

# Building Component Manufacturers Conference

Phoenix Convention Center,  
Phoenix, AZ



# 2009



# Industry Gathers to Build Communities, Make Connections in Phoenix

by SBCE Staff

**P**hoenix played host to the 2009 BCMC Show September 30 through October 2, where folks from the building components industry came to Build Community and Make Connections. Attendees know that even in a down year, BCMC is the place to be if you want to stay connected with the industry--and this year it has never been more important. The mood was upbeat and optimistic ...everyone's ready to turn the page and start rebuilding!

Let's take a look back at what we learned at BCMC 2009.



# **B**UILDING **C**OMMUNITY **M**AKING **C**ONNECTIONS

## **Building Communities**

Our industry builds more than components...we help build communities too. At BCMC, we watched community building in action as peers encouraged each other to learn, grow and innovate. Exchanging of good ideas and business practices were on the

top of the list for attendees this year. Nobody left the show empty handed!

## **Making Connections**

As the industry is evolving, many came to the show to learn strategies and ways to solve their toughest challenges. By networking with industry professionals and suppliers who are

facing similar situations, they left the show with some interesting and innovative ways of overcoming obstacles. BCMC is more than just a machinery show, it's a place for the industry to get together and challenge expectations, confront solutions, and dare to succeed!

## **NFL Star Opens Show**

The show opened with a motivational presentation by NFL star Tom Flick. His message resonated with the audience and inspired many to find ways to improve themselves and their businesses. "It encouraged me to get back to the things that really matter," said Craig Anderson (Trussworthy Components). "Tom Flick was awesome – the best in 18 years of BCMC!" noted Wayne Beebe (Oregon Truss/Dominion Truss).

**"Great speaker.  
Very inspiring."**

**—Mike Creusot,  
Winton Global Homes Division**





# Sessions Galore!

The educational sessions and roundtables this year included hard-hitting topics for truss technicians, salesmen, steel truss manufacturers, green building enthusiasts, and people looking to introduce new technologies in the marketplace or improve the way they market their businesses. Check out a couple of the best attended presentations.

## Bashing Tradition

The three-part session given by Ken Cloyd and Barry Dixon was a true crowd pleaser. Both innovators in their own right, Cloyd and Dixon talked about ways component manufacturers can introduce new ideas to the marketplace. These innovations, they said, are necessary if we are to grow through the constraints of the current housing market. They urged attendees to find new ways to add value, market and sell products. Attendees enjoyed the food for thought: "Barry's ability to think outside the box and create an environment conducive to speaking frank made it a great presentation," said Jesse Lohse (Rocky Mountain Truss). "The information about saving on material and labor for wall panels was very well detailed. Thanks!" James Sparkman (ProBuild Northeast)

## High Performance Designers

Chip Dean and Bill Bolduc led a pair of sessions geared toward tips for improving design departments. The audience responded positively to the duo's suggestions. "Hearing Chip's practical and common sense approach to truss design was a real plus. And Bill presented some awesome ideas," said Javan Yoder (Stark Truss). "Chip knows designers. Glad to see a champion for technicians. Bill was very helpful with his PE outlook. Excellent session," said Kevin Harold (Koehlinger Engineering).

## 2009 BCMC Sponsors

Thank you to the following sponsors!  
Your support BCMC provides resources to continue structural building component industry programs.

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# Loyalty Pays for 68

It was the fifth year of the BCMC Loyalty Rewards Program, recognizing 68 long-time attendees for their continued support of the show. Loyal Attendees are defined as folks who attended BCMC 5 out of the last 7 years and whose companies are members of SBCA.

It really does pay to be a Loyal Attendee: They received extra tickets to the new Mega Giveaway and the BCMC Bowl. They also qualify for lowest member pricing for publications, services and products ordered at the BCMC booth—a tremendous savings! Each Loyal Attendee receives a pin to display proudly.

**THANKS  
FOR SHOWING  
YOUR LOYALTY  
TO THE  
BCMC SHOW!**



Mr. Philip D. Adams, Northwest Building Components, Inc.  
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 Mr. Arthur L. Beebe, EBC Trusses  
 Mr. Kevin Beebe, EBC Trusses  
 Mr. Michael Beebe, Reno Truss, Inc.  
 Mr. Wayne Beebe, Dominion Truss  
 Mr. Yvan Begin, Structures St-Joseph Ltee  
 Mr. Jason Blenker, Blenker Building Systems, Inc.  
 Mr. Richard W. Brown, Truss Systems, Inc.  
 Mr. Jack Brugger, U.S. Components, LLC  
 Mr. William Carroll, Eckman Building Components  
 Mr. Mark A. Casp, ProBuild Southeast  
 Mr. Kenneth M. Cloyd, California Truss Company  
 Mr. Greg Dermer, American Truss Systems, Inc.  
 Mr. Jack Dermer, American Truss Systems, Inc.  
 Mr. Barry E. Dixon, True House, Inc. dba True Truss  
 Mr. James C. Finkenhofer, Truss Systems, Inc.  
 Mr. John Fitzgerald, Heartland Wood Products, Inc.  
 Mr. Jeff Gorsuch, ProBuild Midwest  
 Mr. Greg Griggs, Stock Building Supply-Corporate Main Location  
 Mr. Ben Hershey, Alliance TruTruss, LLC  
 Mr. Don Hershey, Alliance TruTruss, LLC  
 Mr. Dwight Hikel, Shelter Systems Limited  
 Mr. Joseph D. Hikel, Shelter Systems Limited  
 Mr. Donald F. Hoida, ProBuild Corporate  
 Mr. Daniel N. Holland, Clearspan Components, Inc.  
 Mr. David Horne, Universal Forest Products, Inc.  
 Mr. Daniel E. Hostetler, Hostetler Metal & Truss  
 Mr. Lee Howe, ProBuild Northwest  
 Mr. John Huck, ProBuild Corporate  
 Mr. Frank B. Klinger, South Texas Truss Co. LLC  
 Mr. Tom Lambertz, Roberts & Dybdahl, Inc.  
 Mr. Robert MacGillivray, Heartland Wood Products, Inc.  
 Mr. Robert Mathews, Southern Components, Inc.  
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 Mr. Chuck Montgomery, IV, Montgomery Truss & Panel, Inc.  
 Mr. Dean Morse, Evergreen Truss & Supply  
 Mr. Vaughn Nadeau, ProBuild Northwest  
 Mr. Eric Nord, ProBuild Northwest  
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 Mr. Marvin Rindler, Rindler Truss, LTD  
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 Mr. Derrel Runyon, Sun State Components  
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 Mr. Tim D. Shepard, BBL Buildings & Components, LTD.  
 Mr. Steven A. Spradlin, Capital Structures, Inc.  
 Mr. Luke Spruiell, Spruiell Truss Co.  
 Mr. Steven L. Stroder, ProBuild Corporate  
 Mr. Roger Turpen, ProBuild Northeast  
 Mr. Jerry Vulgaris, California Truss Company  
 Mr. Scott Ward, Southern Components, Inc.  
 Mr. Dennis Weaver, ProBuild Southeast  
 Mr. Gary L. Weaver, Timber Tech Texas, Inc.  
 Mr. Tony Harris, Trussway, Ltd. & BSG Framing Co  
 Mr. Darren Hedrick, Trussway, Ltd.  
 Mr. Kendall R. Hoyd, Trussway, Ltd. & BSG Framing Co  
 Mr. David J. Neves, Trussway, Ltd.  
 Mr. Kurt Ott, 84 Components  
 Mr. Colin Penner, Penn-Truss Mfg. Inc.  
 Mr. Jim Thomas, Trussway, Ltd. & BSG Framing Co  
 Mr. Mike Stucky, Pulte Building Systems, LLC  
 Mr. Dan Webb, Quality Components Truss, LLC  
 Mr. Sonny Loreda, Loreda Truss Company, Inc.

# SBCA's Annual Meeting



At the annual meeting, outgoing SBCA President Ben Hershey (Alliance TruTrus) passed the gavel to Steven Spradlin (Capital Structures, Inc.). Find out more about Spradlin [here](#).

Over a hot breakfast, attendees watched a short presentation about SBCA's SCORE program featuring Steve Stroder of ProBuild. Visit [www.sbcindustry.com/score.php](http://www.sbcindustry.com/score.php) to find out how SCORE can help your company take advantage of industry best practices, measure statistics

and improve production and quality.

Three awards were presented during the meeting. The SBCA Hall of Fame Award went to Dan Holland (Clearspan Components Inc.), the SBC Industry Leadership Award was awarded to Don Hershey (Alliance TruTrus), and the Dick Bowman Industry Enthusiast Award was presented to Andy Schwitter (son Michael accepted it on Andy's behalf).

**Congrats to the award winners!**



## Golf Winners

Congrats to the winning golf team of Greg Griggs, John Fitzgerald, Robert MacGillivray & Dick Marriott!

### A BIG thanks to our sponsors:

- ITW Building Components Group
- Lakeside Trailer Mfg., Inc.
- MiTek
- Pagel, David & Hill, P.C.
- Qualtim, Inc.
- Simpson Strong-Tie
- Swanson Sales Group
- Teuteberg, Inc.



# Economic Forecast

Economist Stan Duobinis delivered his forecast Friday to a room of attendees eager to hear what 2010 will have in store. Duobinis predicted that the recession is finally over, yet unemployment will continue to lag through next year as we emerge from the current situation. He indicated that home prices are beginning to bounce back, and most of the country will post housing start gains in 2010. "He's excellent. Just keep him coming back every year!," said Jeb Syler of Dansco Engineering.

**"Stan's enthusiasm and positive attitude toward a bad and depressing subject was the best part of the session."**

—(Mike Beebe, Reno Truss)



## 3rd Annual Chapter Competition

First place went to the home team of SBCA - Arizona with 56% of the chapter in attendance! Each member at BCMC won a commemorative pin. The chapter was also awarded 10 Component Technology Workshops to distribute in their marketplace. This year's runner-up was the Mid South Chapter with 44% of its membership in attendance.

# BCMC Bowl Winners

Simpson Bosch  
Power Box  
**Trinidad Medrano,  
Fresno Truss LLC**

MiTek Golf-O-Rama  
package  
**David Mitchell,  
Engineered Building  
Design, L.C.**

Monet DeSauw \$200  
**Clyde Bartlett,  
Bluegrass Truss**

BCMC \$300 in SBCA  
Online Training  
**Jack Brugger, U.S.  
Components, LLC**



## Mega Drawing Winners

This year several exhibitors offered big ticket items to give away each day of the show. Here are the winners!

**ITW Building Components Group–**  
**Barry Dixon (True House, Inc.),**  
**Kurt Ott (84 Components), Sonny**  
**Loredo (Loredo Truss Company,**  
**Inc.)**

- 10% discount on a connector plate order
- Free NetBook Computer

**Lakeside Trailer Mfg., Inc.– Gary**  
**Schrock (Roof Tech Truss, LLC),**  
**Paul Eidenschink/(ProBuild**  
**Midwest)**

- \$5000 off any trailer purchased at the show

**Lamco Forest Products – Mark**  
**Christianson (Dubell Lumber)**

- \$50 reduction/1000 board feet on one order of a rail car of RELAM 24F (2.0E) Engineered Wood or
- \$100 reduction/1000 board feet on one order of a truck load of RELAM 24F (2.0E) Engineered Wood

**Eagle Metal Products – Mike**  
**Beebe (Reno Truss), (Wed) Clyde**  
**Bartlett (Bluegrass Truss)**

- 10% off Spida CSS saw
- 50% off Eagle Field Repair Press

**MiTek – Joe Ware (A.C. Houston**  
**Lumber Company), Patrick Barlow**  
**(Circle Three Industries)**

- MVP Performance Package

**Viking WPS – Gregg Leslie (North**  
**West Building Components, Inc.)**

- Bulldog Band Chopper & Stand



The logo features the words "REVVIN' UP" in a bold, stylized font with a yellow and black color scheme, set against a background of a city skyline at sunset. To the right of the logo, the words "& GAINING MOMENTUM" are written in a similar bold, yellow font. Below this, the dates "September 29 - October 1, 2010" are printed in a smaller, black font.

# **REVVIN' UP** & GAINING MOMENTUM

September 29 - October 1, 2010

## **Message from the 2010 BCMC Chair:**

Increasing indications of positive trends in our industry have begun to give the hearty souls who are still in this business guarded optimism. Existing inventories are down and the number of housing starts is inching higher. While no one is yet calling for a return to the record setting numbers of just a few years ago, work has begun on what our industry will look like as we come out of the longest and deepest decline in our lifetimes. It seems fitting then that the theme for BCMC 2010 is "Revvin' Up and Gaining Momentum."

I encourage you to take part in what are sure to be lively conversations, as industry leaders, vendors and your fellow colleagues share what is working and what needs to change to map out our future. Learn how to realign your business to prosper in the "new normal" of fewer starts and smaller housing sizes by reinventing your business, adding value, and differentiating yourself from the competition. See for yourself the new products, innovative software and leading edge equipment. Make plans to attend the component industry's leading trade show, September 29 through October 1, 2010. There is no better time or place than Charlotte this coming fall. See you there!

**- Bob Allen, ITW Building Components Group, 2010 BCMC Chair**

# Top Chord Club

Current as of November 18, 2009 • Asterisk (\*) indicates attainment of a new membership level in 2009.

## Diamond Club

Mr. Staton Douthit	124
Mr. Leonard Sylk	115
Mr. Norm McKenna	110
Ms. Nancy Matousek	99
Mr. Gary L. Weaver	81
Mr. Koss Kinser	70
Mr. John R. Herring	69.5
Mr. Richard W. Brown	68.5
Mr. Eric Lundquist	67
Mr. Dale Fenton	66
Mr. Merle Nett	62
Mr. Rip Rogers	56
Mr. Joe M. Odgers	55
Mr. William Alcorn	54
Mr. Stanley K. Sias	54

## Lifetime Members

Mr. Jack Dermer	42
Mr. Keith Azlin	39
Mr. Ben Doyle	38
Mr. Don Hershey	37
Mr. Robert L. Ward	37
Mr. Lee Vulgaris	36.5
Mr. Kenneth M. Cloyd	33
Mr. Roger L. Montgomery	33
Mr. Glenn Traylor	33
Mr. Dwight Hikel	30
*Mr. Christopher A. Johnson	30
Mr. Michael L. Ruede	30
Mr. Thomas F. Whatley, II	30
Mr. Gifford M. Shaw	27
Mr. George Ketchum	26
Mr. Charles B. Montgomery	26
Mr. Jerry Vulgaris	25.5
Mr. William H. Eber	25

## Members

Mr. Barry E. Dixon	18
*Mr. Bradley Ferris	12
*Mr. Steven A. Spradlin	12
*Mr. David Motter, P.E.	10

## Individual Standings

Mr. Gary L. Sweatt, P.E.	23
Mr. Roger J. Gibbs	21
Mr. Daniel N. Holland	20
Mr. Frank B. Klinger	19
Mr. Gary L. Luttrell	19
Mr. Wayne Masengill	17
Mr. Mark S. Hope, P.E.	16.5
Mr. Tom Lambertz	16
Mr. Jack Littfin	16
Mr. Don Ball	15
Mr. John Hogan	15
Mr. Thomas J. Manenti	15
Mr. Andy Schwitter	15
Mr. Keith Matott	14
Mr. Maurice Buchanan	13.5
Mr. Marvin Phelps	13.5
Mr. Robert J. Becht	13
Mr. Richard L. Watts	13
Mr. Kenneth W. Bucek	12
Mr. Robert DeFelice	12
Mr. Jim Gingrich	12
Mr. David B. Gould	12
Mr. Chris Lambert	12

Mr. Bill Loeffler	12
Mr. Glenn McClendon	12
Mr. J. Gregory Moburg	12
Mr. Rudy Pierce	12
Mr. R. Joseph Kannapell	11
Mr. Keith Kinser	11
Mr. Billy W. Carpenter	10
Mr. Ray J. Noonan, Jr.	10
Mr. Stephen Yoder	10
Mr. Scott Arquilla	9
Mr. Calvin Bole	9
Mr. Mack D. Burgess	9
Mr. Clyde B. Culpepper	9
Mr. David Goodwin	9
Mr. John K. Griffith	9
Mr. Jay R. Halteman	9
Mr. Robert Halteman	9
Mr. Tom Kopydlowski	9
Mr. Michael McIntosh	9
Mr. Gary Sartor	9
Mr. Clyde Wynn	9
Ms. Mary Pat Keller	8
Mr. Jim Mavrakes	8
Mr. Donald McDavid	8
Mr. Roy Schiferl	8
Mr. Dionel Cotanda	7.5
Mr. Keith D. Dietzen	7
Mr. Don Groom	7
Mr. Michael Balliet, Jr.	6
Mr. Peter C. Bitney	6
Mr. William Black, Jr.	6
Mr. Mike Cobb	6
Ms. Karen Crawford	6
Mr. Jasper Diedericks	6
Mr. Steve Gilliam	6
Mr. Barry D. Hoffman	6
Mr. William A. James	6
Mr. Jerry E. Koskovich	6
Mr. Matt Layman	6
Mr. Terry S. Lillard	6
Mr. Keith Lindemulder	6
Mr. Richard Marriott	6
Mr. Mike McCloud	6
Mr. Robert Meeler	6
Mr. Jeff Methier	6
Mr. Robert Milless	6
Mr. Richard Nesbit	6
Mr. Greg Nichols	6
Mr. Richard P. Parrino	6
Mr. Larry Pomeroy	6
Mr. Frederick Powers	6
Mr. Mark Sedar	6
Mr. Michael Smith	6
Mr. Eugene Toombs, III	6
Mr. Gail D. Van Aken	6
Mr. Clarence Bull	5
Mr. James C. Finkenhoefer	5
Mr. Bill Heine	5
Mr. Patrick M. McGuire, P.E.	5
Mr. Scott Hudson	4.5
Mr. Leonard Wasserman	4.5
Mr. Rod Wasserman	4.5
Mr. Dwayne A. Borkholder	4
Mr. John Bujalski	4
Mr. Gene Geurts	4
Mr. Kendall R. Hoyd	4
Mr. Doug Adams	3

Mr. Russell W. Airington	3
Mr. Thomas A. Albani, P.E.	3
Ms. Kris Alberti	3
Ms. Jamie Alters	3
Mr. Roy M. Awbrey	3
Mr. Branden Baird	3
Mr. Clyde R. Bartlett	3
Mr. Arthur L. Beebe	3
Mr. George Beilsmith	3
Mr. Kenneth Black	3
Mr. Mark Bowden	3
Mr. David Boyd	3
Mr. T. Furman Brodie	3
Ms. April Burt	3
Mr. Pat Bushell	3
Mr. Glenn Butler	3
Mr. Michael P. Cahoon	3
Mr. Don O. Carlson	3
Mr. John Carter	3
Mr. Jonathan C. Chapman	3
Mr. Kirk Cruze	3
Mr. Bill Cutler	3
Mr. Edward Davis	3
Mr. Dean DeHoog	3
Mr. David A. Denoncourt	3
Mr. Steve Detter	3
Mr. Charles E. Dixon, Jr.	3
Mr. David C. Dunbar, PE	3
Mr. Richard E. Dyson	3
Mr. George Eberle	3
Mr. Simon Evans	3
Mr. Douglas B. Falk	3
Mr. Steve Farroh	3
Mr. Iqbal H. Gagan	3
Mr. John F. Goodrich	3
Mr. Sean P. Grady	3
Mr. J.R. Greer	3
Mr. Timothy Harold	3
Mr. Monte G. Harris	3
Mr. Ben Hershey	3
Mr. John Hickey	3
Mr. Joseph D. Hikel	3
Mr. Jim Holland	3
Mr. Dave Houchin	3
Mr. Bill Howard	3
Mr. Robert Howard	3
Mr. Lee Howe	3
Mr. Thomas P. Hoy	3
Mr. LaVoyd Hudson	3
Mr. Brian Johnson	3
Mr. Michael Karceski	3
Mr. Bruce Kinney	3
Mr. Lee J. Kinsman	3
Mr. Ken Kirsch	3
Mr. Michael Klein	3
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Mr. Richard Langton	3
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Mr. Edward K. McCormick	3
Mr. Fritz Mertins	3
Mr. Michael T. Miller	3
Mr. Edwin L. Morris	3

Mr. Richard R. Morrow	3
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Mr. Simon Wong	3
Mr. John Wuehler	3
Mr. Redong Yu	3
Mr. Bob Arthur	2
Mr. Rick Cashman	2
Mr. Jim Defoe	2
Mr. Paul Friday	2
Mr. John Goley	2
Mr. Paul Johnson	2
Mr. Sherm Nelson, P.E.	2
Ms. Marjorie Schaaf	2
Mr. Steve Dayton	1.5
Mr. Donald O. Dickey	1.5
Mr. Ron Donnini	1.5
Mr. Larry Rogers	1.5
Mr. Ken Anderson	1
Mr. Ralph Broughton	1
Mr. Larry Daves	1
Mr. Oliver L. Dixon	1
Mr. John Hanna, PE	1
Ms. J. Rebecca Harrison	1
Mr. Wayne Hill	1
Mr. Steven M. Johnson	1
Ms. LeAnn Larson	1
Mr. Joseph Michels, P.E.	1
Ms. Patricia Orange	1
Mr. Greg Richardson	1
Mr. James S. Stafford	1
Mr. Garry M. Tebbens	1
Mr. Ken Timmerman	1
Mr. Douglas B. Warren	1

# 2009 Exhibitor Profiles

## 411 Accelerated Building Technologies\*

1550 Coraopolis Heights Rd • Moon Township, PA 15108  
Contact: Mr. Bruce G. Ligo  
Phone: 412/490-4798 • Fax: 412/490-5066  
bligo@accbt.com • www.accbt.com

*The accel-E® Steel Thermal Efficient Panel (S.T.E.P.) wall system combines the strength of cold-formed steel framing with the insulation properties of expanded polystyrene (EPS). The result... a thermally resistant, high performance building system that's strong, light in weight and energy efficient.*

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Contact: Ms. Jayna Altman  
Phone: 314/851-2200 • Fax: 314/434-5234  
jaltman@aegismetalframing.com • www.aegismetalframing.com  
Listing Note: Sharing space with MiTek

### Computer Software

*Aegis Metal Framing, a division of MiTek is a leading supplier of products, software, and engineering to the pre-fabricated steel components industry. Our Ultra-Span® truss system, TradeReady® floor joists, and WallSolutions™ panels offer component manufacturers a full line of cost-effective structural solutions. All products are supported with advanced software and comprehensive engineering services.*

## 120 Alpine Engineered Products - ITW Building Components Group

2820 N Great Southwest Pkwy • Grand Prairie, TX 75050-6472  
Contact: Mr. Ken Kuehn  
Phone: 817/633-5100 • Fax: 817/652-3079  
kkuehn@itwbcbg.com • www.itwbcbg.com

*Alpine's powerful ProVIEW software is the complete package offering "whole house" design, from the first floor to walls all the way to the roof. By integrating wall panels, trusses engineered wood products and conventional framing into one product, ProVIEW reduces errors and improves performance.*

## 120 Alpine Equipment - ITW Building Components Group

2820 N Great Southwest Pkwy • Grand Prairie, TX 75050-6472  
Contact: Mr. Jack Van Cleave  
Phone: 972/660-4422 • Fax: 972/660-3217  
jvancleave@itwbcbg.com • www.alpineequip.com

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## 120 Alpine Systems Corporation - ITW Building Components Group

1701 Creditstone Rd • Concord, AK L4K 5V6 CANADA  
Contact: Mr. Edmond Lim (Ed)  
Phone: 905/427-2766  
edmond.lim@itwbcbg.com • www.alpinesys.com

*Alpine Systems is a full service supplier of metal connector plates to wood*

*truss manufacturers across Canada. Alpine's full line of products and services includes complete engineering service; proprietary software, support and training; and a complete line of cutting, assembly and material handling equipment for truss and wall panel manufacturers.*

## 120 AmeriCAD - VisionRez - ITW Building Components Group

202 E Bethany Dr • Allen, TX 75002  
Contact: Mr. Jay Moore  
Phone: 972/747-7880 • Fax: 972/747-7180  
jay@americad.com • www.americad.com

*VisionREZ by Ameri-CAD bridges the gap between architectural and manufacturing with purpose-built residential Building Information Model (BIM) data.*

## 321 Arch Wood Protection, Inc.

5660 New Northside Dr Ste 1100 • Atlanta, GA 30328  
Contact: Ms. Elizabeth Santiago  
Phone: 770/801-6600 • Fax: 770/801-1990  
esantiago@archchemicals.com • www.frameguardwood.com

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## 210 Bowermaster & Assoc./WoodPro Insurance

PO Box 6026 • Cypress, CA 90630  
Contact: Mr. Richard Langton (Rich)  
Phone: 714/733-6200 • Fax: 714/252-8253  
rlangton@bowermaster.com • www.bowermaster.com

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## 303 Builders Automation Machinery Co.

PO Box 10068 • Largo, FL 33773-0068  
Contact: Mr. Robert Mitvalsky (Bob)  
Phone: 727/538-2180 • Fax: 727/536-2624  
mitvalsky@buildersautomation.com • www.buildersautomation.com

*Equipment Manufacturer (Stair), Equipment Manufacturer (Door), Equipment Manufacturer (Truss), LVL Stair Stringer Materials*

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❑ **214 CADWORK**

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Phone: 514/524-2442 • Fax: 514/524-2443  
decosterd@cadwork.ca • www.cadwork.com

Computer Software, Professional Services, Equipment Manufacturer (Wall)

*CADWORK is a unique 3D package that enables you to produce full documentation of your projects and create data for fully-automated CNC equipments. Thanks to its flexibility, you can efficiently build wall, floor and roof panels according to your building system and work out a solution for all details.*

❑ **621 Canadian Wood Products**

407 McGill St #315 • Montreal, QC H2Y 2G3 CANADA  
Contact: Ms. Anny Dube  
Phone: 514/871-2120 • Fax: 514/871-9316  
anny@cewp.ca • www.canadianwood.ca

Lumber Wholesaler/Broker, MSR Lumber Producer

*CWP focuses its efforts on certain specialty products in order to offer a service of high quality. Our traders are in touch with forest products suppliers around the world. They can help you find what you need. The following products constitute our specialties: Certified Lumber, Commodities, Export, MSR Lumber, Premium Lumber, Tropical Wood and Pallet Components.*

❑ **509 Cargotec USA Inc., Hiab**

12233 Williams Rd • Perrysburg, OH 43551-6802  
Contact: Ms. Theresa Riedinger  
Phone: 419/482-6000 • Fax: 419/482-6001  
theresa.riedinger@hiab.com • www.hiabus.com

Crane Sales & Service, Material Handling Equipment Wholesaler/Broker/Reseller, Material Handling Equipment Manufacturer, Forklift Sales & Service

*Cargotec USA Inc, Hiab is the nation wide material handling distributor of Hiab truck mounted cranes and Moffett truck mounted forklifts. We provide—Total Care—a service equipment program. For additional product information, please contact (800) 852-2331 for an Area Manager near you.*

❑ **223 Clark Industries, Inc. ☼**

816 Callan St • Monett, MO 65708-2602  
Contact: Mr. Jared Schulz  
Phone: 417/235-7182 • Fax: 417/235-8262  
jared@clark-ind.com • www.clark-ind.com

Equipment Manufacturer (Truss), Material Handling Equipment Manufacturer, Equipment Parts

*Clark Industries, Inc. manufactures a unique range of production equipment for the building component industry. Our equipment line includes roof & floor truss presses, jack presses, column laminators, conveyors & stackers, etc. We stress quality, reliability, and continued support. Come by our booth to learn how we can help you.*

❑ **421 Cold-Formed Steel Council**

6300 Enterprise Ln • Madison, WI 53719-1190  
Contact: Ms. Jill Zimmerman  
Phone: 608/274-4849 • Fax: 608/274-3329  
jzimmerman@sbcindustry.com • www.cfsc.sbcindustry.com  
Listing Note: Sharing space with Structural Building Components Association

*SBCA established the Cold-Formed Steel Council (CFSC) to focus on issues that affect manufacturers of steel structural building components. The goal of CFSC is to protect and educate component manufacturers through risk management and training material. Stop by our booth to see all of CFSC's new products and services.*

❑ **111 Commercial Machinery Fabricators, Inc**

16775 Industrial Pkwy • Lansing, MI 48906-9136  
Contact: Mr. Edward G. Joseph (Ed)  
Phone: 517/323-1996 • Fax: 517/327-3451  
ed@integratedstealth.com • www.cmfstealth.com

Equipment Manufacturer (Truss), Material Handling Equipment Manufacturer, Equipment Parts, Equipment Rebuilder

*CMF Inc. will be exhibiting this year so please stop by and let us see what we can do for you.*

❑ **709 Component Runner, LLC**

440 Spring St • Marshfield, MA 02050-5858  
Contact: Mr. J. Chip Dean (Chip)  
Phone: 314/374-7400  
CDean@ComponentRunner.Com • www.ComponentRunner.Com  
Listing Note: Sharing space with MiTek

*Component Runner, LLC is a design outsourcing firm exclusively for MiTek 20/20 customers. We provide building modeling and truss design services. We also offer wall panel design and loose framing and whole house material estimating. Component Runner uses a design team process to provide high quality at economical prices. Come visit us inside the MiTek booth.*

❑ **614 Cordstrap USA Inc.**

PO Box 81340 • Racine, WI 53408-1340  
Contact: Ms. Dragana Urosevic  
Phone: 262/898-6670 • Fax: 262/898-6677  
dragana.urosevic@cordstrap.net • www.cordstrap.net

Banding/Strapping/Covers/Wrap Supplier

*Cordstrap® is the world leading manufacturer of corded polyester strapping and one-way load securing systems. AAR certified Cordstrap® provides customers with a safe and cost-efficient alternative to steel banding and other conventional transport packaging materials. Since 1965, Cordstrap's mission is to solve strapping, transport, load securing complexities for customers worldwide.*

❑ **205 DANSKO ENGINEERING, LLC**

PO Box 3400 • Apollo Beach, FL 33572-1007  
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Phone: 813/645-0166 • Fax: 813/645-9698  
jeb@danscoengineering.com • www.danscoengineering.com

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❑ **115 Deacom, Inc.**

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Contact: Ms. Susan Shaw  
Phone: 610/971-2278 • Fax: 610/971-2279  
sshaw@deacom.net • www.deacom.net

Computer Software

*DEACOM seamlessly integrates all areas of your building component and modular building manufacturing business - from sales order entry and inventory control, to order entry and invoicing - giving you a comprehensive view of your entire operation from one system. Visit the Deacom booth for a free demonstration today.*

❑ **413 Dow Building Solutions**

1605 Joseph Dr. • Midland, MI 48674-0001  
Contact: Ms. Jan McKinnon  
Phone: 519/339-5028 • Fax: 519/339-3417

jmckinnon@dow.com • www.dowis.com

Insulation Manufacturer

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Phone: 800/521-3245 • Fax: 972/888-9966

baird@eaglemetal.com • www.eaglemetal.com

Computer Software, Equipment Manufacturer (Truss),  
Truss Plate Manufacturer, Used Truss Manufacturing Equipment Dealer

Serving the building components industry for more than 20 years with connector plates, design software, engineering services and manufacturing equipment, Eagle Metal is committed to providing exceptional products and customer service. Visit our booth to view our engineering software TrueBuild® and learn more about our company. Eagle Metal...Engineered. Tested. True.®

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PO Box 11397 • Minneapolis, MN 55411-0397

Contact: Mr. Thomas P. Hoy

Phone: 612/521-9193 • Fax: 612/521-9307

tom@eidemachinery.com • www.eideintegratedsystems.com

Equipment Wholesaler/Broker/Reseller (Truss),  
Equipment Manufacturer (Truss)

WizardPDS® is the world's leading automated truss jig system and the first to virtually eliminate ALL setup time and manual jiggling at the assembly table. WizardPDS® technology will retrofit with virtually any new or existing truss manufacturing system. Powerful WizardPDS® Gold software offers Truss Projection & Laser Integration features.

❑ **421 Engineered Wood Council**

6300 Enterprise Ln • Madison, WI 53719

Contact: Ms. Anna Stamm

Phone: 608/274-4849 • Fax: 608/274-3329

astamm@sbcindustry.com • www.sbcindustry.com

Listing Note: Sharing space with Structural Building Components Association

SBCA's Engineered Wood Council represents the interests of SBCA members who distribute engineered wood products. Projects include publications and educational programs.

❑ **508 FastenMaster**

153 Bowles Rd • Agawam, MA 01001-2908

Contact: Ms. Tina Del Monte

Phone: 800/518-3569 • Fax: 413/786-1760

tdelmonte@olyfast.com • www.fastenmaster.com

Fastener Supplier, Connector/Hanger Manufacturer

FastenMaster is a brand of task specific contractor quality fasteners engineered to enable a PRO to complete a project Faster, Easier, Stronger.

❑ **412 Finnforest USA, Engineered Wood Div.**



PO Box 545 • Roseville, MI 48066-0545

Contact: Mr. Robert Loew (Bob)

Phone: 586/296-8770 • Fax: 586/296-8773

robert.loew@finnforest.com • www.finnforestus.com

LVL Stair Stringer Materials, I-Joist Wholesaler/Broker/Reseller,  
Plywood Distributor, LVL Manufacturer

Finnforest USA, Engineered Wood Division distributes Master Plank LVL and Master Q-LVL throughout North America. Master Plank has all building code acceptances, including NER. Multiple span capabilities and high strength make this engineered wood product a logical choice for beams, headers, scaffold planks, mobile home headers, stair stringers, and other industrial applications.

❑ **709 Hardy Frames, Inc.**

789 S Victoria Ave Ste 200 • Ventura, CA 93003

Contact: Mr. Maged Diab

Phone: 805/477-0793 • Fax: 805/477-0993

mdiab@mii.com • www.hardyframe.com

Listing Note: Sharing space with MiTek

Shear Wall Panel Manufacturer

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❑ **608 HOLTEC USA CORPORATION**

PO Box 2190 • Brandon, FL 33509-2190

Contact: Ms. Kim O'Brien

Phone: 813/754-1665 • Fax: 813/752-8042

kim@holtecusa.com • www.holtecusa.com

Saw Manufacturer, Equipment Manufacturer (Truss),  
Equipment Manufacturer (Wall), Component Saw Manufacturer

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 Precision Crosscut Systems are in use by over 7,000 customers worldwide to PET in less than one minute per cut.

❑ **113 Hoover Treated Wood Products, Inc.** ▲

154 Wire Rd • Thomson, GA 30824-7988

Contact: Ms. Kate Perkins

Phone: 706/595-9855 • Fax: 706/595-6600

kperkins@frtw.com • www.frtw.com

Treater (Wood)

Hoover Treated Wood Products, Inc. offers lumber and plywood treated with either Pyro-Guard® interior or Exterior Fire-X® outdoor fire retardant. Both products are pressure impregnated and kiln dried under third party monitoring, and bear the Underwriters Laboratories classification mark. For more information, please visit us at www.frtw.com.

❑ **120 hsbCAD - ITW Building Components Group**

6600 Trans Canada Hwy Ste 203 •

Pointe-Claire, QC H9R 4S2 CANADA

Contact: Mr. Danny Hansen

Phone: 514/428-1444 • Fax: 514/428-1448

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hanna.elfar@hulktool.com •

Tool Sales & Service, Truss Plate Manufacturer

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- ❑ **601 Hundegger USA, L.C. ★**  
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Contact: Mr. Rudy Banuelos  
Phone: 435/654-3028 • Fax: 435/654-3066  
rudy@hundeggerusa.com • www.hundeggerusa.com

Equipment Manufacturer (Wall), Saw Manufacturer,  
Equipment Manufacturer (Truss)

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- ❑ **120 Intelligent Building Systems - ITW Building Components Group ☼**  
2820 N Great Southwest Pkwy • Grand Prairie, TX 75050-6472  
Contact: Mr. Ken Kirsch  
Phone: 817/633-5100 • Fax: 817/652-3079  
kkirsch@itwbcbg.com • www.intelbuildsys.com

Equipment Manufacturer (Wall), Computer Software

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- ❑ **120 ITW Building Components Group ☼**  
13389 Lakefront Dr • Earth City, MO 63045-1514  
Contact: Mr. Karl Bickel  
Phone: 314/344-9121 • Fax: 314/344-3157  
kbickel@itwbcbg.com • www.itwbcbg.com

Equipment Manufacturer (Truss), Truss Plate Manufacturer,  
Connector/Hanger Manufacturer, Computer Software

*ITW Building Components Group is the leading supplier of innovative products and services for the building component industry. We offer engineering services, design & management software, cutting and manufacturing equipment for truss and wall components, a unique trimmable end floor truss system and metal truss connector plates to the component industry.*

- ❑ **120 ITW Panel Fastening Systems - ITW Building Components Group**  
309 E Rand Rd Ste 356 • Arlington Heights, IL 60004  
Contact: Mr. Pat Ryan  
Phone: 888/726-3577 • Fax: 888/726-3477  
pryan@itwbcbg.com • www.itwps.com

Tool Sales & Service, Nail/Staple/Related Hardware Supplier,  
Fastener Supplier

*ITW Panel Fastening Systems is a supplier of pneumatic and Cordless nailing, stapling tools and fasteners for the wood panel industry. We offer Paslode, Duo-Fast and ToolMatic brand tools and fasteners. Our tools are compatible with all U.S. and European automated panel equipment.*

- ❑ **503 Keymark Enterprises, LLC**  
6707 Winchester Cir • Boulder, CO 80301-3574  
Contact: Mr. Erik C. Ipson  
Phone: 303/443-8033 • Fax: 303/443-9054

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- ❑ **409 Lakeside Trailer Mfg., Inc. ☼**  
PO Box 638 • Crocker, MO 65452-0638  
Contact: Mr. Lee J. Kinsman  
Phone: 573/736-2966 • Fax: 573/736-5515  
lee@rollerbed.com • www.rollerbed.com

Trailer Sales & Service, Equipment Manufacturer (Truss)

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- ❑ **203 Lamco Forest Products**  
760 Chemin De La Moraine • St-Felicien, QC G8K 1T2  
CANADA  
Contact: Ms. Melanie Cauchon, B. Eng.  
Phone: 418/679-2647 • Fax: 418/679-8790  
mcauchon@pflamco.com • www.lamcoforest.com

Engineered Wood Products Manufacturer, Finger-Jointed Lumber,  
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- ❑ **309 LP Building Products**  
414 Union St Ste 2000 • Nashville, TN 37219-1711  
Contact: Ms. Pam Hannon  
Phone: 615/986-5600 • Fax: 866/822-3761  
pam.hannon@lpcorp.com • www.lpcorp.com

Engineered Wood Products Manufacturer, OSB Manufacturer,  
LVL Manufacturer, I-Joist Manufacturer

*LP is a premier supplier of commodity and specialty building products serving retail, wholesale, homebuilding, and industrial markets. Our customers have come to depend on our commitment to excellent customer service. It's what brings new and long-time customers back to LP year after year.*

- ❑ **511 Mangotech**  
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Contact: Mr. Richard Vaughn  
Phone: 951/654-3525 • Fax: 951/654-3526  
richard@mangotech.com • www.mangotech.com

Equipment Manufacturer (Truss)

*MangoTech has been automating truss and wall systems for over 10 years. Today, MangoTech provides an ever-growing range of product solutions for the roof truss and wall panel industry. Contact MangoTech at 1 866 GO MANGO.*

- ❑ **302 Metriguard Inc.**  
PO Box 399 • Pullman, WA 99163-0399  
Contact: Mr. Todd Kurlle  
Phone: 509/332-7526 • Fax: 509/332-0485  
tkurle@metriguard.com • www.metriguard.com

Equipment Manufacturer (Truss)

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

**612 Metwood Building Solutions\***

819 Naff Rd • Boones Mill, VA 24065-4010  
Contact: Mr. Shawn Callahan  
Phone: 540/334-4294 • Fax: 540/334-5027  
scallahan@metwood.com • www.metwood.com

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**709 MiTek**

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Contact: Mr. Michael Klein  
Phone: 314/434-1200 • Fax: 314/434-5343  
mklein@mii.com • www.mii.com

Computer Software, Truss Bracing Manufacturer, Truss Plate Manufacturer, Equipment Manufacturer (Wall), Material Handling Equipment Manufacturer, Equipment Manufacturer (Truss), Metal Web Floors, Saw Manufacturer, Laser Equipment, Equipment Leasing Services, Fastener Supplier, Round-End Web Machinery, Shear Wall Panel Manufacturer, Steel Framing, Truss Table Replacement Tops

*At MiTek we continue to invest in your future through software, machinery, technical support and builders' products. The goal? Bottom-line benefits to your business in any market. Our focus is on your business—performance, improved productivity and greater accuracy when you need it the most.*

**320 Monet DeSauw Inc.**

3100 Dogwood Dr • Fulton, MO 65251-7226  
Contact: Mr. Kevin Troesser  
Phone: 573/642-4900 • Fax: 573/642-3736  
kevin@desauw.net • www.desauw.com

Material Handling Equipment Manufacturer, Equipment Manufacturer (Truss), Saw Manufacturer, Component Saw Manufacturer

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**304 MSR Lumber Producers Council**

6300 Enterprise Ln • Madison, WI 53719  
Contact: Ms. Anna L. Stamm  
Phone: 888/848-5339 • Fax: 888/212-5110  
info@msrlumber.org • www.msrlumber.org

Association

*Emphasizing its higher quality, longer spans, and better lifetime performance, we will let you know how you can benefit directly from using MSR lumber at your component manufacturing operation. We welcome your feedback on what you would like to see next from your MSR producers, too!*

**208 Nordic Engineered Wood**

1100 De La Gauchetiere St W Windsor Station Ste 504 • Montreal, QC H3B 2S2 CANADA  
Contact: Ms. Karen Jakubonis  
Phone: 514/633-9661 • Fax: 514/633-0833  
kjakubonis@nordicewp.com • www.nordicewp.com

Engineered Wood Products Distributor, I-Joist Manufacturer

*Nordic produces competitively priced wood I-joists and glulam building products. The company is ISO 14001 certified, manages over 2 million acres of forests and is FSC certified. Nordic Lam™ beams, headers, columns and tall wall studs feature an exclusive EnviroLam™ technology: a process that minimizes waste and optimizes fiber use.*

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k.kraneyk@palfinger-na.com • www.palfinger-northamerica.com

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Component Plant Layout Consultant, Equipment Manufacturer (Truss), Equipment Manufacturer (Wall), Material Handling Equipment Manufacturer

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ronpelican@bendbroadband.com • www.pelicanbayfp.com

Lumber Wholesaler/Broker

*Pelican Bay Forest Products is a supplier specializing in Truss materials. Our traders are motivated and dedicated to establishing and managing relationships with their customers and suppliers. Our team of experts offers their knowledge in a wide range of species and products.*

**410 Pennsylvania Lumbermens Mutual Insurance Co. ★**

2005 Market St Ste 1200 • Philadelphia, PA 19103-7008  
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Insurance

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**408 Prazi USA**

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Phone: 508/747-1490  
prazi2@capecod.net • www.praziusa.com

*12" Prazi Beam Cutter attaches to any circular saw and allow the contractor to cut up to 12" with precision Accuracy at any angle. Prazi also manufactures the 30 Oz Drill Mate Caulking gun which fits any cordless drill and allows the user to dispense his tube of caulking with ease.*

**420 Qualtim, Inc.**

6300 Enterprise Ln Ste 100 • Madison, WI 53719-1193  
Contact: Ms. Peggy S. Kolman  
Phone: 608/271-1176 • Fax: 608/271-7006  
pkolman@qualtim.com • www.qualtim.com

Marketing/Management Consultant, Engineering/Technical/Forensic

Consultant, Graphic Design/Advertising/Brochure Development, Website Services

*Qualtim is a technical marketing group offering a range of creative and technical services, from advertising and website development to online training and truss testing. Qualtim has the right solution to fit your unique business needs and interests. Our strength lies in the individual expertise of our team members.*

❑ **323 Robbins Lumber Company**

PO Box 17939 • Tampa, FL 33682-7939  
Contact: Mr. Greg Hellman  
Phone: 813/971-3030 • Fax: 813/971-1329  
ghellman@robbinslumber.com • www.robbinslumber.com

Lumber Distributor, Lumber Wholesaler/Broker, OSB Wholesaler/Broker  
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❑ **421 SBC Research Institute**

6300 Enterprise Ln • Madison, WI 53719-1190  
Contact: Ms. Peggy Kolman  
Phone: 608/274-4849 • Fax: 608/274-3329  
pkolman@sbcrl.info • www.sbcrl.info  
Listing Note: Sharing space with Structural Building Components Association

Testing, Product Development, Engineering/Technical/Forensic Consultant, Research & Education

*The SBC Research Institute (SBCRI) offers an extensive list of testing options under a variety of application, attachment and loading conditions, all of which will lead to more accurate and efficient design and improved installation/use of products. SBCRI has ISO/IEC 17025 ACLASS accreditation.*

❑ **212 SENCO**

4270 Ivy Pointe Blvd • Cincinnati, OH 45245-0001  
Contact: Mr. Terry Dullaghan  
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tdullaghan@senco.com • www.senco.com

Fastener Supplier

*For over 55 years Senco has been the worldwide leader in fastening systems, providing a wide range of products to meet the needs of the building industry. Senco continues to lead in pneumatic, battery, gas and electric-operated stapling, nailing, collated fasteners and screw systems.*

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5956 W Las Positas Blvd • Pleasanton, CA 94588-8540  
Contact: Ms. Frankie Emerson  
Phone: 925/560-9000 • Fax: 925/847-1603  
femerson@strongtie.com • www.strongtie.com

Connector/Hanger Manufacturer, Truss Bracing Manufacturer, Fastener Supplier, Shear Wall Panel Manufacturer

*Simpson Strong-Tie Company is the world's largest manufacturer of steel connectors for wood construction. The product line totals nearly 7000 items, with more than 1700 different joist hangers alone. Strong-Tie® connectors for solid timber, composite wood products and plated trusses are the most specified of any brand.*

❑ **221 SL-Laser Systems LP**

8107 Arrowridge Blvd #Q • Charlotte, NC 28273-5613  
Contact: Mr. Jason Galek  
Phone: 704/561-9990 • Fax: 704/561-9994  
jgalek@sl-laser.com • www.sl-laser.com

Laser Equipment

*Founded in 1988, SL Laser has been a pioneering force in the development of precision laser projection systems for truss, floor deck and wall panel assembly. Seamless integration between TrussPilot™ software and hardware*

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❑ **523 Smart-Evolution Corp.\***

45 Boisé de l'Île • Saint-Jean-Sur-Richelieu, AK J2W 3C1  
CANADA  
Contact: Mr. Walter Giroto  
Phone: 450/347-1121 • Fax: 450/347-1121  
walter@smart-evolution.com • www.smart-evolution.com

CNC Routers/Support, Truss Equipment Manufacturer, Equipment Manufacturer (Wall), Computer Software

*Smart-Evolution Corp. is a company that specializes in custom automation and software design for the engineered wood industry. We pride ourselves in bringing to the industry leading edge technology, unparalleled service and technical support to satisfy our customer needs.*

❑ **120 Space Joist TE - ITW Building Components Group**

2820 N Great Southwest Pkwy • Grand Prairie, TX 75050-6472  
Contact: Mr. Nick Underwood  
Phone: 800/238-8678 • Fax: 817/652-3079  
nunderwood@itwbcg.com • www.spacejoist.com

Metal Web Floors, Trimmable End Truss Manufacturer

*SpaceJoist TE offers a unique truss system combining the best features of a wood I-joist and an open-web floor truss to deliver a quality pre-built product for maximum efficiency, productivity and on-the-job flexibility. Expand your product line by adding TEI manufacturing in your plant.*

❑ **313 Spotnails**

1100 Hicks Rd • Rolling Meadows, IL 60008-1016  
Contact: Ms. Candace Mortensen (Candi)  
Phone: 847/259-1620 • Fax: 847/259-9236  
cmortensen@spotnails.com • www.spotnails.com

Fastener Supplier, Tool Sales & Service

*Pneumatic Stapling and Nailing Tools and Fasteners*

❑ **623 Stanley-Bostitch**

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Contact: Ms. Wendy Johnson  
Phone: 401/884-2500 • Fax: 401/884-4250  
wjohanson@stanleyworks.com • www.bostitch.com

Fastener Supplier, Equipment Manufacturer (Wall)

*Stanley-Bostitch is a global manufacturer of fastening solutions for the factory built housing and component industry, on-site construction, and DIY markets. Our full program includes custom fastening for automated production, complete service, and on-site support to insure a lean and productive environment.*

❑ **403 Stiles Machinery Inc. ▲**

3965 44th St SE • Grand Rapids, MI 49512-3941  
Contact: Ms. Amanda Dombek  
Phone: 616/698-7500 • Fax: 616/698-9411  
adombek@stilesmachinery.com • www.stilesmachinery.com

Computer Software, Component Plant Layout Consultant, Saw Manufacturer, Equipment Manufacturer (Wall)

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❑ **421 Structural Building Components Association ☼**

6300 Enterprise Ln • Madison, WI 53719-1190  
Contact: Ms. Anna L. Stamm  
Phone: 608/274-4849 • Fax: 608/274-3329

astamm@sbcindustry.com • www.sbcindustry.com

#### Association

Representing component manufacturers, builders, material suppliers and industry professionals, SBCA provides the tools to protect and grow your business. Whether it's educational resources, risk management strategies, building code watch, financial/wage surveys, legislative alerts, in-plant safety and quality control, transportation issues, technical training or marketing plans, SBCA provides tangible benefits to members.

- ❑ **421 Structural Building Components Magazine**  
6300 Enterprise Ln • Madison, WI 53719-1190  
Contact: Ms. Libby Maurer  
Phone: 608/310-6706 • Fax: 608/274-3329  
lmaurer@sbcmag.info • www.sbcmag.info  
Listing Note: Sharing space with Structural Building Components Association

#### Publication

*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. SBC staff welcomes your feedback and article ideas at editor@sbcmag.info.

- ❑ **315 Swanson Group Sales**  
PO Box 1779 • Grants Pass, OR 97528  
Contact: Mr. Bob Maurer  
Phone: 541/956-4300 • Fax: 541/956-4301  
bob.maurer@swansongroup.biz • www.swansongroupinc.com

Swanson Group Sales manufactures Green Doug Fir dimension in 2x4 #1/Btr and 2x6 Select Struct and has been supplying truss plants since 1951. Our mills are all WWPA members and we are also certified under the SFI Fiber Sourcing program.

- ❑ **726 Todd Drummond Consulting LLC.**  
41 Coventry Dr • Sunapee, NH 03782-3621  
Contact: Mr. Todd Drummond  
Phone: 603/763-8857 • Fax: 815/364-2923  
todd@todd-drummond.com • www.todd-drummond.com

Computer Software, Component Plant Layout Consultant,  
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Truss Shop Labor Tracking Software Systems for truss fabrication. Track every man-minute and labor cost dollar for every order in your shop.

- ❑ **424 TrimJoist Corporation\***  
PO Box 2286 • Columbus, MS 39704-2286  
Contact: Mr. Barry Sanford  
Phone: 662/327-7950 • Fax: 662/329-4610  
barry.sanford@trimjoist.com • www.trimjoist.com

#### Wood Floor Truss Manufacturer

TrimJoist Corporation has the solution for your low productivity floor truss projects. Let us help you get your customer's project moving while you concentrate on getting the roof system he needs.

- ❑ **421 Truss Plate Council**  
6300 Enterprise Ln • Madison, WI 53719  
Contact: Ms. Anna Stamm  
Phone: 608/274-4849 • Fax: 608/274-3329  
astamm@sbcindustry.com • www.sbcindustry.com  
Listing Note: Sharing space with Structural Building Components Association

SBCA's Truss Plate Council acts as a forum and a resource for the compa-

nies that supply truss plates and component design software.

- ❑ **521 Truss Plate Institute**  
218 N Lee St Ste 312 • Alexandria, VA 22314-2660  
Contact: Mr. Michael A. Cassidy, R.A. (Mike)  
Phone: 703/683-1010 • Fax: 866/501-4012  
mcassidy@tpinst.org • www.tpinst.org

Association, Third Party Inspection Agency

The Truss Plate Institute (TPI) and its members are connecting the truss industry. Stop by our booth. Learn about our nationally recognized 3rd Party Quality Assurance Inspection Program and about the ANSI/TPI 1 -2007 standard! Review and ask questions about other guidelines and technical publications such as BCSI!

- ❑ **120 TrusSteel - ITW Building Components Group**  
3208 Fisher Ct • Arlington, TX 76001-6600  
Contact: Mr. David Goodwin (Dave)  
Phone: 817/483-9181 • Fax: 888/565-6171  
dgoodwin@TrusSteel.com • www.TrusSteel.com

Computer Software, Engineering/Technical/Forensic Consultant,  
Equipment Manufacturer (Truss), Steel Supplier

TrusSteel is the culmination of over fifty years combined experience in truss and Cold-Formed Steel building products. The product line is built upon the extensive truss engineering and software knowledge inherent in all our products, an experienced staff of CFS design engineers, and many years of designing and building efficient trusses.

- ❑ **120 Truswal - ITW Building Components Group**  
2820 N Great Southwest Pkwy • Grand Prairie, TX 75050-6472  
Contact: Mr. Ken Kuehn  
Phone: 817/633-5100 • Fax: 817/652-3079  
kkuehn@itwbcg.com • www.itwbcg.com

Equipment Manufacturer (Truss), Truss Plate Manufacturer, Connector/  
Hanger Manufacturer, Computer Software

Truswal Systems offers programs for component design, engineering, building layout and truss plant management. Intellibuild whole house design software utilizes the power of parametrics, which allows all design modifications to instantly flow through the entire structure.

- ❑ **724 USP Structural Connectors**  
14305 Southcross Dr Ste 200 • Burnsville, MN 55306  
Contact: Ms. Vanessa Durham  
Phone: 952/898-8679 • Fax: 952/898-8683  
vehret@gibraltar1.com • www.uspconnectors.com

Connector/Hanger Manufacturer, Building Materials, Fastener Supplier,  
Truss Bracing Manufacturer,

USP Structural Connectors serves the residential and commercial building industries throughout the US and Canada. Our product line encompasses over 3000 parts, including a line of connectors for the Engineered Lumber and Plated Truss industries and is backed by an in-house engineering staff, technical assistance team and Customer Service.

- ❑ **513 Viking WPS**  
5750 Main St NE • Minneapolis, MN 55432-5437  
Contact: Ms. Linda Resch  
Phone: 800/328-2403 • Fax: 763/571-7379  
lindar@vikingeng.com • www.wallpanelassembly.com

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Equipment Financing, Equipment Manufacturer (Pallet)

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- ❑ **709 Virtek Vision**  
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Contact: Mr. Ed Bianchin, P.Eng.  
Phone: 519/746-7190 • Fax: 519/746-3383  
ed.bianchin@virtek.ca • www.virtek.ca  
Listing Note: Sharing space with MiTek

Laser Equipment, Equipment Manufacturer (Wall), Equipment Wholesaler/Broker/Reseller (Truss), Saw Wholesaler/Broker/Reseller

*Virtek is the leading developer of precision laser-based solutions enabling component manufacturers to produce products faster, better and at lower costs. The Virtek TrussLine Laser Projection System, with new green lasers that provides improved visibility with new software that features improved usability, real-time production status, and reporting functionality.*

- ❑ **421 Wall Panel Council**  
6300 Enterprise Ln • Madison, WI 53719  
Contact: Ms. Anna Stamm  
Phone: 608/274-4849 • Fax: 608/274-3329  
astamm@sbciindustry.com • www.sbcindustry.com  
Listing Note: Sharing space with Structural Building Components Association

*SBCA's Wall Panel Council provides information and resources for the manufacturers of wood wall panels and their suppliers, and it will assist them as they act to expand the market for their products.*

- ❑ **510 Wasserman & Associates, Inc. ▲**  
1553 S 2nd St • Lincoln, NE 68502  
Contact: Mr. Rod Wasserman  
Phone: 402/438-2161 • Fax: 402/438-2524  
rodwass@aol.com • www.wasserman-associates.com

Equipment Wholesaler/Broker/Reseller (Wall), Material Handling Equipment Wholesaler/Broker/Reseller, Component Plant Layout Consultant, Equipment Wholesaler/Broker/Reseller (Truss)

*Wasserman & Associates is a representative for new truss, wall panel, stair, door and fingerjointing 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.*

- ❑ **109 West Fraser**  
1900 Exeter Rd Suite 105 • Germantown, TN 38138  
Contact: Mr. Barry Bauman  
Phone: 800/841-2507 • Fax: 901/620-4204  
barry.bauman@westfraser.com • www.westfraser.com

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- ❑ **421 Wood Truss Council**  
6300 Enterprise Ln • Madison, WI 53719  
Contact: Ms. Anna L. Stamm  
Phone: 608/274-4849 • Fax: 608/274-3329  
astamm@sbciindustry.com • www.sbcindustry.com  
Listing Note: Sharing space with Structural Building Components Association

Association

*The Wood Truss Council (WTCA) is SBCA's largest council. Representing the wood structural building components industry in the US, Canada and internationally, WTCA provides a comprehensive supply of tools and resources for wood truss manufacturers.*

- ❑ **720 Wood Truss Systems, Inc. ☼**  
5600 W Shoreline Ter • Muncie, IN 47304-6097  
Contact: Mr. Jay R. Halteman  
Phone: 888/288-9874 • Fax: 888/751-9914  
jayh@woodtrussystems.com • www.woodtrussystems.com

Equipment Wholesaler/Broker/Reseller (Wall), Saw Wholesaler/Broker/Reseller, Equipment Wholesaler/Broker/Reseller (Truss), Material Handling Equipment Wholesaler/Broker/Reseller

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## 2009 Award Recipients

### 2009 SBCA Hall of Fame

Each year at BCMC, WTCA inducts a new member(s) into the Hall of Fame. Each recipient is selected for this honor by the vote of industry peers and is recognized as contributing significantly to the advancement of WTCA and the component industry.

**Dan Holland**  
Clearspan Components, Inc.

### 2009 Bowman Industry Enthusiast Award

Awarded each year at BCMC to an individual supplier member of SBCA who has enthusiastically supported the structural building components industry.

**Andy Schwitter**  
ITW Building Components Group (Retired)

### 2009 SBC Industry Leadership Award

New in 2006, this award honors an individual who, since the industry was founded 50 years ago, has helped nurture, support and grow the structural building components industry as a whole with their vision, innovation and/or creativity. The individual may be a component manufacturer, supplier, associate or any other person whose efforts has helped create our industry into what it is today.

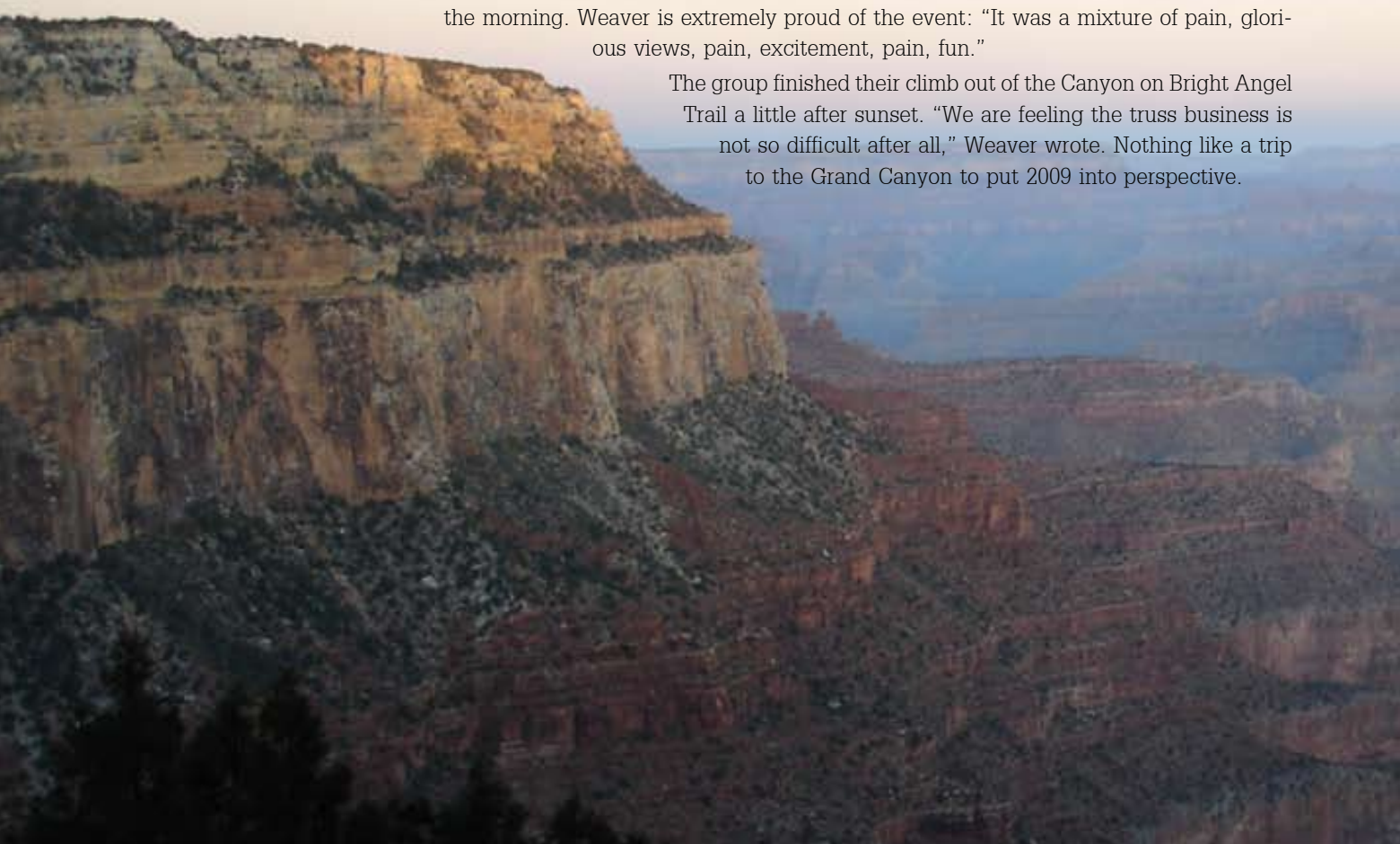
**Don Hershey**  
Alliance TruTrus, LLC

# BCMC-Goers Hike the Canyon

For seven hikers, BCMC ended with an exciting journey to one of the greatest western landmarks. Gary Weaver from Timber Tech Texas organized a 16-mile daylong hike into the Grand Canyon...dipping their toes in the Colorado River at the bottom. An avid trekker who has hiked the Canyon trails many times, Weaver invited BCMC attendees to join him on the 14-hour hike starting at the South Kaibab trailhead on the Saturday after the show.

The hikers' friend Jim Mavrakes caught up with the group at the trailhead to take their pictures early in the morning. Weaver is extremely proud of the event: "It was a mixture of pain, glorious views, pain, excitement, pain, fun."

The group finished their climb out of the Canyon on Bright Angel Trail a little after sunset. "We are feeling the truss business is not so difficult after all," Weaver wrote. Nothing like a trip to the Grand Canyon to put 2009 into perspective.



Keith Lindemulder, Sonet LeRoux, hike organizer Gary Weaver and Todd Drummond.



Phil Adams, Greg Leslie and Ed Williams.

# STRUCTURAL BUILDING **COMPONENTS**™

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THE FUTURE OF FRAMING

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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 of structural building components to ensure growth and continuity, and to be the information conduit by staying abreast of leading-edge issues. SBC will take a leadership role on behalf of the component industry in disseminating technical and marketplace information, and will maintain advisory committees consisting of the most knowledgeable professionals in the industry. The opinions expressed in SBC are those of the authors and those quoted solely, and are not necessarily the opinions of any affiliated association (SBCA) .



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