BCMC 2001 AUDIO TAPES

"Ideas To Build On"

Kentucky International Convention Center • Louisville, Kentucky
October 31 - November 2, 2001

Audio Tapes Are $8.00 Each

GENERAL SESSIONS

❑ **BCMC-01-3001** **"THE STATE OF CONSTRUCTION - A CUSTOMER'S PERSPECTIVE"**
Thomas N. (Tommy) Thompson

❑ **BCMC-01-3002** **"ECONOMICS OF THE TRUSS INDUSTRY - WHAT'S IN STORE FOR 2002"** - Al Schuler, Ph.D.

BREAKOUT SESSIONS

❑ **BCMC-01-3003** **"DEVELOPING YOUR COMPANY'S IMAGE, BRAND AND LOCAL MARKETPLACE INFLUENCE"**
Jerry Rouleau

❑ **BCMC-01-3004** **"HOW TO CREATE A DYNAMIC SALES ORGANIZATION AND IMPROVE YOUR PROFITS"**
Jeff Tobe

❑ **BCMC-01-3005** **"LOCAL AND STATE LEGISLATION CAN BURDEN YOUR BUSINESS - MANAGE IT BEFORE IT MANAGES YOU"** - Clayton Traylor

❑ **BCMC-01-3006** **"INCREASING REVENUE WITH INTEGRATED, AGILE AND COLLABORATIVE BUSINESS SOLUTIONS"** - Seth Wolins

BREAKOUT SESSIONS *(Continued)*

❑ **BCMC-01-3007** **"HANDLING PAPER - MANAGE YOUR ENTIRE TRUSS PLANT DIGITALLY"**
Bob Jones - Moderator
Panelists: Stephen Marx; Ed Buck; Jay Deakins; Tommy Wood

❑ **BCMC-01-3008** **"TAKING ADVANTAGE OF YOUR ASSOCIATION'S RESOURCES TO PROTECT AND GROW YOUR BUSINESS"** - Kirk Grundahl, P.E.

❑ **BCMC-01-3009** **"THE INSURANCE DILEMMA DEFINED - OPTIONS, CONCERNS AND OPPORTUNITIES"**
Kent Pagel

❑ **BCMC-01-3010** **"UNDERSTANDING YOUR TRUSS PLANT'S EFFICIENCY, COSTS AND PROFITS"**
Tim Kerkhoff - Moderator
Panelists: Don Ullmer; Bob Halteman

❑ **BCMC-01-3011** **"THE ANSI/TPI 1 QUALITY STANDARD - MAKING QC EASIER AND QUICKER"**
Keith Kinser; Ryan Dexter; Jay Edgar

★★★ PACKAGE AUDIO TAPE SPECIALS ★★★

❑ **Any *Three* Tapes $22.00** ● ❑ **Any *Six* Tapes $43.00**

❑ **All *Eleven* Tapes $75.00** (Full Set Includes One 12 Tape Storage Album)

❑ Six (6) Tape Storage Album $5.00 ❑ Twelve (12) Tape Storage Album $7.00

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