

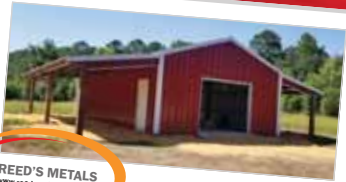
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BY LINDA SCHMID

The Source Book Publishes Your Amazing Accomplishments

Free Promotional Opportunities like that are hard to come by!

ARE YOU LOOKING FOR WAYS to get your name out there? Enhance your reputation? Encourage the labor force to consider you as a viable employer? Become an acknowledged expert? If you said yes to any of those questions, you could benefit from contributing to the Rural Builder Source Book.

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Bret Buelo of Wick Buildings believes that having projects featured in the Source Book is “great exposure for our brand to prospective builders who may be considering a source for building packages. Being published in a national publication allows builders to demonstrate the quality of their buildings to their customers, too. It gives them credibility and helps create strong impressions on prospective builders who see our projects published in a reputable 3rd party publication.”

With over 30,000 pre-qualified subscribers (all people in the industry), the Source Book is a great place to receive free marketing impressions.

Tony Delghingaro said, “Being in the source book gives DRIPSTOP and the readers a chance to get to know each other. Even though DRIPSTOP has been sold for over 25 years now, there are still a

good number of folks who are not aware that such a product exists.

Mark Stover of Perma-Column says that being in the Source Book is about

the ground (avoiding potential wood post decay/rot). It also helps the builder. They get to promote their buildings to build a competitive advantage in the marketplace – to gain awareness for their services.”

According to Delghingaro, it can also give builders a resource that can be trusted and relied upon to provide helpful solutions.

“We have advertised in the source book every year... that helps US sell OUR product,” Delghingaro said. “In addition, I was told ‘The Source Book is the #1 place builders look in our industry.’ So the impression I had was, MOST people used the source

book to buy, and sell.”

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ON THE COVER:

Photo Courtesy of Wick Buildings

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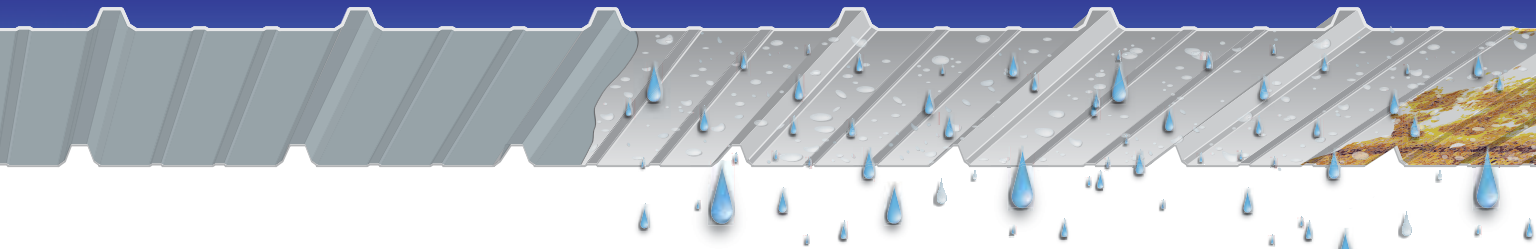
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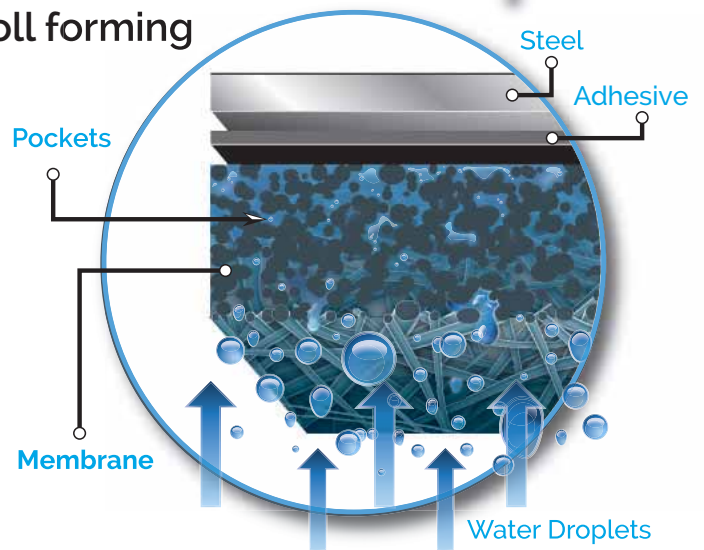
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When College Isn't For You...

Find Out What the Trades Have to Offer

BY LINDA SCHMID

ZACHARY WHITE KNEW EARLY THAT school really wasn't his thing. He grew up in Westover, Pennsylvania, outside of a small town where there were no neighbors, just lots of space to play and ride ATVs. It wasn't that he didn't do well in school; he simply didn't enjoy most of it, so he knew he didn't want to go to college. He just didn't know what he did want to do.

His first job was lawn care and landscaping, but he knew it wasn't right for him. It just didn't spark much interest in him. His older brother worked on his grandparents' farm, "built stuff" and went on to become a carpenter, but Zachary didn't really feel a pull toward that. There was a technical program at his high school, Votech, that taught electrical work, but he knew he did not really want to be an electrician, either.

When he graduated, people advised him to check out Triangle Tech in Greensburg, Pennsylvania. A 16-month course in RHVAC (refrigeration, heating, ventilation, and air conditioning) would earn him an associates degree. While prepping, he ran across an ad for the mikeroweWORKS Work Ethic Scholarship and he applied. Winning the scholarship made him realize that his labor was actually in demand and that if he applied himself he could reap the rewards. "It's pretty neat that people are willing to give you a scholarship for those kinds of training," he said. "It's really needed."

Once he got into the hands-on tech classes, he knew it was right for him. Zachary found that he actually liked book studying when it was about something he would be doing hands-on. Standing in front of a unit he'd been reading about, "suddenly it would click!" He loved that moment when the pieces came together for him and it all made sense. This is what they were talking about in the



Zachary White

They Want You as a New Recruit!

The 2022 Work Ethic Scholarship Program is currently open and will be accepting applications through April 14 and possibly longer. They plan to give away \$1,000,000 for the third straight year. Information can be found here www.mikeroweworks.org/scholarship/



As a result of a collaboration with mikeroweWORKS Foundation (www.mikeroweworks.org), *Rural Builder* is featuring profiles of Work Ethic Scholarship recipients in each of its issues. Over a thousand scholarships have been awarded to trade-school students who value hard work and taking personal responsibility. *Rural Builder* applauds these students and wants to acknowledge their choice to apply their talents to skilled trades. Thank you, mikeroweWORKS Foundation, for your continuing efforts to close the skills gap and "reconnect the average American with the value of a skilled workforce."

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book he'd realize; this is how it works.

The program had a refrigeration section, with different classes where he learned about various equipment, for example walk-ins, supermarket cases, and chillers for industrial equipment. There was the same kind of division in the heating section, for example roof top units, furnaces, and hydronic systems. The air conditioning section included heat pumps and mini-splits too.

When he completed this program, Zachary received several offers of employment. He went with Schultz Co. in Altoona. Schultz does it all: refrigeration, heating, air conditioning, and commercial kitchen equipment. While he never learned about kitchen equipment in school, he knows about furnaces and that gives him the background he needs to figure out how to fix an oven.

Zachary has been with Schultz for three years and he says, "I was lucky to get such a good job right out of school. They really take care of you; they have high wages and incentives, bonuses, PTO, a company van, and all your tool setup. The bosses are great;



they're always there to help and everybody works well together.

"I love my job! I never know what I am going to be doing; there is so much variety and I often work outside in summer and winter," Zach continued. "I've been doing this for three years and I still have those 'click' moments, when everything comes together."

Zachary has advice for people who are considering whether this might be the path for them. He says that you have to be willing to read some pretty dry reading material to supplement your hands-on learning. Also, you have to be able to admit when you've made a mistake and fix it. Whether it's going to the wrong address or ordering the wrong part. "It will get easier," he says. "You learn to double check stuff. For example, a big part of the job is providing safety checks, like checking the furnace before winter begins. Before you enter the workspace, take a second to remember what you are there for and get your head on straight. If you smell gas, have in mind what you should do."



Zachary tries to encourage young people to enter the RHVAC field by sharing information and trying to explain the variety in the job; the different opportunities they may have like fixing furnaces, fixing kitchen equipment, troubleshooting big equipment systems that cool magnets for MRI machines and so much more. Sometimes they may work on top of buildings, enjoy beautiful views, and meet cool people along the way; many of the things he enjoys in his work.

He advises people to try job shadowing. He shadowed an electrician when he was searching for the right path, but he did not have the opportunity to shadow an RHVAC technician.

The future looks bright for Zachary. He married recently and he and his wife are having fun fixing up their home, picking colors and decorating. He also enjoys motorcycling and just hanging out at home. All of this is possible thanks to finding his passion and a good job in the trades, and...he does it with no school debt hanging over his head. **RB**



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Help Where You Can, When You Can

DEAR READERS AND ADVERTISERS,

We are forced to become political, as we did during COVID. This is in response to the war in Ukraine and the general direction of domestic energy and economic policy. We are not pro conservative or pro progressive. We are not pro Republican or Democrat. We are unashamedly, unapologetically and enthusiastically pro common sense, practical solutions and pro America.

We need to increase US domestic oil production. Current policy including but not limited to the Keystone pipeline is problematic. The arguments regarding the number of leases and current production levels are intentionally misleading. For your own business to succeed, you plan years in advance. The current changes and instability of policy make long term investment in domestic oil production risky and unpredictable. This discourages exploration and the development necessary to keep growing production.

Many of the oil producing countries are our direct adversaries. Increasing domestic oil production will damage our enemies economically and make it more difficult for them to wage physical war in Ukraine and economic war globally. It makes no sense to weaken our economy and limit our ability to help our allies while enriching bad actors and regimes that would do us harm.

The recent talks between Saudi Arabia and China about a settlement system for oil in a currency other than US Dollars is extremely concerning. That would weaken our influence globally and compound inflation domestically.

Producing a larger share of global production will help us maintain the US Dollar as the world's reserve currency. As long as our country operates at a deficit, that is a requirement.

Restricting our energy production, as we have done, is misguided in any context. Arguing to reduce global demand for energy or specifically petroleum products may be valid. Until

global demand actually decreases, reducing production in the United States only means production shifts elsewhere, to jurisdictions and locations we cannot regulate or even adequately monitor. If the oil must be produced, the only sensible course is to control the production here, so it is produced as safely, cleanly and efficiently as possible.

If we do think globally, pollution does not just disappear when it is in a different country. Limiting domestic production shifts the environmental damage to a place Americans won't notice. It does not reduce or eliminate it. Not seeing does not correlate to not occurring.

The key to reducing demand is developing energy sources to replace oil. That only happens with investment in technology. Privately funded R&D occurs when our economy is strong and risk capital is available. Restoring our energy independence is critical to a strong US economy. Restoring energy production will help provide the funding needed for the research to eventually decrease global demand for petroleum products.

We must make it clear that politicians not acting in the strategic and economic interest of the United States will be opposed by every legal means at our disposal.

We have a resource of pre-written letters and links available on every website. It will take you less than 5 minutes to send one of these letters to your Representative, Senator and Governor.

There are detailed instructions on the websites, and printed versions of the letters are included in this issue as well.

You have our permission to share these resources everywhere and by any means.

It is our responsibility to help where we can.

*Gary Reichert, Publisher & CEO
gary@shieldwallmedia.com*

Easily contact your government reps

If you would like to reach out to your government representatives about US energy production but are at a loss for words, here are two sample letters for your convenience.

The "Contact Your Representatives" page on the Rural Builder Magazine website: <https://ruralbuildermagazine.com/contact-your-representative/> is home to a searchable list of State Representatives, Senators and Governors. Each listing has buttons allowing you to easily send a message.

(They are available digitally on the website so you can easily copy and paste the entire message, or passages that you choose.)

If you would like to snail-mail your representatives, we've formatted the letters on the opposite page so you can scan or photocopy the letter you would like to send. All of the postal mailing addresses are also available at the "Contact Your Representative" page on ruralbuilder.com.

LETTER EXPRESSING YOUR SUPPORT

Dear

Thank you for supporting American energy independence.

Current foreign events clearly demonstrate an item that seems to be common sense. The world is safer when the United States has a strong economy and energy independence.

Please fight to make the USA resume being a net exporter of petroleum products.

To that end I urge you to:

- Allow exploration in the Arctic National Wildlife Refuge and off-shore in US territorial waters.
- Resume the Keystone Pipeline
- Encourage and assist domestic energy companies (both petroleum and renewable) in any reasonable manner. This includes reallocation of stimulus funds to energy production and independence where possible.

These should be done safely and in an environmentally responsible manner, but they are critical to the future of our country. They need to be done now.

Increasing the availability of energy would allow our economy to grow, mitigate inflation, reduce operating expenses and disrupt the cash flow of our enemies on the world stage.

In combination with sanctions against Russian Energy, it would benefit our strategic allies and the people of Ukraine.

But action must be taken now.

I have taken valuable time from running my business to express my opinion. Like most entrepreneurs, I would prefer to allocate this time and effort to growing my business and providing a better life for my employees and my family.

On behalf of the small business people that provide over 60% of private sector jobs, please restore US energy independence, grow our economy and undermine our enemies.

It is the right thing to do for us and the struggling, innocent people in Ukraine.

Sincerely,

LETTER EXPRESSING YOUR DISAPPROVAL

Dear

I urge you in the strongest terms within my capability to pursue American Energy independence.

The current foreign events have clearly demonstrated the world is safer when the United States has a strong economy and energy independence.

Please fight to make the USA resume being a net exporter of petroleum products.

To that end I urge you to

- Allow exploration in the Arctic National Wildlife Refuge and off-shore in US territorial waters.
- Resume the Keystone Pipeline
- Encourage and assist domestic energy companies (both petroleum and renewable) in any reasonable manner. This includes reallocation of stimulus funds to energy production and independence where possible.

These should be done safely and in an environmentally responsible manner, but they are critical to the future of our country.

World oil consumption had continued to increase until 2019 when the COVID Pandemic began. Until renewable energy is viable, oil usage will continue to increase. Energy that is produced domestically is produced more cleanly and with less negative environmental impact than the same products from Russia or the Middle East.

Producing domestically would be cleaner, reduce transportation costs and allow our economy to grow.

The United States consumes approximately 20% of the world's petroleum products. Until we can reduce the petroleum requirements of the other 80% the only responsible course is to control as much of the production as possible. Then we know it will be as clean, efficient and environmentally responsible as possible.

Increasing the availability of energy would allow our economy to grow, mitigate inflation, reduce operating expenses and disrupt the cash flow of our enemies on the world stage.

Please take the strategically, environmentally and economically sensible action. We cannot control the safety of foreign production. Data shows that our production or lack does not effect global demand. That makes the only responsible action controlling as much petroleum production as possible and do it responsibly.

In combination with stronger sanctions against Russian Energy it would benefit our strategic allies and the people of Ukraine and the ecosystem of the entire world

It is the right thing to do for the entire world and innocent people in Ukraine.

Sincerely,



Color Stamped Cement

Deco Design On Slab

Opportunities Abound In Concrete Deco

WITH THE RISE IN POST-FRAME construction, some building owners are looking for ways to spice up the concrete floor. Meanwhile home design shows have exposed people to some of the various concrete floors that are possible. However,

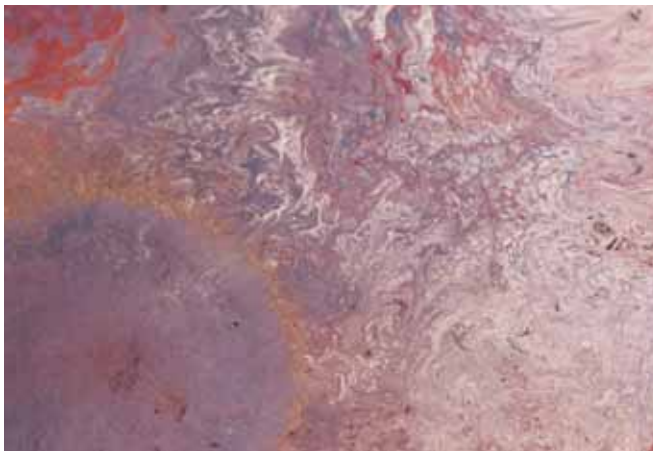
according to Greg Fox of Hayward Concrete, there aren't many concrete companies taking advantage of this interest in concrete deco or going beyond the basic stamp and color, like multiple textures and colors, and stamping vertically. "So many people want stamped concrete now, and there are places that rent the stampers out. Stamping concrete takes time, but there is great opportunity out there."

Fox says there are endless decorative options with concrete. Acid-stained concrete, for example, can be one solid color, it can look like wood, or it can resemble marble. "Even with the same techniques and colors, no two floors will end up the same." It should be noted that there are many ways to achieve various looks. These are the techniques Fox uses most often.

ACID-STAINED CONCRETE

Acid staining occurs after the concrete has been finished, smooth and tight on top. The concrete needs to cure for 30 days. If you do not wait the 30 days and you stain the concrete, the extra moisture in the concrete can affect the stain.

Once the floor is cured, the concrete should be washed and



Acid Pour Technique



Color in the cement with release color on top.



Color in the cement with release color on top; plus acrylic based stain on compass.

then acid etched. Usually the acid is mixed with 3 parts water to 1 part acid, then sprinkled evenly across the wet concrete. Scrub it into the concrete and let it sit for a few minutes, but keep it wet.

Then a neutralizing solution is applied and allowed to sit for 10 minutes or more. Rinse the concrete or wet vac it. Repeat the rinse to be sure all of the residue is gone. Then stain can be applied. After the application it can be left to set up for up to 12 hours, depending on the look desired. A second layer is added

before the floor is sealed to protect it and add shine or sheen.

“Different techniques are used to achieve different looks,” Fox said. “A marbled effect can be achieved by using 2-4 different colors and swirling them around with a mop. The acid reacts to what is in the concrete, helping to create the pattern. A floor may be marbled by starting with a color in the concrete, say cream, then acid staining with yellow and following that up with brown.” Fox sprays it back and forth across the floor, layers the colors,



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Scott Patton (right) of Indiana Warm Floors on a jobsite.

Radiant Floor Heating Tips & Tricks

If you are building a project with a cement slab including living and/or work space the owners are going to want radiant heat. Scott Patton of Indiana Warm Floors has tips and tricks for installing radiant floor heating.

- Make all the circuits in the floor the same length. If there is 250 feet to cover, then make five of 50 feet each. The water in the system will take the path of least resistance so you can end up with hot and cold spots in the room otherwise.
- A CAD drawing is helpful in showing the installer where to lay the PEX. Be sure to use oxygen barrier PEX to prevent rusting.
- Put foam down first, then mark out where pipes go. Staple them down so they are perfectly lined up.
- Don't make a circuit too long. If you take a 1000-foot roll and try to use it at that length, the water is going to lose heat; it will be too hard for the manifold to pump it out fast enough.
- Build the system with an isolation flange for each pump. It just takes a minute to change it out if there is a problem, but without that flange you will need to reflush the entire system to get the air out and get it working again.
- Use deionized water with the proper chemicals (top of the line glycol and pump lubricants) to treat it, otherwise the system can end up with things growing in it. If the water becomes acidic, it will become corrosive and can eat into the system components.



Burnished Cement

then swirls through them with a mop.

If an extremely smooth, flat floor is desired, the concrete can be “burned.” This means “burnishing,” or melting a coating into the surface with a power trowel. This leaves behind a smooth surface that you can buff to a glassy finish.

STAMPED CONCRETE

For textured patterns, the concrete can be stamped. This is done during the pour and finish stage. When the concrete has partially hardened, you use a stamper with texture mats to create patterns and push color into the concrete. The stamp can be rather flat, but often it is used to provide variations in color; the deeper parts of the stamp create a darker color.

Some patterns, such as diamonds or a checkerboard, are done with hand grinders. In this case you wait a while til the concrete gets partially hardened, 2-12 hours, then you cut into it, about a third of the way into the slab, to create the design.

THE BEST ADVICE

Fox has spent the last 10 years of his career training people to lay and finish concrete. According to him, the best advice you can get if you are starting out in concrete deco is to understand the product; read the directions, and “get to know a trustworthy supplier who really knows his stuff. A good salesman will help you out with it. There are better and better products coming out every year to make consistent concrete floors easier.”

He also advises that when starting out, you are safe if you choose Brickform, Butterfield, and Proline as they are all tried and true companies with products that can be trusted.

If you are new to working with deco concrete, Fox suggests that you find someone who has experience to help you try it out before you go on the job site. This can be tricky, though, because most concrete companies don't spend time training people in the whole concrete process; they tend to hire inexperienced people simply to use them for the intensive labor parts of the job. But know this, he says:

“Concrete is a different animal from most types of construction.

Once you start it, you can't just stop and it can require split-second decisions."

Concrete is very perishable, he continues, once it's mixed, it's only a matter of time until the chemical reaction that begins when the ingredients are mixed together leads to the concrete becoming hard and unworkable.

COMMON MISTAKES TO AVOID

- Don't try to do too much decorative work at once. If you pour concrete and go do other deco jobs while you are waiting for it to start to set up, you may end up missing your window of time in which the concrete is the right consistency to stamp. The more you try to juggle, the more you are likely to make mistakes.
- Don't try to pour and then stamp too much area at once. Again, some of the concrete will dry too much before you can get to it.
- Don't try to hurry the job up by power washing the concrete too soon or you will destroy the finish. The same thing will happen if you use the wrong tip on the power washer or you spray it too close to the concrete. **RB**

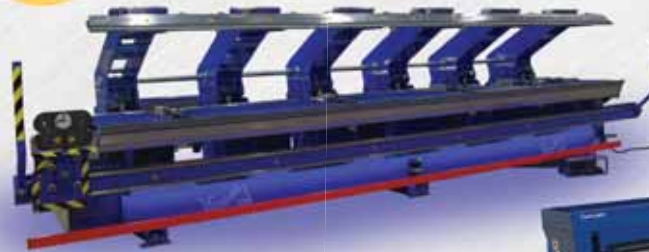


Wood Plank Texture with one color in the concrete and one over the top.

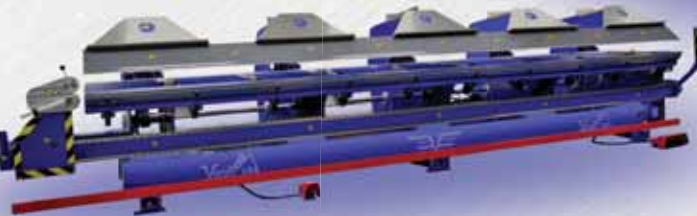


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■ PALRAM AMERICAS ANNOUNCES NEW CONSTRUCTION BUSINESS MANAGER

Palram Americas, a global manufacturer of polycarbonate and PVC sheets, is pleased to announce the promotion of Jeramy Albert to the position of Construction Business Unit Manager. Albert will be responsible for the strategic direction and product portfolio for the commercial, agricultural, and building products markets within the US and Canada. He will lead a team of factory and independent representatives to drive mutual growth for Palram and its customers.



Jeramy Albert

Albert joined Palram's inside sales team over 15 years ago, progressively advancing into numerous roles in outside sales and national account management – a true testament of his commitment and Palram's 'promote from within' culture. Albert has a proven record of building long-term partnerships and delivering value-add solutions to our distributors, dealers, and end-users. His in-depth knowledge of Palram's customers, products, and markets, combined with his strong leadership positions him well to support the company's strategic growth initiatives now and into the future.

With over 55 years of expertise, PALRAM has established manufacturing, distribution, and sales operations around the world. With global access to our time-tested resources, proprietary technologies, and rich history of innovation, Palram has become a trusted partner to markets spanning construction and architecture, sign and display, safety and security, transportation, agriculture, and DIY, among others.

■ ABC SUPPLY CO. INC. ANNOUNCES NEW BRANCH MANAGERS

Building products distributor ABC Supply Co. Inc. has announced that Joseph Supanchick has been promoted to branch manager of the company's location at 4108 30th Ave. South in Moorhead, Minnesota. Supanchick joined ABC Supply in 2013 as an inside sales associate in Sioux Falls, South Dakota.

Mariechen Brydon has been promoted to branch manager of the Corpus Christi, Texas, location. Brydon joined the San Antonio, Texas, location in April 2019, bringing over seven years of sales experience and industry knowledge.

Kevin Erickson has been named branch manager of the Melissa, Texas, location. Erickson joined Bradco Supply Corp. in 2004 as a driver and roof loader.

Victoria Longo has been named branch manager of the Lubbock, Texas, location. Longo joined ABC Supply's Manager Candidate Training Program in 2009 after her undergraduate

program at Penn State and master's program in business administration from University of New Orleans.

Andrew Bindl has been named branch manager of the Denver, Colorado, location on Kearney Street, where he began his career with ABC Supply in 2012 as an inside sales associate.

Michael Burgess has been promoted to branch manager of the Avondale, Arizona, location. Burgess began his career with ABC Supply 15 years ago at the Mesa, Arizona location on South Beverly Street.

Dennis DeBolt has been named branch manager at the Portland, Oregon location on Northeast Columbia Boulevard. DeBolt joined ABC Supply in 1995 as manager of the Des Moines, Iowa location.

Jake Hayden has been promoted to branch manager of the Colorado Springs, Colorado location on Akers Drive. Hayden joined ABC Supply in 2012 as the warehouse lead at ABC Supply's Kearney Street Denver, Colorado branch.

Andrew Matthews has been named branch manager of the Denver, Colorado location on East 66th Avenue. Matthews joined ABC Supply in 2014 at the Jacksonville, Florida location.

Gary Moody has been promoted to branch manager of the Orange, California location. Moody joined ABC Supply's Manager Candidate Training Program in January 2020 at the company's Riverside, California location.

Irving Nieves has been promoted to manager of the Chico, California location. Nieves joined ABC Supply in 2019 at the Roseville, California location as an inside sales associate.

Michael Pirrami has been promoted to branch manager of the Colorado Springs, Colorado location on South Sierra Madre Street. Pirrami joined ABC Supply in 2011 as an outside salesperson in Denver.

Matt Smith has been promoted to branch manager of the Greenville, North Carolina location on Diamond Drive. Smith joined ABC Supply in 2019 at the Durham, North Carolina location after working in the construction industry.

ABC Supply Co. Inc. is a wholesale distributor of roofing in the United States and one of the nation's largest wholesale distributors of select exterior and interior building products.

■ BRADBURY GROUP EXPERTS WILL LEAD CLASSES AT FMA ROLL FORMING WORKSHOP

The 2022 World-Class Roll Forming Workshop is scheduled for April 11-13 in Memphis, Tenn. The Fabricators & Manufacturers Association annual workshop offers small-group roll forming training sessions and networking events to those within the industry.



Matt Werner

Matt Werner, Bradbury Group Senior Manager Global Marketing & Sales, will present Justification for Roll Forming. He will cover roll forming's direct and indirect costs and help determine if a specific part should be roll formed or manufactured by a different process. He will discuss the factors needed to consider when deciding whether to take on the roll forming project or purchase the profiles from an outside vendor. Werner has served in various sales and marketing positions since joining The Bradbury Group in 2004. His vast industry knowledge will help attendees decide if roll forming is the next step for their business. Werner is a member of FMA's Roll Forming Council.



Joe Beck

Joe Beck, president of Beck Automation, will lead a session on Encoder-based Length Controls. He will discuss achieving high-precision length control on computer-controlled roll forming lines. Attendees will learn how encoder-based length controls operate and the factors that affect length variance. Beck has been in the roll forming industry for over 32 years. As a founder of Beck Automation, he develops state-of-the-art controls for the industry and understands the machines they run. Beck is also a member of FMA's Roll Forming Council.

The companies of the Bradbury Group are known for the cutting-edge technology and reliability built into every product – and for the exceptional service that helps satisfy customers worldwide. Bradbury strives to set the standard for automated

production and systems integration in the metal processing industry.

Beck Automation is a leading control system provider for the metal forming industry. Beck products make production

machines more efficient and profitable. Beck designs controls and related products specifically for all roll forming, cut-to-length, tube mills, portable roll formers and folding machines.

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■ ACI RESOURCE CENTER HOSTS CONCRETE EDUCATION AND CERTIFICATION

The inaugural ACI Slabs Week will be held in San Bernardino, California, April 26-29, 2022. The week will include educational seminars, certification review sessions and exams, and offers a special opportunity to earn an ACI Specialty Commercial/Industrial Concrete Flatwork Finisher and Technician certification.

ACI Slabs Week includes educational seminars led by subject matter experts from around the country. Engineers, designers, and contractors can expect to interact with experienced and knowledgeable peers and earn CEUs.

Finishers and contractors can attend certification review sessions for the ACI Specialty Commercial/Industrial Flatwork Finisher and Technician, Concrete Flatwork Finisher, and Decorative Concrete Flatwork Finisher certification programs. Exams will follow.

■ PIONEER MILLWORKS COMMITS 1% OF ALL TEAK SALES TO BORNEO PROJECT

Choosing teak in 2022 can give a project space a timeless look and feel, and 1% of all Pioneer Millworks Teak sales are donated to the Borneo Project in their fight to end the loss of habitat for the indigenous peoples of Indonesia.

Pioneer Millworks has searched the globe to find environmentally friendly and ethically sourced teak options with rapid lead times shipping in 2-3 weeks. Pioneer Millworks commits 1% of all our teak sales to the Borneo Project in their fight to end the loss of habitat for the indigenous peoples of Indonesia.

The Borneo Project brings international attention and support to community-led efforts to defend forests, sustainable livelihoods, and human rights. Protecting human rights and environmental integrity in Borneo is a critical component of the global movement for a just and peaceful world.

Based on a simple belief that people, planet, and prosperity work to ensure a better future, Pioneer Millworks operates on the triple bottom line. We strive to keep our carbon footprint small; our roofs house 100KW solar arrays and our wood scraps keep us warm. One percent of our reclaimed teak sales are donated to conservation causes on the island of Borneo. Our American Prairie sales support domestic barn and historic preservation. Many of our products are FSC®-certified chain of custody, LEED point eligible, and diverted from landfills.

■ LP BUILDING SOLUTIONS COMPLETES SALE OF STAKE IN I-JOIST JOINT VENTURE

LP Building Solutions (LP) (NYSE: LPX) today announced that it closed on the previously announced sale of its 50% equity interest in two joint ventures that produce I-joists to Resolute Forest Products Inc. (NYSE: RFP) (TSX: RFP).

The joint ventures were comprised of Resolute-LP Engineered

Wood Larouche Inc. in Larouche, Quebec and Resolute-LP Engineered Wood St-Prime Limited Partnership in Saint-Prime, Quebec. The long-time partnership was established as an equity method investment in which both LP and Resolute Forest Products had a 50% interest in each entity.

In connection with the closing, LP entered into separate agreements with Resolute Forest Products to continue serving as the exclusive distributor of the engineered wood products manufactured at the two operations.

A leader in high-performance building solutions, Louisiana-Pacific Corporation (LP Building Solutions, NYSE: LPX) manufactures engineered wood building products that meet the demands of builders, remodelers, and homeowners worldwide.

■ LEVI'S BUILDING COMPONENTS HIRES TWO NEW FIELD SALES REPRESENTATIVES

Levi's Building Components is proud to announce the hiring of Brian Quast and Joe Danciu as Field Sales Representatives.

Brian Quast will be representing Levi's Building Components in Minnesota, North Dakota and South Dakota. Brian has extensive experience in the lumber and construction industry.

Joe Danciu will be representing Levi's Building Components in Florida and Alabama. Joe also has extensive experience in the roofing and construction industry.

We are excited about the additions to the Levi's family, and look forward to their contributions.

Levi's Building Components is a family owned, nationally recognized supplier of metal roofing products located in Ephrata, Pennsylvania. Known for great customer service, quality products, and efficient delivery, Levi's has remained true to its core values since the inception of the company in 1978.

■ VANGUARD SMOKE AND FIRE CURTAINS RECOGNIZED FOR BUILDING SAFETY

Vanguard Smoke and Fire Curtains is the premier distributor/installer of the BLE ResQ Window with a UL-certified vision panel allowing first responders and occupants to see through the curtains to safely evacuate. In addition, Vanguard's BLE smoke curtain systems are code compliant, designed and constructed to fit unique shapes and sizes acting as a secure smoke barrier at elevator hoistway entrances.

The BLE RESQ Window is made of an ultra-high-strength clear transparent fabric containing silicone resins, making it an extremely highly durable fire curtain to withstand temperatures reaching 1832 degrees F for up to 3 hours. This permits responders to secure a safe evacuation for occupants.

Vanguard Fire and Smoke Curtains are installed in elevator hoistway entrances, corridors, doorways, building lobbies, atriums, and other spaces where people may travel as part of an egress evacuation route, or requires a code-compliant smoke/fire protection device. www.vanguardsmokefire.com.

■ **HONORING FEMALE EMPLOYEES**

Boak & Sons, Inc. is a residential and commercial exterior contracting company based in Youngstown, Ohio, specializing in roofing, gutters, sheet metal, siding and insulation. The company covers projects from Cleveland, Ohio to Pittsburgh, Pennsylvania and many places in between. Founder and President of Boak & Sons, Inc., Sam Boak, wanted to recognize the women of the company on National Women’s Day.

According to the Bureau of Labor Statistics, women make up less than 10% of the construction labor industry. Times have continued to change, leveling the playing field, which has increased the opportunities available for women to join the construction field. At Boak & Sons, job availability covers everything from shingle installers to flat roofing technicians, siding installers, insulation installers, sheet metal installers and many more. Over 13% of Boak & Sons employees are female, which is higher than the industry standard.

“Man or woman doesn’t matter, quality of work does and that’s what you get from the people here at Boak & Sons,” said Boak.

“I would hire any woman who can provide the Boak standard to our customers, whether that’s in the field or in our office. I can’t give enough credit to the women who work for this company. It takes thick skin to work in this field and the women and men here work together with mutual respect. I encourage women of any age to consider the construction industry if they’re passionate about it.”

■ **HART BRAD NAILERS RECALLED DUE TO INJURY HAZARD**

The U.S. Consumer Product Safety Commission announced the recall of Hart 18-Gauge 2” Brad Nailers, manufactured by Techtronic Industries Vietnam Manufacturing Co., Ltd., of Vietnam. (Recall number 22-017.) “The contact sensor on the nailer can malfunction and involuntarily discharge a nail, posing a risk of serious injury to the user or bystanders.”

This recall involves Hart 18-Gauge 2” Brad Nailers with model numbers HPNR01, HPNR01B, HPNR01B-SK, or HPNR01BNCA. The model numbers are located on the side of the nail tray/magazine where the nails are loaded. **RB**



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The International Rescue Committee

provides humanitarian relief in times of crisis. They need our help!



DEAR READERS,

Because it is such an interesting world, we are doing something a little different this year. We are issuing two Gold Key of Service Awards, one now and one in the July issue.

The immediate Gold Key of Service goes to the International Rescue Committee (IRC), [Rescue.org](https://www.rescue.org). IRC is a 501c3 based in Albert Lea, Minnesota and formed by Albert Einstein in 1933. They provide relief in humanitarian crises and have excellent ratings with the companies who monitor charities; 87% of the funds donated go to the relief projects.

The situation on the ground is such that there is limited

opportunity to get the needed relief to innocent people in Ukraine. Artillery and airstrikes destroyed many bridges and rail lines, so transporting food, water and other relief items is difficult or impossible. There are also reports from my friends in Ukraine of Russian soldiers firing on aid workers. Therefore, there may be a greater opportunity to be useful in the neighboring countries.

The bordering countries are not equipped to support the number of refugees. The combined populations of Poland, Hungary and Moldova are roughly 50 million. The IRC is on the ground assisting the almost 4 million refugees fleeing the Russian invasion with food and services and another approximately 6

million internally displaced who have lost their homes.

Accepting, feeding and housing an additional 8% of your total population is accepting an incredible burden. Average per capita annual income in Ukraine was approximately \$2,100 in 2019 and dropped to \$1,500 during the COVID pandemic. A friend, whose mother escaped, reported that apartments in Poland are running approximately \$1,000 per month due to increased demand. That makes private housing unattainable for the vast majority of refugees.

Thank you, International Rescue Committee for providing food and shelter for people forced from their homes.

We are delaying announcing the name of our second Gold Key of Service Award until due diligence can be completed. A smaller 501c3, they are actually on the ground in Nikolaev, which is being bombed as I write this letter. They build and support orphanages and medical treatment facilities. The paperwork here is in order and they appear legitimate, but Ukraine is corrupt so we want to verify it. We have relationships with people on the ground in Nikolaev and Odessa that can verify the organization's efforts, however, I cannot ask them to do that until the violence ends.

These facilities receive some support from the government of Ukraine, however, war and rebuilding infrastructure are expensive. With an entire country to rebuild and millions of people displaced and homeless, resources will be limited.

We need to exercise caution and vet the company on the ground in Ukraine. Once that is completed, our plan is to coordinate donations of building material. Shield Wall Media is a



small company without resources to make any dent in rebuilding a country of 40 million people, however, we have a lot of friends in the building industry. While we will still be unable to rebuild the entire country, maybe we can help a few innocent people return to a more normal life.

If you are interested in helping us help others, please contact me directly, and pray this war ends soon.

Gary Reichert
Publisher/CEO



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Transitioning to an ESOP

Wick Buildings Is Now Majority Employee-Owned

WICK BUILDINGS IS A COMPANY with a long and successful history of designing, engineering, and building post-frame buildings, and they have recently reached an exciting goal in their growth. They are now majority owned by their Employee Stock Option Plan (ESOP).

Allan Breidenbach, Wick’s president, commented, “This is a milestone for the Wick Buildings family and employee team that we have been working toward for several years now. The acquisition of a majority ownership guarantees Wick will continue the legacy of quality and superior service to our customers, which was established by our founder over 65 years ago.”

Becoming employee owned was not always the plan, but in 2011 the company was reorganized with John F. Wick, founder, and long-time employees, Darrell Kolstad and Tom Wick, reinvesting in the company. Conversations ensued about how



Allan Breidenbach,
President of Wick Buildings

to preserve the company in the future. Selling to a third party didn’t feel right; Wick was a family business and the family as well as Wick’s management wanted the transition to be more meaningful. They wanted to ensure the company’s continued success and to maintain the legacy John F. Wick began. As a result, in 2013 the company initiated an ESOP that assigns shares to employees on an annual basis, based on income.

Incorporating the ESOP didn’t really make much of a change in the operation of the company. A trustee was engaged to act in the interests of the ESOP when board member elections were held. At first, employees were ambivalent as they weren’t seeing the benefits yet. Now, however, people are starting to see what this can mean for them. Annually more and more shares are opened up and the shares become more valuable.

People have also begun to realize what this means in their



Wick Buildings Inc. Campus

working lives. Breidenbach tells them, “There is no longer a family to solve the problems and make decisions for us. This is on us now!” Breidenbach says that the young employees are in a great place. They are starting to realize that “Wow! I can build a great career at Wick and look forward to a really great retirement too.”

The Department of Labor stats seem to confirm that an ESOP is a good option for a company that wants to preserve their business. They show that employee-owned companies outperform non-employee owned businesses in employee growth and stability, and provide higher returns on retirement assets than non-ESOP companies.

To others who may be considering transitioning from a family-owned business to an employee-owned business, Breidenbach has a couple pieces of advice:

1. Be sure to hire a good independent trustee. There are a lot of Department of Labor rules to abide by and the trustee needs to help the Board of Directors navigate that.
2. Have patience. The transition does not happen overnight, and there will be a lot of conversations about it with many stakeholders with different perspectives.

Breidenbach concluded with, “This is the next step in Wick’s history and I’m honored to be a small piece of it.” **RB**



A Wick Buildings Project

A Little Wick History

John F. Wick, a graduate of the University of Wisconsin, has an engineering degree and a background in agriculture. Back in 1954, he attended a home show and he saw his first example of a pole barn. He immediately saw the potential of it and determined to bring this kind of building home with him.

Wick had a passion for taking some of the back-breaking labor out of farming. He believed that a building with that kind of space, which could keep equipment out of the elements and be used for housing animals and more, was a greater use of resources than the traditional buildings that farmers had.

Wick began designing, fabricating and building post-frame buildings. Initial growth occurred organically. His first employee simply decided he wanted to learn to build post frame. In Wick’s words, “Charley Roelke from Mazomanie, in spring 1955, visited a job being framed in Milton WI, climbed the girts and walked the purlins, so proving he was comfortable working off the ground. He talked to me up on top and became the first permanent Wick Buildings employee. He later headed truss cutting and loading by the RR in Downtown Mazomanie.”

From these beginnings, Wick built up his company’s reputation for quality, service and innovative design and the company grew more and more successful. Wick has sold more than 75,000 buildings over the years for on-farm storage and workshops, homes and shouses, animal confinement, horse housing and training facilities, suburban structures, municipal and church buildings, commercial, retail and light industrial buildings.

Wick Buildings

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Items like cleaning up after a job and professional behavior help, but what are you doing to inspire their dreams and manage their expectations?

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Problem solver. Customers seeking a build change, like a metal roof, are dealing with a perceived problem. *Pro Tips On* helps establish you as a solution provider. Sometimes there are physical issues of damage to items like a roof and other times there are issues of aging that motivate folks seeking ease of lifestyle changes.

Teacher. Knowledge makes people feel comfortable. People do not often buy large items, so they will have lots of questions. Being open and sharing what people need to know to make the best decision for themselves makes you look good. It shows you are conscientious about their experience. *Pro Tips On* books help you have a directed conversation because you are able to share educational content from the same source.

Protector. Security in your expertise that becomes collaterally their expertise is reassuring. Seeing your business included in, and on the cover of, a nationally marketed book with educational content from experts shows your commitment to your trade.

Risk Evaluator. People contemplating a build often find the base risk is affordable cost versus longevity. *Pro Tips On* books explore differences in ways that matter. *Pro Tips On Your Metal Roof* covers the different types and gauges of roofing metal, the coating choices, and impacts of climate.

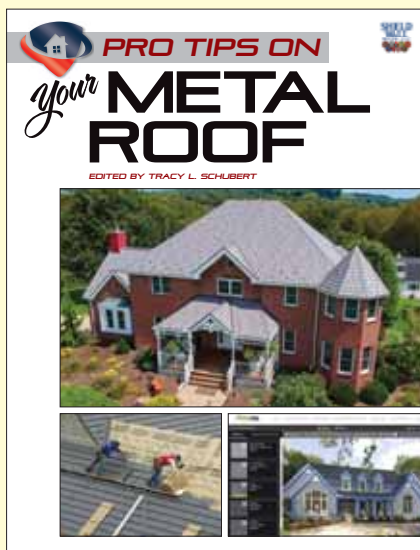
Relationship Builder. Provide ease of experience. Having a clear understanding of responsibilities is important. Once a customer knows what they want they need to know they will receive it in a prompt and professional manner. *Pro Tips On Your Metal Roof* offers reassuring contract guidance specifications that benefit both the customer and the builder.

Dream Provider. People like to feel they have made good decisions and enjoy when others compliment their choices. They like to know what they have envisioned will last and feel pride in the finished product. *Pro Tips On* books will help you educate your customers about warranty, so they know

what to expect and the right way to take care of their roof moving forward.

Being involved in distributing a published book shows you are serious about your business. It allows you to have productive conversations with your clients. It opens the door to a great follow-up call after you give someone a copy of the book to see if they have any questions.

To learn more about the *Pro Tips On* Affiliate Program you can contact tracy@shieldwallmedia.com and visit us on Facebook at <https://tinyurl.com/hd9xrwah>. **RB**



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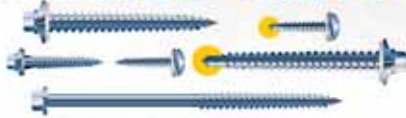
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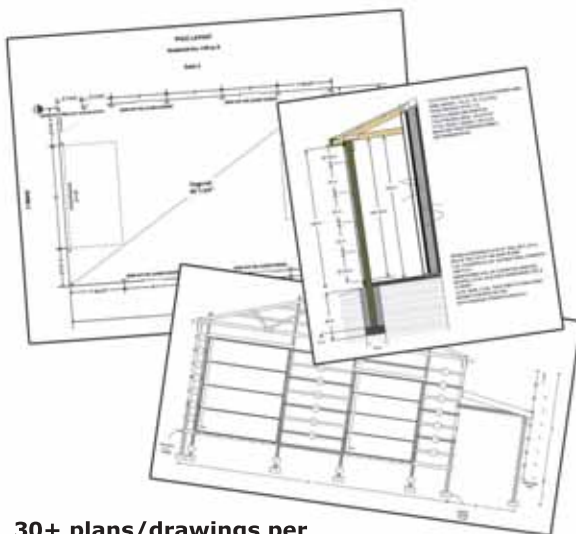
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growth and leadership

IT STARTED WITH AN IDEA in 1993 when Dan and Carol McDonald saw a need to service the metal roofing industry. At the time, plant roll forming equipment was extremely costly, so Dan decided to build his own. “Rollforming machines in the early '90s were prohibitively expensive, you only had big national companies manufacturing and selling the steel roofing; you didn't have the smaller regional manufacturers,” says Bill Griffin, son-in-law to the McDonalds and current partner/president. “For him (McDonald) to initially get in the rollforming game, he couldn't afford to go out and buy one of these new machines.”

Over the next few years McDonald focused primarily on selling metal with his custom manufactured roll former. Griffin goes on to say, “In the early and mid-'90s we would run classified ads in the trade magazines for our rollforming equipment. We had a small crew of 6-8 people building this equipment and had limited profiles and product offerings.” In the years that followed Metal Rollforming Systems saw a gradual metamorphosis from roofing supplier to equipment manufacturer, until in 1997 when equipment sales eclipsed roofing sales and became the sole focus.

As the company shifted in the direction of marketing and selling their own

equipment, their focus was two-fold: customer service and being price-conscious. “There was nobody doing what we were doing anywhere near the price point we were doing it at. I like to compare us to Henry Ford, we took and ‘production-lined’ roll forming. At the time we didn't offer a lot of bells and whistles or customizations, but if you wanted a quality AG panel roll former at a fair price, we were your guys.” As the primary focus shifted to manufacturing the equipment rather than the product, the company found and embraced this niche.

THE CUSTOMER IS ALWAYS RIGHT

Griffin remembers McDonald instilling a customer-focused drive, “Making sure that we answer questions and provide value-added guidance during the sales process, and offer industry-leading support and service after the sale and for as long as the customer owns that equipment.” Dan was very determined to make sure everything was right. He personally spent countless hours on red eye flights, going out and personally servicing and setting up equipment. “This is something that we continue to do even to this day, taking a vested interest in the success of our customers.”

Griffin and the rest of MRS know their clients want to automate and streamline the metal roll-forming process as much as possible and want to keep their customers happy. “You talk to a lot of customers, hear their needs, you talk about what their pain points are and you try to address those.”

They apply what they learn into their machine design. “Bending trim on a folder is very laborious,” he says. “So, we've been doing a lot of roll forming for trim. It's got very good consistencies; it's much faster than doing it on a folder, upward of 700 pieces in an hour!”

The company has other panel profiles including quad ribs, corrugated panels, concealed fastener board and batten, grade 80, 29-gauge snap locks, and others that they are using to open up different areas for their customers in both the residential and commercial-type construction. “All that is allowing our customers to service a wider area. Once one customer gets a profile in the area, soon another customer adds it,” Griffin says confidently. They are now experts on garnering feedback and applying it to the development of their machines. “We work really closely with our customers and we've got great rapport. They'll have an idea and we bounce it back and forth



PHOTO COURTESY OF METAL ROLLFORMING SYSTEMS

and say, 'This is great.' Then, we'll go back to our designers, and work to apply this to the tooling design. Then we start working toward a solution."

Griffin and the MRS family recognize the evolution of the refinement process. "It might not be what it started out as, but the end result is the customer getting what they want and us optimizing it for the roll forming-manufacturing process." He says the process is a win-win because it lets the company "bring new products to the market and it satisfies the clients' needs for a value-added product."

One example of this method is a client in Ohio who wanted to do a quad rib. Griffin explains the gentleman wanted to mimic a standing seam look but still be able to stack the sheets, have through-fastened panels and 3/4"-tall ribs. "This allowed for installation costs to remain the same as any AG panel line, and to utilize existing roll formed trim." Griffin adds it gives the client an intermediary panel between full snap-lock and a standard AG style panel. "We wanted to make sure we got the 36" coverage, that we could use his standard 40 7/8" 29-gauge material, that the rib height was 3/4" so that it would work well with its existing trims."

METAL-HEADS

Griffin and his brother-in-law Aaron McDonald run the company today, each bringing versatility. Before transitioning into purchasing and scheduling, then sales, and finally to president, Griffin recalls first working summer months while attending Washington State University, focusing on construction management. "I came back to MRS every opportunity I could during breaks or holidays. I enjoyed the work and as a cash-strapped college student a few extra dollars in the pocket never hurt. At the time I would bounce around between the machine shop or assembly floor, wherever I was needed."

Griffin and the entire MRS family put a lot of love into the machines they manufacture. "We really enjoy all of our

machines. They have a lot of commonalities among them," Griffin says, adding it comes down to how you, the customer, will use them. "If you're a high-end big volume user, we recommend our Titan line and feel we can put it up against anything and it's going to perform well for a long period of time."

He says there are different needs for each customer and they try to offer solutions for all of these needs. The company offers trims, uncoilers and all sorts of roll forming machinery for a multitude of op-



Trim roll former dies. PHOTO COURTESY OF METAL ROLLFORMING SYSTEMS

erations and profiles. They try to accommodate every need, but all their machines have one thing in common: quality. Metal Rollforming Systems believes the performance of their machines and manipulating the metal is important, always keeping this in mind from their early years on up to now. "We don't want an inferior product. Whatever we do early on, we always have to figure out ways to still maintain the quality and integrity of the finished panel."

MOBILITY REDEFINED

Their company has clientele all over the country. Following through with clients in-person and at the beginning of their product relationship takes a direct approach. "We service all our equipment. The same people that build our equipment are traveling out into the field to do the installations and the training so that when our customer gets their new machine and our guy leaves, they're confident they know how to operate it." They average

three to four technicians on the road every week, all year, doing field service, set-ups and installations, and modifications of existing equipment.

The travel aspect isn't always necessary, though. Their full-time tech staff is there to answer any questions their customers may have. Since they manufacture their equipment they have shelves loaded with new parts for repair and can quite often remedy any situation either same day over the phone or next day with parts sent overnight. Their accessibility mirrors the company's capabilities as a whole. "We have the equipment and vendors, and the electronics section to source replacements for discontinued components. We've got teams in house; we've got a full electrical controls team. They'll do the designing and the programming work so that if that component fails on you, you're not without it – we have a solution to replace it, keep you up and running." Their in-house organization lends itself to accuracy and efficiency. "We do everything from welding to machining to assembly to electrical. We even do our powder coating for the painting process, so it's rare that we outsource. Keeping it in-house helps us with lead times; it helps with quality control."

RISE OF THE MACHINES

The increase of metal roofing installs for both commercial and residential is showing no signs of slowing. Metal Rollforming Systems recognizes the trend and demand for their roll formers, trimmers and coilers. Griffin says the residential side has seen particularly aggressive growth. "The growth of metal went from such a small kind of niche thing – you'd see it in pole barns and things like that. But to be able to be involved in some of these new panel designs that are opening up marketplaces, and see everywhere the growth that's happened for our customers, is really satisfying and it's mutually beneficial."

Griffin sees much of the growth is in relation to the uptick of steel in builds. "In-

corporating some of these industrial- type looks into the residential market in places you normally wouldn't see steel, and the types of steel they're using, I think that is where we see the most growth."

The longevity of the machines they manufacture is paramount to clients investing in them. Sometimes it's only a part or two that they want upgraded or newer, more efficient technological additions. "We'll go out there and find 20- to 25-year-old machines they want retooled. We'll bring shafts, we'll bring new dies, we'll have new control consoles that we put on there to upgrade the automation side – all of that can be done. They've been running this for 20-25 years; they invest in this and it can run for another 25 years. They're modular too, so with a single-net profile from us you can always add that second profile to

expand your product offering."

This business model and thorough follow-up service supports their clients and reinforces relationships. They work to maintain their clients' initial investments. As the client develops their business MRS helps them by adding on with new profiles.

Griffin sees the overall improvements within the roll forming industry as client-based needs. They are looking for efficiencies. "Getting steel loaded onto the roll form coil reel and then getting the completed panels off of the roll former," he says, adding there's always opportunity for process improvement. "People lose sight of that. We've got a double-headed uncoiler for increasing the speed with which you can change the coils. We've got stacking systems; we've seen some things done with conveyor systems on the exit

end of roll formers. We've seen a lot of customers have maxed out the space of their facility and don't have room to add equipment. At that point, efficiency gains become much more important."

He adds they offer trim profiles and trim machines that can manufacture ridge caps, corners, offset corners, and mini corners. "We're trying to market them toward entry-level people that might not be ready for a multi-trim roll former, but they could still benefit from efficiency gains."

Through the years, the team at Metal Rollforming Systems has found success by listening to people in the industry, uncovering the challenges they are facing, and developing solutions that work for them. They often find those solutions work for others as well. Everybody wins and business rolls on. **RB**

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Metal on Metal Fasteners

Tips, Tricks and More



ATLAS BOLT & SCREW CO.

1. How do you determine which fastener is correct for your project? If it's a pre-engineered metal building, the fasteners and their layout will be specified by the designer. If not, you'll want to know what gauge metal you're fastening to the building frame, and what the steel frame is composed of. If using self-drilling screws, you'll want to ascertain that the drill point is long enough to drill through the panels and framing before the threads start to engage the metal. Be sure to have at least three full threads protrude from the back of the framing. Consider what diameter fasteners should be used. Will the fasteners require sealing washers? If using self-tapping fasteners, be sure to use the proper pre-drill bit size for the fastener and building frame thickness. Also consider options such as stainless steel- or zinc-headed fasteners for longevity and enhanced corrosion resistance.

2. Do you have any tips/tricks for metal to metal fastening?

Let the screwgun and the screw do the work. Start the drilling process slowly to let the point start to drill and then proceed to an appropriate RPM. If using longer length self-drilling screws, it is helpful to seat the screw against the panel, then turn the screwgun RPM up, stabilizing the screw and gun like a gyroscope. Then start the drilling process.

3. What are some common errors and how can they be avoided? Be certain that the nutsetter magnet is properly set for the screws you will be using. If the screws have sealing washers, take care to snug the washers against the panel but not crush them.

4. What kinds of tools do you advise for metal to metal fastening? The best tool for metal to metal fasteners is still a

variable speed screw gun with a clutch and depth-sensitive nosepiece. Set the clutch to allow the operator to seat the screws securely. Be sure to use clean and good-fitting nutsetters. As always, have the appropriate PPE and have a safety review before starting the work.



DIRECT METALS INC.

1. How do you determine which fastener is correct for your project? The primary factor in a metal to metal self-drilling fastener application is the total thickness of the material one needs to penetrate. The drill point and flute combination need to be longer than the thickness of the metal. The higher the number of the point – 5 is maximum – the greater the steel thickness it will drill up to, 500" maximum. If it is too short, the point will stall during installation and will be unable to penetrate the metal. One must also consider insulation thickness between the metals. Most common is a fiberglass 2"-6" insulation that will compress to 1/8"-3/16". In a pre-engineered steel building, there will be a #12 diameter structural fastener with EPDM sealing washer for the panel to roof purlin and a larger diameter 1/4" "Stitch" or Lap fastener for a light-gauge panel to panel application. The larger diameter helps to prevent strip-out of the light gauge panels.

2. Do you have any tips/tricks for metal to metal fastening?

Metal roofing panels carry a 40 year or more warranty against red rust corrosion. Many building contractors continue to install metal to metal screws that do not carry a comparable warranty and only rely on zinc plating and additional coating to protect the fastener. It is strongly recommended to pair a fastener that carries a 40-year warranty with the metal panel, ensuring the warranty is

intact. Choices include the DMI 304 SS Cap SCAMP self-drill or a zinc-aluminum alloy head. Both provide the protection needed and will not red rust. 304 stainless steel self-drilling screws exist, but are limited in availability and are very expensive.

3. What are some common errors and how can they be avoided? An exposed fastener roof panel is “compromised” with each fastener that is installed. It is critical for the installer to use a proper installation tool and technique. The fastener, the tool, and the installer are a 3-part component. Today’s light, battery-operated impact drivers are the tool of choice for metal to metal fasteners. However, these tools have no depth-sensing capability to ensure the fastener is driven to its proper depth without over-driving the sealing washer. A proper installation tool should have a torque setting or depth setting feature that allows for the fastener to be installed to a consistent depth every time. Battery drills and corded electric screw guns have this capability. A clean magnetic or spring loaded socket for non-magnetic fasteners will help prevent fracturing paint coatings on fastener heads.

If an installer takes a “craftsman” mentality and treats the

fastener as an integral part of the roof system, he will greatly limit any potential future callbacks. Fasteners make up a very small percentage of overall building cost, but do account for a large majority of call backs because of improper installation.

DYNAMIC FASTENER

DYNAMIC FASTENER

1. How do you determine which fastener is correct for your project? There are so many questions that must be considered before any purchase can be made. What is the material that I’m fastening? Am I working with dissimilar materials? Is the project in a highly corrosive environment where a long life-coated screw will need to be replaced by a stainless-steel screw? Will pullout and shear meet engineering requirements on the project?



Whether your metal roofing or metal building project is new construction or replacement, make sure you specify the most versatile long-life fastener available today—

12 SCAMP STEELZIP/WOODZIP

- 304SS Cap & EPDM washer combination provides lifetime protection for your metal roof. WOODZIP SCAMP includes a 304 SS/EPDM bonded washer for enhanced strip out prevention in light density wood.
- WOODZIP HI-LO Type 17 thread design is larger than traditional #12 diameter. It is designed for maximum strip out in OSB & other light density wood.
- #12 WOODZIP is an excellent choice for new construction or replacement of #9/#10 fasteners that have loosened.
- 5/16” HWH provides exceptional pullover strength versus a traditional 1/4” HWH on metal to wood screws.



- STEELZIP self-drilling point is designed to drill 10-16 gauge steel purlins consistently with no “point walking”. The 1/4” diameter stitch screw securely fastens 26 gauge side laps & other light gauge trim.
- DMG85 corrosion resistant coating over zinc plating provides additional protection on fastener shank. Meets Dade County, FL requirements for corrosion protection. Both parts are ideal for coastal high corrosion areas & are available in many powder coated colors for additional protection.

2. Do you have any tips/tricks for metal to metal fastening?

When installing the T-1 and T-3 self-drilling screws, a 2,500 RPM screwgun should be used. A low 1,000 RPM/High Torque Tool is ideal for fastening T-5's into ¼" and thicker steel. Self-Drilling screws for metal are designed to drill, tap and install in a one-step operation. With a drill tip on the end of each screw there is no need to pre-drill a hole as you would a tapping screw. The length of the drill bit on the fastener will determine the drilling capacity of the screw. T-1 point is used for sheet to sheet stitching with a total steel thickness of .024" to .095". T-3, or a purlin screw, is used for a total steel thickness of .036" to .210". T-4's are used for a drilling capacity of .125" to .375". T-5's have a drilling capacity of .250" to .500".

3. What are some common errors and how can they be avoided? Although not recommended, an impact driver will quickly install self-drilling screws, but the user must be cautioned to not over-torque the screw. An impact driver can easily shear off the head of the screw during installation. An over-torqued screw head could create excessive stress on the screw. This stress can fatigue the fastener over time, resulting in potential fastener failure after installation.

4. What kinds of tools do you advise for metal to metal fastening? Screw guns are available corded and also battery operated to handle just about any metal that needs to be fastened. It is critical that a Versa-Clutch torque adjustment system is used to allow you to "dial" the proper torque needed to efficiently drive fasteners without stripping or breaking the fastener.

for metal to metal fastening? There isn't a one-size-fits-all approach to this. It depends on the application or material and the thickness of the steel. There are a variety of tools to choose from including tools for trim, coil nailers, and RoofLoc™ for fast installation of metal roofing and facades.



LEVI'S BUILDING COMPONENTS

1. How do you determine which fastener is correct for your project? Substrate types are always the first step. (Metal to Wood/Metal to Metal/Etc)

Environmental conditions are also a key factor in determining the correct fastener for the job. Utilizing a long-life fastener can make or break certain critical exterior projects, as quality and performance come into play when fastening anything.

2. Do you have any tips/tricks for metal to metal fastening? An installer should be concerned about the speed of their drill. Allow the fastener to do the work. Impact drivers are not recommended because they use too many RPMs.

3. What are some of the common errors and how can they be avoided? Understand the thickness of the substrate that you are running the fastener into will determine the correct point. Knowing the thickness and choosing the right fastener will allow for more efficient labor time, and produce an overall better outcome.

4. What kinds of tools do you advise for metal to metal fastening?

Using a screw gun with a clutch that can run slow enough so that the tip can cut through the substrate is key. Using impact drivers and high-speed screw guns can cause failure of the fastener and cause delays or issues with job completion. **RB**

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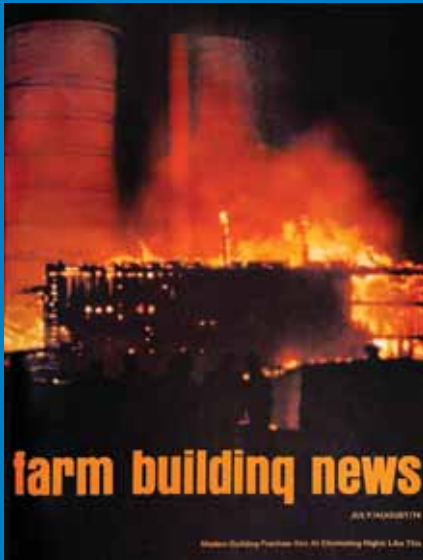
BECK AMERICA

1. How do you determine which fastener is correct for your project? It is dependent on the thickness of the material being fastened to the steel and the gauge of the steel. Beck offers solutions from 10 ga to 20ga.

2. Do you have any tips /tricks for metal to metal fastening? Good constant air pressure and volume are critical for ensuring pin installation is done properly. Use sequential fire versus bump and locate the pin near the web of the steel or the strong side of the stud to minimize deflection.

3. What are some common errors and how can they be avoided? Locating the fastener too close to the weak side or edge of the stud should be avoided. Using an air compressor that is too small for the job is another common error. Also, the material should be tight to the steel fastener.

4. What kinds of tools do you advise



Rural Builder was called Farm Building News in 1974. This was the fourth edition that year; we skipped the third in order to publish this article in conjunction with our concrete feature article.

FOR 50+ YEARS RURAL BUILDER has been providing the news, trends and resources builders need. Prior to the January 1974 edition, "Farm Building News," as it was called, was in newspaper form. However, those old papers are not to be found in our Shield Wall library. We would love to see some of them... it's our lost heritage! If you have one/some of them please **drop a line to me: linda@shieldwallmedia.com**. I'll publish a brief news story about you, your organization, and your projects in return!

This article from the July/August 1974 edition is about building a business – and making forms for concrete. Read on and enjoy a bit of construction history!

Personal Integrity and Know-how...

Build This Kansas Farm

By Jess F. Blair

PERSONAL INTEGRITY AND KNOW-HOW ARE the main factors that have made Mid-State Structures, Inc., one of the largest companies of its kind in Kansas.

Said E.G. Young, who heads up the Hutchinson-based firm, "A lot of people can build farm buildings, but to get repeat business and word-of-mouth recommendations, you must build a reputation for honesty, good workmanship and a willingness to help farmers select the buildings best suited for their operations."

A case in point on the last category concerns the standard 48 x 96-ft. steel utility building that is used for grain and farm machinery storage. Young put up nearly 70 of these structures in 1973 and might have had a dozen others except for slow deliveries and a cold, wet spring which prevented the pouring of concrete for nearly three months.

"This type of structure has proven to be the best and least costly for this area," says Young. "It's a standard-sized, pre-engineered Butler building. When a farmer wants to lengthen it by 10 ft. or maybe make it 6 ft. narrower, we point out that costs skyrocket because of the extra labor. If there is a need for structural changes, then we may recommend them."

BUILDS ALL KINDS

Though this building is most popular in the area, the company builds hog houses, dairy barns, utility sheds, and other types of buildings.

The main boom in utility buildings has been brought about by two factors—high

cost of farm machinery and the incidence of theft and vandalism. Young says when a farmer pays \$17,000 for a tractor or \$25,000 for a grain combine, he makes sure they are protected.

Young has developed several operational techniques that have proven worthwhile. One is that he personally visits with each owner sometime during the erection of the building. He finds that regardless of how high in esteem the owner holds the foreman or salesman, he prefers to talk to Young.

"And I make myself available," Young said. "We have the owner sign a certificate of completion, but we both feel better when I personally okay the building and then drop back weeks or months later to see if there are any defects."

FILM STRIP IS SELLING TOOL

"One of the best selling tools is a film strip which I show here in the office, at farm meetings or at farms," Young said. "I often use the tape recorder to record useful information, then replay it. One film strip we still use is a lecture on pole type farm buildings put out by Kansas State Univ. I use their audio with pictures of our own buildings."

Personnel have come and gone, but Young relies upon veterans to carry most of the load. One man has been with him 26 years, another 17 years, while the top salesman is a man 78 years old. There are two other salesmen, and a total of four key men on the building crews.

Young usually carries from 20 to 40 people on the payroll.

Uses Time-Saver Idea in Making Forms for Concrete Foundation



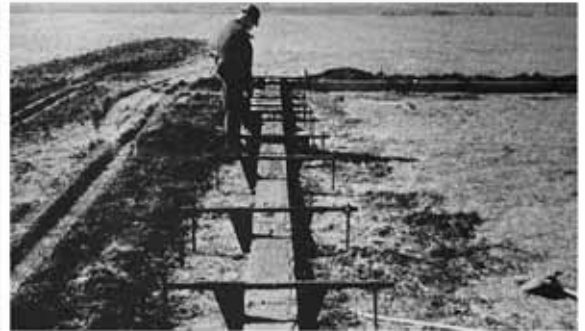
Estel Young saw the steel cross member, a technique developed by Schuh Brothers, Hoyt, Kan., used for forming the curtain wall foundation.



Young modified this form for use in his business. He uses two sizes of square steel tubing that slide together making adjustable support gussets.



By making support tube 48 in. long, the support gussets handle 18-in. wide situations, as shown here, and still have some adjustments left.



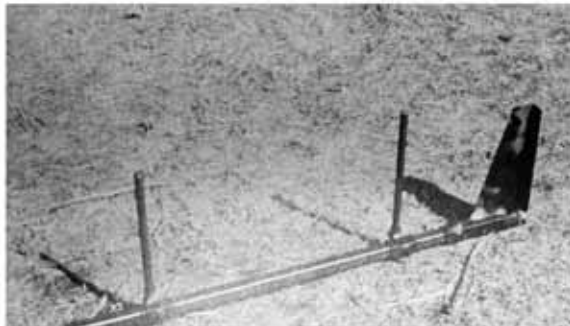
"We've saved one full day of a 5-man crew each time we used the method." Estel also points out there has been no sacrifice in quality.



His crew cut and welded cross members to lay foundation. Steel templates hold anchor bolts, and a wire method supports reinforcing rod.



Adaptability's built into Young's system. When necessary, crew members make up some steel splice plates that firmly hold the ends together.



When crew members remove one support gusset and flip the cross member over, it becomes the perfect support for monolithic slab foundations.



He cuts forming lumber to fit his trailer. To eliminate unloading and reloading at shop, he built boxes on side to carry the cross members.

Innovation in the Field

Greg Fox from Hayward Concrete commented on Young's problem solving techniques. He believes that sometimes the people in the field can see most clearly how processes can be improved. "Innovation is one of the qualities that I admire the most from the old school. It's necessary for us (in the industry) to remember that we can change our techniques to improve productivity. It's easy to forget with engineers and architects constantly changing things."

Fox has seen companies that have recognized this forming issue in recent years and have created form brackets that perform the task that Young amended. "Having a system for hanging, stripping, and having a truck or trailer set up to move the form work from job to job professionally and efficiently is imperative for productivity," Fox said. "This is a great example of why we have sub contractors; they're extremely proficient in their scope of work."

CITES MAIN PROBLEMS

"Our three main problems are finding good labor, slow deliveries of material, and inclement weather. Sometimes we may get 10 buildings behind schedule. One way to solve this is to sub-contract some of the building. There are two or three fellows who used to work for me who can do this work with their own crews.

"We get the contracts, furnish the materials and then check out the building when it is finished. As long as the farmers know I will be responsible, they are willing for these men to put up the buildings."

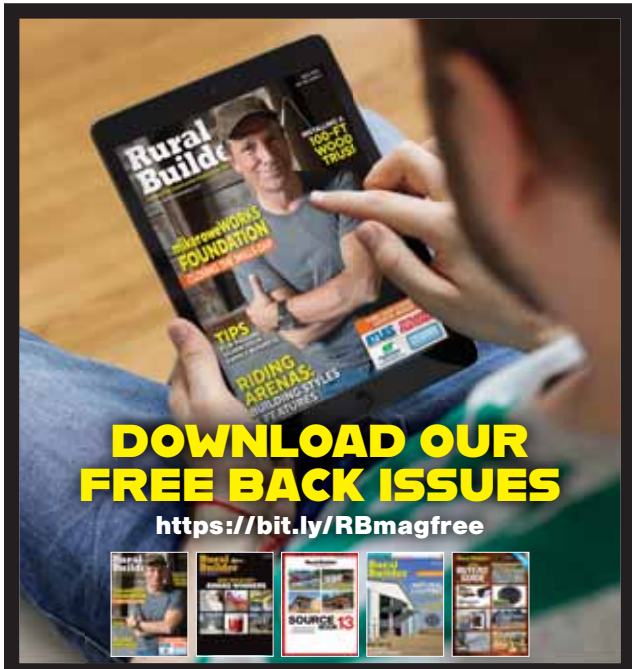
One selling aid that gets more and more valuable is a large ledger which lists every building put up since 1947. It gives names of owners, locations, sizes of buildings, costs and other data.

"When someone says I erected a building for him several years ago, we flip through the book and find the information. He may want to enlarge it, build onto it or add some equipment. This often helps in determining what he needs."

LABOR SAVING IDEA

E.G. Young has become well-known in Midwest farm building circles. He is on Butler's Agri-Builders Advisory Council, and a few years ago developed a new method of making concrete forms which he says saves him a full day of a 5-man crew's labor on a standard 48 x 96-ft. building. The accompanying photos show the details. After being in this most of my life," said Young, "I can remember there were always problems. Everything is bigger and more expensive, but basically we are still trying to do the same thing—give the farmer the kind of building he needs for a reasonable price and keep back a little profit for ourselves." **RB**

Greg Fox is a concrete leader. For the last decade he has worked as a field supervisor. "I have been building bridges between the experienced men that are heading for retirement and the inexperienced. This has become my passion. I have watched the labor force completely change in my 15 years in the trade. And change is painful sometimes. I work to ease the pain."



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■ OWENS CORNING'S PINK NEXT GEN™ FIBERGLAS™ INSULATION

Featuring advanced fiber technology, PINK Next Gen™ Fiberglas™ creates a tightly woven network of soft, fine fibers to form a super-resilient blanket of insulating micro-pockets.

Dean Moody of Intermountain West Insulation/IBP says, “With PINK Next Gen, edges and corners seldom get beat up and seamless, pillow-like aesthetics often replace the creases that accompany other jobs. We’ve had inspectors see how good the product looks and sign off before we’re even done. It’s just another reason why we now only use PINK Next Gen on all of our jobs.”

PINK Next Gen™ Fiberglas™ insulation:

- Offers 99%-safer fire performance and no chemical fire retardants added to the fiberglass
- Made with safe, proven ingredients
- No formaldehyde added
- Made with advanced fiber technology for up to 23% faster installation compared to our existing products
- Exceptional product recovery and improved stiffness perfectly fills standard cavities and stays put
- Fewer clumps and chunks for fast, clean cutting and splitting
- Visibly smoother; passes inspection more easily
- Texture is soft as cotton
- Less dust, more comfortable installation and less cleanup
- Shed-resistant insulation stays on the batt, not on installers
- Improved indoor comfort and sound reduction for homeowners
- Made with 100% wind-powered

electricity

- New industry standard for recycled content
- Underwriter Laboratories (UL) GREENGUARD certified for low Volatile Organic Compounds (VOCs)

Field tester noted: “PINK Next Gen Fiberglas recovers instantly and retains its stiffness, so it glides right into the stud cavity without fluffing or compressing. It has a nice aesthetic texture that helps pass inspection easier. It splits cleanly around boxes and wires and fills stud cavities completely, saving a ton of time.

It doesn’t include the mess or mixing of chemicals like other methods, so other workers don’t have to evacuate, they can keep working.”

www.owenscorning.com



■ DAICH'S TRAC-SAFE ANTI-SLIP SEALER

Following the successful launch of TracSafe® Anti-Slip Sealer in 2021, Daich Coatings has now introduced TracSafe® Anti-Slip Color Coat. Available in five colors, the real stone organic coating covers almost any ugly, blotchy floor surface.

“This newest product is part of the TracSafe® system of anti-slip technology,” says Peter Daich, president of Daich Coatings. “Response has been very strong for our anti-slip sealer. However, the sealer is clear. It’s intended to go over existing finished surfaces.

“The new TracSafe Anti-Slip Color Coat is a real stone coating with color options. It’s very easy to apply and looks great with a light stone speckle that sparkles in the sunshine. Using both products together, we give people the opportunity to transform the look of spaces while adding anti-slip properties to surfaces.

“The high coverage rate of the TracSafe products is a great value. Compared to common anti-slip paints, TracSafe’s proprietary anti-slip technology provides a strong, beautiful covering that transforms spaces.”

TracSafe products bond firmly to a variety of interior and exterior flooring materials. This includes concrete, masonry, stone and pavers, tile, vinyl, linoleum and pre-painted floors.

www.daichcoatings.com.



■ IN-STOCK AT MAZE: DELIVERANCE POWERED SAFETY HAMMER

Developed to replace the strain and stress of manual hammering. In-stock at Maze Nails it is branded under the name of DELIVERANCE POWERED SAFETY HAMMER. Maze is involved in this promotion because so many contracting companies are experiencing a serious lack of skilled, hammer-swinging workers. The “Mini-Jack Hammer Model MJH-A1” makes driving nails easier, more accurate and above all – safer!

Invented by noted pneumatic tool expert, Don Carlson (and his engineering team), the design of this air tool eliminates the need for skilled nail pounding – since the tool now does the work that previously demanded a strong arm and good hand-eye coordination. We all want to make our lives easier – and for a contractor or a carpenter – this tool will be a big help.

A main advantage over traditional pneumatic nailers is that the Powered Safety Hammer can fire hundreds of different types of economical, bulk nails

– so that the contractor is not limited to whatever nails are in his pneumatic tool. Although the safety hammer is lightweight – at just 5 pounds – it is still able to drive long nails and spikes with ease!

www.deliverancepoweredafetyhammers.com/



■ GARLAND'S COOL-SIL™ FLUID-APPLIED MEMBRANE SYSTEM

Garland's newest fluid-applied membrane system Cool-Sil extends the life of aging single-ply, modified bitumen and metal roofs. This liquid rubber membrane significantly enhances watertight performance and eliminates the need for a full replacement, saving facility managers and building owners time and money while also reducing environmental impact.

Cool-Sil provides ponding water resistance, excellent UV protection and is an easy-to-install one-part product. The silicone rubber-based system is solvent-free with a high solids content that provides a thick and durable, mold and mildew resistant roof covering for proven protection in even the harshest weather conditions. Its high reflectivity can reduce energy cooling costs and provide a more comfortable indoor environment.

Matt McDermott, president of Garland's U.S. roofing division said, "Our system is best in class, adding valuable years of watertight protection to aging roofs that qualify for restoration and

providing an eco-conscious alternative to a full tear-off and replacement."

Cool-Sil meets Garland's high standards of environmental stewardship. The product is P151 certified by NSF International, a globally recognized product testing organization, for not contaminating water runoff and as safe for waterways.

www.garlandco.com/



■ WESTLAKE ROYAL BUILDING PRODUCTS™ SWIFTGUARD™

For steel, tile, shingle and shake roofing, this new roofing solution is easily installed and leverages a patented nail gasketing technology to provide durable all-season weather protection.

"SwiftGuard is the only synthetic roofing underlayment recommended by Westlake Royal™", says Eric Miller, vice president of sales and marketing for Westlake Royal Roofing™. "We look forward to introducing this all-new solution to our contractor and builder customers."

SwiftGuard is ideal for use in steep slope roofing installations. The underlayment benefits from an innovative, patented nail gasketing technology, which helps ensure steel, tile, shake and shingle roofing systems are better able to withstand the elements in all climates and seasons. Because of this technology, along with the product's UV and thermal stability, SwiftGuard may be left uncovered and exposed to the elements for up to six months, or 180 days, without degradation.

The underlayment boasts a high-grip backing and a non-woven thermally-

embossed fiber face for increased deck grab and superior walkability. The product is available in 10-square (1,000-foot) rolls weighing just 35.5 pounds each, providing lightweight ease in transporting, loading, installation and storing. Clearly identifiable lay lines and fastening markers also enable swift and easy installation.

SwiftGuard meets the physical properties of ASTM D226 Types I and II and is compliant to AC188 and ASTM D1970, Section 7.9.

WestlakeRoyalRoofing.com



■ AKZONOBEL'S NEW PORTFOLIO

AkzoNobel has renewed its portfolio of products and services to bring more to its customers. Their new campaign, "Discover more behind one door" highlights how those who partner with AkzoNobel get "more" – more product customization, more support, more performance. Discover more behind one door also highlights the refinement of the POLYDURE® coating system for versatility in field quality and performance as well as the company's commitment to providing excellent customer service.

AkzoNobel's steel door coatings give flexibility and diversity to a range of applications including rolling steel doors, commercial and residential entry doors, residential garage doors, and commercial track doors. Each steel door project is unique, so coatings options are tailored for the rigors of every steel door application.

www.coilcoatings.akzonobel.com/us **RB**



Getting Ready To Retire?

Exit Strategies That Won't Knock Down The Company That You Built Up

A SIGNIFICANT NUMBER OF BUILDER/CONTRACTORS are considering exiting their businesses in the next 5-7 years according to a study by the Construction Financial Management Association in mid 2020. Further, 2/3 of these business owners plan to pass the business to family, employees, or both.

For many owners, their business is like their baby. They have invested a lot of blood, stress, and tears in birthing, nurturing, and growing it into a fully functioning entity. The last thing they want is to see their hard work demolished by their own exit, which can happen even when transitioning the business to family. This is why you need an exit strategy.

One of the most important aspects of an exit strategy is planning. That is not only developing a plan, but having the time to properly execute it according to ABC Supply.

PUTTING A SUCCESSION PLAN IN PLACE

The first thing to consider is human resources. Strengthening the management team and the culture are two of the most important things an owner can do to prepare the company for their exit. If everyone pulls together and feels they have a stake in the whole team winning, the company has a very good chance of successfully withstanding the change. The owner is important in developing company culture; hopefully from day one a tone has been set of team building, but it's never too late to start.

According to Steve Ryan of Prairie Capital Advisers, those "who embrace the concept of teaching employees to think and act like owners enable their current owner to delegate responsibilities, thus beginning the ownership transition process."

One of the first things that must be decided is who should carry on which functions when the owner is gone? Once there is a plan, people can begin to learn their new or expanded roles. ABC Supply advises that this plan be thoroughly documented, for the owner transitioning and for everyone on the team who will be involved. Keep notes about progress and every detail that comes up. This will only make everything easier for everyone.

THE FINANCIAL ASPECT

Before you can sell your business, you need to know what you have. Be sure that you have documents that are correct and up-to-date. This means that every asset needs to be accounted for. Land, buildings, equipment, accounts receivable including pending payments, and investments all need to be accounted for, both for your own benefit in making wise financial decisions, but also to

make the transition smoother for everyone.

Once you understand what you have, you can begin to consider how to transfer it. Ryan provides a short list of considerations, while acknowledging there may be many others:

- Financing. Does the planned successor have the means to purchase the company?
- Risk. How comfortable are you with risk? What level of risk is any given offer? Do you expect the business to become more or less valuable over time?
- Value Expectations. What price are you willing to accept for your business? What do you need to get from the transaction? Are you counting on retirement income from the sale? How much do you need? Do you need immediate liquidity or will long-term liquidity work?

On top of these questions, there are options to think about regarding what you want to sell. For instance, you can choose to retain your interest in certain property, such as office space which can be leased out for profit, while transitioning the remainder. Or you could choose to retain certain assets in order to liquidate them in a separate transaction.

Another consideration may be what to do about the business name. If you do not have control over the business, do you still want your name on the door? If your business name is Best Homes, then that may not be your concern, but if it's Hutton's Best Homes, that may be another story. Further, your business name may have blue sky value, especially if you have worked hard to build up the reputation and/or traffic online. In that case you may wish to retain the name to resell, but either way it should be something you think through.

LEGAL TRANSITION ALTERNATIVES

After consideration of the financial situation, transitioning to a family member may not seem viable if they do not have the cash and/or financing. However, before you give up your plan to keep your business in the family, there may be ways to accomplish such a transition besides traditional business financing.

According to Josh Lefcowitz of Cohen & Company, an accounting and advisory firm, the common ways of doing this are:

1. Gift the business to the new owners.

A gift of an ownership stake can transfer all or part of a company, either directly or through a trust, allowing the transition to bypass probate (when you pass away) which can be a

lengthy – and public – process. Be sure to check what the lifetime gift tax exemption is because it can change from year to year.

Many people choose “revocable” trusts because they can be changed by the creator as long as they are of sound mind. This provides the opportunity to add or detract beneficiaries, add more assets to the trust, or sell trust property. In this case a successor trustee should be named, someone who is bound to follow the terms of the trust document to disperse the assets in case of the trust owners’ death. At that point the trust becomes irrevocable which means that it can’t be changed without the agreement of all beneficiaries or a judge’s approval.

An “irrevocable” trust has benefits that revocable trusts are missing. Irrevocable trusts are immune from estate taxes, creditor claims, and lawsuits against the grantor. This means that you must carefully weigh control over the trust against the benefits of protection of part of the trust’s worth in order to decide between a revocable and irrevocable trust.

2. Finance the new owners through an Installment Note.

The company stocks can be purchased through an Installment Note at the IRS minimum rate. The minimum rate is changeable over time and depends on the note’s term. The new owners can use company income to pay down the note over time providing you with the income you need. Note that this is not a tax strategy; capital gains taxes will still be due. To avoid gift taxes you have to sell your business at fair market value with market interest rates.

The risk is that the buyer will be unable to make all the payments. You can provide yourself with some protection with a default plan. Retain a secured interest in business property or receivables; consider loan covenants to restrict certain activities by the buyer, borrowing for example; require life insurance to ensure repayment in case of the buyer’s death.

3. Gift Shares to a Grantor Retained Annuity Trust (GRAT).

This option allows you to transfer assets to a trust which pays you annuities. Usually it is set up to return 100% of the value to you. The annuity continues to

be drawn until you have reached the set term. A mandated interest rate is charged, and after the payments are complete, any value remaining in the trust goes to the beneficiaries and gift taxes are avoided.

You could choose to combine any of the above alternatives with any of these opportunities: a management buyout, sale to employees through an Employee Stock

Ownership Plan (“ESOP”), leveraged recapitalization, sale to a third party. For example, you might gift 50% to family and create an ESOP with the other 50%.

The transition process can have a great impact on future success. The most important thing is to think it through, make a strong plan, and leave time to bring it to fruition. **RB**

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Squeak-Free Floors

New Subflooring Adhesive Launched

LOUISIANA PACIFIC IS INTRODUCING A new adhesive for subfloor installation with the intention of making life easier for the installer – and banning the squeak!

The new adhesive called 'LP Legacy® Premium Sub-Floor Adhesive' can be used with any structural flooring system for the installation of sub-floor sheathing. Though it's designed to be used with LP Legacy® Premium Sub Flooring and LP TopNotch®350 Sub-Flooring, it works excellently with other OSB and plywood sub-flooring panels, and forms strong bonds to treated lumber, masonry, decking, concrete, and metals as well.

Often squeaking is caused by various floor components rubbing against each other. When applied to the top of I-joists before the sub-floor panels are installed, this adhesive creates such a strong bond that squeaking floors are not an option.

EASIER INSTALLS

One of the biggest errors installers make with subfloor adhesion is that they don't apply enough. "It's hard to get an even bead through a caulk gun", Jeff Yelle, Director of OSB/EWP Research & Technology at LP, said, "but the LP Legacy adhesive dispenser gun helps control the application amount.

Also, the caulk gun requires a lot of bending over. When putting together a subfloor, installers are often using the squeeze-style adhesive. Applying adhesive to an average two thousand feet floor system means a lot of squeezing. However, this adhesive is an aerosol which the installer can apply through a long-nozzled gun, allowing a more user-friendly application.

Whether lumber is wet, dry, or frozen, LP Legacy® Premium Subfloor Adhesive can be applied, which can save a lot of time, money, and hassle on the jobsite.

This isocyanate adhesive is 100% solvent free and VOC compliant. It can create less waste, which is very helpful on the jobsite. Because each canister can last up to 12 times as long as a typical



10 oz. tube, you won't have as many cans to dispose of when you complete the application.

ADHESIVE STRENGTH

Why does this adhesive form a stronger bond than most adhesives? "This adhesive bonds to the surface both chemically and physically. It penetrates into the surface, grabs the moisture therein and changes its chemical structure to bond to fibers in the wood," Yelle said.

The common way of designing floors with extra rigidity for strong, even floors that can handle the loads they bear is what is termed "glued and screwed". The adhesive is complemented by strong screws or ring shank nails. This gives the extra confidence that the structural floor system will perform at its best.

KINDS OF BUILDS

What kinds of buildings can this adhesive be used in? This adhesive works across the board, no pun intended. It can be used in residential, agricultural, and light commercial projects if a wooden subfloor is being installed. The specific requirements are driven primarily by code. **RB**

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The Batt Screed 6000 eliminates the added weight of an engine mounted on the screed. The unit gets its power from a removable and rechargeable 60-volt lithium ion DeWalt FLEXVOLT battery. Contractors may be familiar with this line of batteries and their versatile use in smaller or heavy-duty cordless tools like hammer drills or cutoff saws. One fully charged battery is estimated to screed off 1,800-2,500 square feet, depending on the slump and pipe length. By eliminating an auxiliary power source, the screed can be operated almost anywhere. Further, it emits no exhaust fumes, and eliminates the need for hydraulic power sources, making it ideal for indoor operation or use in tight spaces.

The screed easily accommodates jobs from 3 to 22 feet with expandable tube inserts, making it highly versatile. This flexibility makes it ideal for both small and large jobs including bike trails, golf cart paths, garage pads, shed floors, grain bin pads and

parking lots.

A roller provides a consistently higher-quality finished product than vibrating screeds or screed boards. It eliminates the need for back-breaking work, providing a solution for contractors who want to get more flatwork done in less time — all with a better, flatter finished product.

Featuring a lightweight design and a folding handle, this screed is easy to operate and transport to the job. It includes an adjustable right- or left-hand speed control, variable speed in both high and low ranges, and a three-position handle that allows for a more ergonomic operation for operators. A multi-position handle gives operators more versatility when it comes to obstacles or limiting factors during a pour. For example, if a contractor is pouring a driveway, they can position the handle outward to allow them to walk outside of the forms.

Screeds can end up being set in wet concrete or dust, which can be detrimental to the operation of the machine. The Batt Screed design solves this problem with a heavy-duty kickstand that enables the operator to leave the screed free-standing during a pour. The kickstand increases the cleanliness and longevity of the unit.



The kickstand and handle fold and lock away for compact and lightweight transport without removing the battery, reducing the risk of broken parts during transport. Strong connection points help prevent unnecessary wear or breakage.

The single pin connection on both ends allows the operator to remove the pipe from the handles in less than 60 seconds. Quick assembly and break down of the Batt Screed enhance efficiency also. **RB**

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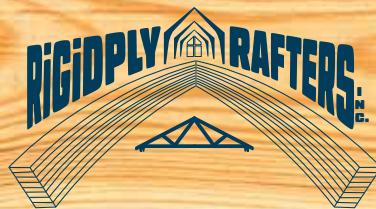


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