



### WCPA Members, It's Time to Shine

April 1-3 is WCPA's time to get together, learn, network and help each other be better business owners, managers, and more; it's our time to shine!

WCPA's Annual Meeting & Expo 2013 is going to be filled with workshops and opportunities to make new connections; especially because this year we're associating with IFAI's Geosynthetics Conference.

This year's WCPA conference offers the chance to not only network with fellow members, but also connect with the estimated 1,000 people expected to attend the Geosynthetics Conference.

The schedule for the WCPA Annual Meeting & Expo includes a shade sail workshop, a presentation on welding procedures, a keynote address by the Geo conference on the urban water crisis, a presentation from the Marine Fabricators Association, the WCPA annual meeting, a WCPA hosted dinner on Tuesday night, exhibits, photo competition, and an award given by the president to a noteworthy member.

And remember, we're staying at the Hyatt Regency Long Beach, next to a sunny, beautiful California beach. Special hotel rates are available until March 8, so book now! See page 2 for more hotel details.

To register for the conference – which is only \$225 for members – go to [www.wcpaonline.com](http://www.wcpaonline.com). Special rates for member spouses, day passes, and exhibitor prices are also available online.

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### Hotel Registration Details

Hotels are available at special rate of \$169 a night, plus taxes and fees for attendees of the WCPA Annual Meeting & Expo 2013.

WCPA is associating with the Geosynthetics Conference this year.

Mention the Geo Synthetics conference when booking your hotel for the special rate.

Special rates are available until March 8. So book now to lock in your rate!

Click here for more information about the hotel through the Geosynthetics Web site:

<http://geosynthetics2013.com/attend/housing>

And remember, WCPA members will also have access to the Geo Synthetics' opening keynote session, show floor and welcome reception.

Click here to go directly to the Hyatt Regency Long Beach Hotel Web site:

<http://longbeach.hyatt.com/hyatt/hotels-longbeach/index.jsp?null>



Sam Cook's lines resonate: "I was born by a river....and like the river, I keep on running..."

So often in businesses, in our industry and in others predominated by small enterprise, it seems that this describes what we do: we keep on running all the time reacting to new demands, requirements, requests, etc., or doing what we've always done: awnings, truck covers, boat covers, etc., or most often a combination of these two scenarios.

I don't usually write about my company or my life, but at this upcoming annual meeting I will be serving in my final activity as your WCPA president, and thought it appropriate to share some of what has allowed me the noble opportunity to be in our industry, in our WCPA association, and working with our family-colleagues along with Carmen, Ken, and earlier Chris, at A&R.

So as I close my chapter in life of leading WCPA, I can look back and see the ways in which our association and the other organizations in which I'm a member have provided concrete benefit to me and our business' growth. The clearest, and perhaps most obvious, is the collaborative associations I have made which have brought direct referrals as well as many joint projects on which I have worked with fellow industry members.

Another area in which our association is possibly not as clearly recognized is the value of the resources about which we probably would not have been aware, but which have added in hard numbers to our bottom line...and here I speak of our suppliers who attend and often exhibit at our meetings. For

example, we have an automated cutting table that we may have seen in our magazines, but when seeing it demonstrated with a chance to interact with the staff of the company, led to us purchasing equipment that has contributed hundreds of thousands of dollars in savings; similarly, we became involved with sewing and automated grommet equipment that has virtually eliminated the accidents that previously often occurred with the older equipment we had been using, and also allowed us to place grommets more than ten times faster than the older equipment.

Many of us in our industry, and in our Association are both blessed, similarly to what I have identified above, but also inhibited by the "oughts" and "ought nots" of our businesses...what limits us, and what we better stick to.

Part of this is how we identify our purpose, or reason for being in business. We created a definition that we try to live up to this day: create core competencies to serve those to whom we sell our products and services, and base those core competencies on our ability to manufacture crafted products which are either primarily or totally made of fabric.

As business definitions go, this is a pretty broad one, and we further identify it as creating an "environment" for our fabric products that are more easily understood by what they don't include than what they do include: they are "crafted" so not mass produced (no traditional production lines at A&R, and probably not

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many left in US manufacturing either), they don't seek "price first" markets, and, perhaps most importantly, they demand that our commitment to our staff is for a long duration; this allows them to create skills that build that core competency.

It seems clear to me that rather than "running as the river runs," and reacting as many of us do, we should be planning and looking for markets which we can address through our talents and create that path forward.

A resource for us to do what I am advocating is our WCPA annual meeting in Long Beach, April 1-3. Participants can learn about designing, selling, manufacturing and installing shade sails, the latest in metal welding practices, and advancements in the marine fabrication field.

We will be co-locating with the IFAI Geosynthetic Materials Association (GMA). For many of our members there will be exposure to a whole new field of potential markets, products and services.

So the resources are there, and will be there in Long Beach, but it's up to us to connect the dots and see the potential applications through being open to diversifying our approach to business.

Join us, take advantage of these opportunities, and I look forward to seeing you there!

A fillet weld joins two or more pieces of metal at an angle with tightly fitting surfaces.

It could be two pieces joined as a Corner, a Lap, a hole or slot or a "T" or multiple pieces joined as a "Y" or a "K."

The Welding Procedure Specification for fillet welds are considered prequalified if the angle is between 60 and 135 degrees.



The parts shall be brought into as close contact as possible with the opening not to exceed 3/16 inch.

If the parts are not in direct contact, then the size of the specified weld shall be increased by the size of the root opening.

The minimum fillet weld size is based on the thickness of the material joined.

Up to 1/4" is 1/8" fillet; 1/4" to 1/2" is 3/16" fillet; 1/2" to 3/4" is 1/4" fillet, and 3/4" and thicker is 5/16" fillet.

BUT, there is a footnote. Cyclically loaded structures, such as an awning frame exposed to the wind, have a minimum 3/16" fillet for 1/4" material.

*Note: Code interpretation information is the opinion of Alan Johnson, an AWS Certified Welding Inspector (CWI).*

*For an official interpretation, please contact American Welding*

*Society, 550 N.W. LeJeune Road, Miami, FL33126 (800) 443-9353.*

*For questions about this or future columns, he can be reached at [alantheinspector@verizon.net](mailto:alantheinspector@verizon.net) or (562)305-8002.*

### ALAN JOHNSON WCPA ANNUAL MEETING & EXPO 2013 PRESENTER

Alan Johnson will be at the WCPA Annual Meeting & Expo April 1 – 3.

He is set to give a presentation on welding procedures during our WCPA event.

Johnson is an American Welding Society, Certified Welding Inspector and an Industrial Fabrics Association International certified Master Fabric Craftsman.

He demonstrates "the highest level of expertise in all phases of product design, craftsmanship and installation for the marine, awning or fabric graphics specialties."

Currently, Johnson is the owner of Johnson Inspection and Consulting. He provides welding inspection, welder certification training and testing, preparation of welding procedures, consulting on design and fabrication of awning and tension structure frames services.



## **IFAI Offers \$28,500 in Scholarship Awards**

The Industrial Fabrics Foundation's (IFF) 2013 scholarship applications are available, according to the IFAI Web site.

Deadline for applications is May 17, 2013.

Click here for more details:  
<http://www.ifai.com/posts/282>

IFF is offering scholarships in eight categories. The awards are available to employees and family members of employees of companies that are members of IFAI and its various Special Interest Groups.

# WCPA

**REGISTER TODAY FOR THE WCPA  
ANNUAL MEETING & EXPO 2013**

**SPECIAL HOTEL RATES AVAILABLE  
THROUGH MARCH 8, 2013**

**VISIT [WWW.WCPAONLINE.COM](http://www.wcpaonline.com) FOR  
MORE INFORMATION!**



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