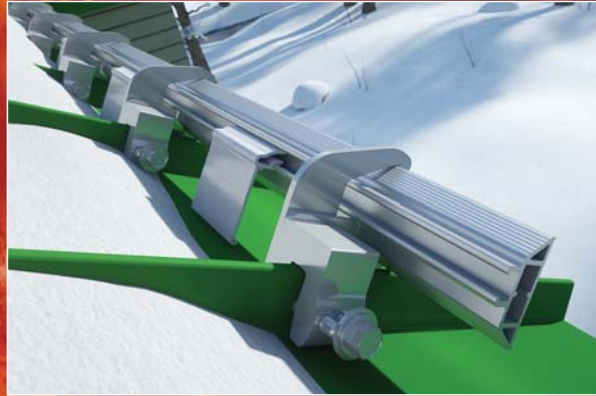


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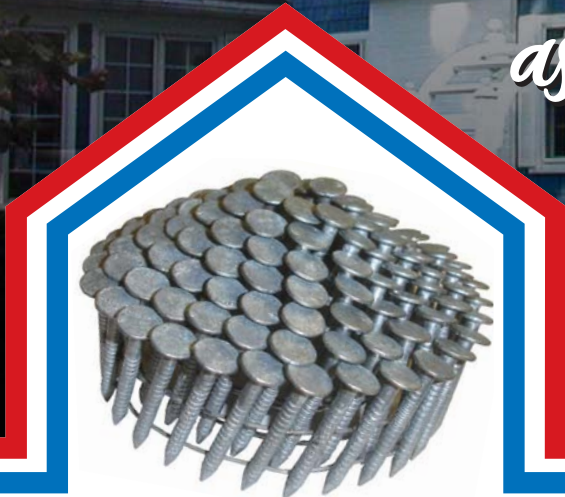


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NOTE FROM THE PUBLISHER

Shield Wall Media launching a new brand

According to the US Census*, 78 percent of owner-occupied houses have garages or carports. With more than 1.3 million new homes built in 2019, that adds up to over a MILLION garages or carports, not including additions and renovations.

This a huge market and source of business for our contractors that has never had its own, dedicated publication.

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In 2020, the group now operating as Shield Wall Media will introduce its second new publication in two years: *Garage, Carport & Shed Builder*. This is the only industry publication focused exclusively on this unique segment of residential construction.

Our goal is to help our readers win in a competitive market through improved creativity, marketing, and best practices to offer a top-quality product while remaining price competitive.

As a new publication we will draw on the century of combined expertise from our existing publications, but we need your support and ideas.

Feel free to contact me personally with what you think we need to cover to help you succeed.

Sincerely,

Gary Reichert
gary@shieldwallmedia.com
Publisher/CEO Shield Wall Media,
and *Garage, Carport & Shed Builder Magazine*
*2018 US Census Statistics



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Preparing for self-storage success

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QUESTION OF THE MONTH

On what subject would you like to see more information in *Rural Builder*?

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

DECEMBER PREVIEW

- Promoting Your Business Through Social Media
- Project of the Month



e-mail the editor at
karen@shieldwallmedia.com

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Rural Builder 2020 BUYERS' GUIDE

PRODUCT GUIDE

Your ultimate source for products and services in the rural construction industry.

HOW TO USE THE GUIDE:

The Index below is a guide to help you find companies, distributors, associations, and other organizations that provide specific products or services to the rural building industry. This Index is followed by an alphabetical listing. Many companies have included logos and/or descriptions of their businesses to explain their offerings.

Firms that won 2019 Gold Key of Excellence Awards are marked with gold keys. Companies that advertised separately in this issue can be found in our ad index on page 58. As an added convenience, the Buyers' Guide is available online at <https://www.constructionmagnet.com/buyers-guides>.



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Carrington Building Products
Dynamic Fastener
EPDM Coatings
Hexion Inc.

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Metal Roofing Magazine
Rollforming Magazine
Rural Builder
Source Book, The

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Innerwall Shop Drawings

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Midland Door Solutions
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Hi-Fold Door Corporation
Midland Door Solutions
PowerLift Hydraulic Doors
Schweiss Doors

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Midland Door Solutions
PowerLift Hydraulic Doors
Safe-Way Garage Doors, LLC
Schweiss Doors

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CannonBall:HNP
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PowerLift Hydraulic Doors
Safe-Way Garage Doors, LLC
Trac-Rite Door

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Hörmann, LLC
Midland Door Solutions
MWI Components
Plyco Corporation
PowerLift Hydraulic Doors
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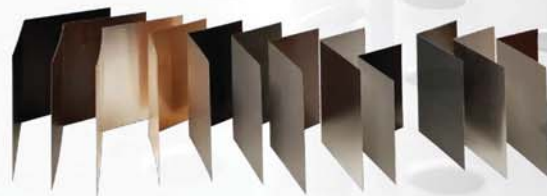


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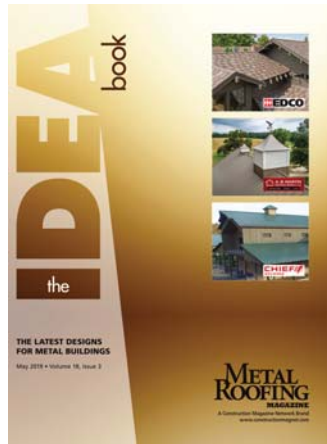
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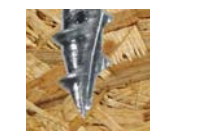
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Actual number of copies of single issue published nearest to filing date: 0. 3. Sales through dealers and carriers, street vendors and counter sales. Average number of copies each issue during the preceding 12 months: 0. Actual number of copies of single issue published nearest to filing date: 0. 4. Requested copies distribution through other classes mailed through the USPS. Average number of copies each issue during the preceding 12 months: 150 Actual number of copies of single issue published nearest to filing date: 153. C. Total paid/requested distribution. Average number of copies each issue during preceding 12 months: 14,034. Actual number of copies of single issue published nearest to filing date: 15,936. D. Non-requested distribution (by mail and outside mail). 1. Outside-County Non-requested copies. Average number of copies each issue during the preceding 12 months: 15,649. Number of copies of single issue published nearest to filing date: 13,850. 2. In-county non-requested copies. Average number of copies each issue during the preceding 12 months: 0. Number of copies of single issue published nearest to filing date: 0. 3. Non-requested copies mailed at other Classes through the USPS. Average number of copies each issue during preceding 12 months 0. Number of copies of single issue published nearest to filing date: 0. 4. Non-requested copies distributed outside the mail. Average number of copies each issue during preceding 12 months: 119. Number of copies of single issue published nearest to filing date: 250. E. Total Non-requested distribution. Average number of copies each issue during preceding 12 months: 15,768. Actual number of copies of single issue published nearest to filing date: 14,100. F. Total distribution (sum of 15c and 15e). Average number of copies each issue during preceding 12 months: 29,802. Actual number of copies of single issue published nearest to filing date: 30,036. G. Copies not Distributed. Average number of copies each issue during preceding 12 months: 278. Actual number of copies of single issue published nearest to filing date: 35. H. Total (sum of 15f and 15g). Average number of copies each issue during preceding 12 months: 30,080. Actual number of copies of single issue published nearest to filing: 30,071. I. Percent paid. Average percent of copies paid/requested for the preceding 12 months: 47.1%. Actual percent of copies paid/requested for the preceding 12 months: 53.1%. 16. Electronic Copy Circulation: A. Paid Electronic Copies. Average number of copies each issue during preceding 12 months: 0. Actual number of copies of single issue published nearest to filing date: 0. B. Total Paid Print Copies (Line 15c) + Paid Electronic Copies (Line 16a). Average number of copies each issue during preceding 12 months: 0. Actual number of copies of single issue published nearest to filing date: 0. C. Total Print Distribution (Line 15f) + Paid Electronic Copies (Line 16a). Average number of copies each issue during preceding 12 months: 0. Actual number of copies of single issue published nearest to filing date: 0. D. Percent Paid (Both Print & Electronic Copies) (16b divided by 16c x 100). Average number of copies each issue during preceding 12 months: 0.0%. Actual number of copies of single issue published nearest to filing date: 0.0%. I certify that 50% of all distributed copies (electronic and print) are paid above nominal price: N/A. 17. Publication of statement of ownership for a Requester publication will be printed in the October 2019 issue of the publication. 18. Signature and title of editor, publisher, business manager, or owner: Gary Reichert, Publisher. I certify that all information furnished on this form is true and complete. I understand that anyone who furnishes false or misleading information on this form or who omits material or information requested on the form may be subject to criminal sanction and civil actions.

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Wick Buildings is a leader in the post-frame industry. Founded in 1954, with more than 75,000 buildings completed,

Wick builds everything from industrial and light manufacturing facilities to bank and aviation buildings, as well as gas stations, churches, equine and livestock facilities.

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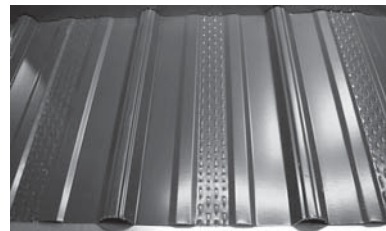
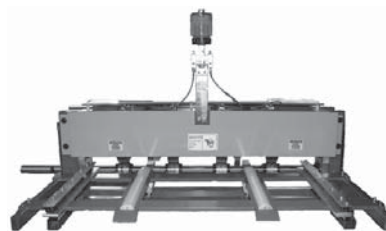
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PRODUCT PROFILES

SUPPLIES AND SOLUTIONS FOR THE RURAL BUILDER



Photo courtesy of Midland Door Solutions

THE FOLLOWING PAGES OF THIS YEAR'S RURAL BUILDER BUYERS' GUIDE FEATURES PRODUCTS THAT RURAL BUILDERS NEED FOR MAKING GOOD BUILDINGS GREAT.

Each listing includes product information and a snapshot of the product, plus a website address, phone number or email address where you can find additional information.

Categories are listed alphabetically in the table of contents below.

Whether you're looking for a better way to hold things together, light up an interior with natural light, add aesthetics with a custom-painted door and hardware, or keep moisture out and heat in, you'll find a solution here.

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Adhesives, Sealants, & Caulks

SUPPLIES AND SOLUTIONS **Rural Builder**

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www.albioneng.com

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www.trianglefastener.com

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GSSI manufactures premier elastometric butyl rubber sealant tapes. We have been producing tapes for a wide range of industries and applications for more than 30 years. Our MB-10A is a premier elastometric butyl rubber sealant designed to meet the critical requirements of metal building applications.

www.gssisealants.com

Marco Industries



Marco's Weather-Tite™ Metal Roof Sealant stands up to the elements better than all other sealant technologies. Our eco-friendly polymer sealant offers a waterproof seal against water, wind, dust, dirt, and other infiltrations. It adheres to almost any common building materials and comes in more than 30 standard colors. Marco's Weather-Tite™ Metal Roof Sealant is tack-free in one hour, is paintable (excluding translucent), and is ideal for use on a wide variety of products.

www.marcoindustries.com

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Sukup Manufacturing Co.'s pre-engineered steel buildings feature clear span construction and standing seam or screw-down roofs. The clear span design allows for flexibility in customizing interior space to meet customer needs. Purlins and girts are galvanized for long life and pre-punched to ensure proper fit and faster installation. A variety of sidewall and trim colors and options are available.

www.sukup.com

CHIEF Buildings



CHIEF Buildings is one of the largest family-owned metal building manufacturers in the United States, operating since 1954. It prides itself on producing quality products and providing unparalleled personal attention to meeting the needs of its customers. For farm or commercial use, CHIEF Buildings promises to deliver: "Trusted. Tested. True."

www.chiefbuildings.com

Trachte Building Systems



Trachte Building Systems designs, manufactures, and erects a full line of durable, pre-engineered and customized steel self-storage systems, including single and multi-story, portable storage, interior partition and corridor, and boat/RV. Trachte is committed to helping owners make informed decisions with a knowledgeable sales team that offers advice every step of the way. This commitment, along with more than 115 years of manufacturing experience, has given the company a leading edge in the self-storage industry.

www.trachte.com

Walters Buildings



Better Business Bureau, maintaining an A+ rating. The company manufactures many of the components in their buildings to insure consistency of quality. When other suppliers are used, it is with American-made products. Walters has its own in-house licensed engineering team to make sure your building is designed to meet all codes. It provides drawings, renderings, and elevations so you can visualize your building during the design process.

www.waltersbuildings.com

FBi Buildings



Building post frame confidence in the Midwest for agricultural, commercial, equine, and suburban buildings for over 60 years.

www.fbibuildings.com

Energy Panel Structures



With headquarters in Graettinger, Iowa, EPS manufactures pre-engineered post-frame and SIP buildings from three plants across the U.S. EPS markets these buildings through a dedicated dealer/builder network. Builders can offer customers building packages for residential, agricultural, and commercial use. Since 1981, EPS has helped dealers to grow and find success by providing a complete engineered building package, technical training, sales and marketing support, along with the most diversified product line in the industry.

www.epsbuildings.com

Central States Manufacturing



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www.centralstatesmfg.com

Graber Post Buildings



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www.graberpost.com

Wick Buildings



Wick Buildings is a leader in the post-frame industry. Founded in 1954, with more than 75,000 buildings completed, Wick builds everything from equine and livestock facilities to industrial and light manufacturing facilities to bank and aviation buildings, as well as gas stations, churches, and residences.

www.wickbuildings.com

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www.akzonobel.com/ccna

Dura Coat Products



Dura Coat Products offers two high-performance coil coatings. Durapon 70 is a PVDF formulation with exceptional durability and fade resistance that is also available with thick film primer for tougher environments. Ceranamel XT40 SMP is a polymer that is harder, yet more flexible than ordinary coatings. Both are Energy Star compliant.

www.duracoatproducts.com

Prassas Metal Products Inc.



PMP Steel is a 29-year-old steel trading and coated coil distributor, specializing in pre-painted galvalume coil intended for a variety of industry applications; including residential roofing, metal buildings, roll-up and garage doors. PMP Steel maintains coil distribution centers at Savannah, GA and Tampa, FL. PMP Steel stocks ValsparXL, Akzo1050, Generic SMP-Cool PPGL, 29 ga x Regular Polyester PPGL, and Acrylic Galvalume (29 ga - 22 ga) in a wide range of widths.

www.pmpsteel.com

Steel Dynamics Inc.



Steel Dynamics delivers the ultimate in long-lasting, great-looking protection with acrylic and pre-painted Galvalume in any color you can imagine. That means no added processing steps, no additional shipping costs and no added hassles. In fact, Steel Dynamics has a full line of quality steel products for the post-frame construction market, including the widest flat roll sheets in North America, up to 72-plus inches. We currently have facilities with Galvalume capabilities in Indiana and Mississippi, with plans underway to expand in Sinton, Texas, so we've got you covered geographically, too.

www.steeldynamics.com

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. Fluropon is its flagship coating, containing 70 percent PVDF resins, and offering premium protection against harmful UV rays, chalk, fade and chemical degradation. WeatherXL, the next generation enhanced silicone polyester coating, offers protection against weathering for years to come. WeatherXL Crinkle Finish coating offers a unique textured appearance. Each is extremely durable and have excellent film integrity and adhesion properties.

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www.ajdoor.com

Midland Door Solutions



Midland Door Solutions is the unparalleled leader in the design, manufacturing and installation of custom bi-fold and hydraulic doors. Our doors can be designed to accommodate any facade to compliment your building aesthetics. Since 1995 Midland has been providing solutions to customers' big door needs. We guarantee the best customer service and lowest total cost of ownership within the industry.

www.midlanddoorsolutions.com

Schweiss Doors



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www.schweisdoors.com

Trac-Rite Door



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www.tracrite.com

PowerLift Hydraulic Doors



PowerLift has built hydraulic doors continuously since 1992. It has 37 local support centers that manufacture, deliver and install every single door. PowerLift strives to make your building project and your long-term ownership experience simple and hassle free.

www.powerliftdoors.com

Safe-Way Door



Safe-Way Door is a leading manufacturer of quality residential, commercial and industrial overhead garage doors in steel, wood and aluminum. Headquartered in Warsaw, Indiana, Safe-Way Door also operates facilities in Tennessee and Missouri with distribution throughout North America and Canada. Doors are available in multiple configurations including polyurethane and polystyrene insulated, uninsulated and up to 10 colors in steel and multiple powder-coat colors in aluminum. Commercial door sizes are available in all of the panel designs. Pictured is the Regency Model 70 in the new Driftwood Grey.

www.safewaydoor.com

Silvercraft



Silvercraft is the home of pre-assembled aluminum Dutch and sliding doors. These premium doors are available for any equine facility or hobby building. Silvercraft also manufactures bifold doors, walk doors, and other products for the poultry and agricultural building industries.

574-825-8757

CannonBall:HNP



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www.cnbhnp.com

Plyco



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www.plyco.com

Extrutech Plastics



Extrutech All Weather Doors are corrosion proof, bright white, with a smooth flat 1-3/4-inch thick PVC door panel and solid PVC frame with a weather strip sealed edge. They are available as single and double doors, in standard or custom sizes, as well as replacement door panels to fit existing frames. For use in high moisture, salty, acidic areas where corrosion may be a problem, or for controlled environments such as car washes, dairies, laboratories and more.

www.epiplastics.com

Erect-A-Tube Inc.



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www.mwicomponents.com

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www.sukup.com

CannonBall:HNP



CannonBall offers horse stall systems in black powder-coated 14-gauge galvalume steel and anodized extruded aluminum materials. Stall grille sections, window grilles and door packages are available in a variety of section lengths, and formed to fit standardized dimensional lumber for easy installation. Track and trolley systems, feeders and a full assortment of finishing accessories also complement traditional post and free-standing construction projects.

www.cnbhnp.com

Graber Post Buildings



Graber Post Buildings has been building horse barns and supplying products and materials for horse barns since 1973. It has every item you'll need, from the complete building package to the smallest stall component including Dutch doors, sliding doors and other horse stall components. Also shop Graber Post for all sizes of tongue and groove lumber to construct your stalls.

www.graberpost.com

Plyco



Plyco offers a complete line of components for horse barns and livestock facilities. Plyco is a leading supplier of wholesale horse stall kits, horse stall grilles and gates and horse stable Dutch door systems, all available in a variety of custom styles. The company has its own hardware for slide doors: Ply-Trac and Combo. Horse barns can be topped off with ridge vents and cupolas from Plyco. Durable doors for livestock buildings include the 98 Series line of walk doors, all constructed to survive the most corrosive environments.

www.plyco.com

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www.rollformercorp.com

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www.mwicomponents.com



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Wick Buildings



Wick Buildings is a leader in the post-frame industry. Founded in 1954, with more than 75,000 buildings completed, Wick builds everything from equine and livestock facilities to industrial and light manufacturing facilities to bank and aviation buildings, as well as gas stations, churches, and residences.

www.wickbuildings.com

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The RoofLoc® SCRAIL® system was developed to install metal roofing and facades quickly and efficiently. Two times faster than collated screws, and eight times faster than bulk screws, this performance could only be achieved through the combination of the pneumatic Roofing Installation Tool and the patented RoofLoc® SCRAIL®. The tool design allows for excellent ergonomics and tool balance, which promotes better ease of use, even on the longest, toughest jobs.

www.beck-fastener.com

Maze Nails



Maze is the exclusive manufacturer of Stormguard double hot-dipped galvanized nails with a lifetime warranty against rust. In business since 1848, Maze offers a full line of specialty nails in bulk for hand driving and in collated sticks and coils for popular pneumatic nailers. Maze has been serving the post-frame industry for many years, providing painted rubber washer nails for corrugated roofing and siding. Maze post-frame nails meet the all-important ASTM F 1667 specification. In addition, Maze manufactures nails for fiber cement siding products, cedar and redwood sidings, fencing, decking and roofing. Maze nails are proudly made in the USA in Peru, Illinois.

www.mazenails.com

Triangle Fastener Corporation



Panel-Tite metal-to-wood screws includes TFC's patent-pending Burr-Buster thread that reduces burrs and provides better resistance to back-out. Choose from #9, #10, #12, and #14 diameter screws in carbon steel or stainless steel. For more than 40 years, Triangle Fastener Corporation has specialized in supplying hard-to-find fasteners, sealants, tools and accessories for construction. TFC offers job-site support, and can help you select the correct fastener for your application from any of 23 locations.

www.trianglefastener.com

East Coast Fasteners



East Coast Fasteners produces durable fasteners for all combinations of building materials. The Ply-Lo Extreme line of fasteners is designed for extreme environments. The Ply-Lo Driller is the latest innovative addition to the company's fastener line, designed to save contractors time and money. The Ply-Lo Driller features a patent pending design intended to be more forgiving than other fasteners. This means the tip is designed to reduce the likelihood of "walking" when fasteners are driven at a slight angle. Less walking means quicker and easier installation as well as a reduction in material damage and waste. The Ply-Lo Driller is available in colors to match virtually any panel as a #10 fastener in lengths of 1, 1-1/2, 2, 2-1/2 and 3 inches.

www.plyco.com

Dynamic Fastener



Dynamic Fasteners offers a variety of specialized fasteners, including the D.F. brand self-drilling screws made for stitching and sheet-to-structural applications; pole barn fasteners for attaching up to 18 gauge sheet metal to wood; and clip screws that require a low-clearance head when fastening to steel or wood. Fasteners are available in stainless steel and with the Dyna-Coat 1,000 hour salt spray premium coating.

www.dynamicfastener.com

Leland Industries



Leland boasts the fastener industry's first "long-life" powder coating warranty to match WeatherX, Perspectra-cote and matte finish paint systems. Leland has a complete line of fasteners for residential roofing, wood-frame or steel-frame projects. Self-drilling and self-tapping screws available in #10, #12 and #14 diameters, in lengths to eight inches. Fasteners manufactured in carbon or stainless steel, and powder coated to match panel colors. Leland's powder coating covers the head and under it where corrosion begins.

www.lelandindustries.com

DB Building Fasteners



DB Building Fasteners carries a complete line of sheet-to-wood fasteners in #9 and #14 diameter up to 3 inches long and coated in DB's long-life Mag coating. DB also carries a complete line of self-drilling fasteners along with in-house closure stamping and fastener painting. DB can custom color match any color including metallics and chameleon colors.

www.selfdrillers.com

ST Fastening Systems



ST Fastening Systems manufactures and supplies steel-frame and post-frame screws. Drill quality and corrosion resistance are showcased on the Maxx SteelBinder and WoodBinder MB with micro-bit technology. This point eliminates the slow-drill or no-drill complaint about sharp-point screws. All standard metal-to-wood screws have transitioned to this point, including the increasingly popular ZXL WoodBinder zinc-aluminum alloy head for 40-year-warranty roof systems. Solid and vented foam closures, pipe flashings, pancake- and wafer-head screws for standing seam roofs round out the product line.

www.stfasteningsystems.com

Did You Know?

By Tom Hulsey

- Screws date back to 3rd Century BC in Greece. By the 1st Century BC, screws were commonly used throughout the Mediterranean area in screw presses in the processing of olive oil and grapes.
- The spiral thread has proven over time to be an effective means to provide the force needed in order to perform specific tasks. Screws were originally made by hand for use in the assembly of materials to form a secure attachment of one piece to another. Originally, there were no standards to guide the making of the screw.
- Around 1800, with the development of a modern screw cutting lathe, screws could be made more precisely and therefore could be produced much faster than before. Consequently, the development and standardization of thread forms became important for reproducibility and interchangeability in use.
- In the late 1860s and early 1870s, the US Standard Thread was created. Thread designs and thread forms continued to evolve. Sometime around 1916, the SAE Standard (Society of Automotive Engineers) was established in order to augment the US Standard. This standard defined thread forms and specifications for threaded fasteners for general use. These standards were later adopted by ANSI (American National Standards Institute). IFI (Industrial Fasteners Institute) is also a standards publisher that defines thread forms for fasteners.
- Nails, as a means of fastening wooden objects, date back to approximately 3400 BC in ancient Egypt. The term "penny" probably originated in medieval England to describe the price of 100 nails. The "d" that is used as abbreviation for penny is derived from Latin for the name of the Roman coin, Denarius.
- Until the early 1800s, nails were made by hand. Around 1800, cut nails (square nails) were made from wrought iron. Around the 1860s, wire nails were introduced, and by the early 1900s, 90 percent of all nails were wire nails. **RB**

SFS



SFS ConnexTite structural wood screw line is ideal for single and multi-ply truss, column header and joist applications, providing quicker installation and lower installed costs versus carriage bolts or ring shanked nails. Featuring a large flange head and aggressive thread design ensures quick, tight connections. The ribbed point cuts through the densest lumber without splitting. ConnexTite fasteners install with an impact gun and T25 or T40 bit and carry IBC 1603 approval for structural connections.

www.sfsintecusa.com

Levi's Building Components



The Fastgrip #10 MINI-DRILLER has all of the specs that make the Fastgrip #10 Hi-Lo the go-to fastener, but with the added MINI-DRILLER point. The MINI-DRILLER makes easy work of driving through metal panels, while the Hi-Lo thread provides superior pull-out strength in metal to wood applications.

www.levisbuildingcomponents.com

Fasteners: Clips, Clamps, Connectors

SUPPLIES AND SOLUTIONS

Rural Builder

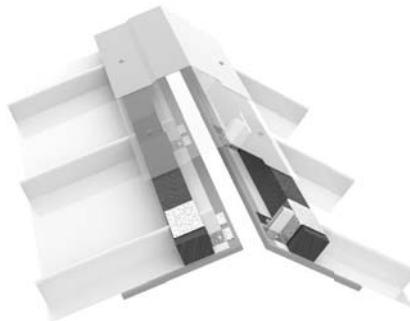
ESE Machines, Inc.



ESE Machines, Inc. sells Stainless Steel and Galvanized cleats for 1" or 1.5" double lock standing seam panels. Cleats come in a Fixed single-piece style or an Expansion two-piece sliding style. UL580 testing is available on most cleats. ESE also sells hand tools, power seamers and Decoilers.

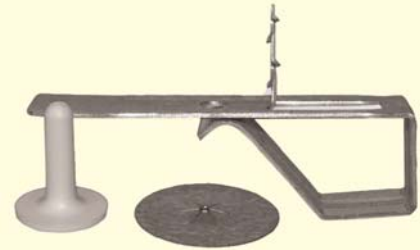
www.esemachines.com

MWI Components



MWI Components' Universal Ridge Clip is a 22-gauge, galvanized clip that provides a large fastening area for any style ridge cap on a standing seam roof. With this clip, no fasteners penetrate the panel where they will be exposed to the weather, and no fasteners need to penetrate the standing seam.

www.mwicomponents.com



RFOIL INTRODUCES RETROFIT MBI SYSTEM

The new Retrofit MBI System is a unique and innovative take on insulating existing metal buildings. The patented clip and pin system combined with rFOIL's reliable insulation provides a cost-effective and energy-efficient way to insulate all types of metal buildings. The MBI Retrofit clip is installed to the bottom of the exposed roof purlins and inside the wall girts. The system allows for the addition of insulation mass. The Retrofit MBI System is lightweight, easy to handle and install. With its unique attachment system, it can be quickly installed with minimal interruption to the facility's operation.

www.rfoil.com

Direct Metals Inc.



Direct Metals Inc. (DMI) is a fastener manufacturer and master distributor of a wide range of building fasteners engineered for the metal roofing and post-frame building markets. DMI has a full line of post-frame fasteners, panel clips, clip fasteners, pipe flashings, ventilation and a full line of metal roofing accessories.

www.directmetalsinc.com

AceClamp



AceClamp is a manufacturer of precision-engineered snow retention and solar mounting systems, like fast-installing Rackless Solar Mounting Kits. Today, AceClamp is setting the bar in solar racking with its most recent innovative product called "Solar Snap." "Solar Snap" is an Adaptive Solar Racking System that works on every roof and uses AceClamp's fully-assembled, non-penetrating clamps. Slide in pre-assembled components along the rail and secure. Simplify your inventory with one clamping system for all rooftop needs. (Shown with SSMR.)

www.aceclamp.com



Step 1



Step 2



Step 3

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- 3** Your product is new and newsworthy and our readers will find it of value. If your company meets one of the qualifications listed, you must submit the following information:
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 - High resolution (300 dpi) photo of your product. (Sorry: We do not use logos or ads for the Product Profiles.)



For more information
contact: Gary Reichert at
gary@shieldwallmedia.com
715-252-6360

Foundation & Truss Products

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Starwood Rafters



Starwood Rafters' laminated wood products include Lam-Ply Truss, the company's most popular product. It combines plywood with glulams and dimensional lumber for stronger trusses that can be spaced farther apart. It can be used in many applications.

www.starwoodrafters.com

Rigidply Rafters



Glue-laminated arches, beams, posts and timber trusses manufactured by Rigidply Rafters Inc. give beauty a completely new meaning. Rigidply also manufactures metal-plated roof and floor trusses, tongue-and-groove and V-groove decking and offers a complete line of post-frame building materials to complete your project.

www.rigidply.com

Perma-Column



Keep your reputation out of the dirt—stop building on temporary foundations. Your customers deserve permanent solutions. Perma-Column precast concrete columns outperform traditional wood posts and easily integrate into your current building process. For poured concrete foundations, Sturdi-Wall and Sturdi-Wall Plus Brackets simplify post-frame construction. Capitalize on post-frame construction done right. Perma-Column promises to help you "Build better, build stronger, build to last."

www.permacolumn.com

Plasti-Sleeve Post Protection



First on the market by many years, Plasti-Sleeve literally created the foundation alternative category for post-frame construction. The clean fitting, easy-to-use, slide-on Post Protection sleeves provide the economical protection that many post-frame customers now expect. Quality black polyethylene plastic, more than 20 specialized sizes, and great pricing make Plasti-Sleeve a smart choice for post protection. Market leadership has continued with Short-Sleeve, for economical grade-level post protection, and Plasti-Skirt, an easy-to-use plastic skirt board protector.

www.plastisleeve.com

Post Protector Inc.



Everyone knows that wood in 'ground-contact' is not the optimum environment for maximum longevity performance. The easy-to-install, slide-on Post Protector and snap-on, compression-fit Skirt-Board Protector retain the speed, simplicity, affordability and strength of traditional post frame, while eliminating *all* ground-contact. Builders report that an impressive 60-70 percent of their customers opt for Post Protector products when given the option, while others prudently make the system standard so every customer benefits.

www.postprotector.com

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.

www.levisbuildingcomponents.com

Rural Builder

Graber Post Buildings Inc.



Graber Post Buildings Inc. has been known for more than 30 years as a producer and supplier of quality building products to the post-frame industry. GPB Nail Lam column is another one of its top-quality products. This column has a #1 SPIB certified finger joint and GPB's program is inspected to ensure that its columns meet the high standards that its customers expect. GPB Nail Lam Columns will save you time and money on your next project.


www.graberpost.com


Planet Saver Industries




Green Post from Planet Saver Industries is an affordable, all-in-one solution for in-ground post decay, treatment retention and uplift restraint. Green Post double-layer wrap is factory heat-sealed to the lumber, and delivered ready to install with uplift restraint notches. When used with cement, this technique provides maximum anchorage characteristics, resisting post withdrawal generated by wind load. It is non-toxic, environmentally friendly and termite tested. Richland Laminated Columns LLC, is the newest distributor and manufacturer for Green Post in the Midwest.

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Kennedy Insulation Group



Versola Insulation is manufactured with the highest quality raw materials available. Preventative components to safeguard against deterioration and degradation are added at levels higher than industry standards. Our state-of-the-art bubble lamination machine produces seamless rolls up to 6' in width. Reflective insulation is ALL we do! Made in the USA

www.kennedyinsulationgroup.com

Tape Products Company (TPC)



TPC Tape Products Company is a national distributor for rFOIL reflective insulation. rFOIL is designed to control heat gain or loss and prevent interior condensation in all types of metal and metal-clad buildings, walls, ceilings, crawl spaces, basements, attics, duct work, between joists, under roofing substrates, and under concrete. Reflective insulation reflects 97% radiant heat. Emseal expandable foam tape sealant and RidgeVent polyurethane foam are also available for added insulation and protection.

www.tpcpackagingsolutions.com

Hitz Halter



Hitz Halter by Hershey's the Metal Meister is the superior insulation for all below-grade applications. Developed through intensive research and real-life testing at the company's base in central Illinois, this termite-resistant insulation is manufactured from only the highest quality virgin materials, does not waterlog, does not compress under concrete, and therefore retains its R-value steadfastly even after many years. Hitz Halter is your long-term answer for tremendous energy savings!

HitzHalter@HersheysMM.com

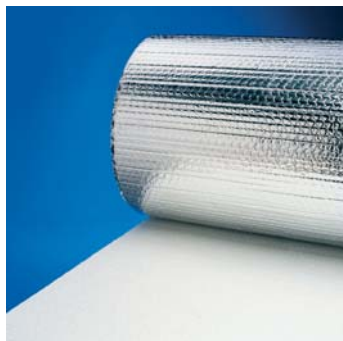
NOFP Inc.



Northwestern Ohio Foam Products manufactures high-performance insulation for the agricultural, residential, commercial and industrial construction markets. MicroFoil, Solex, and Performance Star lines of reflective material are high-quality products offering outstanding features and benefits, including multiple options and R-Values for all your building needs. The Barrier Radiant Floor Under Slab Insulation provides an ideal solution for radiant-heated slab projects.

www.nofp.com

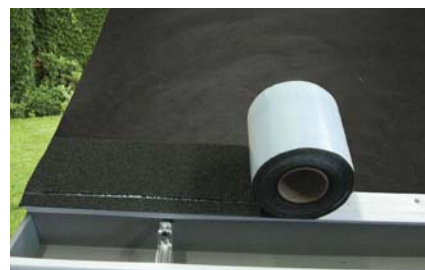
MWI Components



TempShield is a technologically-advanced insulation material ideal for new construction or retrofit installation in residential, commercial, industrial, metal buildings and post-frame buildings. It consists of one or two layers of Barrier Bubble air cellular material laminated between layers of aluminum foil to provide excellent thermal resistance. Offered is a Class A/Class 1 fire rating on white poly/foil insulation. It's available in standard widths of 48 inches and special order widths up to 120 inches.

www.mwicomponents.com

MFM Building Products

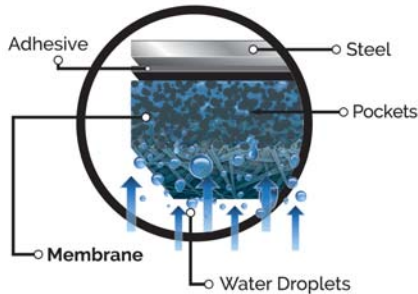


ShingleStarter™ is an easy-to-use, shingle starter course that significantly reduces labor and material costs. This self-adhesive membrane replaces the need to cut shingle tabs and provides an extra level of waterproofing protection that shingle tabs cannot. ShingleStarter features a granulated top surface, sealing strip to bond to the underside of the shingle, and is self-sealing around fasteners to maintain a waterproof barrier. ShingleStarter is suitable for use with traditional 3-tab or architectural shingled roofs. Learn more on the website or by calling 800-882-7663.

www.mfmbp.com

Rural Builder

Filc USA LLC



DripStop from Filc USA helps fight condensation without insulation. DripStop traps and holds condensation as it forms until it evaporates back into the air. It arrives at the job site already installed on the steel; saving time and money by eliminating one step of the building process. In addition, DripStop provides a significant layer of protection against corrosion, particularly in animal confinement.

www.dripstop.com

rFoil / Coverttech



rFOIL-2600 series is designed to control heat gain/loss in all types of post frame buildings. It blocks 96 percent of radiant heat transfer, is guaranteed not to delaminate, crack, peel or flake; and carries an unmatched 10 YEAR guarantee on material and labor. rFoil contains UV inhibitors and anti-oxidants for long-term durability, is tested to ASTM G-155 for UV resistance and facing surface degradation, has better thermal value and condensation control than fiber glass insulation, and boasts a class 1/A Fire Rating and passes NFPA-286 full room burn test.

www.rfoil.com

Other

SUPPLIES AND SOLUTIONS

EDCO Products



Weathered Wood Enhanced



Roadhouse

EDCO Products has introduced two new colors to its award-winning Infiniti Textured Shake roofing. Weathered Wood, with enhanced shadow lines, provides a stunning, genuine wood shake appearance. Roadhouse mimics a weathered rustic steel appearance that is highly desirable for residential roofing and sidewall applications. Our proprietary technology gives the appearance of rust without the degradation of actual rust unlike other rustic metal roofing products. Both products have a 40-year fade protection with a lifetime warranty.

www.edcoproducts.com

Plyco Corporation



Ply-Foil is a multi-layer, reflective insulation for use in specialty and standard construction projects. Two outer layers reflect 97 percent of radiant heat. Each layer of foil is bonded to a layer of polyethylene for strength. Inner layers resist conductive heat flow while a center layer of polyethylene gives Ply-Foil additional strength. Perfect for new construction or retrofit.

www.plyco.com

Reflectix, Inc.



The Reflectix® Double Reflective Insulation is the most versatile, widely distributed, energy-efficient product that we manufacture. The characteristics that make it so attractive include ease-of-handling and installation, more than 40+ commercial and residential construction applications, and a large selection of product configurations to accommodate the vast majority of applications/buildings. Distribution of our Double Reflective Insulation is worldwide through do-it-yourself retailers, contractor sales groups and industrial/commercial building products suppliers.

www.reflectixinc.com

Indiana Warm Floors



Scott Patton, owner of IndianaWarmFloors.com radiant heat systems has been in business since 1979. Radiant is the best for comfort and efficiency in residential, commercial and farm projects. Pole barn houses use Combi boilers for heat and hot water. Snow Melt systems are very popular, as well. Pex tubing, placed 9-12 inches off center and the Glycol solution is heated with gas or electric. Systems are installed, or provided as a kit, to builders and contractors in the Midwest and beyond.

www.IndianaWarmFloors.com

Roof & Wall Panels

SUPPLIES AND SOLUTIONS

Replications Unlimited



The URESTONE system is a lightweight, realistic, easy to install faux stone brick and wood panels for adding curb appeal. We offer a wainscot series (typically a 42-inch high panel capped with a built in top ledge), column kits, pilasters and many trim elements. They attach directly to metal building and can be customized for your building design.

www.replicationsunlimited.com

A.B. Martin Roofing Supply



Do you need an extraordinary look for that special project? Get the Aged Metal rustic panels with a 40-year finish warranty. The dual-coat Kynar finish has been increasingly popular for exterior and interior projects. Made to custom lengths in all of panels – including the 1-1/4-inch and 2-1/2-inch corrugated panels, ABM Panel, and 16-1/2-inch-wide ABSeam Panel. Get inspiration at abmartin.net/aged-metal. Order today!

www.abmartin.net

ABC Supply Company, Inc.



ABC Supply Co. Inc. is the largest wholesale distributor of roofing in the United States and one of the nation's largest wholesale distributors of select exterior and interior building products. The company carries a broad portfolio of steep- and low-slope roofing materials, insulation and accessories. This includes products such as asphalt, concrete, clay, slate and composite roof shingles; cedar shakes; metal roofing; single ply, built-up, modified bitumen roofing and more.

www.abcsupply.com

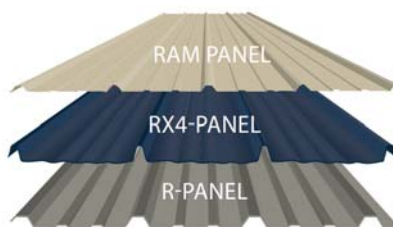
American Building Components



American Building Components (ABC) has built a strong reputation of providing an expansive variety of premium 29- and 26-gauge metal roof and wall panels and trim that customers have relied on for more than a century. Supported by a nationwide network of manufacturing facilities and distributors, the company's painted steel is backed by industry-leading warranties that assure your projects will stand the tests of time. ABC products are available to order online.

www.shop.abcmetalroofing.com

Ramco Supply



Ramco Supply manufactures metal roofing panel systems. Standing seam roof profiles, exposed fastener and concealed fastener panels are available in a variety of substrates, gauges and colors, along with accessories, including DripStop. Ramco has developed a unique system that allows same-day pick-up of custom length metal roofing and siding, or Ramco can deliver and unload on-site in 48 hours. Save money by completing your project more quickly and easily with less damage!

www.ramcosupply.com

Central States Manufacturing



Central States manufactures metal buildings and components for the post-frame, light-gauge, architectural, residential and commercial markets. Offerings include both exposed and concealed fastener panel profiles, as well as trapezoidal standing seam panels in a selection of gauges, colors and warranties. Trim and purlins are also available. Complete mini, boat and RV storage packages are available through the Central Storage Works division.

www.centralstatesmfg.com

Petersen Aluminum



Petersen's SNAP-CLAD metal roofing panels feature architectural panel aesthetics and structural panel performance. SNAP-CLAD panels are available in over 45 colors and steel and aluminum. The 70 percent PVDF finish is covered by a non-prorated 30-year warranty. Most colors meet LEED®, ENERGY STAR® and cool roof certification requirements. For information about Petersen's full product line, visit PAC-CLAD.com or call 800-PAC-CLAD.

www.PAC-CLAD.com

Metal Panels Inc.



Metal Panels Inc. offers more than 19 profiles of quality metal roof and wall panels, all available in durable finishes and energy-saving cool colors. MPI panels are produced with one of the quickest turnaround times in the industry. Exposed and hidden fastener panels, custom trim, accessories and flat sheets are available from MPI locations. MPI serves a Midwest seven-state region through manufacturing centers in Oklahoma and Kansas.

www.metalpanelsinc.com

Everlast Roofing Inc.



Everlast Roofing's metal and siding products are uniquely made with a one-of-a-kind heat-forming process that prevents microscopic paint cracks. This enables the use of harder, more scratch-resistant paints. Offering a variety of gauges, colors and custom trims to suit every customer's application makes Everlast Roofing the perfect choice for the agricultural, commercial and residential markets.

www.everlastroofing.com

McElroy Metal



Designed for post-frame and residential applications, the Mesa panel is a patent- and copyright-protected panel with a nearly invisible lap. The Mesa panel is sure to add beauty to any project, measuring 36 inches wide with 3/4-inch high ribs. McElroy Metal, a leading supplier of metal wall and roofing products to the post-frame industry, is a participating supporter of the National Frame Building Association. McElroy Metal is a 35-time winner of the *Rural Builder* Gold Key of Excellence, as selected by readers.

www.mcelroymetal.com

Graber Post Buildings



Graber Post has everything for a post-frame structure or metal panels for any residential, commercial, industrial, agricultural or roofing application. Graber Post also produces custom trusses, metal trims, laminated poles and also has a steel coil division. GPB saves time and money by supplying all needed materials with just one phone call. Wholesale customers/distributors are desired.

www.graberpost.com

Extrutech Plastics



The Extrutech Plastics "stay-in-place" concrete form for poured walls is pre-cut to project specifications and snaps together with a double-spline E-locking system. The Extrutech FORM offers an easy-to-clean sanitary surface on both sides. The product creates a structural wall system that is builder- and customer-friendly for use in dairies, car washes or food facilities. Initially designed for 6-inch poured walls, it is also now available for 8-inch walls.

www.extrutechplastics.com

Snow & Rain Management

SUPPLIES AND SOLUTIONS

Rural Builder

Dynamic Fastener



Dynamic Fastener's Dyna-Guard snow retention system is designed to be used on virtually any style metal roof. Dyna-Guard is an 8-foot long extruded aluminum rail with a T-shape profile. Dyna-Guard is installed by attaching non-ferrous clamps or mounts to a metal roof and bolting or screwing the system to clamps or mounts. Eight Dyna-Clamps with round-point stainless steel set screws and Sno-Dams are also offered. Sno-Dams attach to the back of Dyna-Guard and inhibit snow and ice from sliding underneath. Dyna-Clips are available as a Dyna-Guard to Dyna-Clamp connection device when using unpunched Dyna-Guard. A 2-inch wide painted strip of metal from the same material as the roof is inserted in the Dyna-Guard for aesthetics.

www.dynamicfastener.com

Midwest Enterprises



Hydroclean® High Capacity gutter guards are engineered for heavy rain volume areas where the perforated surfaces work hard to channel away excess rainwater. Best on long runs of standard shingles, very steep roofs, and metal roofs, the 5-inch guards have 3 rows of perforations, where guards for 6- and 7-inch gutters have 6 rows – to handle even greater volumes.

www.e-zgutter.com

AceClamp



The AceClamp Snow Titan is AceClamp's strongest and easiest snap-together snow-retention system on the market. The cantilever "gripping claw" offers the latest in clamping mechanisms for easy installs with confident gripping power. The triangular rail handles extreme snow loads with confidence. The patented "sliding-pin" design Ace clamps help protect the panel and warranty and come standard with any of A2 style Snow Titan snow-retention systems.

www.aceclamp.com

ST Fastening Systems



ST Fastening Systems offers Snow Trax snow retention guards for exposed fastener roofs and the MRC Snow Trax roof clamp for standing seam roofs. The Snow Trax is 16 gauge 304 stainless steel available in more than 20 powder coated colors. Its adhered rubber gasket eliminates the need for additional sealant. The MRC is extruded aluminum, and a colored rail slides through the clamp grooves to provide maximum protection from snow and ice.

www.stfasteningsystems.com

Raytec Manufacturing



HangTite and HangFast hidden gutter hangers, manufactured by Raytec Manufacturing, are exceptionally strong. Both have proven records of performance, strength and ease of use in the field. Raytec engineers designed the Hangtite to be strong. Hangfast hangers, with the integrated screw, add speed to the installation without compromising performance. Both hangers are available in 5-inch and 6-inch sizes, in aluminum, galvanized and copper.

www.raytecllc.com

Levi's Building Components



Levi's Snow Defender 4500 answers your snow retention needs with high quality and good looks. Made of 16-gauge 304 stainless steel, it is designed for performance and long life. Using the highest quality powder coating process, the 4500 is available in more than 40 colors, matching most metal roofing manufacturer's colors. Backed by the product-specific Snow Defender Calculator, to ensure proper placement for best performance, the 4500 is your best choice for snow retention.

www.levisbuildingcomponents.com

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www.constructionmagnet.com

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The ASC Alpha Series® is a new revolutionary panel roll-forming line featuring heavy duty cast stands with cast bearing blocks. The close-coupled pre-cut front-end minimizes the equipment footprint to a total length of approximately 40 feet. The additional slitter pass and belt conveyor option allows the economic production of flat sheets and trim blanks — both exiting at a convenient height of approximately 30 inches. The Alpha Series is also available as a post-cut line featuring rugged hydraulic post-cut shear to produce panels down to 1 foot in length.

www.ascmt.com

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acu-form@safecommail.com

Rollformer Corporation



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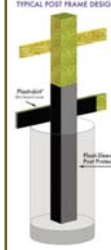
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www.mrsrollform.com

Recall Notices

DEWALT UTILITY BAR

On September 26, 2019, DeWalt voluntarily issued a recall notice of the DeWalt Model DWHT55293 40-inch Multi-Functional Utility Bar. The bar can break during use, creating an injury hazard. The only bar affected by the recall is the above-mentioned model.

Those who have an affected bar can call 866.937.9805 between 8 a.m. and 5 p.m. Eastern Time Monday through Friday, or email recall@sbdinc.com to receive return instructions and receive a gift card equal to the purchase price.

GORDON FOLDING KNIFE

Harbor Freight Tools voluntarily issued a recall of about 1.1 million Gordon Folding knives. The knives were sold at Harbor Freight Tools stores, by telephone, and online at www.harborfreight.com from July 2008 through July 2019 for about \$5.

The locking mechanism can fail to engage on the extension of the blade, posing a laceration hazard.

Consumers should immediately stop using the recalled knives and return them to Harbor Freight Tools for a \$5 refund in the form of a store gift card plus sales tax. For more information, contact recall@harborfreight.com or 800.444.3353.

IN-FLOOR ELECTRICAL OUTLET KIT

The Southwire Company has issued a voluntary recall of about 3,000 Garvin Pop-Up Electrical Outlet Floor Box Kits. The pop-up electrical outlet boxes are designed to be installed into floors with a metal lid that opens and closes to reveal the electrical receptacles and USB ports.

The stainless steel or brushed brass-finished electrical receptacles can overheat when in use, posing a fire hazard.

The kits, which were manufactured in China, were sold online at garvinindustries.com, acdcusa.com, cesco.com, gordonelectricsupply.com, platt.com and usesi.com from January 2016 through August 2018 for about \$90.

Those with the kits can call 888-803-0492 from 7 a.m.-6 p.m. Central Time Monday through Friday (or visit www.garvinindustries.com or www.southwire.com)

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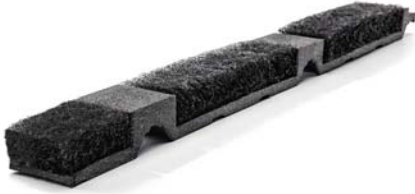
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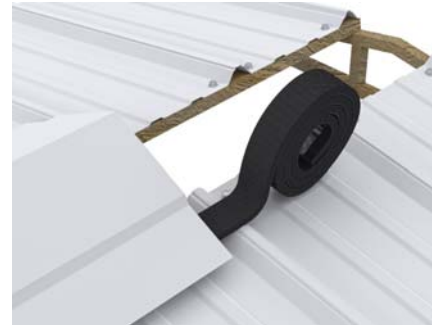
Plyco Corporation



Plyco manufactures and distributes a variety of ventilation products designed to meet most airflow requirements. The MWE-100 is a low profile unit, 10 feet in length with 12 square inches of free air space per lineal foot. The MW100-25 has a higher profile than the MWE and is open at the top. The ventilator has an internal diverter to direct rain off to the side and out onto the roof. The MW100-35 has the same design as the 25 series with increased free air space of 36 square inches per lineal foot. The FMW100-35 is of the same design as the 35 series but the diverter is made from translucent fiberglass to allow light into the building ridge while keeping the rain out.

www.plyco.com

MWI Components



MWI supplies Uni-Vent II and III to ventilate with a ridge cap, and they manufacture five Ridg-Vent profiles. Additionally, MWI offers over 100 colors for Ridg-Vents to match most roll-formers' metal panels. The Ridg-Vents' metal edges are hemmed for easier handling/improved strength. Their lack of raw metal edges prevents rust stains. MWI also manufactures steel/aluminum soffit systems. Pre-cut or special-cut lengths are available - sizes 7" to 144". When united, Ridg-Vents, Uni-Vent, and soffit provide superior ventilation.

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Carrington Building Products



Adequate roof ventilation and uniform airflow are critical for the proper maintenance of metal buildings. Carrington's patented Dri-Vent and Dri-Vent2 vented closure strips are rugged, breathable, easy-to-install solutions to ensure adequate ventilation for metal roofs. Dri-Vent and Dri-Vent2 closures provide the ideal balance of superior venting, rugged construction for long life and budget-friendly cost.

www.carrington-specialty.com

ST Fastening Systems



ST Fastening Systems supplies its MultiVent and MultiVent10 closures for those applications requiring airflow on metal roofs. Open cell foam MultiVent, 3 feet in length, and woven polyester MultiVent10, 10 feet in length, allows as much as 98 percent free airflow through the material. However, it prevents wind-driven rain from penetrating the material when compressed. The designs are universal for both, with adhesive applied for easy field installation. MultiVent can be used on angled roof applications and MultiVent10 for ridge cap applications.

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CannonBall offers a variety of window applications for agriculture, commercial and metal building markets. The thermally-broken 2200-Series aluminum windows hold off winter's cold and are available in slider, hung, fixed, and architectural shapes. Value models can be found in the 1200-Series welded vinyl construction and wide assortment of horizontal sliding, single hung, 3-lite slider, fixed and architectural shape configurations. Specialty glass is available in both series upon request.

www.cnbhnp.com

Palram Americas



Palram continues to expand its SUNSKY Polycarbonate Panel line, allowing builders to offer more day lighting and side lighting options to their customers. With Palram's proprietary MetalMatch Technology, Palram can match virtually any corrugated metal panel profile available, with minimal order requirements. Palram also offers a complete line of AG-TUF and DURACLAD PVC liner panels for interior use.

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The CTB (Commercial Thermal Break Window) is Plyco's top-of-the-line commercial quality window. It is constructed of 100 percent thermalized aluminum extrusions with 3/4-inch thermo pane glazing. AATL (All Aluminum Trimline) windows, an aluminum frame window, is specifically designed for the metal-clad building industry. Series 100 energy efficient window is made of "Fibrex," a revolutionary composite material with strength, aesthetic appeal, and energy efficiency (Energy Star). The Series 100 window can be painted and holds its form without warping or twisting.

www.plyco.com

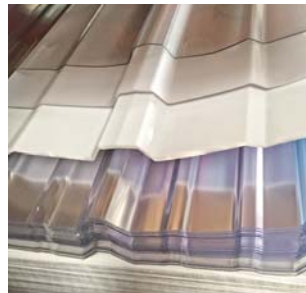
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ABC Supply Company, Inc.



ABC Supply Co. Inc. is the largest wholesale distributor of roofing in the United States and one of the nation's largest wholesale distributors of select exterior and interior building products. The company carries the top brands and latest products in replacement and new construction windows, skylights, and glass doors. Since 1982, ABC Supply's sole focus has been serving professional contractors.

www.abcsupply.com

industry news

BY RURAL BUILDER STAFF

See You In Queen City!

REGISTRATION OPENS FOR CONSTRUCTION ROLLFORMING SHOW

THE FIRST ANNUAL CONSTRUCTION ROLLFORMING SHOW IS OPEN FOR BUSINESS. Registrations for trade show admittance and educational programming are now being accepted.

The December 12-13 trade show, which focuses solely on the metal roll-forming industry, will be held at the Duke Energy Convention Center in Cincinnati. Premier show sponsors include Acu-Form Roll Forming Equipment; ASC Machine Tools, Inc.; MWI Components; AMS Controls; and Hershey's Metal Meister, LLC.

Roll-formed metal wall and roof panels comprise a large part of the agricultural, commercial, post-frame, and residential construction markets. It is a rapidly growing — but previously underserved — segment of the metal construction industry.

The event's new owner, Shield Wall Media, remains steadfast and enthusiastic after purchasing the show from F+W Media. Publisher Gary Reichert said, "Less than a year ago, we debuted the premiere issue of *Rollforming Magazine* at METALCON. And now, just a short while later in the grand scheme of things, the registrations are open for the premiere trade show devoted exclusively to roll forming.

"There is strong anecdotal evidence from manufacturers and component suppliers that this specific niche in the construction industry is growing," Reichert continued. The environmental factors also point to growth. As asphalt prices increase, the investment gap between a traditional asphalt shingle roof and a more durable metal roof closes. As various types of metal roofing becomes more competitive, the additional demand results in more manufacturing.

"This segment has been ignored for too long. One of the tasks facing *Rollforming Magazine* and the Construction Rollforming

Show is generating actual market data," he explained.

The Construction Rollforming Show is targeted to an audience of medium to large builders, dealers, distributors, and manufacturers. During this special event, more than 50 exhibitors will fill the 15,000-square-foot show floor. From raw materials to automation software, exhibitors will feature products and information to support all facets of the roll-forming industry.

In addition to a trade show, the Construction Rollforming Show includes educational programming tailored specifically to roll formers. The education package includes presentations on inventory control and management, improving quality and productivity, coil and steel metallurgy and properties, paint and coating technology, business best practices and development, with more sessions yet to be added. Of significant note is a special presentation on Friday, December 13, which focuses on industry metrics on roll forming in the construction industry and its potential for growth.

Two registration options for the Construction Rollforming Show are available. Admission to the trade show is \$45, while trade show admission *plus* admission to all the educational opportunities is \$150. To register, visit <http://bit.ly/RFSHOW2019>.

The Duke Energy Convention Center is located at 525 Elm Street, Cincinnati, Ohio. Special discounted room rates are available at the Hyatt Regency Cincinnati; to receive the discount, you must mention The Construction Rollforming Show when making your hotel reservation. (Reservations: 513.579.1234)

For more information about the show, including remaining exhibition and sponsorship opportunities, contact Gary Reichert at gary@shieldwallmedia.com or 715.252.6360. **RB**

Construction
Rollforming
Show 2019

Planning For A Successful Build

Avoid self-storage development mistakes

WELL, YOU HAVE FINALLY gotten all your approvals for your self-storage project. It has taken you at least two to three times as long as you thought, and to top it all off, you had to agree to a bunch of additional items the city required that you are still trying to figure out how to pay for.

Now you are finally ready to build. Next, you are either pulling the trigger with hiring a general contractor to build your site or you are planning to be your own general contractor and start building. This article is written assuming that you are going to be your own contractor because it will be the worst-case scenario for you. (Yes, that means it is all up to you to figure out your mistakes.)

SITE PREPARATION

The single biggest development mistake of building a self-storage is to not have the proper grading in place. This means that you have water properly flowing off your pavement to your new retention pond. I know you have a grading plan in place from a licensed civil engineer, but once you work your site and try to determine final grades (there are always field changes that have to be made) you will then determine if the plan will actually work.

What specifically you are looking for is if you have enough pitch to drain your water correctly. For example, if you are using asphalt you will want to have your water drain at a 1 percent pitch, but if you have a concrete drive you can reduce slope to 1/2 percent. The greater the slope the better it is for drainage. Many people regret not installing underground storm drains including pipes from the gutter spouts. This option costs more but you will always be happy you did it in the long run.

Speaking of grading and dealing with precipitation, a related

mistake is to drain water to the north side of the building in any climate with ice and snow in the winter months.

PLANNING CONDUIT RUNS

Failing to properly plan and install all the underground conduit you will need for your project can be another major mistake. This sounds like a minor item, but it is extremely important.

The first conduit line that will go from your office building to your self-storage buildings will be for power. Normally you will need at least a 1-1/2-inch conduit going to each building so that you can have power for outside lighting. If you are going to have a climate-controlled building, you may require a larger pipe for the extra power needed for HVAC systems.

In case you are phasing your project, and do not know exactly what building you may be doing next you will want to oversize the pipe and make sure the conduit extends *beyond* the pavement you are doing in the first phase.

The second conduit layout you should be working on is for your camera system. This low-voltage conduit must be separate from the electrical conduit to reduce interference from the higher-voltage power lines.

The last conduit you will need to work on is for the controlled gate access system and keypads. The location of this conduit will be determined by where you are installing your gate system.

GATE PLACEMENT

Poor gate placement is another common mistake. The ideal spot for the gate will allow for the customers to be off the road while putting in their gate code. The actual gate should be at least 12 feet in front of the keypad so there is a better chance



Properly preparing the build site is an important step to a successful project.



Site prep and foundation work for a two-building, 20,000 sq. ft. climate-controlled storage building expansion. Planning for stormwater handling and underground utilities for current and future phases is an important part of self-storage development.



that your customers will not run into the gate. Customers should be able to access the office (or automated kiosk, if applicable) and should have room to turn around and leave without going through the gate.

I believe whether or not you are planning to put in a gate now or possibly in the future, you should always figure out the exact gate location. The location of the gate may change what type of gate you will need for your project. In many situations, the best location will force you to install a vertical lift gate instead of a sliding gate. Of course, the vertical lift gate costs a lot more than a slider, but it may be the best type for your situation.

INSTALLING THE FOUNDATION

We are now ready to install your foundations. I suggest that you have your site surveyor stake out the building corners to make sure you are setting the building into the correct spot. This costs extra money, but it is invaluable to make sure all the buildings are properly positioned and at the correct floor height.

While you are constructing, you may run over the grading stakes; it costs more money, but have your surveyor come out again — it minimizes the chances for a mistake.

I'm a firm believer to also verify the building foundation dimensions before concrete pouring is started. A typical mistake is that the concrete contractor does not have the correct building width (they took the dimension from the outside of the form, not from the inside where the concrete will stop).

What happens more frequently is, if you have steps in the buildings, these may not be in the right spot or the correct height compared to the final site plan layout.

FINAL GRADING AND PAVING

Once your foundations are poured, then you can do final grading and possibly install your binder course of asphalt paving. Many people do this later (once the building is built



Before pouring your concrete, make sure you have all the required conduits in place. This photo of Fern Ridge Self Storage (now completed and open) show an example of a well-planned and executed site, ready for steel buildings.

but some still pave before the building is installed so that they will not have their asphalt paving contractor hit the building. Whatever the case, you will want to have all bollards installed before paving. ALWAYS install bollards on all four corners of your building, these bollards should be a minimum of 6 inches wide and 3-4 feet into the ground so they are normally a total of 7 feet long when purchased. You will also want to install bollards on all sides of your keypads, and on the corners of your gate so that you will be protecting your investment. I have now started to put bollards at all my recessed openings into hallways. Many people seem to back into these areas, so it is good to protect against them hitting them. If you are building large Boat/RV commercial units then you may want to put in bollards in front of each of the door jambs. This is an expensive proposition, but it will help defend against damage in the future.



Bollards should be installed at all building corners to protect your investment against damage.

OFFICE SPACE

One of the biggest regrets people have had with their self-storage development is that they wished they would have built a nicer office. I believe it is very important to put all the extra money you have into making your office as beautiful and as spacious as you can. The extra touches in design and finishes always pay off in the long run. Good planning up front is key. If all the parts are detailed then you will just need to hire good finish carpenters to implement the plan. Make sure the office has a unit next to it to store equipment/electric cart/maintenance items. Preferably this area is also heated; it will be helpful in keeping the site clean and in good order.

FINAL INSTALLATION

When the actual building is installed you will want to verify that the building is going up according to plan. Make sure to do a proper walk through with the installer to make sure all the doors are in proper working order, that there are no missing screws in a wall panel, etc. Remember, it is easier to fix any issues up front than find out about them afterwards when you have started to rent a unit.

In your buildings that have hallways, I recommend planning an area that will accommodate the carts needed to move your customers' possessions to their unit. I have seen many times these carts just left in the corridor and can become an obstacle

for the customers. Having an area for them set aside out of the way is a better plan.

BE READY FOR BUSINESS

Lastly, don't get so caught up with the physical construction that you miss important property management details. I recommend that people pull a permit for each building separately. The reason for this is that you can get a certificate of occupancy per building. This means when you have one building done you can start renting. In many areas, if you pull only one building permit that means all the buildings must be completed before you can rent one unit. Many customers are so worried about getting the building built they are not actually ready to rent a unit. It is wise to have your website and management software system already in place, for example. Don't forget to submit your business details to major search engines so customers can find you. Set up your accounting software, before opening, and if possible work to integrate it with your management software. You will need to be set up to take credit cards, and your banking should be ready to go, including taking ACH payments.

You have been working for many months — if not years — getting ready for this point of actually collecting money. It is surprising to see how many people are not prepared for the day they can actually start earning some money. **RB**

in focus

BY JAMIE LINDAU, TRACTE BUILDINGS

Developing A Storage Unit Mix

Planning Unit Location, Sizes, and Quantity

ONE OF THE TOPICS frequently discussed by new self storage developers is unit mix. And for good reason – building the right units can be the difference between renting up a good pace at full price vs renting up slowly and discounting.

Your exact unit mix and layout will be influenced in part by the layout of your property, and how the buildings will fit. But even before you start worrying about how the buildings fit on the land, you should be investigating the neighborhood to determine what kind of storage is most likely to succeed.

START WITH THE COMPETITION

Secret shop your competitors and evaluate their pricing. Are there unit sizes that they do not have available? You might want to go heavier on that size. Do they ever discount specific sizes? They might have too many of those. It's common to see established storage businesses add buildings over the years — pay close attention to what they are adding, because that will tell you what rents well for them.

RENTERS OR HOMEOWNERS?

Customers tend to rent from the nearest facility, so locating land close to residential development is important. The type of residential development can help guide in unit size. Apartment residents tend to rent a smaller average unit size – commonly in the 5-by-10 to 10-by-15 range. Homeowners in the moving process will need larger units. They may rent a mid-size unit to begin staging their home, they move up to a larger or second unit. A homeowner moving a typical suburban four bedroom house can easily fill a 10-by-30, plus another unit.

DO THEY HAVE TOYS?

Some of your clients will be storing their power sports equipment: motorcycles, boats, jet skis, ATVs. Consider what type of activities are popular in your area, and plan to have units appropriate for them. When looking at storage for these items, think about the trailer too. In my area, 17- to 19-foot fishing and ski boats are popular. But don't be fooled into thinking that a 17-foot boat fits in a 20-foot unit. You need to factor in the motor hanging off the back and the hitch sticking out on the front of the trailer, as well as the width of the trailer wheels. Including some 12-foot wide units in areas with wider driveways can create some highly desirable units. In my area, boat owners would like 12-by-25 units with space to back them in.

Extra large units are increasingly in demand for campers and RVs, but you'll need to carefully evaluate the space required (the large units plus wide driveways) versus the rental income. Larger units tend to offer you a lower income per square foot. Angled parking or building designs can help reduce the land consumption, but in general its best to build smaller units if demand is there.

When considering whether or not to add boat and RV storage, observe if the local neighborhoods allow outdoor storage at residences. If homeowners are prohibited from parking the



Shopping competitors can help determine what size of units you should include in your own facility.

boats and RVs outside at home, you will have increased demand at your facility.

Over time you'll notice patterns in vehicle and boat storage – classic car owners (especially in the North) are likely to store their hobby cars in a self-storage unit during the winter, even though they might otherwise keep it in their garage at home. Why? Because they want to put their daily driver in the garage once the snow starts flying.

Providing electricity in units aimed at automobile storage can help justify higher rental income and attract a higher end client, however it does increase the risk for fire or attempts to live in a storage unit.

DO THEY HAVE BASEMENTS?

Regions without basements tend to have a greater need for storage. Areas with limited garage space also support increased long-term storage demand, compared to neighborhoods with three-car garages.



These are examples of well laid out sites with no dead ends. Gates are protected by bollards, and if equipped with an office, parking is available outside of the gated area.



WHAT IS THE TYPICAL CUSTOMER INCOME?

Higher income customers are more likely to be willing to pay for climate controlled storage. Additionally, they are more likely to expect a higher level of service – great lighting, higher end curb appeal, and other amenities.

IS THERE A COLLEGE NEARBY?

Students frequently rent smaller units. Additionally, younger renters are more likely to rent or reserve online. Once at your property, these renters are more likely to embrace technology in the form of a rental kiosk. On the negative side, student renters are typically seasonal renters with higher unit turnover.

HOW IS THE WEATHER?

In humid climates, climate controlled storage continues to increase in popularity. It offers customers better protection from mold and mildew and offers you as a developer better land coverage (assuming you build wider buildings) and return on your investment. In some areas it has become quite common, while in others there is an opportunity to be one of the first to market with this type of storage.

Are you building interior or exterior access units? If you project is a conversion or new climate controlled build-

ing, the unit mix can skew smaller, giving you more flexibility. At a traditional drive up site, you need some large units – for example, for a customer who needs to store a car or boat. But for interior units, everything needs to fit through the hallway. If a client needs 300 square feet of storage, it doesn't really matter if you rent him or her a 10-by-30 or two 10-by-15 units. Interior access projects rarely have units larger than 10-by-20.

Considering all the above, you'll be ready to proceed with your exact property layout once you've located the right parcel, balancing your anticipated unit mix with the mix that maximizes rental space on the property. If the project can be built in phases, that will give you the opportunity to adjust your mix as you grow.

Many new storage developers are interested in the idea of adjusting the wall between back to back units – for example you could change back-to-back 10-by-20 units into back-to-back 10-by-10 and 10-by-30 units. Or remove the wall entirely for a drive-through unit. While this certainly is one option for changing a unit mix, the easier solution is to adjust rates to encourage clients to rent your available units more evenly. This doesn't need to mean discounting: You could make your 10-by-20 units look more attractive by raising the rates on your 10-by-15 and 10-by-25 units. **RB**

industry news

BY RURAL BUILDER STAFF

■ CONSTRUCTION ROLLFORMING SHOW KEYNOTE SPEAKER ANNOUNCED

Shield Wall Media has announced John M. Rose will be giving the keynote address at the first annual Construction Rollforming Show in Cincinnati on December 12. Rose is currently the Chief Risk Officer at ALTOUR, one of the largest travel agencies in the world.

Rose has 22 years of experience as a C-suite executive in the insurance, assistance, and intelligence industries. His resume credits include serving five years as a Program Director for the Department of Defense.

In his address, Rose will speak about competing in a rapidly changing global market, coping with disruptive change such as artificial intelligence, tariffs challenges, and finding qualified employees.

Attendee registration (\$45) is now open online at <https://www.constructionmagnet.com/construction-rollforming-registration>. (Online registration ends November 22. A \$25 fee will be added to ticket prices for walk-ins at the door.) To learn more about the December 12-13 Construction Rollforming Show programming, visit <http://bit.ly/CRSShow19>.



John M. Rose

■ UNION CORRUGATING ACQUIRES OAKLAND METAL BUILDINGS

Industrial Opportunity Partners (“IOP”), an operations-focused private equity firm based in Evanston, Illinois, announced September 26 that its existing portfolio company Union Corrugating Company has acquired Oakland Metal Buildings. Oakland will operate as a plant location supporting the Union platform. Terms of the transaction were not disclosed.

Oakland is a manufacturer and distributor of pre-engineered metal buildings. The company operates out of a single

facility in Florence, Alabama, with over 130,000 sq. ft. of manufacturing capacity for pre-engineered metal buildings. The company’s products are used in commercial, post-frame/agricultural and other industrial applications. Its customer base consists primarily of contractors.

Union is a manufacturer of metal roofing systems, roofing components, and pre-engineered metal buildings. Its products are used in residential, post frame/agricultural and commercial applications and are sold through lumber retailers, home centers, wholesalers, contractors and directly to consumers. Union is based in Fayetteville, North Carolina, with 17 additional manufacturing and distribution facilities located throughout the Southeast, Mid-Atlantic, and Midwest U.S.

Union President and Chief Executive Officer Keith Medick noted, “The addition of Oakland Metal Buildings significantly increases our manufacturing capacity for metal buildings and allows us to continue growing that business while also giving us a location in the Alabama market from which to sell Union’s metal roofing products.”

■ AZEK BUILDING PRODUCTS PARTNERS WITH SNAVELY FOREST PRODUCTS

AZEK Building Products, a manufacturer of premium outdoor building materials, has announced a new partnership with Snavely Forest Products. The wholesale distributor of building products plans to offer the full lines of TimberTech and AZEK Exteriors products in key locations throughout Colorado and Wyoming.

The TimberTech and AZEK Exteriors portfolio of products provides customers with a range of high performance, low maintenance alternatives to wood. The products are made from a majority of recycled polymer to create an eco-friendly product.

AZEK Building Products manufactures all products in the United States.

Snavely Forest Products partners with both domestic and international manufacturers. Together, they are set to partner at distribution centers across Colorado and Wyoming with potential to expand to other locations in the future. **RB**

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supplier news

BY RURAL BUILDER STAFF

■ FASCO REBRANDED AS BECK AMERICA

BECK has changed. From the first collated staple, to the invention of SCRAIL, the nail and screw combination fastener, or LIGNOLOC, the first collated nail made of wood – the company from Austria now has a new umbrella brand and brand design.

“Our business has undergone a significant transformation in the past few years. Against the backdrop of digitization and the dynamics of continuously changing markets and customer expectations, we recognized that our company needed to modernize its brand strategy in order to remain up to date,” announced Christian Beck, General Manager and CEO of BECK, at the launch of the new corporate brand identity on September 16.

The umbrella brand name is changed from BECK Fastener Group to BECK.

As part of the new brand identity, BECK also decided to streamline the brand architecture. They reduced the number of brands and established a consistent brand family with a clear new brand structure (as seen in the graphic). In this context, FASCO America was renamed BECK America. BECK America



Christian Beck, General Manager and CEO of BECK.

now clearly appears as a BECK company that not only sells FASCO tools but also the whole BECK product brand range.

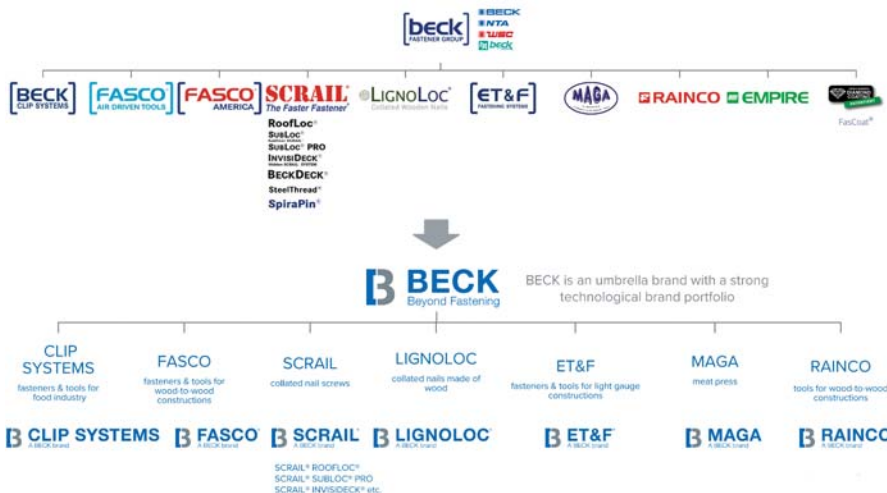
Through an exhaustive 20-month effort the new BECK brand was born. During this process, the company was encouraged to represent its competencies clearly, to simplify communication and to improve the customer experience.

“The main idea behind all these steps: to pull all of our strengths and to appeal to the customer by simplifying the way we approach the market,” Beck said. “We’re proud of the work that we do here at BECK and we are looking forward to further strengthening and expanding the cooperation with our business partners through our brand.”

The transition will take place gradually over a period of one year as the migration rolls out in a step-by-step migration process.

BECK is a family company founded in 1904. For more than 110 years, BECK has been one of the world’s leading manufacturers of innovative fastening solutions. BECK is now a globally active, family-owned company with sites in Austria, Germany, Italy, Poland, and the USA.

rebranding.beck-fastening.com



■ PLYCO NAMES GRANTIZ AS NATIONAL SALES & MARKETING DIRECTOR



Tom Grantiz, National Sales & Marketing Director of Plyco

Plyco Corporation has named Tom Grantiz as its new national sales and marketing director. Since 1989, Grantiz has worked in various positions with Dominion Building Products, EXPI-Door and most recently, as general manager for Diamond Door Products at the Elkhart, Indiana, manufacturing facility.

■ MAKITA HONORED FOR BATTERY RECYCLING PROGRAM

Makita U.S.A., Inc. has been recognized for outstanding battery recycling efforts with the Call2Recycle 2018 Leader in Sustainability Award. Call2Recycle is the country’s first and largest consumer battery recycling program.

Makita’s engagement contributed to the diversion of 7.2 million pounds of batteries from U.S. landfills through the Call2Recycle program in 2018.

Makita was one of the first power tool manufacturers to join Call2Recycle in the mid-1990’s and has worked with Call2Recycle to develop new ways to collect, package, and ship used batteries at the end of their life cycle to recycling centers. Each Makita lithium-ion battery carries the Call2Recycle Battery Seal, which includes a toll-free phone number to locate a battery collection site.

For more information, visit www.call2recycle.org.

calendar

BY RURAL BUILDER STAFF

November

6-8, Design-Build Conference & Expo, Las Vegas.
www.designbuildexpo.com

December

5-6, Metal Roofing From A (Aluminum) To Z (zinc) Course, University of Wisconsin-Madison; <https://epd.wisc.edu/course/metal-roofing-systems>

12-13, 1st Annual Construction Rollforming Show, Duke Energy Center, Cincinnati, Ohio. Sponsored by *Rollforming Magazine*. For exhibitor information contact Gary Reichert, 715.252.6360; gary@shieldwallmedia.com

2020

January

13-15, Metal Construction

Association (MCA) Winter Meeting 2020. Indian Wells, California; www.metalconstruction.org

21-23, International Builders' Show (IBS) 2020. Las Vegas.
www.buildersshow.com

22-23 Northwestern Building Products Expo — North. St. Cloud, Minnesota. www.nlassn.org

February

1-5, ASHRAE Winter Conference 2020, Orlando, Florida.
www.ashrae.com

4-6, International Roofing Expo (IRE) 2020. Dallas, Texas;
www.theroofingexpo.com

10-13, American Architectural Manufacturers Association (AAMA) Annual Conference 2020. Fort Lauderdale, Florida. www.aamanet.org



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new products

BY RURAL BUILDER STAFF

LACROSSE ALPHA RANGE

Nothing is worse than cold, wet feet when you are trying to get work done! The LaCrosse Alpha Range has quickly become a go-to work boot for getting the job done. The range is growing with a new model that incorporates a composite safety toe, metatarsal guard, puncture resistance and electrical hazard protection. This boot is designed for any job site or task in the worst wet and muck, protecting your feet and keeping you dry. These boots are great for 60 degrees to -20 degrees F.

The boots feature:

Hand-laid premium ZXT rubber over a 5mm neoprene core for durable, flexible, waterproof comfort; Active Fit with adjustable gusset for easy on/off and a secure, comfortable fit on foot; textured finger grips and angled top band make it easy to grab hold and pull on; and moisture wicking and quick drying polyester jersey liner

Non-metallic safety toe, metatarsal guard, and puncture resistant midsole. MSRP: \$160.

www.lacrossefootwear.com



7-INCH GUTTER GUARD

Leaf Solution has added 7-inch Xtreme Gutter Guards to their product mix of 5-inch and 6-inch guards for residential or commercial installation. Xtreme features .42 stainless-steel mesh to block all debris from leaves to pine needles, from oak tassels to shingle grit to pollen, yet allows water to flow freely into the gutter. A durable substrate backing reinforces the mesh, horizontally and vertically, from stretching or sagging and simplifies installation.

Components are assembled with a patented hemming process that prevents separation. Engineered to outperform and outlast comparable gutter guards, Leaf Solution Xtreme has a 20-year transferable warranty and is made in the United States. Available for fascia or under-shingle mount, in mill silver or black. leafsolutionusa.com.





Mark Battersby has more than 35 years experience in small business issues, tax and financial matters. Contact him at 610-789-2480 or MCBatt12@Earthlink.net.

Getting A Head Start On Tax Savings

GOOD TAX PLANNING IS BASED ON A RURAL BUILDINGS BUSINESS'S CURRENT VERSUS POTENTIAL FUTURE EARNINGS OR PROFITS.

For those builders and contractors whose taxable earnings will potentially be lower next year, end of the year tax planning is very simple: Defer any income possible, pushing it onto next year's lower tax bill.

In addition to deferring income until next year when the tax bill, if not the tax rates, may be lower, it might be more valuable to accelerate deductions into the computation of the current tax year's tax bill. However, while many approaches either don't work or only result in a deferral of taxes, tax bills can be reduced using timing, making a few key moves, and by spending money on specific things. Consider, as one example, pre-paying some deductible expenses.

Those in need of extra business deductions before the end of the year can prepay some expenses, such as business insurance, rent on shops and equipment and lease payments on business vehicles. The general rule is that expenses for a future year cannot be prepaid and deducted from the current year's tax bill.

An expense paid in advance can only be deducted in the year to which it applies. Fortunately, there is an exception, the so-called "12-month" rule, that allows the building business to deduct prepaid future expenses in the current year if the expense is for a right or benefit that extends no longer than 12 months or until the end of the tax year after the tax year in which the payment is made.

The 12-month rule can apply to business insurance premiums, licenses, rents and leases as well as to payments for terminating business contracts. It may not, however, be used for payments for interest, loans and other financial interests or purchases of furniture, fixtures, equipment, or other long-term capital assets.

Bottom-line, whether prepaying expenses makes sense depends on the expected tax bill for this year compared to future years, as well as future changes predicted for our tax laws that might raise the building operation's taxes. If income is expected to go up substantially next year, not prepaying expenses, but instead maximizing deductions next year, might be the best option.

The 2017 Tax Cuts and Jobs Act (TCJA), along with other legislation increased the write-offs for certain types of business equipment. The accelerated depreciation deductions apply to the cost of business equipment purchased during the year but go much further. Consider:

BONUS DEPRECIATION

The TCA created a tax deduction for the entire cost of new purchases with 100 percent bonus depreciation. With bonus depreciation, the cost of computers, equipment, vehicles, and furniture acquired in the 2019 tax year can be written-off.

SECTION 179 EXPENSING

There is also the increased Section 179, first-year expensing write-off that has been doubled from \$500,000 to \$1,000,000. Section 179 property now also includes fire protection, alarm systems, and security systems.

ENERGY EFFICIENT PROPERTY

Every business can get a tax credit, a direct reduction of the tax bill rather than a deduction from the amount that tax bill is based on, for investing in specific energy-saving improvements and projects. These investments must be in "investment credit property" that can be depreciated or amortized. The amount of the tax credit is: 30 percent for solar, fuel cells, small wind turbines, etc., and 10 percent for geothermal, microturbines, and combined heat and power.

REPAIRS

In 2013 the IRS issued regulations that kicked in during the 2016 tax year and impacting every building business with fixed assets. Today, the so-called "de minimis" safe harbor deduction for materials and supplies has been increased from \$500 to \$2,500, at least for those businesses without an applicable financial statement. It is not too late to update the building operation's policy for differentiating repairs from capital expenditures to comply with the updated regulation.

VEHICLE EXPENSES

What percentage of a vehicle used in or by the building business is attributable to business usage?

Tax

bills can be reduced using timing, making a few key moves and by spending money on specific things.



Whatever the percentage, that amount may qualify as an auto expense. The IRS allows two ways to calculate the deduction. First, there is the actual expense to which the percentage is applied to create the business auto expense deduction. Or, tracking the actual mileage for business purposes and using the 54.5 cents per mile standard write-off. But, don't forget the write-off ceiling on the vehicle's cost.

With income, the general rule for cash-basis building operations and businesses is it doesn't have to report income until the year cash is received or a check is in hand. Most small businesses are allowed to use the cash-method of accounting for tax purposes.

A business operating on a cash basis for tax purposes, anticipating higher profits in 2020 than in previous years, may want to defer revenue as a way of reducing taxable income for 2019. Consider billing late in December or delaying the delivery of certain products or services until January.

Alternatively, if the building business is expected to be more profitable next year, accelerating cash collection before December 31 would allow those amounts to be taxed at a lower rate.

The purpose of records is two-fold. First, they provide a reminder of income and expenditures, plus they serve as proof should it be demanded by the vigilant IRS. Yes, good records will help monitor the progress of the building business, prepare its financial statements, identify sources of income, keep track of deductible expenses and aid in preparation of the annual tax returns.

Expense records are important for deductions and lowering taxable income. Here, cancelled checks may not always do

the trick as IRS auditors want invoices, bills, and contracts explaining those cancelled checks. And, the time to assemble those records is now, *before* the end of the tax year.

As the end of the building operation's tax year approaches, several general rules might help guide it to real tax savings — savings that will be consistent, year-after-year:

- **Don't spend money simply to reduce that tax bill.** After all, \$1 spent does not equal \$1 worth of tax saved or create a \$1 deduction. Also, keep in mind that if those accelerated deductions result in a net operating loss (NOL), as mentioned, it can now only be used to offset tax bills down the road — there is no longer a NOL carryback.

- **Know thy accounting method.** Most year-end tax strategies work best for cash-basis taxpayers. Accrual-basis building businesses report all income in the year it is earned and all expenses in the year they are incurred. So, just because the building business is paying for a 2020 expense in 2019 doesn't always result in an immediate deduction on the 2019 tax return.

- **Worker classification matters.** Every building business owner must correctly determine whether workers are employees or independent contractors. Independent contractors are not, of course, subject to withholding, making them responsible for paying their own income taxes plus Social Security and Medicare taxes.

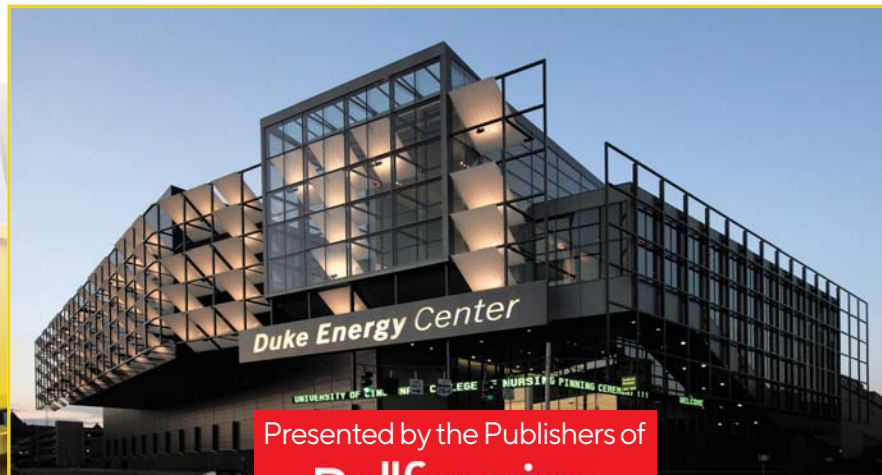
Once the work is done and the alternatives tested, do you opt for a series of aggressive year-end tax strategies? While it is almost always recommended, few builders, contractors, or business owners seem to get their tax professionals involved well before the end of the tax year. **RB**

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SHOW DETAILS

EXHIBITORS:

- 15,000 + square feet of roll forming exhibitors
- Roll formers
- Coil suppliers
- Paint and coating manufacturers
- Clips, clamps and components
- Design software
- Efficiency and automation software
- Snow retention, ventilation and moisture control

EDUCATION:

- Inventory control and management
- Improving quality and productivity
- Coil and steel metallurgy and properties
- Paint and coating technology
- Business best practices and development

SPECIAL PRESENTATION: Friday, December 13

- Industry metrics on roll forming in the construction industry
- Market size, trends and direction
- Growth potential



We are still looking for presenters and additional suggestions for the educational programming. If you would like to be considered as a possible presenter, or have a suggestion for a topic, please contact Gary Reichert. We value your input and suggestions.

EXHIBITORS

COMPANY	BOOTH #	COMPANY	BOOTH #	COMPANY	BOOTH #
3GM/Mac Metal	416	Drexel Metals	110	Northstar Metal Manufacturing	122
AB Martin Roofing Supply	623	Dynamic Fastener	327	Onduline North America	102
Ace Clamp	709	Fasteners Direct	708	Paint Valley Parts/Acu-Form	715
Akzo Nobel	523	Flack Global Metals	222	Palram Americas	202
Albatross LLC	628	Graber Post Buildings	428	Paragon	224
American Producers Supply	101	Hershey's Metal Meister	501	Plyco Corporation	227
Ameripak	616	Hixwood Metals	221	SAMCO Machinery	216
AMS Controls	216	Johnson Rollforming	117	Sheffield Metals	606
ASC Machine Tool	610	Keymark	515	Sherwin-Williams Coil Coatings	418
Atlas Bolt & Screw	215	Kloeckner Metal	618	Snap-Z	113
Beck Automation	422	Levi's Building Components	204	Star 1 Products LLC	710
Bradbury Group	316	Liberty Steel	524	ST Fastening Systems	528
Cannonball	522	Marco Industries	624	Stoll Metal Works	702
Capital Forest Products	621	Metal Rollforming Systems	201	Swenson Shear	701
County Line Concepts	521	Mill Steel	711	SWI Machinery	302
Crossridge Marketing	109	MWI Components	309	United Steel Supply	301
Direct Metals	112	NC Automation	228	Ventco	321
Dr!pstop	209	New Tech Machinery	602	Zimmerman Metals	210

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For more information, contact: Gary Reichert
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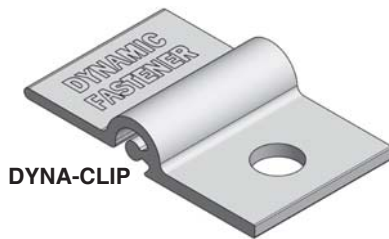


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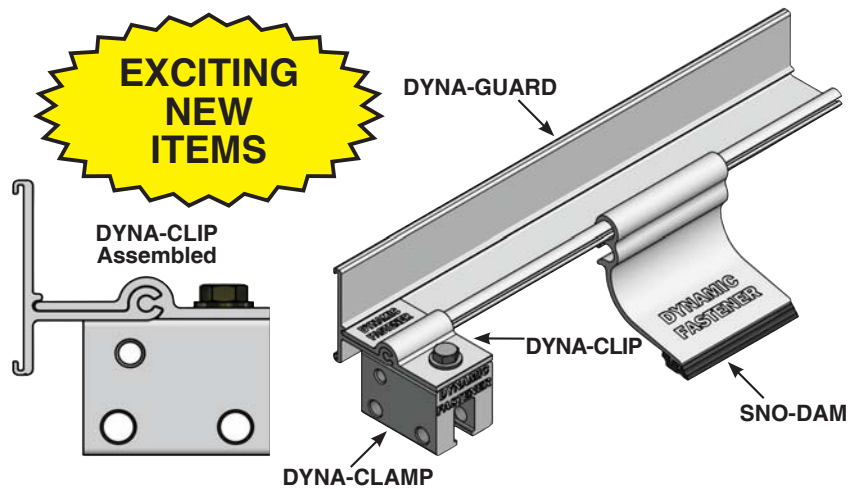
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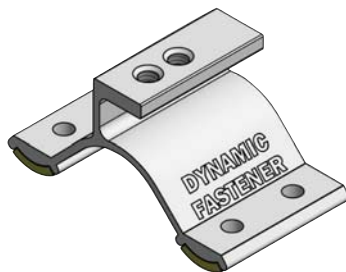


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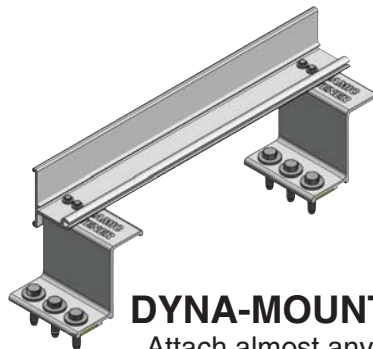
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