

BCMC 2015 Attendee Information



October 20-23 | Wisconsin Center | 400 W. Wisconsin Avenue | Milwaukee, WI



Be a part of the **in** thing!



BCMC is the premier tradeshow for structural building component manufacturers to learn about the latest industry ideas, products and trends throughout their entire supply chain. Every year, the show welcomes exhibitors from all over the world to showcase the cutting-edge technology, state-of-the-art processes, and innovative products and services that have helped build a multi-billion dollar industry and shape the future of framing.

From beginning to end, with **informative** sessions and **interesting** exhibits, the 2015 show in Milwaukee will prove to be nothing short of **incredible!**

Kick-Off Presentation

Wednesday, October 21 | 7:30 am

Mark the official start of BCMC with a strong cup of coffee and a round of applause as we recognize this year's industry award winners and celebrate the completion of the 2015 BCMC Build/ Framing the American Dream project.

Lieutenant General Willie J. Williams (USMC Retired) serves on the board of Operation FINALLY HOME and the Family Selection committee. Williams will introduce the deserving recipients of the **two** BCMC Build homes and deliver a presentation that will inspire attendees about Building Innovation, Framing Success.



Closing Celebration

Thursday, October 22 | 4-6 pm

This year's BCMC is action-packed to the very last minute of show floor hours, complete with some of the biggest giveaways attendees have seen in years. Of course, you must be present to win, but you will want to be present regardless. The excitement will include:

- Lakeside Trailer Giveaway
- Vacation Giveaway
- Bean-bag Tournament Championship Round with cash prizes
- HOOPS Championship Round with cash prizes
- Appetizers and beverages
- And much more!



inspirational

Meet Milwaukee

- One quarter of the United States population – 71 million people – live within one day's drive or train ride of Milwaukee.
- Milwaukee runs along the shore of Lake Michigan, the largest freshwater lake in the United States.
- The Harley-Davidson Museum is the only museum on the planet dedicated to Harley-Davidson culture and history.
- The Milwaukee Art Museum's Quadracci Pavilion was named the world's sexiest building by VirtualTourist.com in 2010.
- The Lake Express High Speed Ferry is a modern, affordable, high-speed ferry that transports cars and passengers across Lake Michigan in just 2.5 hours!
- The flame-shaped light on top of the Milwaukee Gas Company building changes color to forecast the weather. Yellow is cold, Red is warm, and Blue means no change.
- Usingers Sausage in Milwaukee is known as "The Tiffany of Sausagemakers."

interesting

SBCA Pre-Show Events

Creating a Financial Decision-Making Model & Tool Kit Seminar

Tuesday, October 20 | 8:30 am – 12 pm

Speakers:

Kendall Hoyd, Residential Design Services
Sharon Hoyd, Sharpen Business Analytics

In this interactive, CM-only workshop, our speakers will provide you with information and strategies so you can:

- Bring “Moneyball” and Theory of Constraints concepts to your pricing methodology.
- Develop a financial analysis framework that ties your theories about pricing to your profit and return on investment goals.
- Understand the true effect of highly complex truss orders on your plant economics.
- Utilize SBCA tools that help you tie all these ideas together in a way that will get you better financial results.

Don't miss this valuable presentation – the perfect way to start your BCMC 2015 experience!

Cost: \$50 SBCA Member
\$100 Non-Member



Golf Outing

Brown Deer Golf Course | Milwaukee, WI
Tuesday, October 20 | 12-6 pm

The BCMC Golf Outing is back! The outing will tee-off at noon at Brown Deer Golf Course in Milwaukee on Tuesday, October 20. The golf course was founded in 1929 and partially redesigned by Andy North and Roger Packard. The course has hosted PGA Tour and USGA national championships. The challenging layout features 60 sand-filled bunkers, tree-lined fairways and water winding throughout the course. The clubhouse is a designated historic site. Take advantage of this excellent networking opportunity and sign up your foursome today!

Cost: \$125 per golfer (includes light lunch)
Mulligans: \$10 each or 3 for \$25
All monies raised from the outing will be donated to the BCMC Build project.

Full-Day Plant Tour

SBC Research Institute &
Amwood Homes | Madison, WI
Tuesday, October 20 | 8 am – 4 pm

Maximum Capacity: 50
Length of Tour: 2 hours at SBCRI
1 hour at Amwood Homes
Cost: \$15 (includes lunch)

Take advantage of this unique opportunity to visit the industry's state-of-the-art, ANSI ACLASS ISO 17025 Accredited testing facility to better understand how SBCRI provides “value addition through innovation” via single-element and in-situ testing.

Amwood Homes/Windsor Building Systems manufactures floor systems, wall panels and roof trusses, delivering building component packages in four states from their plants in Madison and Toledo, IA. The Madison plant recently completed a new facility that features new saws, floor and roof truss tables and stackers.

Half-Day Plant Tour

Accurate Housing Systems
East Troy, WI
Tuesday, October 20 | 1-4 pm

Maximum Capacity: 50
Length of Tour: 1 hour

Accurate Housing Systems manufactures wood roof and floor trusses and wall panels.

Schedule of Events

MONDAY, OCTOBER 19

8a-8p Exhibitor Move-in

TUESDAY, OCTOBER 20

8a-8p Exhibitor Move-in
8a-4p Full-Day Plant Tour
8:30a-12p SBCA Pre-Show Seminar
12-5p Registration
12-6p Golf Outing
1-4p Half-Day Plant Tour
6:30-8p Top Chord Club & SBCA Board Dinner

WEDNESDAY, OCTOBER 21

7a-5p Registration
7:30-9:15a Kick-Off Presentation
9:30-10:30a Educational Sessions
10:30-11a Coffee Break
11a-12p Educational Sessions
12:15-5p Ribbon Cutting & Exhibits Officially Open
Evening Exhibitor Events

THURSDAY, OCTOBER 22

7-8a 5K Run/Walk for BCMC Build
8:30a-3p Registration
8:30-9a Breakfast
9-10a Economic Forecast
9a-12p Spouse/Guest Tour
10-10:30a Coffee Break
10:30-11:30a Educational Sessions
11:30a-6p Exhibits Open
1-2p Educational Session
3-4p CM Roundtable
4-6p Closing Reception

FRIDAY, OCTOBER 23

7-8a Fellowship Breakfast
8a-8p Exhibitor Move-out
8:30-10a SBCA Board Meeting

Schedule subject to change.
Current as of 6/9/15.



BCMC EDUCATIONAL SESSIONS

What's
in it for
you?

Instructional

Achieving Maximum Efficiency: The Big Picture

Panelists:

Glenn McClendon, Sun State Components of Nevada, Inc.
Greg Griggs, ProBuild Southeast
BJ Louws, Louws Truss

Discover that documentation is the key to improving efficiency as you gain a better understanding of the fundamentals of Lean and Six Sigma, as well as how to best identify waste and measure/track data.

Achieving Maximum Efficiency: The Real World

Panelists:

Glenn McClendon, Sun State Components of Nevada, Inc.
Greg Griggs, ProBuild Southeast
BJ Louws, Louws Truss

Learn practical applications for achieving maximum efficiency in your plant through before-and-after case studies and hands-on methods to minimize/eliminate waste.

Connector Design Considerations: Improvements Through SBCRI Research

Speakers:

Daniel Lawless, E.I.T., SBCRI
Jim Vogt, P.E., SBCA

Gain a better understanding of the application of ANSI/TPI 1 to connection systems that cause tension perpendicular to grain loading. Plus, learn how testing can help address design issues as well as how you can get involved with proposed testing concepts.

Designer Training: Invest in Success

Speakers:

Mike Ruede & Travis White,
A-1 Roof Trusses

Consider how the benefits of a well-honed hiring process and intensive training program can result in a loyal team of employees who fit well into your company's culture.

Financial Decision-Making: How SBCA Can Help with Your Tool Kit

Speakers:

Kendall Hoyd, Residential Design Services
Sharon Hoyd, Sharpen Business Analytics

Receive solid explanations of CM-centric financial management concepts while discovering SBCA tools available that can customize the analytical framework and tailor it to your plant's unique characteristics. Join us throughout the coming year for ongoing topics on financial decision-making in the SBCA Workshop Series.



How Building Code Politics Affect Business Value for All CMs

Speaker:
Kirk Grundahl, P.E., SBCA

Review the building code as the law and discuss some of the ways the law legalizes competitive advantages. As you share in the lessons SBCA has learned about CM business devaluation, consider if/how credible data trumps politics. Can we collectively change things to regain the value of our engineering intelligence?

How Lumber Design Value Variability Affects Legal Responsibilities

Speaker:
Kent J. Pagel, Pagel, Davis & Hill, P.C.

Find out what significant changes to Appendix A of SPIB's Grading Rules mean to CMs and their Truss Design Engineers. Review important business management considerations including: contract review, submittals and notes/instructions on truss design drawings, placement diagrams and cover sheets.

The logo for 'Investment' features a stylized 'i' with a red and yellow vertical bar to its left, followed by the word 'investment' in a bold, black, sans-serif font.

IT for Managers: Why “Backing Up” Isn’t Enough

Panelists:
Chris Alderink, Zeeland Lumber & Supply
Chris Cozart, ProBuild Corporate
Greg Dahlstrom, Villaume Industries, Inc.
Jason Hikel, Shelter Systems Limited
Dan Holland, Clearspan Components, Inc.

Enjoy a high-level overview of business continuity, disaster recovery and backups that will help you understand the impact of disasters from a business standpoint versus a technology standpoint.

IT Deep Dive: Business Continuity/ Disaster Recovery

Panelists:
Greg Dahlstrom, Villaume Industries, Inc.
Jason Hikel, Shelter Systems Limited
Dan Holland, Clearspan Components, Inc.
Stacey Timmons, Atlantic Building Components

Learn the differences between disaster recovery (DR) and business continuity (BC) as you receive an overview of DR/BC planning procedures, complete with how to avoid common pitfalls.

Optimizing Your Inventory/Designs

Panelists:
Jess Lohse, Rocky Mountain Truss Co.
Paul Johnson, Universal Forest Products, Inc.
Dan Morris, True House, Inc.
Kevin Riesberg, Plum Building Systems, LLC
Steve Szymanski, Truss Systems, Inc.

Consider the importance of inventory and cost knowledge, as well as how your market affects your inventory. Learn strategies for determining quantities for plates, hangers and grades, and how to be aware of inventory turns and carrying costs.

The logo for 'Intelligent' features a stylized 'i' with a red and yellow vertical bar to its left, followed by the word 'intelligent' in a bold, black, sans-serif font.

Turnkey Framing: The CM Experience

Speakers:
Michael Balliet, Builders FirstSource
Bill Sauder, Holmes Lumber

Are you considering turnkey as a profit center? Discover why this is a concept to revisit and/or retry as you learn how to add value to your operations from CMs with real-life turnkey experience.

Economic Forecast

Thursday, October 22 | 9 am

The Economic Forecast has become an important and anticipated part of the BCMC experience. Join us once again this year as we receive valuable information from a top economist in the industry.

Component Manufacturers Roundtable: Your Business Lifeline

Component Manufacturers Only
Thursday, October 22 | 3 pm

Moderator:
Kirk Grundahl, P.E., SBCA

The “IN” place to round out the educational portion of BCMC, this open-format, peer-to-peer forum is designed to help you evaluate your business model in light of key industry benchmarks and best practices. Gain marketplace insight about the direction the CM market is heading and discuss problem-solving strategies in a community of your peers in this annual CM-only session.

SPECIAL EVENTS & MEETINGS

5K Run/Walk for BCMC Build

Thursday, October 22 | 7-8 am

Join us for this exciting 5th annual event to support BCMC Build! Walk or run – it's up to you! Everyone is welcome to participate. See website for course route. The entry fee is \$25 per person through August 25 and includes an official race t-shirt. After August 25, the entry fee is \$35 per person and t-shirts are not guaranteed. Download the 5K Form from bcmcshow.com and return it with payment to SBCA.

Spouse/Guest Tour

Thursday, October 22 | 9 am – 12 pm

Get up close and personal with Milwaukee on this 3-hour bus tour that includes a ride past the stately mansions along Lake Michigan, numerous photo opportunities at the city's most beautiful land-

marks and several stops where you can interact with locals and experience the city as they do. We'll take in the Milwaukee Art Museum, North Point Lighthouse, Miller Park, Clock Shadow Creamery, Lakefront Brewery and much more.

On **Wednesday at 9:30 am**, the Convention and Visitors Bureau will stop by with valuable information about Milwaukee and the variety of things to do while you are in the city.

SBCA Board Meeting

Friday, October 23 | 8:30 – 10:30 am

Take this opportunity to attend a board meeting and learn more about how you can get involved with your industry's teammates to help grow the structural building components industry. The relationships developed here last a lifetime and can really help your business. Everyone is welcome! For more information visit sbcindustry.com.

BCMC Mobile App



Enjoy the entire show at your fingertips with the BCMC 2015 app! The powerful cross-platform design can be accessed on virtually any mobile or tablet interface. All of the essentials are covered, including:

- Exhibitor, speaker and attendee lists
- Show schedule (create a customizable personal agenda)
- Interactive exhibit floor map
- In-app surveys
- Social media integration
- And much more!

Watch for more information about downloading the app later this summer!



BCMC Build & Framing the American Dream (FAD)

The time, labor, material and cost comparison data collected through the first FAD construction project in 1996 has been used by CMs to successfully market the many advantages of SBC framing. It became clear early on that BCMC Build 2015 presented the SBC industry with an opportunity to collect new and additional data to update the FAD marketing approach.

BCMC Build has proven to be a successful annual charity build project, allowing BCMC attendees to be part of providing a home for a deserving family in the show's host city. This year, Tim O'Brien Homes and Belman Homes are working with BCMC Build to construct two homes on adjacent lots. Our industry will benefit from valuable data collection for FAD, while once again partnering with Operation FINALLY HOME to choose the recipients of these mortgage-free homes.





HOTEL & REGISTRATION

Go to the **Hotels & Travel** page at bcmcshow.com for more details and to book your room online.

HILTON MILWAUKEE CITY CENTER

509 W. Wisconsin Avenue
Milwaukee, WI 53203
414-271-7250

JOIN TODAY & SAVE ON REGISTRATION

Non-members who qualify as **Regular Members*** and submit a completed membership application and applicable dues along with their BCMC registration form may deduct the first registration fee – a maximum savings of \$195!

CANCELLATION POLICY:

Cancellations must be post-marked prior to August 25, 2015, and will entitle registrants to a partial refund; \$75 of each registration fee is nonrefundable. No refunds will be issued after August 25, 2015, including “no shows.”

***Regular Member:** Any firm, partnership or corporation engaged in the business of the manufacture and sale of wood trusses, cold-formed steel trusses, wall panels, related structural components and/or subcomponents.

SBCA REGULAR MEMBERS*

Please note: Building and Fire Officials as well as Architects and Engineers (Specifiers) who are members of SBCA also qualify for this rate.

Full Registration: Includes admission to all educational programs, welcome reception, breakfast events and all days of the tradeshow.

	Thru 8/25/15	After 8/25/15
First Registration:	\$195	\$230
Each Additional:	\$160	\$190

Day Pass Options: Includes admission to all activities on the day for which you are registered.

	Thru 8/25/15	After 8/25/15
Wednesday or Thursday:	\$160	\$190

Spouse/Guest Full Registration: COMPLIMENTARY

(Includes all benefits of full registration listed above, add spouse tour for \$45)

NON-MEMBERS WHO QUALIFY AS REGULAR MEMBERS* OF SBCA

Please note: Building and Fire Officials as well as Architects and Engineers (Specifiers) who are non-members of SBCA also qualify for this rate.

Full Registration: Includes admission to all educational programs, welcome reception, breakfast events and all days of the tradeshow.

	Thru 8/25/15	After 8/25/15
First Registration:	\$335	\$375
Each Additional:	\$290	\$325

Day Pass Options: Includes admission to all activities on the day for which you are registered.

	Thru 8/25/15	After 8/25/15
Wednesday or Thursday:	\$290	\$325

Spouse/Guest Full Registration: \$130

(Includes all benefits of full registration listed above PLUS the Spouse/Guest Tour)

ASSOCIATE SUPPLIER OR PROFESSIONAL

Full Registration: Includes admission to all educational programs, welcome reception, breakfast events and all days of the tradeshow. (Day Pass Options are not available for this registration.)

Each Member Registration: \$725 | Each Non-Member Registration: \$975

ADDITIONAL EVENTS

5k Run/Walk for BCMC Build	\$25 thru 8/25/15	\$35 after 8/25/15
SBCA Pre-Show Seminar	\$50 Member	\$100 Non-Member
Spouse Tour	\$45 Member	Included with Non-Member Registration
Full-Day Plant Tour	\$15	
Half-Day Plant Tour	Complimentary	
Golf Outing	\$125	

QUESTIONS? Contact BCMC at 608-274-4849 or info@bcmcshow.com, or visit bcmcshow.com.



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HERE



ADVANCE REGISTRATION

RETURN COMPLETED FORM WITH PAYMENT TO: SBCA, 6300 Enterprise Ln, Madison, WI 53719 • FAX: 608-274-3329

COMPANY INFORMATION: PLEASE PRINT CLEARLY or register online at bcmcshow.com.

COMPANY NAME _____	TELEPHONE _____	FAX _____
ADDRESS _____	CONTACT PERSON _____	TITLE _____
CITY/STATE/ZIP _____	EMAIL OF CONTACT PERSON _____	

PAYMENT INFORMATION: CHECK ENCLOSED (PAYABLE TO SBCA) MC VISA AMEX

CREDIT CARD NUMBER _____	EXP. DATE _____	VERIFICATION NUMBER _____
CARDHOLDER _____	SIGNATURE _____	
CARDHOLDER BILLING STREET ADDRESS _____	CITY _____	STATE _____ ZIP _____

Tours fill on a first-come, first-served basis, so sign up early!		REGISTRATION	EVENTS		TOTAL FEE
PLEASE PRINT (email address is required for use of mobile app)		CIRCLE ONE	ADD EVENT FEE(S) CIRCLE ALL THAT APPLY		
1. _____ FIRST LAST FAMILIAR	_____	Full Reg Wed Thurs Spouse	5K	Full-Day Tour	\$ _____
EMAIL _____	TITLE _____		Pre-Show Seminar	Half-Day Tour	
2. _____ FIRST LAST FAMILIAR	_____	Full Reg Wed Thurs Spouse	5K	Full-Day Tour	\$ _____
EMAIL _____	TITLE _____		Pre-Show Seminar	Half-Day Tour	
3. _____ FIRST LAST FAMILIAR	_____	Full Reg Wed Thurs Spouse	5K	Full-Day Tour	\$ _____
EMAIL _____	TITLE _____		Pre-Show Seminar	Half-Day Tour	
4. _____ FIRST LAST FAMILIAR	_____	Full Reg Wed Thurs Spouse	5K	Full-Day Tour	\$ _____
EMAIL _____	TITLE _____		Pre-Show Seminar	Half-Day Tour	
5. _____ FIRST LAST FAMILIAR	_____	Full Reg Wed Thurs Spouse	5K	Full-Day Tour	\$ _____
EMAIL _____	TITLE _____		Pre-Show Seminar	Half-Day Tour	

- If attendees work at different locations, or if registering more than five attendees, please photocopy this form and use a separate sheet for each location.
- Subtract \$195 if you are now joining SBCA as a Regular Member. (Completed application and annual dues must accompany this registration form.)
- Changes to registration orders must be submitted in writing, in the form of mail, fax or email.
- After Friday 10/16/15, please register on-site.
- Check here if this is a change to a previous registration for BCMC 2015.
- Our company does not wish to receive emails from BCMC 2015 exhibitors regarding special promotions, events and so forth.

BCMC BUILD/FAD DONATION \$ _____
SBCA MEMBERSHIP DUES \$ _____ (if applicable)
New Member Discount - LESS \$ _____ (if applicable)
TOTAL \$ _____

Patrons with disabilities should notify BCMC staff at least two weeks prior to the show (10/6/15) so that reasonable accommodations can be made.