

Rural Builder

Serving The Construction Trade Since 1967

www.constructionmagnet.com

INSIDE:
NFBA
EXHIBITOR
PROFILES

**TOP 10
PRODUCTS
OF 2020**

HOW TO AVOID A
**BARN
BURNER**

**YOUR GUIDE TO
PPP LOANS**

**WHAT'S NEW IN
RESIDENTIAL
POST-FRAME?**

PRODUCT FEATURE:

**RETROFITTING
INSULATION**

FEBRUARY 2021 • Vol. 55, Issue 1

**FIND OUR EXPERT
ADVICE INSIDE**

PLYCO

DRIPSTOP
Condensation control

**PERMA
COLUMN**

**DYNAMIC
FASTENER**

DYNA-GUARD®

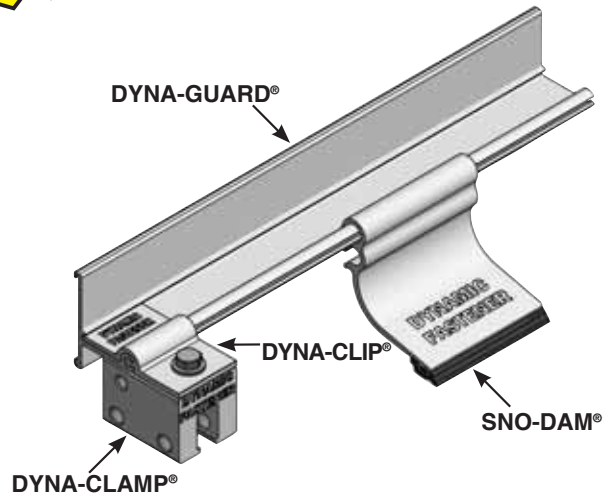
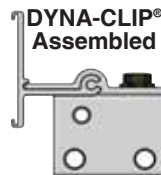


DYNA-GUARD® Snow Retention System installed on a metal roof.

IT IS TIME FOR A
**CHANGING OF THE
GUARD**

S-5!® We are discontinu-
ing the line of S-5!®
snow retention products. Closeout/
below cost prices on S-5!®

X-Clip™ II	\$2.75
X-Gard™ 1.0 Bracket	\$1.85
X-Gard 2.0 Bracket	\$4.50
S5S Stainless Mini Clamp	13.85
SnoClip™ II	\$1.35



Our Dyna-Guard® system comes with a *free* 30-year warranty.

Attention architects / specifiers:

ARCAT® For a CSI 3 part specification and CAD details on
DYNA-GUARD products see our page on Arcat

<https://www.arcat.com/arcatcos/cos50/arc50660.html>



Hover over this code with
your smart device's camera
to land at our ARCAT page.

It's An Interesting World

WELCOME TO 2021: THE ELECTION is behind us, COVID infections appear to be dropping, and most governors are admitting businesses and schools need to open. Hopefully life will soon return to normal. But we aren't there yet.

I talk to business owners every day, and I hear about some trends as they happen. Material prices are increasing, if they are even available. Shipping has become a challenge. Gas prices are up. Lead times for most equipment is longer than usual.

There are also signs of new growth and indications that the world is returning to normal.

We survey readers to get feedback on the past year and an idea of what the coming year may bring. Two comments that stood out across our readers were that most had a good year and a plurality, if not a majority, were looking at adding new products or services in 2021.

Anecdotal information seems to reinforce a positive outlook for 2021. One big source of optimism is the investment in capital goods and machinery. The willingness to invest capital to enhance future production capabilities is a huge vote of confidence that sales will pick up and the market will improve.

We also keep in regular contact with the exhibition venues for our trade shows. The future for the hospitality industry also looks cautiously optimistic.

Lobbyists are pushing state governments to loosen restrictions and several states have already begun the process.

We are not there yet, but the light at the end of the tunnel is looking less like an oncoming train than it did a few weeks ago.

To fill the void temporarily, the digital space is blossoming with online and virtual trade shows. We are offering a version of the Garage, Shed & Carport Builder Show online through the end of February. The physical show is rescheduled to November 4-5 in South Bend, Indiana. The Frame Building Expo and the International Roofing Expo are both offering virtual shows as well during first quarter.

Innovation is always good and sometimes successful. There has also been an increase in podcasts and video tutorials to improve our readers' knowledge and skill base. I do not believe virtual shows will ever replace traditional, face-to-face shows, but they have created one more avenue to deliver information.

For some reason the phrase "it's an interesting world" has become a regular feature of my vocabulary. Like it or not, changes are coming. We can explore this changing and interesting world together.

Gary Reichert, Publisher
gary@shieldwallmedia.com





23

contents

features

- 12** **DECODING PPP LOANS**
Help From the Small Business Administration
- 20** **RESIDENTIAL POST-FRAME**
Revisit a Top 10 Online Article
- 23** **POST-FRAME HOME UPDATES**
What's New in Residential Post-Frame?
- 26** **TOP 10 PRODUCTS OF 2020**
The Results Are In: See Reader Favorites
- 35** **PRODUCT FEATURE**
Best Practices for Retrofitting Insulation
- 36** **AVOIDING A BARN BURNER**
Staying Ahead of the Fire Code
- 42** **WRITE TO YOUR OFFICIALS**
Help Small Businesses Beat COVID
- 44** **PROXY EXPO**
Expo Cancelled; See Exhibitors Here
- 58** **PODCAST ROUNDUP**
Radio Shows from Construction Pros
- 60** **CALLING OUR SUBSCRIBERS**
The Editors Are Calling, It's For You!
- 62** **FAMILY TRUSTS**
How to Prepare for Business Transition



36



Managing Editor

Jenn Milner
jenn@shieldwallmedia.com
920-659-6262

Editor

Karen Knapstein
karen@shieldwallmedia.com
715-513-6767

Editor

Jessica Franchuk
jessica@shieldwallmedia.com
920-224-5146

Circulation/Subscriptions

Barb Prill
barb@shieldwallmedia.com
920-471-4846

Digital Product and Data Engineer

For help with online Classified Ads & the Business Directory contact:
Steve Duberstein:
steve@shieldwallmedia.com

Publisher

Gary Reichert
gary@shieldwallmedia.com
715-252-6360

Executive Assistant

Kathy Budsberg
kathy@shieldwallmedia.com

Advertising Assistant

Kathy Welk
kathyw@shieldwallmedia.com

Graphic Designers

Tom Nelsen
Kevin Ulrich

Rural Builder (ISSN: 0888-3025) Volume 55 Number 1 is published monthly, except January, April, June and November, by Shield Wall Media LLC, 150 Depot St., Iola, WI 54945. Periodical postage paid at Iola, WI, and at additional mailing offices. Canadian Agreement Number: 40665675. POSTMASTER: Send address changes to Rural Builder, Barb Prill, PO BOX 255, Iola, WI 54945. Copyright 2021 Shield Wall Media LLC. Rural Builder and its logo are registered trademarks. Other names and logos referred to or displayed in editorial or advertising content may be trademarked or copyright. Rural Builder assumes no responsibility for unsolicited materials sent to it. Publisher and advertisers are not liable for typographical errors that may appear in prices or descriptions in advertisements. Mailed free to rural contractors and their suppliers throughout North America. Others may subscribe: \$29.98 for 1 year, \$55.98 for 2 years, and \$79.98 for 3 years in the U.S.; \$39.98 for 1 year, \$74.98 for 2 years in Canada.



MARCH PREVIEW

- Hangar Homes
- Product Feature: Skylights
- Building for Waste Management



ON THE COVER:

The Sunset Hill Wedding Barn in Central Lake, Illinois: a Wick building package in classic red and white. PHOTO COURTESY OF WICK BUILDINGS

DEPARTMENTS

Industry News 8

Supplier News..... 14

New Products..... 66

Events Calendar 68

Building Progress Award .. 69

Project of the Month..... 70

QUESTION OF THE MONTH

What one piece of advice would you give to fellow contractors?

Drop me a line at jenn@shieldwallmedia.com or mail to Rural Builder Editor, P.O. Box 255, Iola, WI 54945

Reaching Out

DECEMBER 1, 2020, WAS MY first day as the editor of *Rural Builder*. I decided to cap off a chaotic year with a career change, which was wonderful for New Year's goal-setting. When you're starting from the bottom, even tiny accomplishments count as goals met and surpassed. And while some of my first goals have been checked off the list (writing my first article and befriending Max the office dog, for example), there are some that will continue to develop throughout the year, and the next year, and the next.

The breadth of my construction knowledge is one of those continuing goals. Ask me about correct comma placement or proper subject/verb agreement and I will flip through my knowledge like a Rolodex. But if you had asked me on Day 1 to explain the difference between a screw shank nail and a ring shank nail, I wouldn't have even been able to guess.

To be fair, I am still no expert, and don't really expect to be by the end of the year. What I do want to be an expert in is all of you! I want to know your interests, the challenges and frustrations of rural construction, and what you see as the future of the industry. I want to get to know the manufacturers and the distributors

so I can relay their product expertise and industry knowledge to builders and contractors in the field. And when I don't know the difference between a screw shank and a ring shank, I want to flip through my Rolodex and know just who will pick up the phone and answer my questions.

Now a couple weeks into 2021, I can say that I've stuck to my resolution. Over the last several weeks the other editors and I have been calling up our subscribers. It has been a true pleasure to get to talk to so many of you from across the country. I am a beginner, but through reaching out to you, I have hundreds of years of experience at my fingertips. (See page 60 for some early insights.)

I am looking forward to a year filled with new partnerships, a wealth of new knowledge, and accomplishments big and small.



Jenn Milner,
managing editor
jenn@shieldwallmedia.com

market pulse

RESIDENTIAL CONSTRUCTION EMPLOYMENT RECOUPS LOSSES

Construction employment increased by 51,000 jobs in December 2020, with gains for nonresidential as well as residential contractors, according to an analysis of government data released in January by the Associated General Contractors of America. Association officials cautioned, however, that its latest survey shows widespread pessimism among contractors about the volume of work available in 2021, and they urged lawmakers to focus on measures designed to rebuild the economy and the demand for construction.

"December's employment gains likely reflect milder weather than usual for the month rather than sustained demand for projects," said Ken Simonson, the Association's chief economist. "In fact, our survey found contractors expect the volume of work is likely to decline for nearly all nonresidential project types, and most firms have experienced project cancellations or postponements."

Construction employment rose to 7,413,000 in December, an increase of 0.7% compared to November. However, employment in the sector remains down by 226,000 or 3.0% since the most recent peak in February 2020.

Residential construction has weathered the pandemic

much better than nonresidential segments, Simonson added. While both parts of the industry had huge job losses from the pre-pandemic peak in February to April, residential building and specialty trade contractors have now recouped all of the employment losses they incurred. In contrast, nonresidential construction employment—comprising nonresidential building, specialty trades, and heavy and civil engineering construction—was 241,000 lower in December than in February.

Unemployment in construction nearly doubled in 2020. The industry's unemployment rate in December was 9.6%, compared to 5.0% in December 2019. A total of 930,000 former construction workers were unemployed, up from 489,000 a year earlier. Both figures were the highest for December since 2013.

The Association's 2021 Construction Hiring and Business Outlook Survey found that 78% of contractors reported a project had been canceled or postponed, while only 25% reported winning new or additional work as a result of the pandemic, Simonson noted. He said that suggests many firms will have to lay off employees once current projects wrap up. The survey included responses from more than 1,300 contractors who perform all types of construction other than home building. **RB**



SERVICE AND QUALITY ARE THE KEYS TO CUSTOMER SATISFACTION.

At United Steel Supply, we're proud to be the country's largest distributor of Galvalume® and prepainted steel coils. We work hard to ensure that we have exactly what our customers need – along with high-quality products, outstanding service and competitive pricing. It's all part of developing long-term partnerships through customer satisfaction, something we take very seriously. So we're extremely honored to be a Gold Key recipient, because it's voted on by the people who count most – our customers.

Thank you for this honor. We promise to continue to deliver exactly what you need, without sacrificing quality or service. Because at United Steel Supply, your satisfaction is key.

unitedsteelsupply.com | 512-263-0954



©2020 United Steel Supply



■ EMPLOYERS CAN REQUIRE PROOF OF COVID-19 VACCINATION — WITH SOME EXCEPTIONS, EEOC SAYS

COVID-19 vaccinations approved by the Food and Drug Administration do not constitute medical examinations under the Americans with Disabilities Act (ADA), Equal Employment Opportunity Commission (EEOC) said, but certain inquiries could implicate the ADA's rules on disability-related inquiries. Employers requiring vaccination or proof of vaccination must show that such inquiries are job related and consistent with business necessity.

Notably, the guidance specified that administering a COVID-19 vaccine to employees, or requiring proof that employees have received a COVID-19 vaccine, does not involve the use of genetic information to make employment decisions nor the acquisition or disclosure of genetic information. Therefore, Title II of the Genetic Information Nondiscrimination Act (GINA) is not implicated by such requirements. But pre-screening questions that ask about genetic information may violate GINA, EEOC said.

■ FCC EARMARKS \$9.3 BILLION FOR RURAL BROADBAND

The Federal Communications Commission recently announced that it had awarded \$9.3 billion in broadband funds for rural Americans, over 10 years,

through the recently-concluded Rural Digital Opportunity Fund (RDOF) auction. About 5.2 million locations in rural America will now gain access to high-speed internet service through the first phase of the RDOF reverse auction.

A broad range of providers competed in the Phase I auction, including cable operators, electric cooperatives, incumbent telephone companies, satellite companies, and fixed wireless providers. Charter Communications, LTD Broadband, the Rural Electric Cooperative Consortium, and SpaceX were the top auction winners in terms of dollars awarded and number of installation locations.

According to the FCC, 99.7% of RDOF auction winners have committed to deploying broadband service at speeds of at least 100 Megabits per second (Mbps) download/20 Mbps upload, and with a full 85% deploying gigabit broadband.

■ FOUNDER AND LONG-TIME CEO PASSES

Dana G. Fitzpatrick, former president and CEO of Fitzpatrick & Weller passed away on Dec. 18, 2020. Born in Ellicottville, NY, Fitzpatrick was a born leader: senior class president, quarterback of the undefeated ECS football team, college graduate, and sailor in the US Navy. On Dec. 28, 1955, he married Bernice (Siebart), who survives.

He served as President, CEO, and Chairman of the Board of Fitzpatrick & Weller, Inc., capping a 66-year career by leading the company to celebrate its 125th year in 2020. Mr. Fitzpatrick was a former director of the following organizations: National Hardwood Lumber Association, Hardwood Manufacturers Association, and the American Forest and Paper Association. He served as Chairman of the American Hardwood Export Council and the National Forest Products Association.

Memorials may be made to the Ellicottville Memorial Library or the Lounsbury Adaptive Ski Program, C/O Holiday Valley Resort, PO Box 370, Ellicottville, NY 14731.

■ RIMA INTERNATIONAL PARTNERS WITH ASTM INTERNATIONAL TO VERIFY REFLECTIVE PRODUCTS

The Reflective Insulation Manufacturers Association International (RIMA-I) has joined with ASTM International and their certification team and SEI (Safety Equipment Institute) to manage the RIMA-I voluntary product Verification Program. Once a product has been approved, the verified product will bear the ASTM/RIMA-I verification mark, along with a unique code identifying each product's country, company, and product category.

There are five product categories: reflective insulation, radiant barrier, interior radiation control coatings (IRCCs), and radiant barrier sheathing. A third-party independent testing and inspection laboratory will determine whether a product's physical properties comply with the appropriate standards. In order for a company to obtain approval on a category of products, all items within that category must be evaluated and deemed in compliance with current test standards. Technical data sheets, as well as websites containing test information, are cross-checked for accuracy.

■ BIDEN TAPS FORMER UNION PRESIDENT FOR LABOR SECRETARY

President Joe Biden has nominated Boston Mayor Marty Walsh as labor secretary, the Biden-Harris transition team announced Jan. 7.

As the first union member to fill the role in "nearly half a century" if confirmed, Walsh will be part of the incoming administration's effort to "usher in a new era of worker power," according to the transition team. Walsh became a member of the Laborers' Union Local 223 in Boston at 21, according to the Boston Globe, and served as the group's president before heading the Building and Construction Trades Council.

The mayor pledged his support to the working class after his nomination was an-



Sukup®

STEEL BUILDINGS



Sukup Manufacturing Co. Headquarters - Sheffield, Iowa



Sydenstricker Nobbe Partners Implement - Chillicothe, MO



Ames Municipal Hangar - Ames, Iowa



West Fork Recreation Center - Sheffield, Iowa



Patterson Farms Grain Center - Fillmore, Missouri

Sukup®

STEEL BUILDINGS

With an expanding diversity of designs and uses, whether you need an agricultural building to house livestock, materials, or large machinery, or you are looking for an industrial or commercial structure, you can have it with a Sukup Steel Building.

Why Purchase A

SUKUP STEEL BUILDING?

- Clear Span up to 200'
- Purlins, Girts, and Eave Struts are pre-punched to ensure proper fit & faster installation and are galvanized for long life.
- Factory Welded Clips mean fewer pieces & bolts, lowering construction costs.
- Customizable to meet your specific needs.



BY RURAL BUILDER STAFF

nounced. "Working people, labor unions, and those fighting every day for their shot at the middle class are the backbone of our economy and of this country," he said in a tweet. "As Secretary of Labor, I'll work just as hard for you as you do for your families and livelihoods. You have my word."

■ 2021 BRINGS MINIMUM WAGE HIKES IN MORE THAN 50 STATES, LOCALITIES

The number of states that implemented minimum wage increases this year increased slightly from the same mark at the beginning of 2020. Washington, D.C., became one of the first non-city jurisdictions to implement a \$15 minimum wage last year, effective July 1, 2020. The changes reflect continued momentum for wage increases at the state and local level, particularly among major U.S. cities.

The drive for higher wages also surfaced in the country's most recent election cycle.

President Joe Biden backs a \$15 federal minimum wage, a significant increase from the current \$7.25 that has been in place since 2009. Florida voters approved a ballot measure to increase the state's minimum wage annually by \$1 per hour until reaching \$15 on Sept. 30, 2026, and

move to annual adjustments accounting for inflation beginning in 2027.

While some employers have supported the movement to bring the minimum wage in line with current cost-of-living estimates, others have long voiced opposition to the push for a \$15 minimum wage. When New York City implemented a \$15 minimum in 2018, some local business owners said the law forced them to cut staff, eliminate work shifts, and raise prices, The Wall Street Journal reported, while others supported the changes driving more money to potential customers.

■ SWISS FIRM TO ACQUIRE FIRESTONE BUILDING PRODUCTS

LafargeHolcim has signed an agreement to acquire Firestone Building Products (FSBP), a leader in commercial roofing and building envelope solutions based in the United States (US), with 2020 (est.) net sales of USD 1.8 billion and EBITDA of USD 270 million. This acquisition is a milestone in LafargeHolcim's transformation to become the global leader in innovative and sustainable building solutions.

This transaction is valued at USD 3.4

billion, to be financed with cash and debt while maintaining net debt below 2x. Synergies of USD 110 million per year are expected on a run-rate basis within two years of closing, which is expected in the second quarter. The acquisition is earnings per share (EPS) accretive from the first year.

With up to 60% of buildings' energy lost through roofs, FSBP plays an instrumental role in mitigating this process with its industry-leading technologies, including cool roofs, insulation, and waterproofing systems. In addition, its green roofs contribute to more sustainable urban environments. These technologies complement LafargeHolcim's sustainable building solutions, from its ECOPact green concrete to its EcoLabel range, accelerating the company's net-zero commitment. With this acquisition LafargeHolcim will add 15 manufacturing facilities, 1,800 distribution points, and three R&D laboratories to its network. Upon completion of the sale, FSBP will continue to be headquartered in Nashville, Tennessee, and all 1,900 FSBP employees will transition to LafargeHolcim. **RB**

Create the perfect customer experience.



Customer-driven 3D design tools for the pre-engineered steel & post-frame building industries.

Sign up today!

www.idearoominc.com

(208) 954-8570

PHOTO COURTESY OF
JAMAICACOTTAGESHOP.COM



GARAGE • SHED • CARPORT
**BUILDER
SHOW**

CENTURY CENTER • SOUTH BEND, INDIANA
NOVEMBER 4-5, 2021

PRESENTED BY SHIELD WALL MEDIA,
PARENT COMPANY OF GARAGE, SHED & CARPORT BUILDER MAGAZINE

SPONSORED BY:



**FOR MORE INFORMATION CONTACT GARY REICHERT:
gary@shieldwallmedia.com • 715-252-6360**

Decoding Personal Paycheck Protection

Application & Forgiveness Tips From the Small Business Administration

SMALL BUSINESSES HAVE HAD IT rough over the last year. And while many people were able to take advantage of the first draw of Personal Paycheck Protection (PPP) loans offered through the stimulus bill, navigating the paperwork can be another added stress. I spoke with the Wisconsin District of the U.S. Small Business Administration (SBA) about common PPP questions, streamlined solutions, and what the second draw of PPP loans will look like.

Eric Ness, Director; Tammie Clendenning, Lead Economic Development Specialist; and Shirah Apple, Public Affairs Specialist of the Wisconsin District Office have been working diligently with COVID-19 relief for the past year and were pleased to sit down and talk through the process for the readers of *Rural Builder*. “I’ve talked to builders and they are great at their specialties, but then tend to rely on lenders to help them through these processes,” said Ness. And while lenders are certainly qualified to help, the SBA District Office in your state also has many resources.

TAKING OUT A PPP LOAN

Personal Paycheck Protection loans function pretty much as the name would suggest. However much a business borrows, at least 60% of the funds need to be spent on recouping payroll expenses: wages, leaves of absence, commission, vacation time, and some health care costs. The remaining 40% can be spent on non-payroll expenses, including rent or lease payments, mortgage interest, utilities, and worker protection expenditures like personal protective equipment (PPE) or building modifications made to achieve COVID-19 compliance.

According to Clendenning, the first draw of PPP loans is available to any small business with fewer than 500 em-

ployees, or any 501(c)(3) nonprofit organization, 501(c)(19) veterans’ organization, or tribal business concern (sec. 31(b)(2)(C) of the Small Business Act) even if they exceed 500 employees. To determine your possible loan amount, calculate the average monthly payroll and multiply by 2½, with a maximum of \$10 million. “Businesses can choose to use 2019 or 2020 payroll numbers to make this calculation,” said Clendenning. “It’s the borrower’s choice.”

The second draw of PPP loans is available to businesses in the same categories who have already received and spent the first-draw loan. Second-draw recipients must have fewer than 300 employees and must be able to demonstrate a 25% reduction in gross receipts from one quarter of 2019 to 2020. “Gross receipts don’t include Economic Injury Disaster Loans (EIDL), or any grant portion of disaster relief or forgiveness,” said Clendenning. “If they received local or state grants or loans, those must be included with the

other revenue.” The loan calculation is the same with a maximum of \$2 million, except for accommodation and food service businesses, who can multiply their average monthly payroll by 3½.

Despite the high maximums, Clendenning clarified that small businesses were the main beneficiaries. “It’s really important to understand that 87% of the PPP loans distributed in the first draw were \$150,000 or under.”

LOAN FORGIVENESS

Up until early 2021, the application for PPP loan forgiveness was a couple of pages with many additional pages of instructions. Now, for borrowers seeking forgiveness for \$150,000 or less, there is a streamlined, one-page application. “Very few people will end up using the long forms,” said Ness. “The short form is a great addition, welcome by the bankers, the businesses, and the SBA. It doesn’t place as much burden on the borrower.”

Also new starting this year, the covered

Freedom of Information Act—Stay Safe

As the result of lawsuits under the Freedom of Information Act (FOIA), the identities of all borrowers who received Paycheck Protection Program (PPP) loans under the Cares Act and Economic Injury Disaster Loans (EIDL) are available to the public. The application paperwork, in fact, stated that the names of borrowers and amounts of loans would be “automatically released” in response to a FOIA request.

While this level of transparency is expected at the federal level, it does warrant some caution on the part of participating small businesses. Gary Reichert, Publisher at Shield Wall Media, had this warning to share:

“[A friend of mine] was called on his cell phone by someone representing themselves as the Small Business Administration (SBA). The number showing on the caller ID was the SBA number. They claimed to be calling about an EIDL loan received for his business. They asked him to confirm some information. He refused, saying he wasn’t

comfortable under the circumstances and the call ended. A short time later he received a follow-up email that appeared to be from the SBA. He did not share any sensitive information and confirmed with his banker that it was a fraudulent call.”

Back in August of 2019, the SBA released warnings that will still apply to the second draw of PPP loans. Beware of any third party attempting to collect your personally identifiable information (PII) via phone and email, even if they use the SBA logo or already know some information about your business. In their statement, the SBA assured, “Federal agencies that provide disaster recovery assistance will never ask for a fee or payment to apply for financial assistance, and government employees do not charge for any recovery assistance provided.”

When in doubt, speak with your personal banker or contact the SBA directly before disclosing any information. Borrowers can report fraud to the SBA Inspector General at sba.gov/ig.

period for PPP loans can be anywhere from 8 to 24 weeks, instead of one or the other. "There is a ten-month deferral on payments from the end of the covered period, so borrowers have plenty of time to apply for forgiveness. They don't have to decide on the covered period right away. They can make determination at the time of forgiveness," said Ness. "That's a nice addition," he continued, "the fact that the borrower can choose allows them to maximize the benefits on their side."

The loan forgiveness paperwork needs to be submitted through the same lender as the loan. That doesn't mean, however, that forgiveness paperwork needs to be completed before applying for a second draw loan, or that the second draw loan needs to be with the same lender as the first. "You don't have to stay with the same lender for both loans, but if you have not received forgiveness for the first one yet,

it might make sense to stay," said Ness.

Importantly, the SBA, the IRS, and the DOL in the last year have worked out a lot of loan forgiveness tax questions. "Forgiveness for PPP loans is not taxable income," said Clendenning. Once forgiven, the loan essentially becomes a non-taxable grant.

SBA RESOURCES

The SBA always has a large number of resources available to small businesses, but they are especially useful in disastrous times. There is, of course, plenty of reading material to explain everything you could want to know about PPP loans and more, but it can be useful to work with a real person. For example, if you don't already have a relationship with a lender, the SBA can point you to good options. "Go to sba.gov and check out the funding programs. There you will find a Lender

Match system that can pair you with participating lenders, or a map tool to locate lenders in your area," said Ness.

And, if you're having trouble with the loan or forgiveness process, professionals are there to help. "The SBA has funded resource partners that work on a no-cost basis," said Clendenning. "As you are applying and going through the calculations, you can talk with experts in finance and marketing on a daily basis."

"It's not one and done," added Apple. "You can build a relationship with a mentor or the folks at the resource partners. People work with them over time, to their benefit." **RB**

For more information and to stay up to date on PPP assistance, visit sba.gov, subscribe to the SBA email at sba.gov/updates, and follow the SBA on Facebook, Instagram, Twitter, and YouTube.

INTRODUCING THE PREMIER ISSUE OF



The only publication dedicated to the effects of weather and climate on roofing.

Roofing Elements Magazine will deal with the physical environment and how "Elements" like heat, moisture, wind, and sun affect roofing. The Elements need to be considered in every aspect from material choice and design to installation techniques. *Roofing Elements Magazine* will provide both industry white papers and institutional knowledge from the experts who learned their trade in the real world.

MAILING MARCH 2021



3 WAYS TO SUBSCRIBE!



- Scan Code
- www.constructionmagnet.com/subscribe
- Fill out & mail blow-in subscription card in this issue.

ADVERTISING: Gary Reichert, gary@shieldwallmedia.com • 715-252-6360

EDITORIAL: Jessica Franchuk, jessica@shieldwallmedia.com • 920-224-5146



■ SUKUP ANNOUNCES FACILITY EXPANSION IN HAMPTON, IOWA

Sukup Manufacturing Co. is pleased to announce the company will expand its manufacturing facilities with a new location in Hampton, Iowa. The approximately 30,000-square foot facility is located in the industrial park on the west side of Hampton. Sukup is currently accepting applications for immediate hires at the Hampton location, and plans to have the facility fully operational by the end of March 2021.

“Sukup has experienced incredible growth in the past 20 years, and with that growth comes the continued need for investment and expansion,” said Steve Sukup, president and CEO of Sukup Manufacturing. “This new facility in Hampton will significantly expand our manufacturing capacity and help us meet the demand for our innovative products within the agriculture community.” He added, “We are proud to provide so many jobs in north-central Iowa, and this facility will create even more new job opportunities in the region.”

■ S-5! RECEIVES 2020 INDUSTRY ADVOCATE AWARD

S-5!, the leading authority on metal roof attachment solutions, has been awarded the 2020 Gold Level Industry Advocate Award for outstanding service, participation, and support of the Metal Building Manufacturers Association (MBMA). The award recognizes S-5! for exceptional commitment to promoting and enhancing MBMA initiatives, including participation in MBMA committees, advocacy efforts to enhance the metal building systems industry, attendance at MBMA educational and promotional events, and safety program participation.

“I am truly honored to receive this award and to be part of such an extraordinary community of industry specialists and an organization that provides tremendous resources to those who work in metal building systems,” said Haddock. “I am a big proponent

of participating in industry associations like MBMA where you can meet like-minded folks who will mentor and encourage you along the way.”

■ UNION CORRUGATING LAUNCHES NEW BILINGUAL WEBSITE

Metal roof and wall panel manufacturer Union Corrugating has announced its new mobile-friendly website features bilingual (Spanish) functionality. The bilingual functionality will allow the company to better serve the Hispanic population, which is estimated at 59.8 million in the US—more than 18.3% of the population. Union Corrugating is proud to be leading the way to serve the Hispanic population by helping break down communication barriers. Users who visit Union’s website can navigate in both English and Spanish, and can toggle back and forth with ease as needed to view the company’s complete product portfolio and service offerings.



■ METALCON LAUNCHES SAFETY CERTIFICATE PROGRAM

The METALFOCUS® Safety Certificate Program kicked off on Feb. 18. Craig Schaffer, president of SafetyWorks, will lead and teach the program—a series of 10 one-hour virtual live and/or on-demand safety courses tailored to supervisors, foremen, crews and others in the industry.



METALFOCUS presents the latest metal safety rules, tools, trends and techniques to avoid costly or potentially fatal accidents (beyond traditional OSHA-10 safety training) and address situations unique to metal construction jobsites. See the full list of courses below:



Craig Schaffer, president of SafetyWorks

- 2/18 OSHA's Steel Erection Standard (29 CFR 1926 Subpart R)
- 2/25 Fall Protection Planning
- 3/4 Hot Work & HW Permits
- 3/12 Rigging Safety Considerations (not a rigging certification class)
- 3/19 Crane Ops & Lift Planning
- 3/25 Supervisor Safety Responsibilities
- 4/1 Project Safety Planning
- 4/8 Job Safety Analysis (JSA)
- 4/15 Incident Reporting & Investigation
- 4/22 Managing OSHA Inspections

Registration fees begin at \$30/class including training materials, with discounts available for multiple class and group registrations. Participants receive a certificate of completion for each course completed and special recognition for completing all 10. Register here: psmj.regfoxx.com/metalfocus-safety-certification

■ FGIA AND AVFQ FINALIZE COLLABORATION AGREEMENT

An official agreement for collaboration between l' Association de vitrerie et fenestration du Quebec (AVFQ) and the Fenestration and Glazing Industry Alliance (FGIA) has been finalized, allowing for the development of mutual synergies that will enable both organizations to best support their respective members. On

Dec. 17, 2020, the collaboration was formalized, enhancing the reach and visibility of both organizations while ensuring efficiencies in monitoring codes and regulatory affairs in Canada.



AVFQ and FGIA agreed to collaborate by sharing information and offering reciprocal benefits and services to members in the areas of education, advocacy, technical standards, research, and product certification.

■ US LBM ACQUIRES VILLAUME INDUSTRIES

US LBM, a leading distributor of specialty building materials in the United States, has acquired Villaume Industries, a manufacturer of wood trusses for new residential and commercial construction and of custom wood crating, boxes, and pallets in Minnesota.

Based just outside of St. Paul in Eagan, Minnesota, Villaume is a leading designer and manufacturer of precision wood products. The company provides floor and roof trusses



for national, regional, and local homebuilders in the Twin Cities metropolitan area and across Minnesota. Additionally, Villaume engineers and manufactures custom wood packaging of pallets, crates, and cores for manufacturing companies.

With the addition of Villaume, US LBM now operates 21 locations in Minnesota through its network of divisions in the state, which include Lampert Lumber, NexGen, and Lyman Companies; Villaume will operate as a unit of Lyman.

WANTED!

Contractors and construction professionals cite locating skilled trades people as one of the major challenges to running their businesses.

Readers of Rural Builder, Metal Roofing Magazine, Frame Building News, Rollforming Magazine, Garage, Shed & Carport Builder and Roofing Elements Magazine use our publications to stay current in industry developments and best practices.

REACH THE CONSTRUCTION PROFESSIONALS WHO READ OUR MAGAZINES TO FILL YOUR VACANT POSITIONS.

Gary Reichert – gary@shieldwallmedia.com – 715-252-6360

SELF-STORAGE BUILDING SUPPLIER TRACHTe ACQUIRES ROOF MART, MADE RIGHT, AND METAL LAND

Trachte Building Systems, a manufacturer and supplier of self-storage buildings, has purchased Roof Mart Cos., which consists of Made Right LLC, Metal Land LLC, and Roof Mart LLC. All are based in Vernon, Alabama. Joe McNees, chief operating officer for Roof Mart, will join Trachte as general manager for a new Roof Mart division, according to a press release.

The acquisition will give Trachte a new operating platform to improve its position as a supplier of self-storage building systems, steel-curtain doors, refurbishment services, and public safety-training systems. It'll also provide the required resources to accelerate the growth of Roof Mart and Made Right, the release stated.

Founded in 1901 and based in Sun Prairie, Wisconsin, Trachte is an employee-owned company that manufactures metal prefabricated buildings and components for self-storage, fire-training towers and tactical-training facilities. Roof Mart Cos. was launched by Robert McNees in 2004. It manufactures and markets metal-roof panels, wall panels, trims, trusses, sheds, and post and beam building packages.

EDCO PRODUCTS CELEBRATING 75TH ANNIVERSARY IN 2021

EDCO Products Inc., an industry-leading manufacturer of residential and commercial exterior building products, celebrates its 75th year in business in 2021. EDCO's inspiring journey began in 1946 when Art Edwards, Jr., returning home after World War II, launched a manufacturing company together with his father Art Edwards, Sr. and brother John. Their vision was to produce



Art Edwards, Jr., returning home after World War II, launched a manufacturing company together with his father Art Edwards, Sr. and brother John.

world-class exterior building products that would look great and last a lifetime. EDCO is now in its third and fourth generation of Edwards family ownership.

"We are incredibly proud to celebrate 75 years of manufacturing excellence," said John G. Lewis, EDCO President and CEO. "Very few companies achieve this milestone. It is a testament to the vision of our founders, as well as the dedication of our employees, that we continue to thrive in this ever-changing industry."

Through the decades, as the industry evolved, so too did EDCO. What customers wanted, how materials were sourced, how products were made—all challenged EDCO to adapt and continuously search for ways to improve. "We're not slowing down; the next 75 years are going to be even more exciting than the first 75."

UNION CORRUGATING CELEBRATES 75 YEARS IN BUSINESS IN 2021

For three-quarters of a century, Union Corrugating Company has served the metal building components market. The company was launched in 1946 when Mr. J. E. Union left West Virginia with his manually operated corrugating machine and settled in Fayetteville, North Carolina.

Union Corrugating Company says it is their unique distribution system that has allowed them to grow rapidly from their roots in the southeast by providing the fastest and most reliable deliveries in the industry. Their support network ensures their customers get what they need, when they need it. They would like to thank their customers, partners, suppliers, and vendors for their loyalty and support during their 75 years in business.

"As we celebrate this milestone, we are proud of the achievements we've made, and we look forward to the next 75 years of accomplishments," said Keith Medick, President and CEO of Union Corrugating Company Holding, Inc. "We've seen a lot of changes over the years, but one thing remains the same, we are focused on delivering quality products, superior service, and value for our customers. We appreciate your business and look forward to our continued partnership in 2021 and beyond." **RB**



2ND ANNUAL
Rollforming Construction
Show

Presented by the Publishers of **Rollforming** Magazine

June 3-4, 2021 • Duke Energy Center • Cincinnati, OH



**FOR MORE INFORMATION CONTACT GARY REICHERT:
gary@shieldwallmedia.com • 715-252-6360**

SPONSORED BY:





**Post Frame Packages
Delivered to your Job Site**

expressbarns.com • 785-214-4609
info@expressbarns.com

*Let us prove
to you that
we can save
you time and
money. We
want to be
your Partner
in Post Frame!*



**THE MOST AFFORDABLE, ALL-IN-ONE
SOLUTION FOR IN-GROUND POST DECAY
AND UPLIFT RESTRAINT**

Barry Hoffman

barry@planetsaverind.com

P (610) 377-3270 • F (610) 377-9552

www.planetsaverind.com



REGISTER NOW
www.eventsqid.com/mobile/10911

Construction
Rollforming
Show



**Duke Energy Center
Cincinnati, OH
June 3-4, 2021**

FOR INFORMATION CONTACT GARY 715-252-6360

**2021
GARAGE • SHED • CARPORT
BUILDER
SHOW**

**CENTURY CENTER • SOUTH BEND, INDIANA
NOVEMBER 3-5, 2021**

FOR INFORMATION CONTACT GARY 715-252-6360

DID YOU KNOW?

It costs less to buy a Business Card ad than it does to have cards printed.

We even give your "cards" to more than 40,000 potential customers.



**Actual Card Size
(3.5" x 2")**

**FOR MORE INFO CONTACT
GARY REICHERT:**

gary@shieldwallmedia.com 715-252-6360





UNITED STEEL SUPPLY

STEEL PRODUCTS FOR THE METAL ROOFING & METAL BUILDING INDUSTRY

Understanding Superior Service



512-263-0954 • unitedsteelsupply.com

★★★ PREMIUM QUALITY ★★★

ROLLFORMING MACHINERY






PANEL ROLLFORMER TRIM ROLLFORMER PURLIN ROLLFORMER CUSTOM ROLLFORMER

ASC MACHINE TOOLS, INC.  **MADE IN USA SINCE 1949**

DMI = BUILDING INVESTMENT PROTECTION



Let DMI complete your building project with Code Approved & Warrantied:

HWH & PANCAKE FASTENERS • ANCHORS • PIPE FLASHINGS
REFLECTIVE INSULATION • POLYCARBONATE PANELS
SOLID & VENTED FOAM CLOSURES

www.directmetalsinc.com 855-800-8878

Golden Rule FASTENERS

**QUALITY PRODUCTS
COMPETITIVE PRICES
& MOST ORDERS SHIP THE SAME DAY**

- Screws • Closures • Ridge Vent
- Pipe Flashings • Butyl Tape • And much more!

Ph: (334) 283-4030 - FAX (334) 283-4032

Manufacturer of Roll Forming Equipment



Acu-Form ROLL FORMING EQUIPMENT

Phone: (330) 674-4003
Fax: (330) 674-4035
Email: acu-form@safecommail.com • Website: acuformequipment.com

**FOR DESIGN VERSATILITY
Stone, Brick & Wood Panels**



URESTONE BY REPLICATIONS UNLIMITED

- Most Realistic Faux Stone, Brick & Wood Panels
- 4' x 8' Largest Panels on the Market
- 8' Wainscot Panels with Built-In Ledge
- Durable & Labor Saving Fast Installation

METALBUILDINGS.URESTONEPANELS.COM
9200 Latty Avenue • Hazelwood, MO 63042 • 314-524-2040

SAFE-WAY GARAGE DOORS 

Make a Statement.

A Lifetime of Quality and Relationships



3814 E. US 30 Warsaw, IN. 46580 • (574) 267-2813



 **THE BRADBURY GROUP**

Your Single Source Equipment Provider

bradburygroup.com
+ 1.620.345.6394
bradbury@bradburygroup.com

Going Residential

Market For Post-Frame Starts To Build

FOR DECADES, BUILDERS HAVE KNOWN there was a potential market for post-frame residential, yet the trend was slow to evolve. Now, the wait appears to be over, with demand rising in recent years.

Joe Kormanik, K-Construction Inc., Alta Vista, Kansas, and Justin Sobaski, Eastern Iowa Building, Inc., Fairfax, Iowa, are two Lester builders who have both seen the momentum building in their areas for the past five years.

Kormanik and his wife Carla conduct their business in a 70-mile radius that includes four major cities with populations of 30,000-100,000. Joe said he is seeing the trend for residential post frame particularly in the more rural areas. "So far this year, we're on about seven complete homes," he said during a recent interview.



Porches are a common enhancement to residential post frame. Photo courtesy of K-Construction.

Most of his clients are selling a home in the city and moving to three or four acres in the country. They aren't necessarily looking for post frame.

"I don't think a lot of people realize it's post frame," Kormanik said. "They're just looking for alternative housing and [post frame] is the way we build."

Being able to point people to several post-frame homes in his area is a good selling point if there is any doubt. "Some people

will say, 'well, my wife would never live in a barn,' but after they see what they are, then they say, 'yea, that's a good idea,'" Kormanik said.

Combining housing with an attached hobby shop, storage garage, or even equestrian stables are part of the trend.

"Right now under construction we have about an 1,800-square-foot house with an 1,800-square-foot shop," Kormanik said. "The shop area is for parking, but there is also a larger space for the owner to 'tool around in.'"

Although the Upper Midwest is more accustomed to homes with basements, the aging baby-boomer market seems to be turning that tide. "There's no question that we're all getting older, so being on one level is more desirable," he said. Built-in safe rooms for storm shelters have eliminated some of the severe-weather concerns.

By its nature, post frame is already ideally suited for a less-mobile customer with the ability to have everything on one floor. Handicap-accessible doors and no steps are part of post-frame's basic DNA.

The low maintenance of metal is another key selling point for older buyers who are weary of painting and re-roofing.

The evolution of stained concrete floors that can take on the realistic look of wood, granite or whatever, but with less maintenance, also has generated appeal for slab foundations.

K-Construction offers a complete turnkey project, helping to eliminate many of the hassles of building a home. A banker friend helps with lending. "It doesn't seem like money flows as free as it used to, so you need an outlet so you can handle all of that," Kormanik said in relation to financing options.

Currently 35% to 40% of K-Construction's work is residential, and a growing segment of the family business. "I like to call it my pipeline," he said, "but for instance, it might be 6 to 12 months before a house is ready to go so we keep a lot of options ready. And it seems like within that time frame we have someone else calling wanting one. It's been pretty good for us."

Justin Sobaski and his brother Zach from Eastern Iowa Building Inc. (EIB), Fairfax, Iowa, have also been able to cash in on the residential post frame rise in the last five years. EIB's service area is a 90 mile radius of Cedar Rapids, Iowa. There the demand is both for full-time residences and vacation homes. "We probably do about five a year," he said, adding: "Ten years ago, we might do

one every couple years.”

He said his clients know what post frame is and are specifically looking in that direction when they come to EIB. “People coming to us, looking for residential building, understand how it works. They know they want a post-frame home,” he said. He has also found that the overriding appeal is the cost savings.

EIB’s residential customers generally fall into two different camps: those who prefer a more conventional standalone home with an attached garage, and those who start with a larger building into which a home and garage, shop and/or storage area are all incorporated: “Let’s say an 80 x 100 foot building that’s a shop with living quarters built in the front of the building, within that same 80 x 100 footprint,” Sobaski explains of the latter option.

The standalone can be more expensive, “depending on the complexity of the building, and if there’s dormers or small buildings tying together,” he said. Not surprisingly then, one large building with designated sections, tends to be more cost effective and typical of his clientele.

Sobaski sees this trend as one particularly concentrated in the rural areas and smaller towns of his area. “A lot of people are attracted to the easy maintenance of the metal siding and metal roofing,” he said, “and the warranty these steel panels have on them now, as well as the paint technologies, they look good for a long time and are relatively maintenance free.”

Both Sobaski and Kormanick are fielding more requests for concealed fastener roofs, as opposed to exposed fastener systems, “so all the fasteners are hidden and concealed from the elements,” Sobaski said.

Bottom line, however, why is post frame becoming more popular now? Sobaski thinks he knows the answer. “The design capabilities of post-frame buildings in general has increased in the past 10 years,” he said. “Not too long ago, 15 years ago, you didn’t see a lot of post-frame buildings with porches and dormers, and buildings annexed together. As the design flexibility has evolved it has opened more doors. People are seeing these buildings and saying, ‘oh that looks nice.’” **RB**

Beautiful Homes Start Here!



KLĚARVĚ
CABINETS



• **MASTERCRAFT** •
GREAT DOORS. INSIDE AND OUT.



DAKOTA
CLOSETS

At Menards®, we understand the importance of your home and we are dedicated to bringing you the best quality in selection and savings. From a light switch to a kitchen remodel, Menards® has what you need at our everyday low prices.

Save **BIG** Money®

MENARDS®
Dedicated to Service & Quality®

Member
NAHB

Stop in to your nearest Menards® location or visit **MENARDS.com**® to start shopping today!

Residential Tips from Post-Frame Builders

Photos courtesy of K-Construction

JOE KORMANIK, K-CONSTRUCTION INC. AND Justin Sobaski, Eastern Iowa Building Inc., have each finished several post-frame homes in the past five years. They offer some first-hand insight for builders looking to enter the market.

THE IMPORTANCE OF ENGINEERING

Justin Sobaski: “When someone is building a residential building that they’re going to be living in or using it as a weekend home, it’s super important those buildings are engineered by a licensed structural engineer. We always have our buildings engineered to a higher wind load and a higher snow load. We feel it’s essential. It’s one thing if it’s a storage shed in your backyard, it’s another if they are relying on that structure [to protect them] in severe weather. It’s very important to have it engineered correctly and stronger than a typical build.”



DON'T SCRIMP ON INSULATION

Joe Kormanik: “I would highly recommend house wrap on everything. Spend a little extra money on better insulation.”

Part of the reason why deals with sound-proofing the metal, he noted. “People perceive that a house with a metal roof is going to be noisy,” he said, “but in reality the insulation is below that so you don’t really hear it like you think you would, something you want to call your client’s attention to.”

AVOID COMPLICATED ROOFS

Joe Kormanik: “If the roofline is all cut up, I wouldn’t go post frame unless you go with a more expensive roof system panel-



wise, because sometimes you get into trim applications that are not as good as on your simple gable-style roof ... if you have a big complicated roof you may be better off to move the [customer] towards shingles.”

CONSIDER YOUR ROOFING OPTIONS

Joe Kormanik: “We offer a straight metal panel with exposed screw fasteners (color coated to match the metal), and we also offer a concealed fastener standing seam roof, which looks really good on residential. We do offer shingles, but most of the time they’d rather have metal due to maintenance and hail resistance. Metal panels hold up better.”

CUSTOMIZING DOESN'T HAVE TO BE EXPENSIVE

Justin Sobaski said porches and dormers are common additions on his post-frame residential projects. “Most of the residential project will do metal siding, and will incorporate some type of design to dress it up a little bit. Most all the homes have dormers or a porch and large windows,” he said.

Customers like lots of bells and whistles but soon discover that each one comes with a cost and the price advantage of post frame begins to diminish. To help keep the price more realistic, Joe Kormanik suggests thin veneer or wainscotting to offset the plain metal. “If you can incorporate a little bit of cedar on the house, it looks rustic,” he said. “We do quite a few porches on our houses and if you can put a little cedar on there it gives it a woodsy look, but still it’s maintenance free. We’re all about making it simple but also making it their home. Those little tidbits make a huge difference.”

POPULAR COLORS

Colors can vary by region. In Iowa, Sobaski is getting more action from blacks and grays. “Black is a popular roof color right now,” he said.

In Kansas, Kormanik said red and a gray are most popular. “We’re also seeing antique brown and clay,” he said. **RB**

residential post-frame

BY RURAL BUILDER STAFF

This two-tone shouse features ample garage space with a cozy, separate living space. Photo courtesy of Graber Post Buildings, Inc.



Residential Post-Frame 2021 Update

IF IN 2017, THE RESIDENTIAL post-frame market was finally taking off, here in 2021 we can say residential post-frame trend is moving full steam ahead. It isn't unusual for a post-frame storage facility, airplane hangar, or workshop to include a small liveable space or even a full-on residential dwelling.

For a check-in on this Top 10 Online Article of 2020 (beginning on Page 20), we got in touch with Bret Buelo of Wick Buildings, Trent Wagler of Graber Post Buildings, Inc., and Thomas Greiner of Barn Builders Empire. We wanted to know how much of their business is residential and what kind of trends and possibilities they are seeing in development.

How much residential post-frame work do you do? Are the projects purely residential?

Wick Buildings: Throughout 2020, we built approximately 80 post-frame residential homes. Of those, 60% were pure residential structures and 40% were multi-purpose shouses (storage/shop with residential).

Graber Post Buildings: In our quote department approximately 10 to 15% of our sales are residential homes. That would be around 80 to 100 homes a year. Approximately 75% of the homes we sell are combination buildings with larger shops.

Barn Builders Empire: I just quoted a couple of jobs this week. I specialize in turn-key buildings. I want to be known as the high-skilled general contractor that builds post-frame homes.



The "Origami House" exterior (top) and interior (above) views. The unique roof pitches, contrasting siding, and bright, open feel combine for a modern post-frame home. Photos courtesy of Wick Buildings.



ESTABLISHED
1949

SPOKANE, WA
USA

The "Tri-State Shouse" takes post-frame construction to a new level, with large, eye-catching windows and beautiful stonework. Photo courtesy of Wick Buildings.

What features or design choices are trending in the industry?

- Foundations on the residential side
- Radiant floor heating in slab floors
- High vaulted ceilings built with exposed (and often wrapped) trusses or rafter and beam construction
- Recreational spaces using attic truss construction
- Mixed siding options on the exterior
- Modern exterior designs with some using an exclusively black and white color scheme
- Porches with decorative gable trusses
- Stone on porch posts and wainscot
- Larger covered outside areas (decks & patios) with gable roof tied into the structure
- Wrap around covered porches

What are your tips for someone looking to build a post-frame home?

Wick: Work with a financing company that understands how to get post-frame home construction through traditional home mortgage financing.



PREMIUM QUALITY
COIL HANDLING & ROLLFORMING MACHINERY

(509) 534-6600
WWW.ASCMT.COM



Graber: We typically put the home side on a foundation and will stick frame that portion of the structure. You are able to create a better frost barrier at ground level, no additional framing is needed for drywall, and less settling concerns.

Barn Builders: Make sure you check with your community's residential building codes. Some will not allow post-frame structures. They are stigmatized as a cheaper building that puts wood in the ground to rot. It's just not true anymore.

The bottom line, says Wagler, is "We are able to do anything that you can do to a house on a pole building." And that's the real change from the infancy of residential post-frame to now. Builder confidence and consumer demand mean the sky is the limit for beautiful, functional, post-frame homes. **RB**



An interior look at the "Tri-State Shouse" (left) with a kitchen bar, second-story loft, and trendy exposed trusses. Photo courtesy of Wick Buildings.

MRS
METAL ROLLFORMING SYSTEMS

The Affordable Rollforming Equipment Manufacturer

Metal Rollforming Systems designs and manufactures reliable and affordable rollforming equipment and accessories, making us a leader in rollforming equipment manufacturing. Our unsurpassed technical support is unlike any other in the industry, we work until the job is done. Our customer's success is our success. For more information, please contact us at 509.822.8123 or visit us online.

- Single & Double Deck Rollformers
- Trim Rollformers
- *NEW* Patriot Rollforming Line
- Coil Reels

- Precision Cut Slitting Lines
- Sheet Stackers
- Coil Upenders
- Ridge-Cap Press

509.822.2123 www.mrsrollform.com

Aztec Washer Company

SEAL IT RIGHT, SEAL IT TIGHT®

Master Flash® Roofing • Plumbing • Electrical • HV/AC • Solar

ALL NEW

Extreme Angle Multi-Flash
TWO FLASHINGS IN ONE!
Black EPDM or High Temp Silicone
Standard: Closed to 5-3/4" Pipes
Retrofit: 5/8" to 4-1/4" Pipes • Base Size: 11"
Built in 40° degree pitch

SIZE MATTERS!

From the smallest to the **LARGEST** self sealing pipe boots available.

THE LARGEST RANGE AVAILABLE!
Sealing pipes from an 1/8" inch TO ONE METER.

20
YEAR
WARRANTY

Many styles of roof boots In-stock
Fits up to: closed top to 39-1/2" pipes.
Available in: EPDM rubber or high temp silicone

To see our complete product line go to www.aztecwasher.com

TOP 10 2020 PRODUCT

Rural Builder

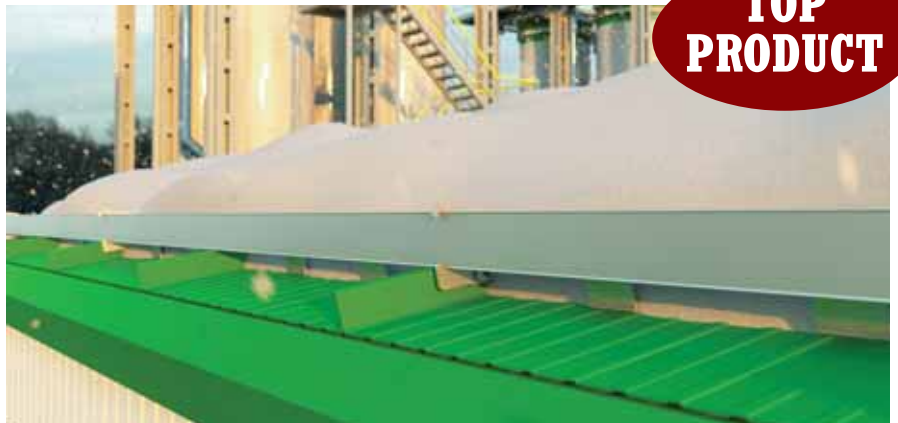
Favorite Products of 2020

In 2020, we featured more than 70 products from across the industry in Product Profiles. These are the Top 10 favorite products as voted by YOU, the readers of Rural Builder.

SNOW TITAN ACECLAMP

Snow Titan® is a commercial-grade, heavy-duty alternative to our popular and easy to install Color Snap®. Featuring the same pre-assembled, non-penetrating metal roof clamps, Snow Titan delivers even greater snow-holding confidence by introducing our all-new triangular structured snow-rail. Snow Titan is designed to handle snow loads on roof panels with up to 42" spans, depending upon the roof pitch and snow loads for your area.

Roofing avalanches can occur anywhere there is significant snow, but the dangers and liability to persons and property in these areas can be substantial. Terrifying snow slides can occur as snow begins to melt and suddenly slides off the roofs. Snow Titan is designed for projects in extreme climate areas that experience the heaviest snowfalls. Both homeowners and



commercial property owners can rest assured knowing their property is ready for even the worst snowfalls.

Snow Titan utilizes the already familiar non-penetrating AceClamp® sliding-pin clamps and snap-in ice flags but delivers almost twice the strength and holding power of conventional snow retention systems. Multiple configurations are available in either one or two rail setups

depending on the roof pitch and expected snowfall. To help assure long-term protection, Snow Titan's rails and clamps, along with all of AceClamp's products, are manufactured in the USA with non-corrosive materials such as stainless steel and aluminum. Available for SSMR, Slate, and Membrane roofing materials and in over 150 different powder coat options to complement your roof design.

WINDOW WRAP® SELF-ADHERING WINDOW FLASHING TAPES MFM BUILDING PRODUCTS

WindowWrap®, manufactured by MFM Building Products, is a patented series of self-adhering and self-sealing window flashing tapes designed to prevent the infiltration of water, moisture, air, and sound into the building structure. Win-

dowWrap products are suitable for new construction or renovation projects. In today's economy, builders and homeowners demand maximum value from all their building materials. In the case of windows and doors, it means keeping out more than just water. WindowWrap delivers a family of products that go beyond the basics while providing maximum protection of your investment.

The WindowWrap family of products includes straight flash products, flex con-





- 1) PTL
- 2) Metal Cap
- 3) Brite Framing
- 4) Tile Backerboard
- 5) Ridge Vent
- 6) Plastic Cap
- 7) Rubber Washer
- 8) Copper Slating Flashing
- 9) Soffit and Fascia
- 10) Garage Door Jam Seal
- 11) Fencing

ANY WAY YOU SLICE IT, WE'VE GOT YOUR PROJECT COVERED

Look for the nails in the bright yellow boxes!

Maze Nail has been helping build America for over 170 years. Since the very beginning, our sole mission has been to provide top quality specialty nails - **100% Made in the USA**. Maze is the exclusive manufacturer of **STORMGUARD®** Double Hot-Dipped Galvanized Nails with a **LIFETIME WARRANTY** against red rust. In addition to galvanized nails, we manufacture a full line of stainless steel, copper and aluminum nails. Look for our bright yellow boxes of hand driven nails, as well as our universally-compatible wire and plastic collated coil and stick pneumatic nails. Trust the leader in Specialty Nails - **MAZE NAILS!**



Let us help you choose the right nails for the job!

800-435-5949 | mazenails.com

7:30 a.m. to 4:30 p.m. CST Monday through Friday.



**MAZE 100% MADE IN THE USA NAILS
ARE MANUFACTURED WITH PRIDE AT OUR
HEADQUARTERS IN PERU, ILLINOIS.**



figurations for curved openings and sill flashing, as well as low-temperature products that feature a patented PowerBond™ adhesive system that can be installed in temperatures as low as 25°F. Regardless of the application, MFM can provide the proper product to do the job right.

WindowWrap PSX-20, WindowWrap PowerBond™ and WindowWrap White comply with AAMA 711 window flashing standards and meet ICC-ES AC148, Report ESR 2783. Meeting these industry standards offers a level of quality assurance for the building contractor.

Visit our website, www.mfmbp.com, for complete technical information, installation instructions, warranties and to view our WindowWrap video. Free samples can also be requested on the website or by calling 800-882-7663.

DOORS MWI COMPONENTS



We, MWI Components, are honored to receive the Top 10 Product Award for our doors. We believe in providing quality products to the post frame industry, and awards such as these continue to motivate us in our quest.

Doors are a leading aesthetic (and functional) feature you can add to your build; therefore, we offer several door options: Dutch Doors (& Fixed Dutch Doors), Double Dutch Doors, French Doors, Arcadian Slider Half Light & Double Buck Doors, Bale Doors, and Bale Windows.

Our Dutch and Bale Doors can be ordered as one assembled piece or in kit form. We also provide the option of knocked-down or welded frame (prepped

with hinges). Our color-matched hardware will aid in providing the best possible aesthetic for your structure. Speaking of color, we offer thousands of color combinations!

Tips for MWI Dutch Doors Installation:

1. Frame opening needs to be plumb and square at 49½" +1/16"/-0" wide x 87¾" high

2. When specifying the swing of the door

i. Left Hand Swing = swings out to the left as viewed from the outside

ii. Right Hand Swing = swings out to the right as viewed from the outside

3. Attach bottom door panel to frame before top panel. Bottom hinge of top panel is left loose for access to bottom panel

MWI's Arcadian Sliding Doors will bring a pop of attention to your entry or exit. Find these beauties in 26 standard sizes and as single or split doors. You can also choose between double cross-buck or half-light options. Again, choose between fully assembled or kit form doors and thousands of color combinations! We also offer the Arcadian Sabre Slim - an exterior, lockable latch with keyed entry. This polished, chrome-plated handle functions even when the exterior handle is locked - keeping you safe and looking great at the same time!

Tips for MWI Arcadian Sliding Doors Installation:

1. When ordering, identify door size as Width x Height, and allow for adequate door overlap to the rough opening at the Track Board (Header) and each Jamb

2. A flat clean surface should be used for door assembly

3. Check square of door rails by measuring diagonally and matching up the measurement

4. Start positioning box girts from the bottom of the door and work up to ensure all plywood seams are backed up by a box girt and anchored securely

5. To prevent unsightly issues from projecting through the sheet metal cladding, if required, spend time on the seams—leveling, flattening, sanding; then blow off dust for best adhesion results

6. Windows provided in Half Light Kits are sized ¾" under rough opening size

7. Dry fit sheet metal inserts and mark out locations prior to gluing inserts in position

8. To ensure good water shed, sheet metal inserts should be installed starting at the bottom and overlapping while working toward the top.

COLORGARD BY S-5!®



Year-after-year rooftop avalanches cause hundreds of millions of dollars in property damage, personal injury and even death. Snowpack can suddenly release and dump tons of snow below the eaves in a matter of seconds—endangering building elements, adjacent roofs, landscape, vehicles, property and even worse, pedestrians.

Inadequate snow guard systems or none at all create a life-safety issue and potential liability for building owners, designers and contractors. S-5! has mastered the art and science of mitigating this hazard since 1992 with a variety of fully engineered snow guard systems.

ColorGuard by S-5!® is the ultimate snow guard solution for any metal roof when perfect color- and finish-matching to the roof is desired. It is the only system on the market designed and engineered on a site-specific basis. Manufactured in the U.S.A.

MAKE YOUR BUILDING DAZZLE WITH SOME

Thank you to all MWI supporters!
Visit our site's virtual booth in March!
mwicomponents.com/doors



TOP 10
2020 PRODUCT
Rural Builder

PC: Lester Buildings



MWI DOORS

from 100% non-corrosive metals—all designed to last the life of the roof—in our ISO 9001-15 audited plant, ColorGard’s prefabricated components are simple and easy to install with surprising speed and affordability.

ColorGard provides the safety and serviceability you need while complementing the look of your roof with a clean, non-conspicuous appearance. Load-tested on more than 500 roof profiles, all S-5! products come with an industry-leading and cost-free lifetime product warranty*. For more information, visit www.s-5.com.

ColorGard Features:

- Non-corrosive and maintenance-free, high-tensile aluminum
- Prefabricated components—provide simple, easy installation—even for DIY
- Perfect color- and finish-matching for the life of the roof, utilizing a strip of actual roof material

ColorGard Benefits:

- Compatible with all standing seam and exposed-fastened metal roof profiles
- Eliminates the need for painting or powder-coating
- Optional limited, lifetime system-performance warranty*

- Optional job-specific, low-cost P.E. wet stamp available
- Easy-to-use online project calculator for job-specific engineering
- Proven performance since 1995: 4,000+ miles of installations without a single documented failure
- Readily available from 40+ locations in the U.S. and Canada
- Endorsed by every major metal roof manufacturer in North America

*See S-5! website for warranty details

**BUILDING PACKAGES
WICK BUILDINGS**



Becoming a Wick Builder helps to build your reputation as a provider of the highest quality buildings in our industry. Wick Buildings is a leader in the post-frame industry, providing buildings customized to the needs of the buyer since 1954.

What sets Wick Buildings apart?

Exceptional Engineering - Wick’s Licensed Professional Engineers (PE) stay current with the latest codes and building technologies. Using those standards, Wick’s trained designers custom design each building to meet your customer’s needs and to stand the test of time.

Reliable, High Quality Lumber - Wick uses only machine graded or machine evaluated lumber for all structural components such as truss members, columns, girts, and purlins. It’s at least 15% stronger than regular lumber so you’ll see less maintenance down the road.

Extensive Warranty and Service - Wick proudly stands behind every building warranty and is an accredited member of the Better Business Bureau.

Durable Steel and Paint - Steel and paint are critical building materials for withstanding harsh weather conditions, 2x more impact-resistant. We use full-hard steel, 80,000 PSI hardness or better. It’s 2x the impact resistance of the 30,000 PSI commercial-grade steel used by other builders. Your customer will appreciate that when hail falls on the roof or the mower throws stones at the wall—fewer dents and repairs are needed.

50% more corrosion protection. Our exterior steel is G-90 gal-

Quality, Value & Service

Your customer expects the best from you. You should expect the same from your building partner.

Join our team!

WickBuildings.com
800-356-9682



**Commercial ■ Residential ■ Agricultural
Retail ■ Suburban ■ Equestrian**

vanized, compared to commonly used G-60, so Wick buildings will look great longer.

Warrantied not to chip or crack for 40 years. Besides our Akzo Nobel Ceram-a-Star 1050 paint warranty, it's highly reflective for energy efficiency. What building buyer won't like that?

And Wick builds everything—from industrial and light manufacturing facilities to banks and aviation buildings; from gas stations and churches to equine and livestock facilities. With clear spans up to 100 feet wide your customers will have an affordable and flexible space along with some of the best engineering in the industry.

When you choose to become a Wick Builder you'll have a building partner with corporate strength and a name you and your customers can trust.

**FULL NAIL LINE
MAZE NAILS**

Founded in 1848, Maze Company is celebrating 173 Years in business in 2021! There's only one way to achieve that kind of longevity in the building materials industry...and that is with unsurpassed quality. In addition, Maze is one of the very few remaining mills committed to manufacturing nails in the United States of America. Located in Peru, Illinois—Maze is preserving valued manufacturing jobs right here at home.

Maze has worked closely with the post frame construction industry for many decades. Every facet of a Maze Nail is designed with the builder in mind—with most of our developments due to builder comments and concerns.

HIGH CARBON STEEL—Nails are made from different grades of carbon steel. A short roofing nail does not need the same high grade of steel required by an 8" ring shank pole barn nail. The Maze engineers worked closely with their steel suppliers to ensure that builders would not be high in the air—nailing

purlins to trusses—only to have bending and snapping nail frustrations.

THREADED NAILS—Maze Co. (and their old division known as Independent Nail) invented spiral shank nails in 1930 and then ring shank nails in 1934. The concern at the time was that smooth shank nails tended to back out—and couldn't give the high holding power needed when buildings racked and twisted as the lumber dried—or when the building was challenged by high winds. Many different thread forms were tried and tested—and in the end—ring shank was the winner.



RUST PROTECTION—Starting in 1916, Maze has been using the Hot-Dip Galvanizing process for putting a thick, uniform coating of zinc on nails for the ultimate in corrosion protection. This was done by hand until 1955—at which time Maze created the first automated process for actually DOUBLE Dipping nails to ensure a more uniform coating. Our competitors tried every galvanizing and coating method they could think of—but the Double Hot-Dipping quality was not duplicated. Even foreign competitors have pulled out their hair trying to emulate the Maze method. Bottom line—the MADE IN USA Maze STORM-GUARD® coating works the best for ensuring no rust in treated wood and all other parts of post frame buildings nationwide.




**The Future of Footings
for Post Frame Buildings**

FootingPad® structural post foundations are engineered to meet or exceed the load capacity of concrete, while reducing hassle, time, and labor costs.

Learn more or request a sample at footingpad.com or call us at 989-224-7095





**No concrete required
and easy to handle!**



AVAILABILITY AND DELIVERY—Top-quality building products are only truly valuable if you can get them—and get them fast. The Maze Nail plant prides itself on keeping extraordinary stocks of Hot-Dipped Post Frame nails, Rubber and

Silicone washer nails, Gutter spikes, Connector nails, Oil-Quench Hardened nails (and many other types!) IN STOCK FOR IMMEDIATE SHIPMENT. Even during the pandemic, Maze kept up with the industry demand so that nails would be the

least of your worries.

The Maze family continues to run the operations—with the fifth and sixth generations actively involved with the company. President Roelif Loveland acknowledges, “It is because of our customers’ great support and enthusiasm for our carefully engineered and manufactured line of 100% Made in the USA nails that we’re still in business today.”

New! ZXL #12 T-17
WoodBinder®
 Featuring New StripLoc™ Technology

The OSB Screw

BUILT STRONG THROUGH INNOVATION

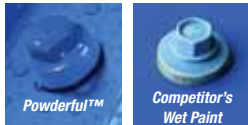
40 YEAR WARRANTY LONGER LIFE

WALK DOORS
PLYCO CORPORATIONS



POWERFUL™
 CORROSION DEFENSE
 POWDER COAT SYSTEM

Fade Resistant
Protected Over/Under Head



Powder coating outperforms wet paint in resistance to corrosion, chemicals, heat, impact, abrasion, UV rays and extreme weather conditions. Wet paint fades, Powderful coating matches metal panels for decades. The wet paint process emits 1000's of lbs. of harmful VOCs daily, but the Powderful coating process releases none.

ZXL™
 NO RED RUST
 ZAMAC DIE CAST HEAD

No Red Rust
Molded Not A Cap



The industry's most corrosive resistant die-cast molded integral cupped head combines a fade resistant Powderful coating with the guaranteed not to RED RUST properties of ZAMAC. Cupped head maintains a positive seal at any angle. No RED RUST is a value both you and your customer can see. Better looking buildings make for better sales.

New! StripLoc™
 THREAD 2 POINT TECHNOLOGY

Reduce Strip Out
Grips Soft Fibers



The STRIP LOC thread design resists the expansion & contraction that is found in metal roofing applications keeping the metal panels securely fastened to the OSB. The strength of the STRIP LOC thread design greatly reduces the potential for fastener strip out in OSB, enabling the full pullout value to be realized, thus protecting your valuable metal panel investment.

Plyco is honored for our doors to be chosen as a Top 10 product by the Rural Builder readers. Plyco has a long and illustrious history of having a wide range of high quality yet value-oriented products. Plyco doors are expected to meet high standards that can be applied in most agricultural, commercial, and residential applications. All doors are manufactured to varying performance standards and have a quality assurance program through NAMI to ensure quality and consistency of product. Most doors also go through rigorous third-party testing—in particular structural (ASTM E330), and air infiltration (ASTM E283) to ensure durability and long-term low maintenance. Several of our door series are registered with the Florida Building Code and the Texas De-

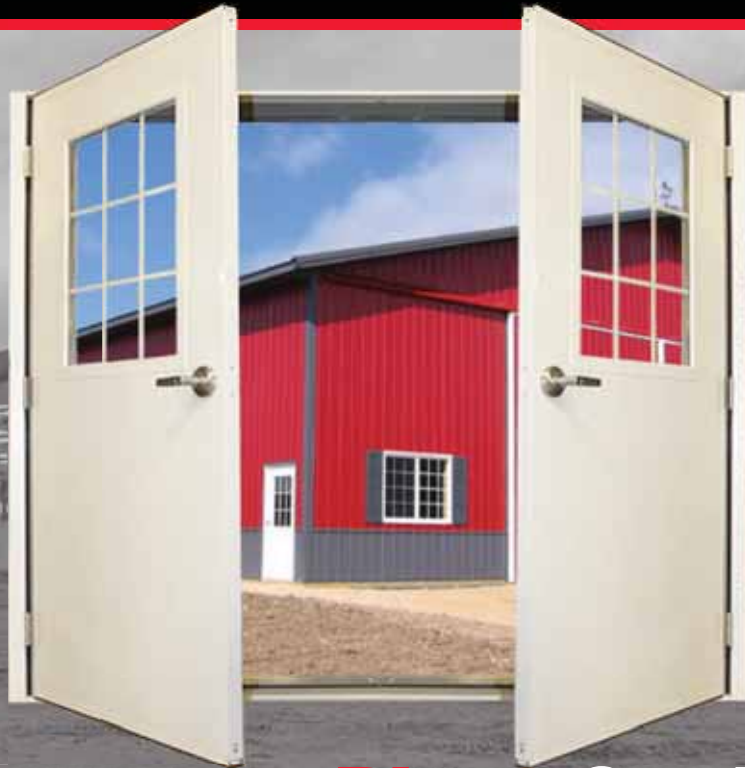


CALL TODAY
1-800-352-4864



©2021 ST Fastening Systems, a division of The Hillman Group, Inc dba ST Fastening Systems.

The First Look into Your Building



Plyco Performance ♦ Plyco Quality

Since 1951 Plyco has created construction opportunities for contractors with a complete line of entry doors that surpass building codes and customer expectations.

Plyco's entry doors are designed for post frame and metal building applications:

Structural Performance

Plyco doors are tested to ASTM E330 for structural performance of exterior doors. Each Plyco door is engineered to specifications for a durable long lasting product

- Series 92: AAMA LC-PG40 - LW +/- DP 40 PSF (4070)
- Series 20 w/deadbolt: ASTM E330 DP +/- 60 psf (4070)
- Series 95 w/deadbolt: ASTM E330 DP +/- 75 psf (3070)



Structural Performance



Wind/Air Infiltration Tested



Water Infiltration Tested

Extensive Product Testing

Third party testing assures our products meet and exceed the IBC Building code standards

- Air Infiltration: ASTM-E283
- Water Penetration: ASTM-E331
- Physical Endurance: AAMA 920



PLYCO

800.558.5895 ♦ www.plyco.com

WINDOWS ♦ WALK DOORS ♦ RIDGE VENTS ♦ FASTENERS ♦ HORSE STALLS
SLIDE DOOR TRACK & RAIL ♦ SPECIALTY PRODUCTS ♦ PLY-FOIL ♦ CLOSURES

partment of Insurance.

Plyco currently has around 13 different series of doors, and several additional variations beyond that. What this means is that there is a unique door for any building application a customer may have. Our product lines range from economically oriented utility doors with several different frame profiles to thicker-gauge door panels needed in high-usage applications, and fiberglass or stainless steel doors with corrosion-resistant features. Our specialized thermal break line of doors whereby both the door and frame have a thermal break barrier has an “extra” high R value performance level of 4.17 (ASTM C1363). Many Plyco door series have a common feature of four colors to choose from: polar white, bronze, hickory moss, and chocolate. Plyco completes its door lines with a complete line of complementary hardware: knobs, levers, closers, deadbolts, kickplates, latchguards, electronic locks, crash chains, and various lite kits provide for almost any hardware options required. A final strength of the company is the men and women that make up our experienced workforce, and in particular our inside customer service group, engineering staff, and outside sales force that have daily customer contact. Our customers can call, email, or fax orders or quote requests and get immediate responses. If you have a field issue, or question on product or pricing, your territory salesperson can be there to help out. We pride ourselves and strive for exceptional service at all levels within our organization. Thank you again, Rural Builder.

AGED METAL RUSTIC PANEL A.B. MARTIN ROOFING SUPPLY

Get the rustic look with a 40-year warranty. The Kynar, dual-coat finish has been increasingly popular for exterior and interior projects. Made to custom lengths in all panels—including the 1¼" and 2½" corrugated panels, ABM Panel,



and 16½"-wide ABSeam Panel. Get inspiration on our website—order today! www.abmartin.net

METAL COIL COATINGS SHERWIN-WILLIAMS COIL COATINGS



Sherwin-Williams Coil Coatings, formerly Valspar, offers a full range of high-performance architectural metal coatings in PVDF, SMP, and polyester formulas for metal wall panel systems, metal roofing, soffits, and fascia. Fluoron is its flagship coating, containing 70% PVDF resins, and offering premium protection against harmful UV rays, chalk, fade, and chemical degradation. Weather XL, the next

generation enhanced silicone polyester coating, offers protection against weathering for years to come. Weather XL Crinkle Finish coating offers a unique textured appearance. Each is extremely durable and have excellent film integrity and adhesion properties. Sherwin-Williams Coil Coatings leads the industry when it comes to color innovation for coil and extrusion coatings. Our advanced color-matching technology allows architects to match nearly any color imaginable. We are continually creating new color spaces that have never existed before for coil and extrusion coatings. Whether you're looking for a solid, mica/metallic, special effect or print we can formulate the perfect color for any building project need. Solar reflective (SR) formulations are also available to meet ENERGY STAR and LEED certifications.

UPLIFT PLATES LEVI'S BUILDING COMPONENTS



Uplift Plates from Levi's Building Components are designed to help the post-frame builder save time, money and meet or exceed the post uplift requirements for concreted posts. These inexpensive plates can be field applied with just a framing hammer, eliminating the need for extra tools and time associated with rebar and other uplift technology. They're lightweight, easy to handle and easy to install. They are low cost and stronger than rebar and protect the center of the post by eliminating exposure to the elements, thereby resisting decay. **RB**

Retrofit Insulation for Energy Efficiency

Industry Experts Share Their Installation Tips & Tricks



www.kennedyinsulationgroup.com

PLANNING:

Consumers often don't take into consideration the radiant heat transfer that occurs in a roof. Versola Reflective Insulations helps keep a building cooler in the summer by blocking 96% of this radiant heat transfer.

INSTALLATION:

Versola Reflective Insulation can knock out 96% of the radiant heat transfer into a roof and only needs a small space to accomplish this feat!

And no personal protective equipment needed when you're installing (not like the itchy pink stuff). Our reflective insulation can be installed with knife and staple gun! To keep the insulation the most efficient make sure to keep an air gap!



www.rfoil.com

PLANNING:

Consumers are more aware of energy and energy consumption in their homes than ever before. There is a growing, po-

tentially big marketplace for replacing cracking, brittle insulation.

Also keep in mind installation method. Each manufacturer has their own way to install retrofitted insulation, so evaluate your project accordingly.

INSTALLATION:

Before installation, check the building and ceiling materials for evidence of moisture accumulation. Existing moisture issues should be solved before installation. Metal sweats, so you want to stop condensation from gathering on the inside.

You can use reflective insulation in conjunction with other insulations to create the most efficient system possible.



www.nofp.com

PLANNING:

You have to contend with the structural elements of the existing building, so evaluate what is going to be best for your specific situation.

Whenever I talk to someone about retrofit, you have to consider the benefits. What is overkill vs. what is going to give you a return on your investment?

INSTALLATION:

An insulation with a self-taping flange along one edge eliminates the extra cost of seaming tape.

Reflective insulation can make mass-based insulation more thermally efficient by reducing the radiant energy gain.



www.mwicomponents.com

PLANNING:

Condensation and R-Value are incredibly important considerations with regards to insulation retrofit. First, it is vital to make a clear difference between traditional insulation and foil insulation, like MWI's Infinity Shield™. Traditional insulation works to absorb heat, and R-Values are crucial to this material. With absorption of heat comes absorption of moisture, which reduces R-Value over time as traditional insulation compresses from moisture. Moisture does not have the same effect on foil insulation, because foil utilizes reflectivity (rather than absorption); therefore, R-Values are considerably less influential.

Over time, foil insulation will achieve the same cool temperatures in the summer by reflecting heat, and in the winter months, foil insulation will sustain the same warm temperatures through heat retention.

INSTALLATION:

The two most overlooked tips for energy efficiency relate to the consideration of intake and exhaust. The relationship between intake and exhaust is critical to both moisture control and energy efficiency on a building structure. *(For more information on ventilation tips, check out the Blog on MWI's website: Ventilation, A Symphony.)* **RB**

Avoiding a Barn-Burner

How Keeping Ahead of Codes Can Mitigate Disaster in Your Builds

FIRE CODES ARE COMPLICATED. Most codes and standards are adopted from a few top national and international agencies like the National Fire Protection Association (NFPA) and the International Code Council (ICC). However, there is no mandate requiring states adopt these codes in full or at all. Counties and municipalities then have the power to implement and enforce these codes as they see fit. So, knowing what is current and enforced in your jurisdiction can be a challenge.

The codes represent minimum requirements to maintain public safety, but that baseline can understandably change depending on local environments. California, where wildfires are a constant threat, has more restrictions on combustible roofing and siding materials than Minnesota, where there is snow on the ground for half of the year.

Of course, striking a balance between fire-safe and cost-effective will always be a consideration for both the builder and the buyer. “Fire resistant materials are not something that they seek out because it’s often an added cost, but what they do want to do is find an economical way to add fire protection,” says Scott Johnson, technical representative for Louisiana-Pacific (LP) Building Solutions.

No matter where you are, you can assume that fire codes will only become more restrictive as time goes on, not loosen up. Changes in research, technology, the environment, and consumer demand all bring about alterations in the fire codes. In an effort



Laminated architectural shingles from CertainTeed provide critical fire protection while mimicking more traditional or organic materials. Photo courtesy of CertainTeed.

to keep new projects “up to code” for as long as possible, it is beneficial for construction professionals to keep tabs on the newest evolutions in fire safety.

KNOW YOUR CODES

Imagining all of the ways your building project could be razed to the ground or all of the standards you should be following to prevent disaster is a baffling task. And while it’s all written out in the fire code, it can be valuable to have the ear of the local or state fire prevention expert for when you need clarification.

Ideally, you could look up your local fire inspector in the phone book, but state governments have delegated fire safety to many different departments, so it could take a little digging. In Wisconsin for example, the state fire marshal works primarily on arson cases with the Department of Justice while fire inspections are conducted by the Department of Safety and Professional Services in conjunction with local fire departments.

A good place to start is your local fire department. Even if they are not responsible for inspecting buildings in your area, they will more than likely have a relationship with the department or private contractor who does.

Jerry Deuman is the fire chief of the Waupaca Fire Department, just a couple of miles from the Shield Wall Media offices. They have more than 10 state-certified inspectors in the part-time fire crew who are available to consult on new construction and remodeling jobs. According to Deuman, they can be helpful for fire



Exterior Fire-X® used in the wildland-urban interface (WUI) for decking to comply with ignition-resistant material requirements. Photo courtesy of Hoover Treated Wood Products.

hydrant placement and other code questions before construction starts or to point out questionable aspects of an existing structure. “Just like building codes,” says Deuman, “fire codes are changing constantly. To keep up you almost gotta know somebody who really knows what they’re talking about.”

Some states work through the Highway Patrol, the Department of Natural Resources, the Department of Agriculture, or don’t conduct fire inspections at all.

Robert Kiser is a Fire Prevention Coordinator for the State of Wisconsin. His role is to consult with local fire inspectors and assist with enforcement of codes when disputes arise. In his position, Kiser works with fire inspectors of all levels, from part-time volunteers to fire prevention engineers. “Sometimes,” says Kiser, “it’s just the last guy in the building.”

Ideally, even if the local inspector is an amateur, there will be a person or team of people at the state level whose job is to know and enforce the codes. Even seasoned inspectors will sometimes

call Kiser for clarification or to discuss more technical issues. “It’s all about safety,” says Kiser. That can be the safety of employees, livestock, property, or the public. “In Wisconsin I think we do it right,” says Kiser. “It gets someone from the fire department into local buildings. Then we can talk about the things we observe at drill night.” And the more people who understand how to apply the codes in many situations, the safer construction can be.

KNOW YOUR ENVIRONMENT

Are there external factors that cause a lot of structure fires in your area? Wildfires, floods, windstorms, tornadoes, and excessive lightning can all spark disaster. Climates prone to severe weather often already have regulations governing the use of combustible and fire-resistant building materials written into their codes.

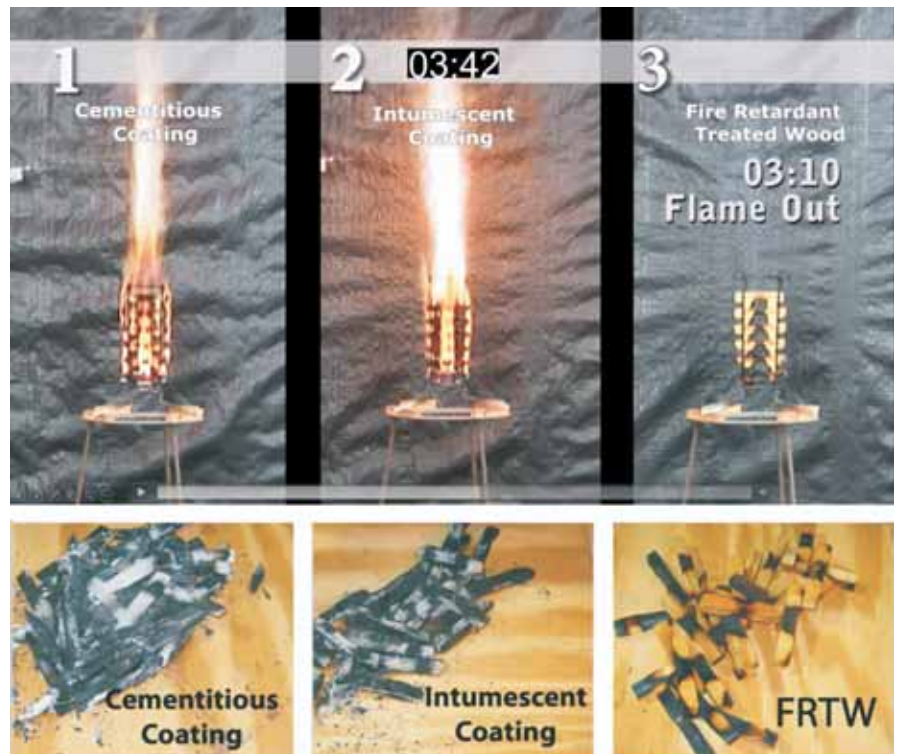
More frequent and more severe storms and fires are a grim



reality in many parts of the country and fire-prevention officials and consumers are taking notice. Adjusting your building materials to the environment can help keep you in line with changing building codes while creating consumer confidence and peace of mind. Anyone who has seen a photo with a single house standing in the middle of ash and rubble will want to replicate that success.

Many areas where wildfires and population density become dangerous, now classified as Wildland Urban Interface zones (WUI), require Class-A or (rarely) non-combustible materials in new construction. Mike Maddern, Director of Marketing and Sales at Arcitell®, points out the need for more WUI-compliant materials, “It’s proximity and flame spread that are driving the market. You don’t want a product that is going to easily spread fire between buildings.” He continues, “There are some restrictions particularly in Northern California that require exterior cladding to be non-combustible... but those areas are the exception, not the rule.”

Look for codes concerning Class-A rated roofing and siding materials, the addition of fire-retardant coatings, the distance between buildings, and even avoiding design elements like raised decks and eaves that can all trap heat in a fire scenario. “You want to take precautions,” says Johnson, of LP. “There are all sorts of things to consider. A lot of it comes down



As the ASTM E160 test demonstrates, FRTW self-extinguishes when the burner is removed at 3 minutes. Coated wood does not self-extinguish and continues to burn. Photo courtesy of Hoover Treated Wood Products.

to luck; building materials are just one component of it.”

Other locations with fewer environmental risks may focus more keenly on controlling a fire that starts inside or safely evacuating a burning structure: fire walls and partitions, sprinkler systems, emergency lighting, and building assemblies with longer burn ratings that post-


pone structural collapse. Johnson noted, “There are specified times, one- or two-hour wall assemblies, depending on the type of structure and the overall goals of the codes. Either they are trying to protect from damage down to the studs, such as in a wildfire event, or trying to prevent collapse to safely evacuate the building.”

Development of fire-retardant materials has placed some choice back in the hands of the builder. In projects where environment would have once necessitated stone, brick, or other non-combustibles, there are plenty of options to suit various styles, budgets, and applications.


KNOW THE TECHNOLOGY

As demand grows, more manufacturers are developing new or pushing their current fire-retardant materials. Products geared toward fire safety will generally be rated by flame spread (Class A–C) and a resistance rating.


Flame spread concerns how far flames




Independence, WI




GOthic ARCH




MONO





GAMBREL




TIMBER TRUSS

LAM-PLY-TRUSS

RIDING ARENAS • CATTLE ENCLOSURES • STORAGE • SHOPS

- Spans up to 72 ft.
- Bird nesting control
- Up to 12 ft. spacing depending on desired load
- No feed alley post obstruction
- Additional ceiling height for more usable space

starwoodrafters.com • 715-985-3117 • 888-525-5878



will travel over the surface of a material in an allotted time compared to other, base materials. The lower the number, the slower it's going to burn. A resistance rating is the time that materials or assemblies have withstood a standard fire exposure test. This rating can range from 10 minutes to several hours.

While these ratings are often more reliable as a ranked comparison of the products than an exact time marker, they are a great indicator to contractors concerned with fire safety.

When considering the outside of a structure the obvious non-combustible materials like brick and stone are always a good choice, but the associative costs of labor, transport, and time can be prohibitive to consumers. Arcitell, the developers of Qora® Cladding, wanted to fill the market gap with a realistic looking resin-based product that was easy to install and fire resistant.

"If we weren't solving both of those problems," says Maddern, "there would be no reason for us to come to market." The resulting cladding is rated for Class-A applications, including zero lot line applications, and is less labor intensive to install. There is no reason to fear spreading fire with Qora cladding. "We have a flame



LP FlameBlock®, OSB coated in a non-combustible substance, can limit damage from exterior fire threat to the siding and sheathing. Photo courtesy of Louisiana Pacific.

spread index of zero, which means they couldn't establish a flame to travel across the surface," says Maddern.

If the customer is really set on wood siding, go with lumber pressure-treated with fire-retardant chemicals and rated for outdoor use. Hoover Treated Wood

Products, Inc. began their business in fire-retardant-treated wood (FRTW) in 1955. A couple of decades later, they developed an exterior application for cedar shakes and shingles, which has now transitioned to plywood, dimensional lumber, trusses, and more under their Pyro-Guard® and

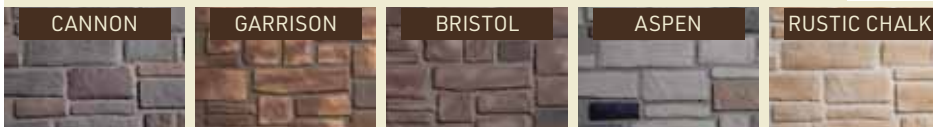
QUALITY LOOK OF STONE EASY-TO-INSTALL CLADDING PANELS

Features and Benefits:

- ▶ Looks and feels like real stone
- ▶ Lightweight, transportable and durable
- ▶ Will not rot, decay, buckle or delaminate
- ▶ Easy-to-handle 20" x 48" panel size
- ▶ Installs using standard carpentry tools
- ▶ 5 popular colors and new accessories
- ▶ 20-year warranty



QORA
CLADDING | crafted by Arcitell®



To see the Qora difference, visit
www.qoracladding.com/builder
or call (301) 223-2266
marketing@arcitell.com

Strike First on Lightning Protection

Lightning has a way of sneaking through the building envelope and exposing wiring, plumbing, and other vulnerable building components to a massive amount of heat. Sparks and radiant heat can start a fire in the attic or inside the wall. We've asked the lightning experts at LagPro, Lightning Protection Institute (LPI), and the Independent Protection Agency (IPA) to go through some of the basics to protecting your structure from lightning.

RB: How often do lightning fires occur?

LagPro: According to data from the National Fire Protection Association (NFPA), there are about 500,000 structure fires per year in the U.S. and 4.5% of those each year are identified as caused by lightning.

IPA: On average, 25,000 fires are started each year as a result of lightning strikes throughout the United States. Within those strikes they are responsible for approximately 12 civilian deaths, 47 injuries, and over \$400 million in direct property damage. (NFPA Lightning Fires and Lightning Strikes, June 2013)

RB: How is installing a lightning protection system in completely new construction different than retrofitting a building with a lightning protection system?

LagPro: Installing lightning protection on new construction allows for the lightning protection to be concealed within the building and out of sight (except for the lightning rods themselves). When retrofitting an existing structure, the lightning protection components will be exposed on the exterior of the building.

RB: Who should have lightning protection?

LagPro: Anyone who wants to protect themselves and their assets from lightning strikes, which can cause major damage to structures, electronics, and appliances. However, it is essential on building such as hospitals and jails. These are examples of places where people may not be able to evacuate if a fire was caused by a lightning strike.

IPA: Rural buildings are very susceptible to being struck by lightning as they are many times the highest point of elevation for their surrounding area. These open spaces provide a greater opportunity for lightning damage.



Any system on the roof can have lightning protection added to it. Fittings and attachments can be placed on cupolas, weather vanes, and fan units to give them the needed protection from lightning strikes. Photo courtesy of LagPro.



The elements of a lightning protection system allow lightning to travel from the strike point to the ground on a path of least resistance. Photo courtesy of LagPro.

Lightning prefers to travel to the ground with least amount of resistance. Buildings provide a better conductor than the air that the lightning strike is traveling through, thus the reason for these objects to be hit at a much higher probability.

RB: Do cupolas, weather vanes, roof fan systems, or other roof additions (or metal roofs) interfere with lightning protection?

LagPro: Any system on the roof can have lightning protection added to it. We have fittings and attachments that can be placed on these units to give them the needed protection from lightning strikes.

RB: Can lightning protection systems be installed by general contractors, or do you need a specialist?

LagPro: The best way to protect your structure from lightning damage is to have a LPI certified lightning protection installer install an LPI compliant lightning protection system.

IPA: These systems should be installed by a specialized worker who is fully aware of the codes and specifications in order to provide a fully functioning system that will prevent damage in the case of a strike. A system that is not installed properly could cause a high amount of damage to the structure that was intended to be protected.

RB: What elements make up a complete lightning protection system?

Lightning Protection Institute (LPI): There are five elements that need to be in place to provide an effective lightning protection system.

1. Strike termination devices: Accepts strikes before they reach insulated building materials.

2. Cable conductors: Route lightning current over and through the construction, without damage.

3. Below grade grounding electrode system: Moves the lightning to its final destination away from the structure and its contents.

4. Bonding: The interconnection of the lightning protection system to other internal grounded metallic systems to eliminate lightning to side flash internally.

5. Surge protection devices: Installed at every service entrance to stop the intrusion of lightning from utility lines. **RB**

Exterior Fire-X® brands.

FRTW has been in use for more than 100 years, especially in military applications. Dave Bueche, Ph.D. explains “It works by fundamentally changing the way in which the wood burns.” Bueche pointed to Hoover’s FRTW Design and Construction Guide for an explanation: “Impregnation of wood with fire-retardant chemicals reduces the combustible properties of wood... FRTW is self-extinguishing and ignition resistant, resulting in no flaming, glowing, or smoldering combustion after the primary source of external fuel is exhausted.”

Along with siding, Exterior Fire-X® can provide a safe solution for wood decks, balconies, and trellises that are particularly large fire hazards.

One layer down in the building envelope, LP Building Solutions has created a fire-resistant sheathing for under any exterior cladding or roofing. FlameBlock® is standard OSB which is then coated on one or both sides with a non-combustible slurry that dries and strengthens the board.

Johnson explained the benefits of fire-resistant sheathing: “You have to think about what you’re trying to protect. In a wildfire, you are going to anticipate damage, but you want to limit that damage as much as possible. After a wildfire event the hope is to limit repairs to replacing the siding and sheathing instead of replacing a whole structure.”

On site, FlameBlock installs the same as regular OSB. The coating makes it slightly heavier, but still lighter than exterior gypsum. It can also be more difficult to cut, but there are easy solutions. “You just have to be careful not to chip off the coating. Use a saw blade with more teeth and cut a little slower,” says Johnson.

Metal roofing has been an industry standard for fire-resistant roofing for years. Any metal roof is a great deterrent to fire from exterior threats like floating embers and direct flame contact.

Developments are now being made in laminated architectural shingles that provide critical protection in a roofing assem-



Qora® Cladding provides the look and feel of real stone with less labor-intensive installation. The resin-based cladding is Class-A rated for two-hour wall assemblies. Photo courtesy of Arcitell®.

bly without sacrificing a more traditional style. Alex Pecora, Director of Product Management, Residential Roofing, with CertianTeed says, “[some CertianTeed tiles] include two layers of laminate for additional strength and can mimic the look of organic materials such as wood shake.”

Strides are also being made in long-lasting, environmentally safe coatings for flammable roofing and siding materials and the surrounding property. Take into consideration the codes and the environment where you live and work and explore what fire precautions make sense. As restrictions tighten across the country, the market will respond with greater and more cost-effective solutions you can incorporate into your projects.

Fire can cause devastating losses in a community, so maybe it’s best to work on the safe side. Even with the fire-retardant technology available to modern contractors, fire officials say it’s neglecting everyday maintenance—outdated fire extinguishers, dead fire and CO alarms, blocked exits—that does the most damage. “It’s the simple stuff,” says Chief Deuman. “You look at it every day, but you don’t think about it until it’s too late.” **RB**

FASCO
A BECK brand

FASCO® is a registered trademark of RAIMUND BECK KG.

POWER TO MUSCLE THROUGH ANY JOB.

For over 115 years, the powerhouse of BECK innovation has been crafting fastening tools that deliver high-quality connections. BECK now offers more than 100 different models of our FASCO® branded air-driven staplers, nailers and specialty tools, all designed to ease your workload and deliver the uncompromising quality, performance and power required by pros. Because to us, good will never be good enough. To learn more, visit www.fasco-tools.com

FASCO®. GEAR UP FOR THE PERFECT JOB.

BECK AMERICA Inc. | 800-239-8665 | www.beck-america.com

B BECK
Beyond Fastening

Help Small Businesses

HELP SUPPORT THE CONSTRUCTION INDUSTRY

by contacting your government representative and letting them know what you think. If you're at a loss for words, the Construction Rollforming Association has provided four templated letters for you to send to your government officials. You can either use them to get started on your own unique message, or simply copy the letter and sign your name.

If you prefer to contact your representatives online, visit the

URLs (or scan the QR codes) provided below:



(Find OFFICIAL by state)
<https://bit.ly/38YzZL2>



(Find OFFICIAL by office)
<https://bit.ly/2JLpKkz>

Letter 1: Positive Reinforcement, Express Support

Brief description:

Use this letter if your official is trying to open the economy. Positive reinforcement for support is as important as expressing displeasure.

Letter:

Thank you [enter official's title and name],

I would like to express my personal gratitude and support for your dedication to opening our economy by reducing the mandates restricting commerce.

Small business comprises an integral and critical portion of our economy. While not all small businesses were shut down, the closures and restrictions have resulted in significant hardship and closures for many business owners and employees. This has a ripple effect throughout the economy affecting everything from cash flow to consumer confidence and buying patterns.

Your effort to keep businesses open is noticed and appreciated by small business owners and the people who depend on those businesses for their life and livelihood. Your actions will have a net positive effect throughout our economy.

You are making the reasoned and correct decision to support small business in our community.

Sincerely,

[sign your name]

Letter 2: Neutral Position, Request Support

Brief description:

Use this letter to express your concern if you are unsure of your official's stance on opening the economy. It is important to make sure your official knows what you think.

Letter:

Dear [enter official's title and name],

I am writing to express concern about the COVID-19 restrictions and their impact on small business.

Small businesses employ almost 50% of the United States workforce and contribute 44% to the United States economic activity. It is impossible for the US economy to flourish, grow, or even survive without the success of small business.

COVID-19 restrictions place unnecessary hardship on businesses and specifically seem to target small retail, food & beverage, and hospitality businesses. Damaging these businesses will have a ripple effect through other small businesses and the world economy as a whole.

I understand that we may need to make some concessions to benefit public health, but limiting commerce and driving small and family businesses to bankruptcy is not an acceptable concession.

Help save small businesses by allowing them to operate and survive. Damaging small, privately held companies has no benefit to public health and only creates additional economic, societal, and psychological problems.

Please remove the restrictions on small business and allow our economy to recover.

Sincerely,

[sign your name]

Letter 3: Express Mild Displeasure, Disagreement

Brief description:

Use this letter to tell your official you disagree with their stance on opening the economy. This is an attempt to use reason to sway the official's opinion.

Letter:

Dear [enter official's title and name],

I am writing to express disappointment with your support for the COVID-19 restrictions limiting the ability of small businesses to operate.

Small businesses employ almost 50% of the United States workforce and contribute 44% to the United States economic activity. It is impossible for the US economy to flourish, grow, or even survive without the success of small business.

COVID-19 restrictions place unnecessary hardship on businesses and specifically seem to target small retail, food & beverage, and hospitality businesses. Damaging these businesses will have a ripple effect through other small businesses and the world economy as a whole.

Destroying small and family-owned businesses, limiting commerce, and driving them into bankruptcy is not an acceptable solution. In most cases the states and localities with the harshest restrictions experienced the most extreme effects from the virus.

Small businesses find solutions—it is why they can be successful where larger businesses fail. By taking actions you mistakenly believe are a solution, you are making the health crisis worse. Damaging small companies generates no benefit to public health. It only creates additional problems economically, societally, and psychologically.

Please stop gutting the businesses that make up the foundation for our economy. Remove the restrictions on small business and allow our economy to recover.

Your assistance in this will be appreciated.

Sincerely,

[sign your name]

Letter 4: Express Strong Disagreement

Brief description:

Use this letter to tell your official you disagree with their stance on opening the economy to the extent that direct opposition is the only alternative. This is an attempt to use political activism when reason alone is insufficient.

Letter:

Dear [enter official's title and name],

I am writing to express my utter and complete dissatisfaction with your lack of support for the small businesses in our community.

As an official allegedly representing me, please change your position and immediately take all possible steps to remove the restrictions destroying small and family-owned businesses in our communities.

Small businesses employ almost 50% of the United States workforce and contribute 44% to the United States economic activity. It is impossible for the US economy to flourish, grow, or even survive without the success of small business.

It is not the role of government to select winners and losers in the private sector. COVID-19 restrictions place unnecessary hardship on small business and specifically seem to target retail, food & beverage, and hospitality businesses, while favoring big-box retailers and chains.

I am not asking you to limit large business, only to stop trying to destroy small ones.

We may need to make concessions to open businesses at full capacity. Reasonable precautions and personal hygiene are understandable. Limiting occupancy and instituting additional restrictions that require capital investments from already struggling businesses are not.

The one resource truly lacking in a small business is time. This crisis has reached a point where small businesses are being forced to become politically active. I would prefer spending my time growing my business and working to ensure the success of my business, family, and employees. Unfortunately, I am now forced to use time to motivate the officials claiming to represent me to do what is correct and obvious.

Unless your intent is to antagonize and motivate small business owners to organize as opposition, the current restrictions are inappropriate. If you are attempting to alienate the force that employs 49% of the US workforce, you have succeeded.

I am not by nature politically active. Feel free to view my taking time to write as the metaphorical canary in the coal mine. I can assure you I am not the only businessperson who feels this way.

Please allow us to return to our lives and normalcy. I have no desire to organize political opposition, but the current restrictions are untenable and must be lifted. Without change we have no other option.

Sincerely,

[sign your name]



RURAL BUILDER'S PROXY EXPO

THE 2021 EXPO MAY BE cancelled, but we're always here for you!

Normally, our February issue would include a preview of all of the exhibitors at the NFBA Frame Building Expo, but because of world events, the 2021 Expo has been cancelled. COVID takes away another chance for us to gather together and talk shop.

We can't control what's happening in the world, but we can still do our best to bring you your favorite exhibitors. On our dedicated Expo Preview pages, we are hosting a "Proxy Expo": something to tide you over until we can do

the real thing next year.

We offered the exhibitors their own "booth" printed in the following pages, where they could give a firm handshake and their best booth pitch to our readers.

We wanted to do what's right. And while nothing quite compares to those face-to-face conversations, we wanted to keep the spirit of the Expo alive. Please enjoy what the exhibitors have to offer and imagine the joy we'll have in meeting up again next year.

-The Rural Builder Staff

PAGE EXHIBITORS

45	Acu-Form
45	Metal Rollforming Systems
45	Qora Cladding
46	Express Barns
46	ASC Machine Tools, Inc.
46	Royal Crowne
47	SWI Machinery
47	Perma Column, LLC
47	Maze Nails
48	Beck America
48	Marion Manufacturing
48	MWI Components
49	Plasti-Sleeve/Homework Design, Inc.
49	Everlast Roofing, Inc.
49	Bradbury Group
50	Hershey's Metal Meister
50	Extrutech Plastics, Inc.
50	Best Products
50	Diamond Doors
51	Janus International Group

PAGE EXHIBITORS

51	Ventco
51	AkzoNobel
51	County Line Concepts
52	Marco Industries
52	Graber Post Buildings, Inc.
52	Safe-Way Garage Doors
53	Triangle Fastener Corporation
53	Richland Laminated Columns, LLC
54	Hixwood Metal, Inc.
54	Rigidply Rafters, Inc.
55	I-Beam Sliding Doors
55	Plyco Corporation
56	East Coast Fasteners, Inc.
56	Dynamic Fastener
56	Metal Sales Manufacturing Corporation
56	AG-CO
57	Leland Industries, Inc.
57	Direct Metals, Inc.
57	Dr!pStop
57	United Steel Supply

Acu-Form ROLL FORMING EQUIPMENT

Acu-Form is a manufacturer of metal forming equipment, such as the Ag Panel, Post Cut Shear, Uncoiler, Corner, J-Channel, Ridge Cap, Rat Guard, Hemmer, Slitter, Wrapper, etc. Also Machines made to your specs. Our goal is to meet and exceed our customer's expectations. Our number one priority is to send our customer a durable top performing machine, that will give you years of trouble-free service.



Acu-Form
10550 Township Road 262, Millersburg, OH 44654
www.acuformequipment.com
P: (330) 674-4003 • F: (330) 674-4035

MRS METAL ROLLFORMING SYSTEMS

Metal Rollforming Systems is the leader in light gauge in-plant rollforming equipment and accessories. Family owned and operated for almost three decades, MRS continues to be a leader and pioneer in affordable high-quality rollforming equipment. All of our equipment is designed, manufactured, and assembled at our facility in Washington State. Our industry leading support before and after the sale is unparalleled in the industry. MRS specializes in light gauge, through fastened panel lines and their accessory pies; Rollformer, Trim lines, Slitters, Upenders, Back Cut Shears, Uncoilers, and more; if you need it MRS can do it!



Metal Rollforming Systems
4511 N Freya Street, Spokane, WA
www.mrsrollform.com
P: (888) 284-6794 • F: (509) 467-5631

QORA CLADDING | crafted by Arcitell®

Qora gives your buildings a premium look of stone cladding without the weight and hassle of traditional masonry products and installation methods. Easily install Qora direct to frame or over existing siding materials such as DuraTemp, Treated T-111, Metal, and LP SmartSide, for knee wall, accent wall, and wainscot applications. Because Qora Cladding comes in easy-to-handle 20" x 48" panels, it's designed to install with basic carpentry tools and fit together seamlessly with disguised joints.



Qora Cladding
www.qoracladding.com • marketing@arcitell.com
(301) 223-2266



RURAL BUILDER'S PROXY EXPO



We are a post frame company that started off in 2003 selling and erecting buildings in the Midwest. After many years and over 15,000 happy customers we decided to expand into manufacturing many of our major components and to become a premier full-service building package supplier. Express Barns will make your buying experience simply amazing, because we understand what contractors need! We are excited to begin our journey as your post frame package supplier.



Express Barns Complete Package Solutions
167 Highway 59, Richmond, KS 66080
www.expressbarns.com • info@expressbarns.com



ASC designs and manufactures premium quality rollforming machinery for the post frame industry. We offer panel lines with speeds of up to 400 fpm, single and multi trim rollformer, C&Z purlin lines, garage & roll-up door lines, and custom build rollforming machinery. All of our equipment is made in Spokane, WA since 1949.



ASC Machine Tools, Inc.
900 N Fancher Road, Spokane, WA 99212
www.ASCMT.com



Royal Crowne is a manufacturer of the largest selection of cupolas in the industry. Our standard cupolas range from 18" - 72" square, in many different styles. They are made from either Cellular-PVC or Western Red Cedar for durability, then capped with a copper or metal roof in a variety of colors. We also manufacture Custom Cupolas to your specifications. We also offer unique Weathervane styles in either copper, or powder-coated steel in many different styles. Recently we added PVC & Poly Mailbox Posts, & Lantern Posts to our product line as well. Improve your curb appeal today by adding a Royal Crowne.

Royal Crowne
4 Township Drive, Paradise, PA 17562
www.royalcrowne.com • (717) 288-2630
info@royalcrowne.com





SWI, an international leader in cut-to-length sheet metal machinery, utilizes state-of-the-art technology to drive our superior Simplex and Duplex Folders, Marxman Automatic Slitters, Uncoilers, and Recoilers. SWI is recognized as the go-to provider for reliable, efficient technology, as evidenced by countless machines in operation today across the globe. Our machines are fast, flexible, and easy to operate, and with a host of advanced high-end features, you'll be amazed at what they can do to maximize your production time. Effective and reliable mechanical designs make SWI a number one choice for your most demanding sheet metal needs.

SWI Machinery
85 Howell Avenue, Fairburn, GA 30213
www.swimachinery.com • (770) 766-088



Hit pay dirt with precast! Builders have spoken, and they say burying wood in the ground for foundations is an outdated practice. Consumers know wood will rot, and they want a reliable option. This is your opportunity to build sales. Protect your customers—and your business—with the permanent solution. Build better. Build stronger. Build to last.



Perma Column, LLC
400 Carol Ann Lane, Ossian, IN 46777
www.permacolumn.com • (260) 622-7190



Founded in 1848, Maze Company is celebrating 173 Years in business in 2021! There's only 1 way to achieve that kind of longevity in the building materials industry...and that is with UNSURPASSED QUALITY. In addition, Maze is one of the very few remaining mills committed to manufacturing nails in the United States of America.

We pride ourselves on selling only top-quality fasteners that will not rust, bend or break.

Maze STORMGUARD® Nails are known for their corrosion-resistant coating that customers ask for by name.

The Maze Nail plant prides itself on keeping extraordinary stocks of Hot-Dipped Post Frame nails, Rubber and Silicone washer nails, Gutter spikes, Connector nails, Oil-Quench Hardened nails (and many others!) **IN STOCK FOR IMMEDIATE SHIPMENT.** Even during the pandemic—Maze kept up with the industry demand—so that nails would be the least of your worries.



Maze Nails
100 Church Street, Peru, IL 61354
www.mazenails.com
P: (800) 435-5949 • F: (815) 223-7585



The SCRAIL® ROOFLOC® System was developed by the BECK Group to install metal roofing and siding quickly and efficiently. Eight times faster than traditional screws and more than two times faster than collated screws. This performance could only be reached by the combination of the pneumatic FASCO® Roofing Installation Tool and the patented SCRAIL ROOFLOC fasteners. Find out more at: www.beck-america.com. BECK America is proud to be the North American distribution arm for the vast range of tools, fasteners, and parts manufactured by BECK, a company with more than 115 years of experience in providing products of consistent quality and innovation.



BECK America
105 Industrial Drive, Muscle Shoals, AL 35661
www.beck-america.com • (800) 239-TOOL (8665)



“Form Your Future” with a machine from Marion Manufacturing, Inc. Trim Machines, Panel Machines, Shears, Decoilers, Hemmers, and more. Let us help you Add The Value To The Metal!



Marion Manufacturing, Inc.
201 S. Coble, Marion, KS 66861
www.marionmanufacturing.com
P: (620) 382-3751 • F: (620) 382-2322



MWI is a leading manufacturer/supplier of post frame products. With 100+ steel colors, almost 30 aluminum colors and 50+ powder coat colors, the combinations are endless. Create beautiful buildings with MWI's cupolas, ridge-vents, soffit, trim, round/square track & accessories, and stall systems & complete your building's aesthetic with Dutch or Sliding Doors. They also supply Uni-Vent®, sealants & retrofit products, and polycarbonate/PVC panels. Plus, MWI recently began manufacturing their own foil insulation, Infinity Shield™! Find MWI's Virtual Trade Show Booth March 1st-31st of 2021 on their website at mwicomponents.com/virtualbooth.

MWI Components
1015 32nd Avenue, West Spencer, IA
www.mwicompnents.com
(800) 360-6467 • (800) 361-3452



PLASTI-SLEEVE® POST PROTECTION

With more than 20 years in production, the original Plasti-Sleeve is a leader in post protection for buildings, offering economical, versatile, and easy slide-on installation for 20 different post sizes. Made in the USA from the highest quality black HDPE plastic, Plasti-Sleeve offers unparalleled in-ground durability.



Also available in Short-Sleeve for economical grade-level post protection and Plasti-Skirt, an economical, easy-to-use, plastic skirt-board protector available for 2 x 8 and 2 x 6 skirt boards.

Plasti-Sleeve / Homework Design Inc.
26740 Hwy. 169, Zimmerman, MN 55398
(763) 856-5555 • www.plastisleeve.com sales
service@plastisleeve.com

Everlast Roofing, Inc.

OUR NAME SAYS IT ALL



The next generation of metal roofing and siding begins with Everlast Roofing's commitment and loyalty to provide the industry with quality products that can withstand even the harshest environments. Everlast's panels are created with AZM® technology and the best paint system on the market combined with our exclusive Heat Forming™ and CECI®. Offering products to the agricultural, commercial, architectural, and residential markets, Everlast Roofing looks forward to collaborating with you on your next build.

Everlast Roofing, Inc.
10 Enterprise Court, Lebanon, PA 17042
www.everlastroofing.com
P: (888) 339-0059 • F: (717) 270-6569



THE BRADBURY GROUP

The Bradbury Group of manufacturing companies are dedicated to producing high-quality, productivity-enhancing metal processing equipment for customers around the world. We design and manufacture Roll Forming, Cut-To-Length, Leveling, Automated Production Systems, Metal Tile Roofing Systems, and Controls for entry level operations to full scale facilities. Our machines & systems are known for their reliability, high production capabilities, scrap reduction, and build quality.

Bradbury Group
1200 E Cole, Moundridge, KS 67107
www.bradburygroup.com
P: +1 (620) 345-6394 • F: +1 (620) 345-6381





Wouldn't you like to have the same kind of quality and service that you strive to deliver to your customers? Variobend USA is the answer to your quest for speed, accuracy, and service in a trim folder.

Discover the advantages of the Variobend USA folding machine! A unique hybrid of European design and American manufacturing; get the best of both worlds! Need parts? No need to look beyond the massive parts inventory at Hershey's! Need more proof? We are happy to let you talk with Variobend USA owners. Call today to see how we can help you succeed!

Hershey's Metal Meister
420 Progress Drive, Mattoon, IL 61938
P: (877) 289-3030 • F: (217) 234-4702
info@hersheysmm.com



Extrutech Plastics, Inc. is an ISO 9001 Certified Manufacturer of bright white tongue and groove wall and ceiling panels that are perfect for incidental food contact applications. Panels install quickly with no exposed fasteners, providing a smooth, easy-to-clean surface. Suspended ceiling panels, concrete FORM system, and doors are also available.

Extrutech Plastics, Inc.
5902 W. Custer Street, Manitowoc, WI 54220
(920) 684-9650
www.epiplastics.com



Manufacturer and Distributor of the ICC Certified Precast Concrete Perma-Column, Precast Deck Post, Foundation Pads, Laminated Wood Columns and Sturdi-Wall (concrete anchor brackets) lineup. If you're interested in getting wood out of the ground, we have you covered, including the just-released Adjustable Precast Center Post Guide. In addition to the Perma-Column and concrete anchor brackets, we have a full line of foundation pads (concrete and composite), laminated wood columns (nail and glulam) and hardware accessories to get your building projects on a firm foundation.

Best Products
7407 N Kickapoo Edwards Road, Edwards, IL 61528
(309) 589-7949 • (309) 370-3014
www.midwestpermacolumn.com



Diamond Doors, Inc. is a manufacturer of high-quality custom-engineered bi-fold doors. With a Diamond bi-fold door, you can have a full clear opening right to your ceiling. Because the door is mounted on the exterior of the building, you do not have any obstructions inside the building such as rails, etc. All doors come with an electric operator, which is CSA 325/ UL 22.2 Certified. Diamond Doors offers a self-supporting header system, which simplifies mounting the door to an existing building. Each Diamond door comes fully assembled, fully wired, painted, and ready for installation to any building type.

Diamond Doors
400 Airport Drive, Winkler, MB R6W OJ9
(844) 311-7600
www.diamonddoors.com



JANUS

INTERNATIONAL GROUP

Janus International is the leading global manufacturer and supplier of turn-key self-storage, commercial, and industrial build-



ing solutions including: roll-up and swing doors, hallway systems, re-locatable storage units, and facility and door automation technologies. The Janus team operates out of several U.S. locations and five locations internationally. Our team of experts are the ultimate resource for every aspect of your project, ranging from the exploration of planning phase all the way through an easy installation.

Janus International Group
135 Janus International Blvd., Temple, GA 30179
www.JanusIntl.com • (770) 790-3523

Ventco®

Built on proven technology since 1986, Ventco produces ProfileVent, a revolutionary ventilation system for commercial and residential metal roofs. The specially designed equipment precisely cuts the panel profile into the surface. Working at optimum performance within varied roof pitches ranging from 2:12 to 20:12, ProfileVent is custom cut to fit the individual panel profile. ProfileVent's compatibility with a steep roof pitch makes it uniquely suitable for these applications. Maintain the ridge line appearance without the need to raise the ridge cap to accommodate the vent.



Ventco
115 Lismore Avenue, Glenside, PA 19038
www.profilevent.com
P: (800) 300-9515 • F: (215) 887-7975

AkzoNobel

AkzoNobel manufactures high-performance coil coatings for the pre-painted metal construction industry, serving the commercial,



agricultural, architectural, and residential markets. Coil coating products include Trinar, a 70% PVDF coating, and Ceram-A-Star1050, which is the industry-leading silicone-modified polyester coil coating. Both are available in Cool Chemistry formulations which help make projects more energy efficient and sustainable.

AkzoNobel
1313 Windsor Avenue, Columbus, OH 43211
www.akzonobel.com

CLC

COUNTYLINECONCEPTS

Safety, Speed, and Accuracy. This is the premise CountyLineConcepts has built its ToughTradeTools line on. Our goal is to make your job easier and more efficient.

The RIDGE-R3:10 punches holes in metal panels for the roof or sidewall. Specially designed and manufactured pins will go thru 6 panels at a time, keeping everything lined up and accurate.

The RIDGE-L9 marks angles on 9" on center panels. The locked and confirmed angle will be set for all panels on that side. It can be used for gables or valleys.

The RIDGE-LSS adjustable clamp holds the tool over the side of the standing seam panel and guides your pencil to the bottom for accurate marking.

Wishing you a busy, safe, and prosperous year.

County Line Concepts
Mt. Pleasant, MI
www.countylineconcepts.com • (989) 859-2168



Roofing Ventilation & Accessories

We make the best roofing ventilation and accessories for metal roofs—period. With the most tested and certified products on the market, you can trust our solutions to perform in even the harshest conditions, protecting your roof and everything underneath. Only Marco offers the Weather-Tite System, a comprehensive line of metal roofing solutions that offer easy installation, remarkable building ventilation, lower utility costs, extreme durability, and outstanding warranties. If it's not proven, it's not Marco.

Marco Industries
4150 S. 100th E. Avenue, Suite 301
Tulsa, OK 74146
1 (800) 800-8590
www.marcoindustries.com



Graber Post Buildings continues to add worthy products to Graber's trusted name. In 2021 we are excited for the launch of a new profile that we hope to release very soon. In 2020 we began manufacturing a new Board and Batten metal profile. It has gotten great feedback and our clients love it! For your next project, be sure to give us a call for a free quote. We can make the scheduling of your next job a breeze with every product needed on a single delivery!

Graber Post Buildings Inc.
7716 N. 900 E., Montgomery, IN 47558
(800) 264-5013
www.graberpost.com



Safe-Way Door is a leading manufacturer of quality residential, commercial, and industrial overhead garage doors in steel, wood, and aluminum.

Doors are available in multiple configurations and panel styles including polyurethane and polystyrene insulated, uninsulated and up to 11 colors in steel and multiple powder-coat colors in aluminum. Commercial door sizes are available in all panel designs.

Safe-Way Garage Doors
3814 E US 30, Warsaw, IN 46580
www.safewaydoor.com





TFC has been supplying a full line of fasteners, sealants, tools, and accessories for the commercial construction industry since 1977. From our 23 locations and 7 paint shops, we specialize in high performance standard and specialty products used in a wide range of roofing applications.

We offer job-site and technical support, inventory management, and delivery programs. Select from a wide array of popular commercial-grade products including our high performance TFC SPECIFIC™ brands.

Call us toll free for more information. 800.486.1832.

Triangle Fastener Corporation
 1925 Preble Avenue, Pittsburgh, PA 15233
 P: (800) 486-1832 • F: (412) 321-7838
www.trianglefastener.com

RICHLAND

LAMINATED COLUMNS LLC

Richland recently added an all-new Glulam Column to its list of products. Customers can now choose what option they want: Glulam, Naillam, Perma



Columns, Greenpost, Sturdi Wall...whatever foundation system you want, we've got you covered! Contact Richland for "your one-stop pole shop." Serving dealers throughout the Midwest since 2005 with mixed loads stocking programs or job site deliveries.

Richland Laminated Columns
 8252 State Route 13, Greenwich, OH 44837
 (419) 895-0036
elmer@richlandcolumns.com

ATTENTION BUILDER AND SPECIFIER

TRIANGLE FASTENER offers the largest selection of fasteners, tools and accessories for the metal construction industry.

We stock over 20,000 different standard and specialty items that are available from any of our 23 locations.

Call us toll-free, and you will be connected to the most knowledgeable application specialist.



- Standard and Specialty Products
- Engineering Support
- Inventory Management
- Product Training
- Job Site Assistance
- FAST SERVICE!



800.486.1832
www.trianglefastener.com



FASTENERS

- METAL
- WOOD
- CONCRETE
- DRYWALL



SEALANTS

- SEAL
- FLASH
- COAT
- ADHERE



TOOLS

- DRILL
- CUT
- SAW
- INSTALL

RURAL BUILDER'S PROXY EXPO

No matter what the size of your next project, Hixwood has your back. We are the premier source for all your top-of-the-spectrum coil, blank flat stock, and slit coil needs. We run the largest, most efficient machines in the industry. Whether you need roof panel, wall panel, or trim, we will get you what you need—fast. Whether you are looking for custom metal on a commercial, industrial, recreation, or agriculture building, we will trim for any application and any size. Call us for all of your 29-, 26-, and 24-gauge needs also. No one does metal like Hixwood. We stock more, bend faster, and cut closer.



Hixwood Metal Inc.

N14685 Copenhaver Avenue, Stanley, WI 54768

P: (715) 644-0765 • F: (715) 644-0094

www.hixwoodmetalinc.com



715-644-0765 — Fax: 715-644-0994

"Hixwood Metal is the premier source for all your steel coil, blank flat stock, and slit coil needs. Striving every day to meet the most stringent demands of our quality minded coil customers. We have over 30 smooth and textured colors available in the ever popular BeckryTech H.D.P.E paint system. Give us a call for all your coil and building accessory needs!"



When Rigidply Rafters was established in 1954, no one could foresee the outstanding company it has become today. Throughout the years, Rigidply has expanded from a complete line of premium post-frame building materials, and manufacturing operations, expanding to include metal-plated wood trusses for the residential, commercial, and post-frame markets. Even still, Rigidply Rafters further offers Glue Laminated products such as heavy timber trusses, glue-laminated posts, beams, and arches. Rigidply Rafters is fully committed to serving our customers and providing them with the finest products available.

Rigidply Rafters, Inc.

701 E. Linden Street, Richland, PA 17087

www.rigidply.com • (717) 866-6581



I-Beam Sliding Doors is a company founded on building heavy-duty, lightweight sliding doors for the post-frame industry. The company prides itself on supplying doors to fit your needs. Doors are now available with the lifetime warranty covered 6,000-lb Ultra Glide track and trolley system with an accurate and easy adjuster system that cannot come out of alignment. The real game changer is the incredible Swing Door with many improvements to the structure and operating system. Obstruction detection and full velocity command mode are built into the system for ultimate operation safety. It self-adjusts closed positioning so that callback and never-ending adjustment frustration is over.

I-Beam Sliding Doors
960 E Cemetery Avenue, Chenoa, IL 61726
(815) 674-8355 • ibeamdoor@gmail.com

PLYCO

Plyco is a manufacturing company dedicated to providing a complete line of products for the post frame and metal building industry. Our industry leading products include: steel, aluminum, and fiberglass walk doors, SDR, sliding doors, aluminum windows, ridge vents & cupolas, Equus horse stalls, and more. All products are engineered to the highest quality levels and third party performance tested to meet various industry standards. In addition, the Plyco family of products also includes Plyfoil and East Coast Fasteners.

Plyco Corporation
500 Industrial Drive, Elkhart Lake, WI 53020
P: (800) 558-5895 • F: (800) 257-5928
www.plyco.com



960 E Cemetery Ave, Chenoa, IL 61726
815-674-8355 • ibeamdoor.com
ibeamdoor@gmail.com



SLIDING DOORS

Heavy duty doors with minimal moving parts, maintenance free for decades of operation. 115MPH wind warranty sliding door with reputation unsurpassed to back it up. Outstanding heavy duty hardware, 6000# Ultra Glide trolleys, and EZ locking latches for ease of use for a lifetime.

INCREDIBLE SWING DOOR

Strong aluminum frame for ultimate safety and operation. No need for bulky dangerous uncontrolled hydraulic power systems, these doors run with smart servo drives that control the motion, speed, and accuracy that's unmatched to anything else on the market.



East Coast Fasteners produces durable, long-lasting fasteners for all combinations of building materials. For fastening wood, aluminum, steel, or any variety of applications, East Coast's fastener line is manufactured to superior-quality standards to guarantee optimal performance. With a variety of coatings to assure the builder has the best product on the market and the fastest cutting tips, East Coast Fasteners are manufactured to standards that assure fast and reliable installation every time. For assistance in finding the best fastener, contact a Plyco/East Coast Fasteners building component professional.

East Coast Fasteners & Closures, Inc.
500 Industrial Drive, Elkhart Lake, WI 53020
P: (800) 558-5895 • F: (800) 257-5928
www.plyco.com

DYNAMIC FASTENER

For over 40 years, Dynamic Fastener has served the needs of the roofing and sheet metal industry. We have seven locations throughout the U.S. to serve our customers' needs. We offer in-house color-matched painting in four of our warehouses, with typical lead times of 1 to 2 days. Our warehouses are fully stocked with all of our product lines, from Dyna-Guard snow retention for metal roofing to power tools, fasteners, sealants, safety equipment, drill bits, rivets, and much more. The company's free 140-page, full-color tool and fastener hand guide provides engineering data and detailed product offerings.

Dynamic Fastener
9911 East 53rd Street, Raytown, MO 64133
P: (800) 821-5448 • F: (800) 844-1199
www.dynamicfastener.com



Since 1963, Metal Sales Manufacturing Corporation has earned a reputation as the premier provider of innovative metal roofing, metal siding, building components and accessories. Metal Sales serves the entirety of the building market. These sectors include agricultural, commercial, architectural and residential.



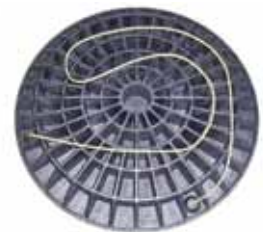
Metal Sales manufactures the widest array of products, systems, accessories and services tailored specifically to meet the unique needs and requirements of each market sector in the building industry.



Metal Sales Manufacturing Corporation
545 South 3rd Street, Louisville, KY 40202
(800) 406-7387 • www.metalsales.us.com



AG-CO makes the Footing-Pad brand post foundations as well as durable and rot-resistant and easy-to-assemble cupolas. Only three pieces!



FootingPad has created a new category of footings that eliminates the need to haul concrete to job sites. 5 diameters are available, from 10" to 24". ICC code compliant load capacities go up to 9,300 per footing.

AG-CO
701 W State Street, St Johns, MI 48879
P: (989) 224-70995 • F: (899) 224-8394
www.footingpad.com • www.AG-CO.com



Leland manufactures a complete line of fasteners for the wood frame, metal roofing and steel frame industries. We are one of North America's largest manufacturers and suppliers to the post-frame market. We offer self-tapping and self-drilling sealing fasteners in lengths to 8 inches in #10, 12 and 14 diameters. Leland's fasteners are 100 percent North American made, in carbon or stainless steel and can be plated, coated or powder coated to match any panel color. Leland will match any steel painted panel warranty. NZF3000® Series Zinc-Flake plating will revolutionize corrosion protection. Hexavalent Chromium Free, ROHS and DFARS compliant.

Leland Industries, Inc.

95 Commander Blvd., Toronto, ON, M1S 3S9, Canada
P: 1 (800) 263-3393 • F: (416) 291-0305
www.LelandIndustries.com



Direct Metals, Inc. is a manufacturer and master distributor of many products for the post-frame building market, including fasteners, flashings, insulation, ridge vents, closures, sealants, windows, doors, and door hardware. American-made products, such as Razorback Ridgeback and standing seam metal roof clips, are now in stock at the Plymouth, Indiana, Midwest Service Center. Call to ask about same day shipping on millions of in-stock products.

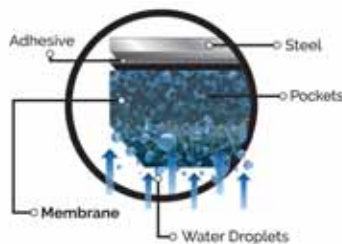


Direct Metals, Inc.

1719 Baseline Court, Fort Myers, FL 33905
(855) 800-8878 • (513) 703-2626
www.directmetalsinc.com



DripStop is the absolute BEST WAY to handle condensation in uninsulated metal buildings; it fights condensation without insulation. Specially designed air pockets store condensation and hold it overnight, then it evaporates back into the air as humidity. Since it arrives on the job site already installed; it is not only safer, but it saves the time and labor costs of installing insulation. DRIPSTOP also protects the steel by adding another layer of protection from the corrosive elements found in livestock confinement.



DRIPSTOP

www.dripstop.com • (937) 660-6646



United Steel Supply provides high-quality flat rolled steel coils. We offer superior customer service, competitive pricing and just-in-time delivery from our warehouses in Arizona, Indiana, Mississippi, and Oregon, allowing us to achieve the highest level of customer satisfaction. United Steel Supply furnishes Galvalume®, galvanized, and prepainted steel coils for metal roofing and siding applications to the agricultural, commercial, industrial, and residential markets.

United Steel Supply
248 Addie Roy Road, Suite C200
Austin, TX 78746
(512) 263-0954
www.unitedsteelsupply.com



Construction Podcast Roundup

SICK OF THE RADIO PLAYING the same six songs on a loop? Want something fun to listen to during your commute or lunch break? Welcome to the world of podcasts!

While often associated with NPR-style, put-you-to-sleep programming, the podcasters coming out of the construction industry are anything but! Hear real stories from on-site builders and contractors, listen to experts discuss industry changes, and even stay above-board with specialists in construction law.

Rural Builder has collected a handful of construction podcasts to take a listen to. Whether you're looking for a daily 15-minute update, a weekly industry interview, or a dive into construction trends, there is something for you to enjoy!



ELEVATE CONSTRUCTION

Elevating construction with interviews, training, and techniques that will make the built environment better for the workers, our customers, companies, and the industry as a whole. Podcasts are published at 5:00 a.m. every weekday.



THE CONSTRUCTOR CAST

Associated General Contractors of America's monthly podcast covering all the news, views, and interviews relevant to your construction business.



BRED TO BUILD - CONSTRUCTION PODCAST

The most field-focused podcast dedicated to sharing the topics and stories of the people who build the world. Co-Hosted by next generation leaders, Brek Goin (CEO of Hammr and Founder of Builders.of Insta) and Matt Panella (MattBangsWood, Frammer and YouTuber).

HAMMER & GAVEL

Short episodes designed to keep you informed about the latest developments in construction contracts, law, and licensing; perfect for trips between job sites!



DIGGING DEEPER

In Digging Deeper we discuss all aspects of the construction industry with a variety of influential business owners. Topics include: equipment operation, safety, business management, technology and labor issues, but we also dive deep into niche markets like concrete, rental and asphalt.



CONSTRUCTION GENIUS: BUILDING LEADERS

Trusted leadership advisor, executive mentor, and expert meeting facilitator Eric Anderton interviews top names in the construction industry with a focus on exceptional leadership. Topics include leadership, strategic planning, conflict resolution, niche identification, succession planning, talent management, business development, and business growth.

GROUNDBREAKERS

This podcast series highlights the innovative equipment, technology, companies, and individuals that are breaking new ground in the construction industry.



CONSTRUCTION BROTHERS
PODCAST

CONSTRUCTION BROTHERS

Each week, the Construction Brothers, who are sixth-generation builders who love construction, architecture, engineering, technology, and trades, explore ideas

CONTRACTORS...

now you can perforate your **AG Panels AND FLAT STOCK** with the **AG PANEL PERFORATOR!**



- HD Electric - Gearbox Drive
- Four (4) Sets of Perf Dies
- 29 - 26 ga. Steel for AG Panels
- 29 - 24 ga. Steel, .032" Aluminum - Flat Stock



Call us today at 215-997-2511
www.rollformercorp.com

and encourage people working in the construction industry.

BUILDINGWINS.LIVE

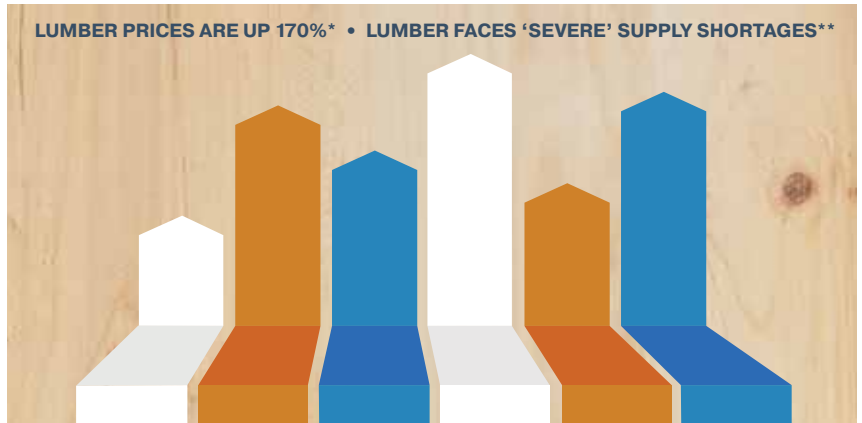
Source One Marketing LLC, a rep agency of top manufacturers in the post-frame, metal frame, steel, and steep slope roofing, industries is proud to announce

BuildingWins.Live, a weekly industry related podcast. Each episode features leading manufacturers, industry insiders, and top-producing sales executives. Live every Tuesday at 12:00 p.m. EST. **RB**



The cost of building with lumber is
SOARING

LUMBER PRICES ARE UP 170%* • LUMBER FACES 'SEVERE' SUPPLY SHORTAGES**



Fix short-term woes with a long-term solution:
Perma-Column® Precast Concrete Columns

Help your customers work through the challenges of lumber prices and supply shortages. Perma-Column® precast concrete columns for post-frame foundations and Perma-Column® precast deck posts for deck construction are readily available and make the most economic sense now and in the long term.

- Alternative to treated posts
- ICC-ES-certified products
- Readily available

Perma-Column® precast concrete products are a permanent solution. They reduce the need for treated wood foundations or deck posts. They last generations. They are dependable and durable.

Discover your sales opportunity at permacolumn.com



800-622-7190 permacolumn.com



*National Home Builders Association/Wells Fargo Housing Market Index.
**Fortune magazine analysis with Fastmarkets RISI economist Dustin Jalbert.

© 2020 Perma-Column, LLC All rights reserved.

On The Other End of The Line

FOR MORE THAN 50 YEARS, Rural Builder has been covering low-rise, agricultural, light commercial, and residential building in the wide-open spaces of our country. We have gained a large and loyal following, and we are so grateful for your readership, your attendance at the shows, and any feedback we can gather.

This year, as we set a schedule and goals for the magazine, one word kept coming up. USEFUL. Sure, we want to be interesting, ahead of the curve, and informative, but more than that, we want to be useful to our readers. And how do we do that? By getting to know you, your businesses, and the challenges you face day-to-day.

So starting in January, the other editors and I began calling our subscribers. We exported a huge list of names and each picked a place to start in the alphabet. Let me tell you, I have heard that terrible phone disconnected noise more times than I can count, but it's so great when we make a connection. We catch you in the middle of your day, on the road, or relaxing at home and it's an incredible privilege that you take some time out to talk with us.

We've had a lot of suggestions, compliments, frustrations, and stories. As experts in your fields, you have a unique perspective, and part of building these relationships is being able to draw on the experience of our readers. All of it serves to inform our editorial choices as we put together each issue of the magazine.

So if you get a call coming in from Wisconsin, don't ignore it! It could be a friendly editor who wants to hear your story.

Have a pressing thought, concern, idea, or contribution? Call me first! You can reach me on weekdays 7 – 4 CST at 920.659.6212. **RB**



Snippets of conversations I've had so far:

"I've been in business 49 years. There are only three of us working now—Me, Myself, and I." —David M.

"Labor is a big issue—finding and keeping labor. I think that holds true everywhere." —Kevin M.

"The best thing I get out of the magazine is seeing the new materials and new tools. It's always interesting to see new stuff; then I can bring it to my clients." —Jim M.

"Your magazine is one of the few that I take the time to browse through. I like the fact that it's not so big. I don't have time to read a big one. You keep it brief and to the point." —John M.

DO YOU HAVE A PROJECT TO SHOW OFF IN THE 2021 RURAL BUILDER SOURCE BOOK?

In addition to advertising opportunities, the **Source Book** offers a great opportunity to show everyone what you can do as a builder or supplier. If you have a nice project you'd like considered for inclusion, we're looking for finished post frame and metal building projects, with information about the building and the products used in its construction. If your project or product makes it into the magazine, you'll have bragging rights for all your promotional materials!

SEND PROJECTS TO:

jenn@shieldwallmedia.com

920-659-6212

FOR ADVERTISING OPPORTUNITIES

Contact gary@shieldwallmedia.com

715-252-6360

**Mark Your Calendar!
Project Deadline:
August 3, 2021**

The *Rural Builder Source Book* is published by the team at *Rural Builder* and mailed to more than 31,000 subscribers.





Phillip M. Perry is a full time freelance business writer with over 20 years of experience in the fields of workplace psychology, employment law and marketing. Contact him through his website editorialcalendar.net.

Family Business Trusts

Protecting Valuable Assets from Outside Threats

JAMES RUNS A RAPIDLY GROWING family business. Things are going great now, but he worries about the future. If he should suddenly become incapacitated, who will run the enterprise for the benefit of his wife and children, none of whom has yet mastered the skills required to manage a commercial operation?

After consulting with his attorney, James comes up with a solution: a revocable trust which designates a skilled trustee to take the reins of the business in the event James can no longer perform his duties. By helping to assure the long-term survival of the enterprise, the trust gives the family considerable peace of mind.

“A revocable trust is created while a business owner is still alive,” explains Michael P. Sampson, partner in the Minneapolis law firm of Maslon LLP (www.maslon.com). “It allows the owner to retain control of business assets while arranging for a trustee to step in and manage things in case the owner becomes incapacitated.” The revocable nature of the trust is important for anyone who, like James, wants to retain ownership and control of the business assets. And—as we will see next—a revocable trust will also help the family avoid costly probate if James should die.

AVOID PROBATE

Family businesses everywhere establish trusts to solve a host of critical problems. Upon the death of the business owner, for example, a trust can protect against costly probate, secure sensitive business information from prying eyes, guard family assets from crippling lawsuits and creditor claims, and even obviate turf wars by surviving children. (The traditional use of trusts to avoid estate taxes has become less important, since federal tax law recently increased the estate tax exemption to \$11.2 million for individuals and \$22.4 million for married couples.)

The good news is that trusts can be created by all sizes of organizations. “Even smaller family businesses can utilize trusts,” says John J. Scroggin, partner in Atlanta-based Scroggin & Company, a law firm active in business and estate planning (www.scroggin-law.com). “The issue is driven not by size, in terms of revenues or assets, but by a desire for long term protection of a business.”

How can you use trusts to help your own family business? For starters, consider using one to efficiently allocate assets to the younger generation. Although a will can do the same thing, a trust is more difficult to challenge and has the advantage of avoiding probate. “Probate can be expensive and time consuming,” says Sampson. “This is especially true in states such as California, Florida, Illinois, and New York, where probate is very complicated, or for businesses operating in more than one state.” In the latter case, survivors may have to deal with the complications required to satisfy more than one set of probate laws.



In addition to saving you money, avoiding probate can also protect your business secrets. “You might not want your competitors looking up your will at the courthouse to see how much money or debt your family has,” says Sampson. Public records are also sometimes accessed by predators who try to victimize people who have inherited money. “Having your property passed along under the terms of a trust avoids the creation of public records that result from court involvement.”

PROTECT ASSETS

Can a trust which allocates family business assets to the next generation be revocable? Yes, but that has inherent risks. Consider Sarah, who wants to do just that. Sarah’s attorney tells her that if she makes the trust revocable, all of the business assets will remain under the ownership of the family. As a result, they will be at the risk of being attacked by creditors or

lost in lawsuits. The assets might also be seized to satisfy any nursing home bills incurred by the person who establishes the trust.

For these reasons, Sarah decides to set up an irrevocable trust. Because the trust will own the business assets, they will not be subject to above risks of loss, either before or after Sarah dies.

The terms of an irrevocable trust can navigate complex family dynamics. Here are a few examples:

TO PROTECT THE INCOME OF A YOUNG CHILD

Adam and Sylvia, who own all of the stock of ABC Company, have a nine-year-old child named Jane. They establish an irrevocable trust that designates Adam's brother Jason as the trustee. In the event of the death of the parents, Jason will run the enterprise. Jane, the trust's beneficiary, will receive stock dividends and distributions from any assets.

TO AVOID SIBLING DISPUTES

Andrew and Beth are concerned that when they die their children might squabble about the family business assets, putting the organization's survival at risk. Daughter Suzanne has already said she wants to run the business, while her brother John feels the business should be sold and the assets distributed.

"A trust can designate that Suzanne will run the business, and that John will not be involved but will receive a certain amount of money monthly from the trust," says Nicole N. Middendorf, CEO of Prosperwell Financial, Plymouth, Minnesota (www.prosperwell.com). "And the trustee will make sure the provisions of the trust are carried out."

In a case like this one, says Middendorf, a trust is especially valuable because it can mandate the disposition of assets at a time when emotions might run high. "Money often brings out greed," she says. "People can be tempted to make decisions based on their own interests rather than on what makes sense for the future of the company

and the family."

TO PROTECT A VICTIM OF ADDICTION

Bart and Susan want to avoid leaving

a sudden windfall to their son Chet, who is struggling with a drug addiction. How can they make sure Chet is taken care of in the event of their deaths, while avoiding a waste of inherited assets?

RIGIDPLY RAFTERS, INC.
 MANUFACTURERS of
 LAMINATED TIMBERS
 and WOOD TRUSSES

**PAVILIONS › ARCHES
 HEAVY TIMBER TRUSSES
 BRIDGES › POSTS › BEAMS**

**701 E. Linden Street, Richland PA 17087
 WWW.RIGIDPLY.COM
 717.866.6581**

“A trust can designate that Chet receive a certain amount of money every month,” says Middendorf. “Or, to avoid funding the addiction a trust can pay his rent so he always has a roof over his head. The trust could even mandate that he pass a drug test to receive his monthly payment.” A similar arrangement can also help out if the beneficiary has a mental disability.

TO CONTROL A SPENDTHRIFT

Some people are just bad with money. Henry and Ida are afraid that their daughter Beverly will spend her inheritance on fancy cars and travel. That’s why they decide to set up a “spendthrift trust” that will release funds only for expenses related to health, education, maintenance, and support.

“A spendthrift trust can be a valuable way to protect beneficiaries from spending all of their inheritance,” says Arlene Cogen, a certified financial planner and philanthropic leadership consultant based in Portland, Oregon (www.arlenecogen.com). But she warns that it’s not a fool-proof mechanism: “Bear in mind beneficiaries can be very creative when it comes to petitioning trustees for health, education, maintenance, and support. This can create an adversary relationship between the beneficiary and the trustee. One way around that is to create a trust which provides the individual with a set income stream, so they cannot keep knocking on a trustee’s door for money.”

TO OBTIATE CLAIMS FROM AN ESTRANGED SPOUSE

While Amy and Clark feel their son Andy is skilled enough to run the family business, they are concerned about his marriage to an estranged spouse. In the event of a divorce, will the spouse sue to obtain business assets?

Scroggin offers this solution: Amy and Clark establish a trust that calls for Andy to be paid a salary for his work, while the equity of the business, along with any profits, remains in the trust for protection from lawsuits. In the same way, a trust can protect business assets from the claims of creditors if the inheriting person is in debt.

TO AVOID CLAIMS ARISING FROM MULTIPLE MARRIAGES

Multiple marriages can create their own problems. James wants to make sure that if he dies his wife Mary receives income for life from the company dividends and asset distributions, so that she can take care of their children Betty and Jack. However, if Mary should remarry and then later die, James wants to make sure the money from the business then goes directly to Betty and Jack, and

not to Mary’s new spouse or to that individual’s own children.

Again, a trust can mandate this more complex asset distribution pattern. “The division between ownership and benefits can be helpful when people get married more than once and have children from multiple spouses,” says Sampson.

TO AVOID CLAIMS ARISING FROM A CHILDLESS MARRIAGE

Harris and Marge have three children named Deborah, Francine and Bart. Deborah is married to a man named Frank but has no children and is not expected to. Harris and Marge are



concerned that if Deborah is given some of the equity and then dies, the equity will pass on to Frank, a non-family person who may try to dictate business decisions, and make unreasonable demands, such as the hiring of his friends.

Furthermore, if Frank remarries and then dies, his new spouse, a stranger to the family, might end up owning a third of the business. And that person might demand an exorbitant buyout to avoid a lawsuit. “In this example, when Deborah dies without any descendants, a trust can call for her interest to pass on to her siblings or their descendants,” says Scroggin. “Trusts often are used to assure that business interests are retained for the benefit of family members rather than passing to outsiders.”

STAY FLEXIBLE

The above scenarios illustrate the flexibility of irrevocable trusts. They can do all kinds of things for people who are too young to run a business, have no interest in doing so, are incapacitated, or need to be protected from their own damaging decision-making habits. Trusts solve business problems by separating legal ownership and control of a business from the enjoyment of the business assets by beneficiaries.

Flexibility, though, runs both ways. Attorneys advise against micromanaging the family business transition. “Sometimes people take control too far by not including enough flexibility for the beneficiaries,” says Sampson. “As a result, what seems like a reasonable provision in a trust today might make no sense some years down the road.”

Sampson gives this example: Mark heard that “incentive trusts” could be established to obviate the problem of a child becoming a “trust baby” and slacking off instead of working. So to inspire a work ethic in his son Jerry, Mark established a trust that would provide distributions to match his son’s earned income each year. However, Mark’s attorney encouraged the inclusion of a provision allowing additional distributions in the trustee’s discretion, just to provide flexibility.

One day Jerry was driving home on a motorcycle when a serious accident left him unable to ever work again. If it were not for the provision allowing discretionary distributions beyond the amount of Jerry’s earned income, the trust assets would not have been available to provide the money required for his medical attendant.

That story carries a moral. “Don’t try to design for a scenario that is too specific,” advises Sampson. “It’s a good idea to include a provision that the trustee can make distributions of income and principal in the trustee’s discretion just in case something unanticipated happens.”

Sampson also suggests another point of flexibility: the ability to change a trustee who is uncommunicative or too tight with distributions. “There should be a way to replace the trustee,” he says. “You can even give that power to beneficiaries as long as the new trustee is truly independent. The replacement should not be an employee of one of the beneficiaries, for example, or a relative. The flip side is that the trustee must be strong enough to sometimes say ‘no’ to the beneficiaries. The balancing act is to provide enough flexibility without giving so much freedom that the trust becomes a sham.”

DISCRETIONARY PAYMENTS

As the above comments suggest, trusts need to recognize the possibility of future surprises. That’s why the trend today is toward the use of “Discretionary Trusts,” irrevocable trusts which do not specify a set amount of income for beneficiaries but allow for trustee discretion.

Sampson says that many business owners tell the trustees something like this: “I want my kids to be educated, and I don’t want them living in a van because they encounter a health problem. But I do not want the money used for lifestyle enhancement.” Such terms may be included in the trust itself or in a side letter addressed to the trustee.

Discretionary trusts offer considerable protection from creditors and lawsuits. That’s because the law says a creditor can only access the assets of an irrevocable trust to the same extent as the beneficiary. So if the beneficiary cannot get at the money in the trust to pay a business expense without the permission of the trustee, neither can a creditor.

Discretionary trusts also free the trustee to invest for the highest total return without needing to worry about meeting arbitrary mandated payouts. So, for example, the trustee may decide to in-

Consider a philanthropic trust

Some family businesses accumulate more wealth than can be productively utilized by the next generation. Some of those assets might be put into a charitable trust.

“History shows us that successful families pass down not only wealth, but also values,” says Arlene Cogen, a certified financial planner and philanthropic leadership consultant based in Portland, Oregon (www.arlenecogen.com). “A business transition is a good opportunity to set up a philanthropic vehicle such as a donor advised fund or a private foundation. They allow multiple generations to work, give and serve the community together while reducing taxes.”

Your business can be seen as a valuable community resource when you establish programs that help youth, education, or the homeless. There is no shortage of need. “Giving money away is good for business,” says Cogen. “It elevates you in the community and that tends to come back ten-fold.”

vest more money in a broad basket of stocks and bonds rather than only in lower-yielding bonds which would provide guaranteed but limited income.

START EARLY

Starting the trust planning process early will help protect your family business assets from a sudden loss through an unexpected lawsuit or death. “Planning should start as soon as your business has assets worth protecting,” says Bill Babb, Senior Consultant at the Family Business Institute, Raleigh, North Carolina (www.familybusinessinstitute.com). “You want a smooth and safe transition program in place before the death of someone in an ownership position.”

When seeking outside help to plan your trust, toss a wide net. A family business transition has implications for income and estate taxes, the protection of assets, and the outstanding agreements of banks and creditors. Because so many areas are involved, experts suggest assembling an advisory team that consists of an attorney, an accountant, a management consultant, and a banker.

Having bank lenders represented is especially important. “It often happens that when a key person dies the banks get squirrely and call outstanding notes,” says Babb. “To avoid that, take the initiative long before the actual transition takes place by helping your bankers develop working relationships with whoever will be taking over the reins of the business.”

If designing a trust takes resources away from management duties, the result is worth it. “Protecting family business assets requires a commitment of time, effort, and money,” says Babb. “It’s easy to procrastinate and allow the decision-making process to get bogged down. But no one has the promise of tomorrow. The risk of delay is that your business assets will go to creditors and the IRS rather than to the people you want to receive them.” **RB**

new products

BY RURAL BUILDER STAFF



■ BRASS KNUCKLE® SMARTCUT™ BKCR2403 GLOVES

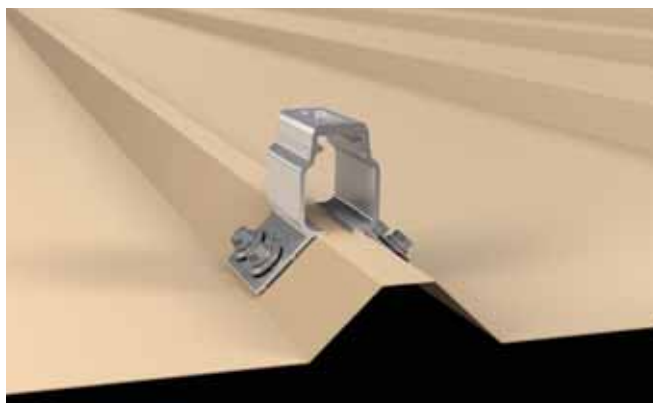
This light-duty cut-resistant glove offers ANSI Cut Resistance Level 2 protection balanced with extreme dexterity for tasks calling for very fine motor skills and tactile sensitivity. Its composite yarn includes a blend of high-strength filament fibers for unbeatable cut resistance, upwound with nylon and spandex to create push-the-button, set-the-gauge, or pick-up-the-nail dexterity. The 18-gauge HPPE (high performance polyethylene) and glass-fiber shell is lightweight and provides the ANSI cut level 2 protection. A black polyurethane palm coating delivers reliable abrasion protection and enhanced grip.



■ CERTAINTED SOLARIS® ASPHALT SHINGLES

Solaris shingles are made with advanced roofing granules that reflect solar energy and radiant heat far better than traditional

roofing shingles. Offered in a range of neutral tones, Solaris shingles keep homes cooler in the warmer months by reducing rooftop temperatures as much as 20 percent. Backed by an industry-leading warranty, Solaris shingles are rated by the Cool Roofing Rating Council (CRRC) and can be used to comply with California Title 24 cool roof requirements for steep-slope roofing. Solaris shingles may also qualify for credits/points in LEED®, NAHB® and other 'green' programs, making it an eco-friendly, durable and attractive roofing choice for sunny climates or wherever solar heat is a challenge.



■ S-5! INTRODUCES NEW BRACKET TECHNOLOGY FOR TRAPEZOIDAL RIB METAL ROOF PROFILES

S-5! introduces the newest addition to its line of RibBrackets for mounting solar panels to a variety of trapezoidal rib metal roofs. The RibBracket V is a sheeting-only solar attachment that can be placed anywhere along the roof's ribs and is designed specifically for Ternium TR 72, TR 101 (R-72 and R-101) and similar roof profiles commonly found in North and Latin America. With flex-to-fit legs, the design of the bracket ensures proper fit and places the fasteners in shear rather than pull-out, providing a substantially stronger attachment.

Its compatible top rib dimension range is .75 inch +/- to 1 inch (19 mm to 25 mm), and its elevated profile provides 4 inches (100 mm) of air space above the rib to maximize air flow under the solar panels and a large channel for wire management.

■ FORTRESS CLADDING BOARDS

Fortress Building Products is expanding into a new product category with Fortress cladding, a composite and PVC product designed as a wood-look alternative for building façades and rainscreen assemblies. Customers can choose between co-extruded bamboo-plastic composite Infinity boards or capped bamboo-plastic PVC Apex cladding boards, each with non-repeating grain patterns and enhanced wood grain textures. The boards are UV, fade, and moisture-resistant, and do not require staining or resealing throughout their lifetimes.



Both product lines are comprised of Forest Stewardship Council certified bamboo fiber and recycled plastics and allow for an easy installation process without the need for specialty equipment or methods. According to the manufacturer, these sustainable materials, short lead times, and an inexpensive installation process led to lower costs for installers.

■ DELANEY HARDWARE ADDS SEVEN NEW ENTRY, INTERIOR, AND BARN DOOR HARDWARE PRODUCTS



The new additions to the brand include the digital lock with a Logan lever, contemporary square pocket locks, a barn door 12-inch round pull, and a number of other new solid-forged brass

hardware designs.

The LP250 digital lock with Logan lever incorporates a 10-digit PIN pad and may be used in any residential application that requires code lock security, including exterior doors, sheds, or wine rooms. The lock operates on four AA batteries, with no hard-wiring required, and stores up to six user codes. The lock may also be opened with a key.

The contemporary square pocket locks feature rounded corners, and are available in three varieties: standard passage, keyed entry, or one-sided privacy lock. Finish options include matte black, satin nickel, and chrome.

The barn door 12-inch round pull with flush mount combo features a 12-inch round lever on the door's exterior and a non-routing flush plate on the opposite side. The pull installs with two screws and does not require mortising. The interconnected deadbolt with Vida lever allows users to open their deadbolt and lever in one motion.



■ WORLD'S FIRST ANGLE GRINDERS WITH NON-REMOVABLE GUARDS

Makita USA has released the world's first compact industrial 4½"/5" angle grinders with non-removable guards (GA4553R, GA5053R) designed to meet the demands of energy, mining, shipbuilding and other industrial applications. Quick guard rotation allows easy tool-less adjustment for increased productivity. An 11 AMP motor delivers more output and 11,000 RPM. An integrated tethering loop can be attached to lanyards when working at heights or on a lift (tether not included). Large no lock-on paddle switch allows for power start press points at multiple grip positions. **RB**

BEFORE TRAVELING, PLEASE CHECK FOR EVENT UPDATES OR CANCELLATIONS.

FEBRUARY

23-25, Fenestration & Glazing Industry Alliance (FGIA) Virtual Annual Conference. fgiaonline.org/events

24-26, ENR Top Young Professionals Virtual Conference. enr.com/top-young-professionals-conference

MARCH

2-4, The International Roofing Expo (IRE) Virtual Conference 2021. theroofigexpo.com/en/home.html

8-12, World of Modular Digital Conference & Tradeshow. modular.org/HtmlPage.aspx?name=2021_world_of_modular_welcome

9-10, Associated Builders and Contractors (ABC) Convention. Gaylord Texan Resort, Grapevine TX. abcconvention.abc.org

28-April 1, American Concrete Institute (ACI) Virtual Concrete Convention. ACIConvention.org

APRIL

11-14, Association of the Wall and Ceiling Industry (AWCI) Convention. Hilton Riverside, New Orleans, LA. awci.org/events/awci-convention

12-16, North American Steel Construction Conference (NASCC): The Virtual Steel Conference. aisc.org/nascc

MAY

4-6, Groundbreaking Women in Construction (GWIC) Virtual Conference. enr.com/groundbreaking-women-in-construction

JUNE

Construction Rollforming Show

3-4, Construction Rollforming Show 2021. Duke Energy Convention Center, Cincinnati, OH. constructionmagnet.com/construction-rollforming-registration

7-10, World of Concrete 2021 Conference and Education. Las Vegas Convention Center, Las Vegas, NV. worldofconcrete.com/en/attendee.html

17-19, A'21, American Institute Of Architects (AIA) Conference On Architecture 2021. Philadelphia, PA. conferenceonarchitecture.com

22-24, Fenestration & Glazing Industry Alliance (FGIA) Virtual Summer Conference. fgiaonline.org/events

JULY

7-9, Coverings: The Global Tile & Stone Experience. North Hall of the Orange County Convention Center, Orlando, FL. coverings.com

AUGUST

10-12, The International Roofing Expo (IRE) 2021. Mandalay Bay Convention Center, Las Vegas, NV. theroofigexpo.com/en/home.html

SEPTEMBER

12-14, The Construction Management Association of America (CMAA) National Conference & Trade Show. Philadelphia Marriott Downtown, Philadelphia, PA. cmaanet.org/conferences

28-30, The Utility Expo (formerly ICUEE). Kentucky Exposition Center, Louisville, KY. theutilityexpo.com

OCTOBER

5-8, Building Component Manufacturers Conference. Omaha, NE. bcmcshow.com



6-8, METALCON. Tampa Convention Center, Tampa, FL. Metalcon.com

18-21, Fenestration & Glazing Industry Alliance (FGIA) Fall Conference. Sheraton Grand at Wild Horse Pass, Phoenix, AZ. fgiaonline.org/events

26-28, National Insulation Association (NIA) 65th Annual Convention. MGM National Harbor, National Harbor, MD. insulation.org/convention2021

NOVEMBER



4-5, Garage, Shed, & Carport Builder Show. Century Center, South Bend, IN. constructionmagnet.com/garage-carport-shed-builder-show-home-page

FALL 2021

Associated General Contractors (AGC) National Convention. Marriott World Center, Orlando, FL. convention.agc.org

Shield Wall Media Launches New Award

The Building Progress Award To Recognize Individuals' Impact On Construction Trade

THE SHIELD WALL MEDIA BUILDING Progress Award is being launched to recognize individuals who have made significant impacts on the growth and/or development of the construction trade.

The new award will replace, and build upon, two previous awards from our sister publications: The Rural Builder Hall of Fame and the Metal Roofing Magazine Hall of Fame awards. Both were long-standing programs. The Rural Builder Hall of Fame ran from 1982-2020. The Metal Roofing Magazine Hall of Fame ran from 2007-2019.

Both of these Hall of Fame programs have now come to a close and have been replaced by the Building Progress Award program.

DETAILS ABOUT THE SHIELD WALL MEDIA BUILDING PROGRESS AWARD PROGRAM

In this program, one award will be presented each year, beginning in 2022. Anyone can nominate one or more individuals who have had a significant impact on some facet of the low-rise construction trades serving the town and country market.

As the name implies, the Building Progress Award will be bestowed upon someone who has spent their career bettering and advancing the low-rise construction industry. Those advancements may include innovating products or processes, developing solutions to significant problems in the trade, influencing young people entering the workforce or people from other professions to join the construction trades, supporting trade education efforts, or any number of other ways to positively influence the construction industry.

NOMINATION & VOTING PROCESS

The nomination process is non-exclusionary; anyone who has a vested interest in the construction trade may nominate a candidate who has made an impact on the low-rise construction industry. Builders, manufacturers, public relations and media

professionals, and anyone else who comes in frequent and close contact with construction trade leaders and influencers are in an excellent position to make nominations.

Candidates must have made exceptional, enduring contributions to the success of the industry and must have been active in the industry for a minimum of 10 years. Individuals who have received entry into the Metal Roofing Hall of Fame or Rural Builder Hall of Fame are eligible for the Building Progress Award.

Once a nominee's qualifications have been reviewed and vetted, the candidate's professional profile will be published online and in all Shield Wall Media titles (time permitting).

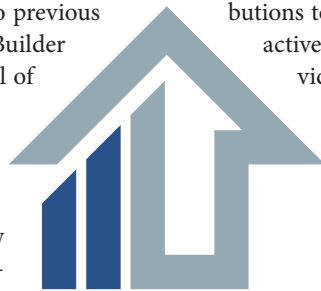
The nomination period for the Building Progress Award cycle closes Dec. 31 each year. Voting for the first award cycle will commence Jan. 1, 2022. Ballots will be published in each of our magazines, distributed via email, and voting will be available online.

Voting for the inaugural award will continue through the final day of the 2022 Construction Rollforming Show, which will be held in August. (Exact dates will be announced as 2022 show plans develop.) Voting is open to everyone over the age of 18, but is limited to one vote per person.

The candidate with the most votes will be announced and live-streamed from the Garage, Shed & Carport Builder Show in November 2022. This person will have the distinction of being honored with the inaugural Shield Wall Media Building Progress Award. Additionally, Shield Wall Media will donate \$1,000 to the charity of the recipient's choice. The charity is subject to approval and must be a 501(c)(3) organization.

All non-winning candidates will be rolled over and included on the next year's ballot, making repeat nominations unnecessary.

*Feel free to contact jenn@shieldwallmedia.com at any time for a nomination form. **RB***



Shield Wall Media
**BUILDING
PROGRESS
AWARD**



Custom Dealership

Missouri John Deere Pre-Engineers the Perfect Space

WHEN YOU SELL LARGE TRACTORS, vehicles, and farm equipment, everything needs to be bigger: bigger showroom, bigger wash bay, and bigger machine shop. So when Sydenstricker Nobbe Partners Implement dealership was looking to build a new location, they decided to build it their way, with a pre-engineered steel building from Sukup Manufacturing Co.

The basic steel building can be customized in shape, size, color, and with an assortment of accessories including doors, windows, canopies, parapet walls, and interior room separators. With room to build, Snyderstricker Nobbe Partners Implement decided on three total buildings with a total square footage of 46,900!

The customer chose the Sukup 24ga Galvalume CXP trapezoidal standing seam roof panel on all three buildings and a Sukup 24ga Galvalume SA-16 archi-

tectural standing seam roof panel for the canopy.

The standing seam roof panel is mechanically rolled on site, creating a superior weather tight seal where roofing panels are joined.

At the front of the building they decided to accent their impressive showroom with a skewed building entry corner. The central entrance opens up the front of the building to welcome customers parked on either side of the building. A custom 10'-wide canopy wraps around the unique entryway. Custom trims were fabricated to enclose the support beams and give them a finished look.

Snyderstricker Nobbe Partners Implement also decided to add some visual interest to the front of the building with parapet walls in alternate accent sheeting colors. The entrance matches the rest of the building with 26ga MSP wall panel

in Ash Gray and is flanked by the same style panels in Charcoal Gray. The parapet walls raised above the roof line allowed ample room for signage on both sides of the entrance.

Inside the showroom, several offices and a parts area with storage divide the cavernous space into usable segments while leaving plenty of room for the tractor models on display.

Behind the showroom are two clear span buildings large enough to maintain even the largest John Deere vehicles. The rigid steel framing of the mechanic shop is designed for the addition of a 5-ton overhead crane system that will run the length of the building. The back wall of the building features a heavy duty 45'-wide by 16'-tall hydraulic door. The wash bay is fully lined to protect the insulation from the constant presence of water. **RB**



THE DETAILS:

Building: John Deere Dealership,
Sydenstricker Nobbe Partners Implement

Location: Chillicothe, MO

Building Size: 46,900 sq ft, 3 buildings

Materials: Sukup Manufacturing Co.,
Pre-Engineered Steel Building; Sukup
24ga Galvalume CXP trapezoidal standing
seam roof panel on all three buildings;
Sukup 24ga Galvalume SA-16 archi-
tectural standing seam roof panel on
canopy. Higher Power Hydraulic Doors.

Architects: Robert Rollings Architects
LLC, Sedalia, MO

Contractors: Reiff Construction &
Concrete, Fortuna, MO

For more information:
www.sukup.com

PROJECT PHOTOS COURTESY OF SUKUP MANUFACTURING CO.



The Road to Excellence

Submit Your Votes for the 39th Annual Rural Builder Gold Key Awards

2021 MARKS OUR 39TH YEAR seeking out the individuals and companies that provide invaluable support and reliable service to the many builders and contractors who read Rural Builder.

At the best of times, the construction industry can be hectic and stressful. High stakes comes with the territory when the success of each project depends on the quality work and follow through of so many individual people and companies. Not to mention the ability to keep the client happy with kept deadlines and minimal hiccups in the process.



Building a reliable team of workers and vendors you can trust can take YEARS. Just ask anyone who has been in the business for 20+ years: they know a guy for everything. And that's why, in 1983, we started the Gold Key of Excellence Awards. The surest way to find the best of the best is through the experiences of

friends and colleagues. Word of mouth continues to be the best advertising, and who better to spread the word than readers of Rural Builder? Your combined years of experience give real value to your recommendations.

The businesses that have been with us since the beginning—Cannonball, A.J. Manufacturing, Dynamic Fastener, Fabral, Klauer Manufacturing, Maze Nails, Plyco, Sukup, and Wick Buildings just to name a few—have been recommended year after year by multiple generations of builders and contractors like you. From our continued business with them, we know they display their awards with pride.

And we've also been able to discover and build relationships with new companies through your Gold Key nominations. Just in the last couple of years, we've met Dr!pStop, ASC Machine Tools, Safe-Way Doors, Hansen Pole Buildings, and so many more! As manufacturers continue to grow and innovate, we look forward to meeting them as well.

The Gold Key of Excellence Award is prestigious because it comes from workers who use these products every day on the job, who depend on and expect a certain level of excellence.

It's time again to vote for the top companies in the business. Who provides the best products, best services, and best prices? We are once again looking to you to share your experiences with us, and with the 30,000+ other readers of Rural Builder.

Vote today! Fill out and mail in the ballot on the opposite page, or go online to www.constructionmagnet.com, find the Awards & Polls tab, and click on VOTE – RB 2021 GOLD KEY AWARDS.

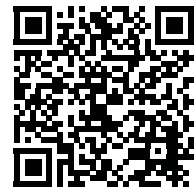
Results will be published in the July issue of Rural Builder. Voting ends April 2, 2021. **RB**

DOWNLOAD OUR FREE BACK ISSUES
<https://bit.ly/3r8ZDov>

YOUR VOTE COUNTS!

GOLD KEY

of Excellence Awards

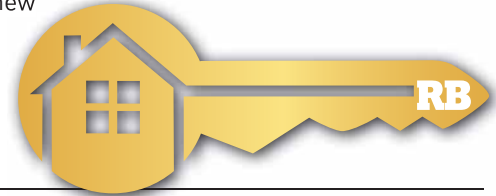


**VOTE
ONLINE**

In July, *Rural Builder* magazine will present its **Gold Key of Excellence Awards** for the 39th time. Help us determine the names of suppliers of building materials and/or construction equipment who do the best job of providing you with all of the services and products you need to run your business successfully. **Take a minute to submit your vote today.** You can select up to three suppliers from the following list or nominate someone new in the spaces provided below.

CRITERIA TO CONSIDER WHEN MAKING YOUR CHOICES INCLUDE:

- Quality of customer service
- On-time delivery
- Product quality
- Warranty procedures
- Within budget
- No surprises



- | | | |
|---|---|--|
| <input type="checkbox"/> A.B. Martin Roofing Supply | <input type="checkbox"/> Graber Post Buildings | <input type="checkbox"/> Plasti-Sleeve |
| <input type="checkbox"/> A.J. Manufacturing | <input type="checkbox"/> GSSI Sealants | <input type="checkbox"/> Plyco Corporation |
| <input type="checkbox"/> ABC Supply | <input type="checkbox"/> Gulf Coast Supply | <input type="checkbox"/> Richland Laminated Columns |
| <input type="checkbox"/> Acu-Form | <input type="checkbox"/> H&H Metals | <input type="checkbox"/> RigidPly Rafters |
| <input type="checkbox"/> AG-CO | <input type="checkbox"/> Hershey's the Metal Meister | <input type="checkbox"/> Royal Crowne Cupolas |
| <input type="checkbox"/> Akzo Nobel Coatings | <input type="checkbox"/> Holmes Lumber | <input type="checkbox"/> S-5! |
| <input type="checkbox"/> ASC Machine Tools | <input type="checkbox"/> Innovative Energy, Inc. | <input type="checkbox"/> Safe-Way Garage Doors |
| <input type="checkbox"/> Atlas Bolt & Screw | <input type="checkbox"/> Klauer Manufacturing Co. | <input type="checkbox"/> Sherwin-Williams Coatings |
| <input type="checkbox"/> Becker Specialty Corporation | <input type="checkbox"/> Leland Industries | <input type="checkbox"/> Sioux Steel |
| <input type="checkbox"/> Beck America (Fasco) | <input type="checkbox"/> Levi's Building Components | <input type="checkbox"/> Snap-Z |
| <input type="checkbox"/> Boral | <input type="checkbox"/> Mac Metal | <input type="checkbox"/> ST Fastening Systems |
| <input type="checkbox"/> Bradbury Company | <input type="checkbox"/> Marco Industries | <input type="checkbox"/> Star Building Systems |
| <input type="checkbox"/> Cannonball:HNP | <input type="checkbox"/> Marion Manufacturing | <input type="checkbox"/> Starwood Rafters |
| <input type="checkbox"/> Covertch/rFoil | <input type="checkbox"/> Maze Nails | <input type="checkbox"/> Steel Dynamics |
| <input type="checkbox"/> DECRA Roofing Systems | <input type="checkbox"/> Menards | <input type="checkbox"/> Stockade Buildings |
| <input type="checkbox"/> Direct Metals | <input type="checkbox"/> Metal Rollforming Systems | <input type="checkbox"/> Sukup Manufacturing |
| <input type="checkbox"/> Drip Stop | <input type="checkbox"/> MFM Building Products | <input type="checkbox"/> Swenson Shear |
| <input type="checkbox"/> Dynamic Fastener | <input type="checkbox"/> Mill Steel | <input type="checkbox"/> Trac-Rite Doors |
| <input type="checkbox"/> East Coast Fasteners | <input type="checkbox"/> MWI Components | <input type="checkbox"/> Triangle Fastener Corporation |
| <input type="checkbox"/> EDCO Products | <input type="checkbox"/> National Hardware | <input type="checkbox"/> United Steel Supply |
| <input type="checkbox"/> Everlast Roofing, Inc. | <input type="checkbox"/> North Star Metals Mfg. | <input type="checkbox"/> Varco Pruden Buildings |
| <input type="checkbox"/> Extrutech Plastics (EPI) | <input type="checkbox"/> Palram Americas | <input type="checkbox"/> Ventco |
| <input type="checkbox"/> Fabral | <input type="checkbox"/> Perma Column | <input type="checkbox"/> Wick Buildings |
| <input type="checkbox"/> Fasteners Direct | <input type="checkbox"/> Petersen Aluminum (PAC-CLAD) | |

Can't find your favorite suppliers above?

Then nominate up to three suppliers in the spaces provided below.

1. Company Name & Location _____

2. Company Name & Location _____

3. Company Name & Location _____

Your name: _____

Company: _____ Location: _____

(Your information will remain confidential.)

**Please return
your ballot
no later than
April 2, 2021!**

Rural Builder

• **MAIL TO:** Shield Wall Media, P.O. Box 255, Iola, WI 54945 • **E-mail:** jenn@shieldwallmedia.com

GET MORE INFORMATION ABOUT PRODUCTS & SERVICES SEEN IN THIS ISSUE. HERE'S HOW:



If you are looking for more information from companies featured in this issue, fill out this form.

Mail the completed form to us, and we will have those companies get in touch with you. There's no need to fill out multiple forms; we'll do the legwork for you.

Name (please print) _____

Signature (required) _____

Company _____

Address _____

City _____ State _____ Zip _____

Telephone (_____) _____

E-mail _____ Date _____

Please check one or more boxes to subscribe FREE/Renew for 3 years:

- Garage, Shed & Carport Builder Magazine*
 Frame Building News
 Metal Roofing Magazine
 Rural Builder
 Rollforming Magazine
 Roofing Elements Magazine

I would like to receive my subscription: By Mail Digitally

- Check this box if you wish to receive our Builders' Express newsletter and offers from our partners.
 Check this box if you wish to receive our Roofers' Express newsletter and offers from our partners.

Email address is required to receive newsletter.

CONTACT NAME & EMAIL (OR) NAME & PHONE NUMBER ARE REQUIRED. WITHOUT THIS INFORMATION WE WILL NOT PROCESS THE REQUEST.

SELECT A MAXIMUM OF 5 COMPANIES TO REQUEST INFORMATION FROM:

Company Name: _____ PAGE: _____

Company Name: _____ PAGE: _____

Company Name: _____ PAGE: _____

Company Name: _____ PAGE: _____

Company Name: _____ PAGE: _____

I understand that by providing the above information I hereby consent to receive communication regarding my subscription via US Mail, telephone, and e-mail sent by *Rural Builder*.

Valid until May 31, 2021

RB FEB 2021

CHECK WHICH TITLE APPLIES TO YOU:

- President
 Owner
 Partner
 General Manager
 Sales Manager/Rep
 Engineer/Architect
 Vice President
 Foreman
 Installer
 Other _____

PLEASE CHECK THE PRIMARY CATEGORY THAT DESCRIBES YOUR BUSINESS:

- Builder, Dealer, Remodeler or Installer
 Roofing Contractor
 Metal Roofing Contractor
 Building Material Dealer/Distributor
 General Contractor/Remodeler
 Manufacturer/Rep of Manufacturer
 Architect/Specifier
 Construction Consultant/Engineer
 Building Owner/Developer
 Other (Please Specify) _____

ENGAGED IN THE FOLLOWING APPLICATIONS:

- Gutters/Accessories
 Institutional
 Residential
 Agricultural
 Commercial
 Industrial

ASK THESE ADVERTISERS ABOUT THEIR PRODUCTS TODAY!

Company	Page #	Company	Page #
Acu-Form	19	Perma-Column LLC.....	CVR, 59
ASC Machine Tools	19, 24	Planet Saver Industries.....	18
Aztec Washer Company	25	Plasti-Sleeve.....	75
Bradbury Group, The	19, 75	Plyco	CVR, 33
Direct Metals	19	Qora Cladding	39
Dr!pstop - FILC.....	CVR, 76	Replications Unlimited	19
Dynamic Fastener	CVR, IFC	Rigidply Rafters.....	63
Express Barns	18	Roll Former Corporation.....	59
Fasco America.....	41	Safeway Door	19
FootingPad by AG-CO	31	ST Fastening Systems	32
Golden Rule Fasteners	19	Starwood Rafters	38
Hixwood Metal Inc.	54	Sukup Manufacturing.....	9
I Beam Sliding Doors	55	Triangle Fastener.....	53
Idea Room	10	United Steel Supply	7, 19
Marion Manufacturing.....	75	Wick Buildings.....	30
Maze Nails	27		
Menards	21		
Metal Rollforming Systems.....	25		
MWI Components	29		



PLASTISLEEVE®
POST PROTECTION

The "Original" post protector

- Low cost - Easy slide on
- Made from the best, HDPE black plastic!

sales@plastisleeve.com
Toll free 877-775-3383
www.plastisleeve.com



MARION MANUFACTURING

- Automation Systems
- Metal Construction Rollformers
- Coil Processing
- Forming & Fabrication
- Recondition Existing Machines

WE ADD THE VALUE TO METAL

1-888-865-8740 www.marionmanufacturing.com

Construction Rollforming
June 3-4, 2021 Show

REGISTRATION NOW OPEN!



Scan code above or use the link below to register.

www.eventsquid.com/mobile/10911



OR CONTACT GARY REICHERT
gary@shieldwallmedia.com
715-252-6360



THE BRADBURY GROUP

We Build Machines.
We Sell Solutions.

Panel Lines	Portable Roll Formers
Purlin Lines	Insulated Panel Lines
Control Retrofits	Standing Seam Lines
Hydraulic Folders	Garage Door Lines
Trim Roll Formers	Slit & Recoil Lines



www.bradburygroup.com 620.345.6394

A WHOLE NEW EXPERIENCE!

RURAL BUILDER 2021 ONLINE BUYERS' GUIDE



TAKE A LOOK FOR YOURSELF!

www.ruralbuildermag.com

OR SIMPLY SCAN THE QR CODE
ON ANY AD WITH YOUR PHONE AND PICK AN OPTION TO CONNECT TO MANUFACTURERS.

DRIPSTOP
Condensation control



Increase Profits Not Labor Costs

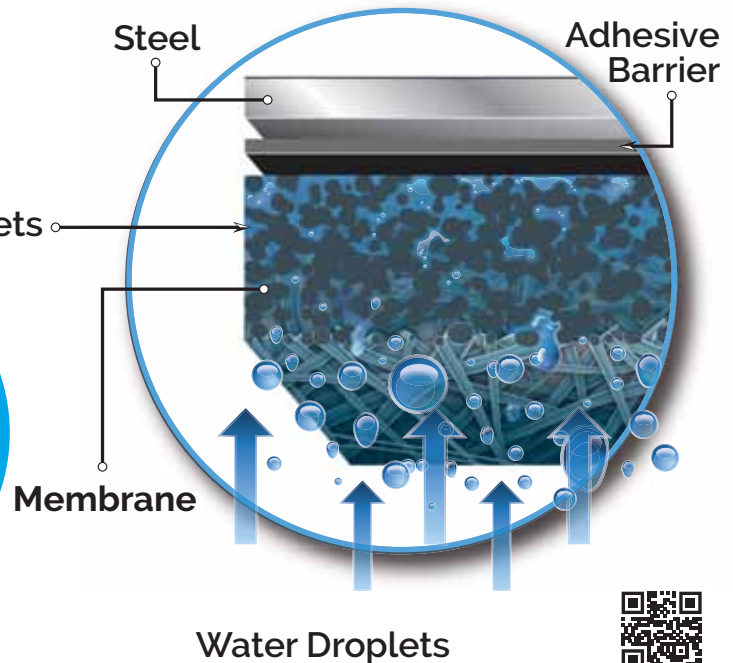
A Necessity for Any Metal Roofed Building That is Not Climate Controlled.

- Post Frame/agricultural buildings
- Steel buildings
- Self-storage
- Workshops/unattached garages
- Open-walled structures
- Carports, truck ports & RV storage

Better Science Equals Drier Buildings

When condensation occurs, moisture gets stored in the specially designed pockets of the DripStop membrane.

- Helps fight corrosion in livestock confinement
- Arrives on-site already on roof panels
- Cuts construction time in half
- Saves money



DRIPSTOP
Condensation control

Fight Condensation Without Insulation

Ask for it from your preferred steel panel supplier

www.dripstop.com or call us at: 1-(937) 660-6646