

STRUCTURAL BUILDING COMPONENTS MAGAZINE

December 2004

BCMC 2004

www.bcmshow.com

REVVIN' UP: BCMC Recap by SBC & BCMC Staff

MANY THANKS FOR A SUCCESSFUL SHOW!

It was a privilege to serve our industry through BCMC 2004 and we are grateful to all who participated! As we begin preparations for BCMC 2005 in Milwaukee, WI our group contemplates the very foundation from which we serve you.

- Everyone involved does their utmost to make BCMC “the best show it can be.”
- We are committed to making BCMC the place to find business solutions for the component industry.
 - We are continuously recruiting new exhibitors that supply products and/or services to our industry.
 - We will continue to develop educational sessions given by your peers and geared specifically for component manufacturers on the topics that affect your business daily.
- BCMC will continue to provide the forum for networking. The people who exhibit and attend
- are the very reason why we have such a first-rate show. The combined knowledge within our industry that is exchanged at this venue is invaluable.
- The BCMC Committee and staff appreciate the feedback provided in an effort to make changes that will improve the show.
- Finally, to those of you who exhibit at BCMC and advertise in Structural Building Components Magazine, we will be as committed to you as you are to our industry.

Thank you for supporting BCMC and Structural Building Components Magazine!

Sincerely,
BCMC Committee & Staff
WTCA Board of Directors
SBC Magazine Staff

BCMC BOWL WINNERS

Sponsor: MiTek Industries, Inc.
Prize: MiTek Industries Jacket
Winner: Carl Gall Rehkemper & Son

Sponsor: Truswal Systems
Prize: His/Her Race Jackets
Winner: Jack Batha TC Murphy Lumber Co.

Sponsor: USP Structural Connectors
Prize: Digital Camera
Winner: Gary Wise Chopp & Co. Inc.

Sponsor: Simpson Strong-Tie Co.
Prize: Bosch Power Box
Winner: John Hauswedell Universal Forest Products Inc.

Sponsor: BCMC
Prize: \$500
Winner: Art Beebe, Trusses, Inc.

SLOT-CAR FUNDRAISER

"Rubbin' is Racing," they say, and there was plenty of it on the Carbeck Motor Speedway at the CSCI booth this year! Some of the industry's top electric slot-car racers gathered to raise charitable funds to continue the organization's educational outreach efforts. The competition was fierce, the wipe-outs were memorable, and in the end, Barry Dixon of True House, Inc. walked away with the track, and Steve Yoder of Stark Truss Company, Inc. topped the leader board with eleven wins. In total, the Carbeck Motor Speedway raised over \$2,500!

A special thanks to our featured racers: Scott Arquilla, Kory Bailey, Clyde Bartlett, Dave Brakeman, Richard Brown, Bob Becht, Steve Cabler, Kenny Cloyd, Doug Folker, Roger Gibbs, Kirk Grundahl, Dwight Hikel, Joe Hikel, Dan Holland, Sid Ketchum, Eric Lundquist, Tom Manenti, Dick Marriott, Kent Pagel, Gary Sartor, Carl Schoening, Gene Toombs and Tom Whatley

FIRE PERFORMANCE & LATERAL STABILITY OF WOOD TRUSSES

BCMC attendees were able to get a first-hand look at the fire performance of wood trusses at the CSCI booth this year. Southeastern Materials, Inc. and Eastern Building Components combined efforts to build the wood truss and wall panel structure, subjected it repeatedly to fire, and transported the charred but stable trusses and wall panels to the BCMC show floor for everyone to see. It was a great representation of the awareness CSCI has raised on the fire performance of wood trusses within the firefighting community.

In addition, Professor Steve Cramer from the University of Wisconsin-Madison's School of Engineering presented their research into truss assembly lateral stability performance. They are developing analytical techniques that will allow the wood truss industry to better understand forces that bracing needs to resist so optimal lateral bracing recommendations can be perfected.

SILENT AUCTION

The Silent Auction featured a wide variety of items this year, from vacation destinations in Cabo San Lucas, Hawaii and Hilton Head Island, to women's jewelry. Items also included a Benelli

shotgun and guided hunting/fishing trip, a Matt Kenseth autographed collector piece, and a NASCAR simulator. These items, and the numerous bidders who participated, raised more than \$8,000.

Thank you to all who donated items for the Silent Auction: Alpine Engineered Products, Inc.; Best Homes, Inc.; Bluegrass Truss Company; Kenneth Cloyd; Eric & Pat Lundquist; Simpson Strong-Tie Co. and Stone Truss Company, Inc.

RECORD-BREAKING SHOW STATS AT A GLANCE

Exhibitors	Attendees
Total Exhibiting Companies	Component Manufacturers & other attendees
137	1,670
New Exhibiting Companies	Exhibitor Attendees
30	1,023
Total Square Feet of Exhibit Space	Total Attendees
86,450	2,693

EDUCATIONAL SESSIONS

“Of the people, by the people.” BCMC educational sessions have always been designed for component manufacturers to share their vision of the industry with their peers, and this year was no exception. It was with unbridled enthusiasm that attendees congregated in record numbers—forcing standing room only on several occasions—to hear fellow component manufacturers present on various topics in six breakout sessions. There was a heavy focus on component production throughout the sessions:

- As manufacturing manager of Gang-Nail Truss, Tim Rouch gave two manufacturing-based presentations: one on measuring productivity and the other on how to maximize operations efficiency.
- Abner Yoder and Don Groom spoke about when it pays to automate production in terms of return on investment.
- Randy Johansen, Scott Stevens and Casey Carey joined forces for the second year to educate component manufacturers about wall panel manufacturing, from what to consider when starting a wall panel business to managing a wall panel plant to issues surrounding turn-key framing.

Presenters in the final track (not pictured) included industry members Bob Dayhoff (Shelter Systems), Ken Cloyd (California Truss Company), Don Groom (Stark Truss Company) and Kirk Grundahl (WTCA Executive Director). BCMC educational sessions are available for online purchase at www.wtcatko.com.

2004 WTCA ANNUAL MEETING

On Thursday, October 7, outgoing President Daniel Holland of Clear-span Components in Meridian, MS, passed the gavel to Kendall Hoyd of Idaho Truss & Component Company, Meridian, ID. In his first words as WTCA president, Hoyd said, "We can not take for granted the strength and cohesion within WTCA today. Our ability to serve as one voice for this industry is unique, given the fact our company members are generally very small and fragmented compared to the size and scope of our lumber suppliers, plate companies, customers and the governmental agencies that regulate our industry."

Since joining WTCA's Board of Directors in 1998, Hoyd's enthusiasm has played an active part in the organization by encouraging membership involvement. Building upon that reputation, Hoyd said, "As president, I will do everything I can to encourage component manufacturers to get more involved in the association. There are countless personal and professional benefits one can get out of the experience."

In outlining his top priorities as president, Hoyd also said, "I believe it is very important for us to lead the way in truss testing, and to ensure WTCA plays a significant role in determining the definition of quality for structural building components."

2004 HALL OF FAME INDUCTEES

Scott Arquilla, WTCA Past President and Vice President of Best Homes, Inc., welcomed Richard Brown of Truss Systems in Oxford, GA into the Hall of Fame at the WTCA Annual Meeting on October 7. Brown has been an active and supportive member of the building components industry for nearly 35 years. His first job in the industry was as an inventory control clerk with Sanford Truss Company in Peachtree, GA in 1972. While working for Sanford, Brown earned his Bachelors in Business Administration (Georgia State University) and started a family. Brown moved on from Sanford in 1988 and joined Alpine Engineered Products. He worked briefly with Williams Brothers Lumber as the truss plant manager and in 1990, Brown started Truss Systems in the Atlanta area.

Brown's involvement in the Wood Truss Council of America (WTCA) began in 1994 as he was elected to the Board of Directors. He became WTCA President in 1999. He was an active participant on the BCMC Committee for many years and has witnessed the synergy between WTCA, BCMC and SBC Magazine. He was an early advocate for managing the show and producing the magazine in-house. Brown served as the Membership Committee Chair in 1996 and 1997 and earned status as a Top Chord Club Diamond member, having recruited 25 members throughout his career.

Brown has always been very passionate about WTCA and has tried his best to build positive relationships and bridges. In fact, he was one of the driving forces behind increased WTCA and TPI cooperation. Fellow Hall of Fame member John Herring said of Brown's service to the industry, "He was always involved in his early years of WTCA Board service, always there and always engaged. He would always look at all sides of an issue and take a position that was best for WTCA and the industry. He would always insist on an intelligent discussion of those issues with his goal of convincing those around him to do what is best for the industry, even though some of those decisions didn't particularly benefit him. No matter what your position about an issue was, after it was over, he was always your friend."

Merle Nett, WTCA Past President and President of Richco Structures, welcomed Andy Schwitter, President and CEO of Truswal Systems Corporation into the Hall of Fame as well. Schwitter started his career at Truswal in 1990, bringing over 28 years of management experience, plant management, multi-company budgeting, plant consolidation and new product development to his position. Prior to joining Truswal, Schwitter was the Vice President of Sales for Architectural Engineering Products Company in California. Before that, he was employed by Overhead Door Corporation for ten years, rising from GM of Span Metals Corporation to VP of Overhead Door Corporations Specialty Products Group. Schwitter's education includes a Bachelor of Business Administration degree from Augusta College and a Master of Business Administration Degree from United States International University.

Since his involvement in the industry began, Schwitter has been unselfish about giving his personal and professional time, energy and resources to WTCA and the industry. He served on the WTCA Board of Directors from 1993-96 and again from 2001-03. He has served on the BCMC Committee for many years as well as the WTCA Marketing Committee, always encouraging his customers to become involved in their local chapter. Schwitter has been a valuable liaison between WTCA and TPI and a firm believer in the importance of a strong WTCA/TPI relationship. He has regularly put the resources of his company behind WTCA efforts.

Schwitter's peers have said that he is a man of principle, integrity and honesty who is not afraid of voicing his opinion on behalf of the industry and his beliefs. Roger Gibbs said: "He has been very instrumental in bringing a different perspective to the WTCA Board. Andy's dedication to regularly attend WTCA Board meetings speaks very highly of his commitment to the WTCA organization and component manufacturers." Antonio Justice of Truswal said this of Schwitter: "Andy is a man that both customers and employees trust and feel comfortable doing business with. The word that best describes Andy is 'character.' He is always up-front and honest, whether he's in a room full of people or one-on-one."

Brown and Schwitter will join the ranks of their industry peers on the Wall of Fame at BCMC 2005 in Milwaukee, WI.

5TH ANNUAL MEMBERSHIP DRIVE

After many months of competition, the results of the membership drive were announced at the WTCA Annual Meeting at BCMC. The Truss Manufacturers Association of Texas (TMAT) is the #1 Recruiting Chapter for 2004. Frank B. Klinger of Mid-Valley Truss & Door Co. in Harlingen, TX, is the #1 Component Manufacturer Membership Recruiter, and Norm McKenna of MiTek Industries is the #1 Supplier Membership Recruiter. Many thanks to all for their hard work!

[SBC HOME PAGE](#)

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 of the affiliated associations (SBCC, WTCA, SCDA & STCA).