. "Out of the document, we were able to reach a publications agreement with TPI and promote jobsite safety. The whole goal was to have teamwork, and I sort of look at myself as an orchestrator of that effort." SBCA Executive Director Kirk Grundahl said. "For those of us who witnessed his participation first-hand he was a very valuable participant in the BCSI development process as commentator and conductor."

Arguilla thanked those who inspired him to become involved as a leader within WTCA-Past Presidents Richard Brown, Rip Rogers and David Gould. "I have been fortunate to have known a lot of brilliant people who have helped me learn a lot about this industry."

### **SBC Industry Leadership Award:** Ray Noonan, Jr., Cascade Mfg Co

innovation and creativity.

Rick Parrino, fellow member of the Iowa Truss Manufacturers Association (ITMA) and general manager of Plum Building Systems, LLC, introduced Noonan. Noonan became president of Cascade in 1989 and co-founded ITMA in 1992. In addition to encouraging membership in ITMA, Noonan has held almost every leadership position in the chapter. Parrino said ITMA and our national association are much better off with Ray's leadership. Ray was always in the background, yet working very hard to provide the support and steady hand to help our industry move forward positively.

When accepting the award, Noonan thanked his wife, his family, company employees and ITMA members. "It's always been about the 'we,' not the 'me,'" he said. "We're all industry leaders or we wouldn't be here."

#### **Bowman Industry Enthusiast Award:** Lee Kinsman. Lakeside Trailer Manufacturing. Inc.

Barry Dixon introduced Kinsman and spoke of Lakeside's support of the BCMC Show since the 1990s. Kinsman served on the BCMC Committee from 2001-2004. "Lakeside Trailer has been a very strong supporter of WTCA and BCMC," Dixon said. "When we were about to lose the trailer giveaway-a staple BCMC event-Lee filled the void and committed to continue to offer it," he said.

"This is guite a surprise and an honor," said Kinsman when accepting the award. "There's no place I'd rather be than here at BCMC. This award is icing on the cake!" SBC

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December 2008

## **SBCA** Annual Meeting Award Winners

At SBCA's October 2 Annual Meeting, three individuals were honored for their contributions and support of the association and industry.

Ray Noonan Jr., president of Cascade Mfg Co, is the recipient of the third annual SBC Industry Leadership Award. The award honors individuals who have helped nurture, support and grow the building components industry with their vision,

Lee Kinsman was awarded the fourth annual Dick Bowman Industry Enthusiast Award. Kinsman was nominated by SBCA members and BCMC exhibitors for the award, which honors an individual from a supplier member company who has supported BCMC and the industry with enthusiasm and integrity in an unselfish manner.



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