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2022 GOLD KEY AWARD WINNERS





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EDITOR'S NOTE

BY LINDA SCHMID

The Building WHAT Award?

MANY OF OUR READERS DO not know what the Building Progress Award is, perhaps partly because it is fairly new, so I thought we could shine a light on it. This award was developed to recognize and celebrate builders who have made an impact in the industry.

A builder can make an impact in many ways. Perhaps they developed a solution to a problem that has become a standard. Maybe they have spent time developing talent, employing, and training a new generation of tradespeople. They may

have made their mark on the industry by contributing supplies, manpower, or money to organizations that help provide people with homes or build communities. Or they may have given their time to education; helping workers at seminars, in classrooms, and at trade shows.

All of these people deserve to have their contributions lauded because without them, the industry would be inefficient, would dwindle to nothing, would have no heart, and standards overall would lower.

Maybe reading this description of

a Building Progress Award nominee sparked recognition in you; you know someone like this and you would be proud to nominate them for the award. Even if it did not, think about it and I'll bet you can think of someone who, though they may not toot their own horn, has quietly impacted the industry for the better.

The Building Progress Nomination Form can be found on page 82. Please take a moment to nominate someone worthy!

Linda Schmid, managing editor
linda@shieldwallmedia.com

PUBLISHER'S NOTE

BY GARY REICHERT

"The Sky is Falling... well, maybe it's just a light rain!"

I WOULD FEEL LIKE CHICKEN Little, except it appears the sky is actually falling.

The Producer Price Index is at approximately 8%, the highest since about 1980. So, the cost to manufacture is up. We all see this every day when we do the payables in our respective businesses.

The Consumer Price Index is about the same and the highest since 1982.

The Q1 GDP came in at -1.4% when everyone assumed it would be positive, recovering after the pandemic. The last negative GDP reports were when the pandemic started (when everything shut down) and in 2008.

Either because of this and Fed policy or in addition to, several major financial institutions (Deutsche Bank is referenced) are predicting a major recession. The optimistic financial institutions are predicting a minor recession.

In the face of doom and gloom I will pick up the standard and advance, fulfilling my role of little Gary Sunshine. I am going to champion the cause of contrarianism (wow that is actually a word). Here is a

different version of one of my favorite quotes.

"Our company had a meeting to discuss the recession, and we voted not to have one!" is the word from Zig Ziglar. "The recession is in here," pointing to his head. "Not out there."

Yes, deal with and work with reality. You do not have a choice. But there is a huge difference between living in the real world and surrendering to it.

When the economy is booming, every business owner thinks they are Rich Uncle Pennybags from Monopoly and a financial genius. In a tough environment leadership, flexibility, and boldness win.

Recessions and economic stress are a huge opportunity. Are you really as good as you think you are? Here is your chance to prove it. Everyone is financially stressed, including your competition. This stress magnifies the outcome from every decision, good and bad.

Most companies will hesitate and pull back to weather the storm, but this can be an opportunity to act boldly. There is, of

course, a difference between bold action and rash action.

If you have a vision, stay the course. It may take extra phone calls and resources. Margins may shrink, but fight to keep them. Continue the things that worked when the sun was shining and add a little more to hold back the storm.

Most recessions appear to last approximately two years. The question is how will you be positioned when the recession ends? Will you have maintained and even grown, or will you have contracted?

You cannot single handedly prevent a recession, but you can set yourself up to take advantage of the recovery.

To demonstrate putting Shield Wall's money where our mouth is, we are launching digital Spanish issues of several publications and relaunching the Metal Builder brand as a section for the remainder of 2022 and as a NEW MAGAZINE in 2023. I invite you to join us at Shield Wall Media in choosing to not participate in any upcoming recessions.



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AUGUST PREVIEW

■ The Source Book

The Source Book is a great resource for builders to see their competitors' and colleagues' work and to source new suppliers.

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Unrelated third parties often attempt to sell mailing lists for what they say are our publications. You can be assured that WE DO NOT, HAVE NOT, AND WILL NOT EVER SELL OUR SUBSCRIBER LISTS. We will also NOT sell the attendee or exhibitor lists from our shows. We do provide attendee lists to the exhibitors free of charge and as a courtesy for their support, but we NEVER provide this or any other information to independent vendors.

Gary Reichert,
Publisher, Shield Wall Media



ON THE COVER:
Gold Key Award Winners

Rural Builder®

Managing Editor

Linda Schmid
linda@shieldwallmedia.com
920-659-6319

Editors

Karen Knapstein, Anthony Brass

Circulation/Subscriptions

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

Digital Product and Data Engineer

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

Publisher

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

Director of Sales

Missy Beyer
missy@shieldwallmedia.com
920-216-3007

Executive/Advertising Assistant

Kathy Budsberg
kathy@shieldwallmedia.com

Sales Assistant

Kathy Welk
kathyw@shieldwallmedia.com

Graphic Designers

Tom Nelsen
Kevin Ulrich

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e-mail the editor at
linda@shieldwallmedia.com

Check our website:

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Finding Your Passion

When the traditional path doesn't pan out, the trades might be your track

BY LINDA SCHMID

HOW DOES A WIFE AND mother of two with degrees in criminal justice suddenly find herself pursuing a career in the trades? Carlyn McClelland says it all began back in 1998 when "I did what kids did back then when they graduated from high school. I went to college." Like many of those kids she started college with no idea what her true passion was, but she was told that "smart kids go to college; the trades are for everyone else." She had little in the way of funds, so she was encouraged to go into debt. She was told it was okay because it was "good debt". When she graduated and got a job making \$27,000 a year, *then* she was introduced to the idea of debt to income ratio.

McClelland pursued a master's degree in criminal justice but became discouraged as she watched the debt pile up all the while feeling unfulfilled in her work. One day she said to her husband, "What if I took classes to learn how to fix up our house? It's a hobby that might even end up paying a few bills." Her husband's response: "That's not the dumbest idea you've ever had." She went with it.

Southwestern Michigan College had a construction program which McClelland enrolled in. She enjoyed her classes, and she soon realized that the trades require brains. "No dummy is going to do this successfully," she said. Further, she felt like an individual who was seen and heard in the trades school, not just one of 40,000 people as she had been at the university. Even so she felt a little out of place at first; she was taking classes with guys who could have been her kids, but instructor Larry Wilson had a different viewpoint.

Wilson said, "So what? You have two times the passion of any of those guys." Larry validated her ideas and forced her to think bigger; he told her this was her career not a hobby.



"Larry is retired now, but he's still on my speed dial; I still call him to get his opinion on things, and to make sure he's behaving," she laughed.

At one point McClelland went into a tirade about all the debt she was in for a career she didn't like (and wasn't pursuing) and her husband looked at her and said, "You sound like Mike Rowe." That sent her to the internet to look him up and she came across



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."

the scholarship fund. She thought, well I have a story that lines up with what they are saying, so she applied.

McClelland loves the pledge that the mikeroweWORKS Foundation requires of scholarship winners. Though it is not overtly faith based, it is all in line with what she believes and represents everything she would like to teach her kids. The only sticking point for her was the piece of the pledge that talks about not going into debt. She was starting from a place where she was in debt and trying to get out of it.

The scholarship money covered her whole second year which made finishing her construction degree reasonable and palatable to her husband, since she had a whole year of theory yet to complete. “To be fair,” she said, “I told him I didn’t want to do school any more after the criminal justice situation, so he had reason to be wary of another degree.” However, once they had the money, he supported her decision.

When McClelland graduated, she began her own one-woman business. She loved her work but she also says it was hard competing in a male-dominated industry.



“We put so much on ourselves as women and mothers when working in a male role. But, if you roll with it and brush off a lot of the nonsense thrown your way, most men respect you for it. Just know why you are there and be yourself.

“Of course, I had a great role model growing up. My mother was the first female deputy in Flint, Michigan and she loved her work, so I knew that a woman could succeed in a traditionally male role,” McClelland continues.

She believes that life deals you cards in preparation for what you will experience. “I’ve always known who I am and I’ve been boldly myself as I’ve grown in faith, in my marriage, and in

motherhood. So God gave me a challenge,” she said.

The challenge came in 2020 in the form of an accident. She fell from the top of a 16-foot ladder and her foot was seriously injured. She had to stay composed at the time because her sons were with her on the work site. It was very hard to be calm when she heard someone say “amputation”. Thankfully, however, she was wearing the free pair of work boots that Wolverine®, a sponsor of the mikeroweWORKS Foundation, had given her. The high ankle saved her foot!

After the accident her foot was not healing the way it was supposed to so McClelland found that she couldn’t run her business any more. She ended up having a second operation which seems to have resolved the problem and now she is

healing. In the meantime, she has been doing small projects and helping people. She enjoys it, but she would prefer to be doing more hands-on work. However, her foot still isn’t very functional, so she is moving into the next stage of her career.

McClelland has accepted a job as Estimator at Nuway Construction in Goshen, Indiana. She is very excited about this opportunity, particularly as this commercial builder has a lot of potential for growth.

“I feel like at some point I would like to move into commercial project management,” she said. “I can bridge the gap between someone who does the hands-on work and the management people who may not have done that work and help each to see the other’s point of view.”

While McClelland’s ability to make her own way in a male dominated industry and her way of making the most of the situation she finds herself in would be considered admirable by most women, she admires another woman in the industry. In fact the woman she named also received the mikeroweWORKS scholarship and was featured in this column: Nolee Anderson. She loves the fact that Anderson teaches construction to women; it’s another thing that she believes she would like to do. She knows that women often feel intimidated by men, so there is something very powerful about women learning from other women. She thinks that perhaps some day she will pursue that path.

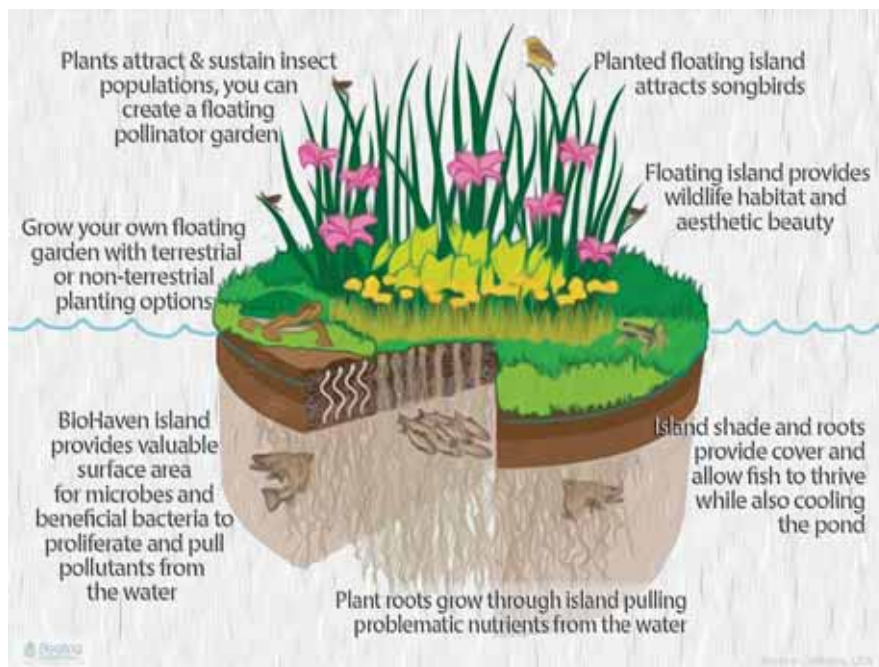
McClelland believes that high school students need to be exposed to more tech-career opportunities such as tech classes, shadowing professionals, and visiting construction on site. This could steer more kids into the trades; she saw how excited college kids were to see how a house is put together and she thinks that perhaps if she had that experience when she was in high school, her career would have gone differently.

She has great advice for people questioning their path: “You are never too old to learn these skills. Go in the direction you want to go and don’t let anyone tell you what you can and can’t do; just bring your passion with you. Once you have skills, no one can take them from you.” **RB**



A Floating Island

for the view, the habitat, or clear clean water... why not all three?



INSPIRATION CAN COME IN VARIOUS

ways and at different times; for some, it could be an elk hunt and a conversation, for others an herbicide label while looking at fish and frogs. Whatever your inspiration might be, learning to accomplish an important goal in a different way can be truly rewarding. Floating islands might just be that “different way” to accomplish your, or your client’s, goals. From private farm ponds to Lake Associations, golf courses, and public waters, floating islands have a place for beautification, shoreline protection, nutrient removal, and habitat. Georgia Web, maker of roof vent materials, branched out some time ago and started making a material that could be used to make floating islands. Now the option is out there for all kinds of clients to take advantage of the efficacy of floating islands.

There are several active companies working on design, construction, and installation of floating islands as well as add-ons to the floating islands to achieve more goals. Under the banner of Floating Island International are several companies whose territories cover the United States and North America. Floating Islands West, Floating Islands West Green Pond, Green Water | Floating Islands West is responsible primarily for the west coast and Canada, Martin Ecosystems <http://martinecosystems.com/> covers the southern US, and Midwest Floating Island, <https://midwestfloatingisland.com/> services the Midwest and Northeast US. All of these companies offer quality products, design and customer service, construction, and installation of floating islands.

When considering a floating island solution, determining your goals is the first step. Of course there are a variety of goals that may be served with floating island installations, and some may be driven by passion while others might be filling requirements, such as mitigation or remediation (around mining and developments). After determining



Above: An island made into a dock

those goals any of the three companies mentioned above can help you with design choices, options, and construction/installation. Oftentimes some water sampling or assessment of the site around the water body might be helpful to assess how best to achieve your, or your client's,

Below: Planting Day on a new island



Islands improve water temperature for fish.



goals with a floating island installation.

Reflecting on how he got into the floating island business, Laddie Flock remembers being a design and build contractor making water features when he had the realization that some of what he was doing was causing harm to aquatic ecosystems. For Laddie, it was the chemicals and their introduction into the water affecting fish and amphibians that bothered him. Around the same time a call came in from a customer who wanted a floating island. Good timing and a helpful organization (Floating Island International) led to the development of what is now Floating Islands West LLC.

The goals for Laddie's clients are not different than they used to be — clean, clear water — but the methods have changed. Laddie has a variety of clients, including municipalities, home-owners associations, and private citizens that he helps to achieve those clean, clear water goals with floating islands. The outcomes of the use of floating islands

can be dramatic and include everything from habitat development for birds, fish, and amphibians to nutrient removal from — and increased oxygenation of — the water. With well-defined goals any of the



Floating islands improve aesthetics, clean up the water, and support greenery.

aforementioned floating island companies can help you design, build, and install a project that will clean up the water, provide habitat, and improve aesthetics.

It is a common problem in rural areas around agriculture that sediment and

nutrients may enter lakes and ponds from runoff and erosion. However, it isn't limited to this type of environment; it can occur in subdivisions and on golf courses as well. Any place sediment and nutrients are entering a lake or pond, a floating island solution can be devised to help mitigate the problem and clean the water. With an influx of nutrients and sediment, the result is large amounts of algal growth and die-off leading to low oxygen levels and mucky bottoms in lakes and ponds. This is less than ideal for fish populations, not to mention the impact it has on aesthetics. A solution that blocks sediment, removes nutrients, and increases oxygenation is needed.

An ideal set up for a farm pond or small lake might involve several small floating islands that can be rafted together and placed where spring runoff might enter the water. Later they can be separated for the remainder of the growing season. This method can help reduce sediment entering the water column (when rafted together in the spring) and then later optimize the nutrient uptake and oxygenation of the water when separated. A bonus here is enhanced fish and waterfowl habitat; the multiple island locations provide cover for small fish and a nesting site for waterfowl throughout the growing season.

If there is a problem with shoreline erosion, floating islands can be configured as strips along shorelines to reduce it in high wave or wake areas. These strips could be modular and mobile or more permanent depending on seasonal needs and goals. With these shoreline protection installations where there is heavy wave action, extra care needs to be taken with anchoring systems to ensure the security of the islands.

If waterfowl habitat is a primary concern then multiple small islands may be ideal. This approach has been used successfully for Loon habitat in the northern Midwest.

For enhanced fish habitat, several small islands are ideal as well with the goal being to maximize the amount of “edge” (land to water) throughout the lake or pond. With long roots dangling into the water, excellent cover is provided for small fish. When the goal is habitat, there needs to be at least 3 feet of water for the plant roots to be suspended and give maximum benefit.

If you simply like the look or want to enhance the aesthetics of a particular place, floating islands can help here as well. The same materials used in the island concept can be incorporated into floating docks and along piers. This can add color, texture, and even flowers to the landscape and could be an ideal choice for Lake Associations, golf courses, public parks, and private lands.

In all of these applications, “It’s all about biomimicry,” according to Laddie Flock. “We pay close attention to natural floating islands and then try to replicate their effects.” Laddie and others do this by selecting plants that already exist on natural floating islands, cut banks, and shorelines and matching them with the desired outcomes. Varieties of rooting systems will extend deeper in the water



Loon Habitat Island

and provide cover for fish and food for various aquatic organisms. Some plants are also hyper accumulators (they take up lots of something) of certain contaminants such as heavy metals or nutrients. This effect of hyper accumulation can be a boon for remediation situations and farm ponds with too many nutrients in them. It

isn’t all about plants though. The primary organisms removing nutrients or toxins are the multitude of microorganisms that colonize the roots and matrix material of floating islands.

For all applications, plant selection is critical to success and should be geared to the climate and location that floating islands will be deployed in. Any of these floating island companies can help you choose what fits for your project and desired outcomes. In addition to design and plant selection, there are some add-ons that can enhance the effectiveness of floating islands for a variety of goals. These add-ons include aerators (solar or wind powered) and sediment control curtains. The addition of these add-ons can really help in highly impacted environments or in settings where there are regulatory requirements.

Once the design process is done, floating islands are easy to launch, move, and maintain. The primary challenges come from anchoring systems, but these challenges are minimal outside of coastal regions (think hurricanes) and high wave action waterbodies. Simply put, in most small lakes and ponds, establishing and maintaining islands is quick and easy. **RB**



Plants can be selected to blend right into wild areas.

Power Fastening

Getting The Most From Nail and Screw Guns

WHETHER THEY USE COLLATED OR bulk fasteners, nail and screw guns are powerful, easy to operate, and boost productivity for fastening tasks. The consensus of the builders we polled is that they have been a game-changer – one of the best things to be developed for carpenters. There's no comparison between driving thousands of nails by hand versus using an automatic nailer; the tool's ability to do the physical work for you is much easier on the body. While using the powered driver options are a vast improvement, builders still experience a few relatively minor challenges.

PORTABLE POWER

The design and lifespan of battery packs for cordless nailers and drivers are the most common grievance. Accommodating multiple batteries and chargers at the jobsite when using tools from more than one manufacturer can be annoying. One reason why there is no “standard” or “universal” cordless power system: Manufacturers don't develop technology the same or at the same rate. For example, at a given time, one company may be focusing on developing a shorter charge cycle, while another may be focusing on developing bigger, more powerful battery packs.

Regardless of the manufacturer, follow these best practices for battery storage to maximize the power and life cycle of a portable power supply:

- Don't store batteries on their chargers.
- Always use and store the battery within the temperature limits stated by the manufacturer, and don't store batteries in a closed location where sunlight may raise temperatures above the temperature limit (i.e. near a window or inside a vehicle).
- Don't store or transport the battery in a container with loose metal objects (such as coins, keys or nails), which may contact the terminals.
- As a general practice, it's best to remove battery packs and unplug battery chargers when not in use.

If you find the non-universal battery pack issue to be a major pain point, check to see if the nail or screw gun manufacturer you are considering offers attachments that will fit the battery platforms you already own. Some manufacturers have developed their tools to fit other makers' battery platforms to give the end user the best experience.

MAINTENANCE

To keep tools performing at their best, manufacturers recommend basic maintenance be done regularly. Pneumatic tools —



Installing subfloors with the pneumatic SCRAIL® SubLoc® PRO from BECK America. PHOTO COURTESY OF BECK AMERICA.

especially the tools used to drive large nails — should be oiled once per day. If a nail gun is used heavily, oiling twice each day would be a good practice to follow.

Worksites can be dusty and dirty. When using a nailer to fasten asphalt shingles to the deck, be sure to keep the nose tip clean. Cleaning out the magazine track will keep the nailer performing at its best and may prolong the overall life of the tool.

At the end of the workday, perform a general cleanup of tools and blow out any dust and debris. If working with pneumatics, drain the compressor tank to expel any moisture.

REPAIRS

There can be a large disparity between consumer-grade equipment and professional-grade equipment. Odds are if you buy a consumer-grade tool at a big box store, the staff will not be able to help you with any problems that arise. If the manufacturer offers a warranty or repair service, users will probably need to ship malfunctioning or non-functioning tools off at their own expense.

By comparison, manufacturers that focus on professional users keep durability, serviceability, and repairability in mind. A noteworthy benefit of buying professional-grade tools through a distributor network is the ready availability of repair services and replacement parts through either the manufacturer or the distributor. Tools are designed for constant, rigorous use and are ready to continue to serve the user past the purchase date. They are also designed so the professional user can make basic repairs. [See sidebar.]

BULK FASTENERS

There are manufacturers who cater to those builders who prefer using bulk fasteners. Careful selection of fasteners and handy accessories can make driving non-collated nails and screws quicker and easier. Consider:

- Magnetic bits, drivers, and sleeves
- Magnetic wrist band to hold fasteners
- Self-tapping screws
- High-quality nails and screws, which are less likely to bend, break, or strip.



For driving bulk nails and spikes, a pneumatic “mini jackhammer”-type nail driver will accommodate many fastener types and sizes. PHOTO COURTESY OF DELIVERANCE POWERED SAFETY HAMMERS.

Pneumatic Hammer

Like pneumatic and cordless nailers, the powered safety hammer prevents fatigue and injuries caused by the repetitive motion of driving nails by hand. What’s different is the powered safety hammer drives a variety of nail and spike types and sizes for different applications. It uses bulk nails, not collated nails. See the New Product announcement in the May edition of Rural Builder, page 38.

CONCLUSION

By observing end users in the field, manufacturers can spot ergonomic and other issues that builders may not mention. Once they’re aware of an issue, they can hit the drawing board to come up with a solution. For example, implementing collated fasteners eliminated the need to carry around a box of screws or nails. Stand-up attachments were developed to take out the stooping and bending previously done while fastening decks.

Manufacturers are continually developing more user-friendly tools. During their research, if they ask you how they can make a tool better, do yourself and the rest of the trade a favor and tell them the problems you’re having so they can fix them. **RB**

RURAL BUILDER EXPRESSES ITS SINCERE APPRECIATION TO THE FOLLOWING SOURCES FOR SHARING THEIR EXPERTISE AND INSIGHTS.

- BECK America, www.beck-america.com
- Deliverance Powered Safety Hammers, www.deliverancepoweredtools.com
- Malco Tools, www.malcotools.com
- SENCO, www.senco.com
- Power Tool Institute, www.powertoolinstitute.com

Nailer Troubleshooting

INSPECT THE AIR SUPPLY

If the nailer is driving nails, but they’re not sinking fully, the tool likely isn’t getting enough air. Check the compressor, hose, and fittings. Adjust the air pressure settings, and make sure the compressor is suitable for the type of tool you’re using. If the tank is too small, or if it doesn’t pull enough CFM, you will have trouble driving nails consistently with larger tools like framing nailers. Additionally, listen for any air escaping from the fittings. Apply thread sealant tape if needed.

RELOAD THE MAGAZINE

Check that there are fasteners in the magazine. Even if there are still a few fasteners left, some tools contain a lockout mechanism that prevents firing when the magazine gets low. This prevents dry firing, which causes strain on the internal components of the tool. Worse, dry firing can cause workmanship errors if users don’t realize they’re firing blanks. Reload the magazine and see if the tool resumes firing.

CLEAN THE TOOL

If the tool is firing, but nails aren’t feeding, inspect the magazine. Over time, especially on job sites with lots of dirt and sawdust, the magazine may become dirty and the feeder mechanism may stick. Check the operation of your magazine by removing fasteners and sliding the feeder shoe back and forth. If you detect an area where it “hangs up,” clean it with canned air or a nylon brush. Clean other moving parts, as well — such as the trigger assembly and the safety actuator on the nose piece.

REPLACE SEALS AND O-RINGS

Over time, internal seals degrade, particularly if they aren’t lubricated regularly (or are over-lubricated if the tool is oil-less).

If the nailer won’t fire and it isn’t jammed, listen. If you hear the drive piston moving when you shake the tool, or if you hear a hissing coming from your tool’s exhaust vent or trigger, damaged seals are a likely culprit. Users who are comfortable disassembling the tool can order new seals and O-rings from their local dealer. Otherwise, an authorized service center can repair tools quickly and cost-effectively.

INSPECT FOR DAMAGE

If none of the above methods get the nailer firing again, thoroughly check the tool for damage such as dents and dings in the magazine that might cause the feeder to get stuck. A common issue is a bent or broken feeder spring, caused by repeatedly allowing the feeder to snap forward when loading or unloading the magazine. Check the trigger assembly, hose fittings, nosepiece, and any other parts. Stop using the tool if you see any damage, until you can get it repaired. **RB**

Your Supplier is Merging with Another Company

What will this mean for you?

WHEN THE COMPANY YOU COUNT on for your business needs is undergoing a change, the first thing you want to know is how it will affect your business. Of course, the answer to that can vary with the company, but maybe a couple of companies who have undergone a merge can shed some light on the situation.

According to Todd Miller, President of Isaiah Industries, a roofing manufacturer based in Ohio which has acquired various product lines and companies through the years, often what customers are really worried about is the name of the product they count on. The marketing of some brands has been extensive and the contractor knows that customers know and like the brand, therefore they are concerned about losing that name. The customer may be less likely to hire the contractor if he is using a lesser known brand. The other item builders are concerned about is that the warranty will not match the warranty they have been guaranteeing customers.

Miller says that neither of these items have really been an issue after they have acquired a product line. When they had taken

over a product line that was very popular in the marketplace, they manufactured it under the other label for three years. This was a neat solution as the product was made the same way it had been

all along and it gave salespeople time to transition people to a new name. As for warranties, Miller says that the companies and products they have acquired have been from the same niche industry, so warranties and service tend to be similar anyway.

Miller maintains that in an acquisition situation, the company acquiring must always aim to give as good or better to customers as the previous company, whether you are talking about warranties, products, service, or anything else.

Of timelines, Miller says, "By intent you try to do better than the customer is accustomed to, but with today's timeline challenges, you do the best you can."

John Dumke of Roll Former Corp. was on the opposite side of a merger. His company was acquired by Tennsmith, but he agrees with Miller that in that situation the acquiring company did what they could to please their newly acquired customers.



Tennsmith didn't make a lot of big changes, according to Dumke. "But they have deeper pockets," he says, "they've reinvested in the company with updated equipment like a CNC lathe and other production equipment. The website has been updated and we have new YouTube videos, all things which as a small company we didn't have the resources to do. It's been very exciting and helpful to our customers."

The other upside according to Dumke is that Tennsmith and Roll Former Corporation make complementary products. Tennsmith makes automated folders and shears for metal while Roll Former makes, of course, roll formers. The companies have so much history, experience, and knowledge combined and all of their customers reap the benefits of that.

Both Dumke and Miller believe that quick and thorough communication was important in smooth transitioning. Both companies got their messaging out to their customers quickly.

"The initial communication told customers what was happening, who they should talk to about any concerns, how they should place orders, and where and how they should make payments. All of this information was clear and immediate," Miller said.

Miller admits that there is always room for improvement. During an acquisition, they were so busy trying to work out the deal, that they got a lot of new people in and realized they weren't adequately prepared to onboard all of them.

"But you get on it and work it out," he said. They did not lose one customer due to the merger because they were adamant that would not happen.

WHAT ABOUT MY CONTRACT?

If you have a contract with a company, and that company is purchased by another, the first thing you should do is take a look at your contract. Does it specify what will happen if the company changes hands?

The company sales documents may

specify what happens to the contract; it may be assigned to the new owner or retained by the original company if part of it is intact. The other possibility is that your company's contract may be subject to novation. In this situation, your company and the original company indicated in the contract can agree to assign the new company as a substitute in the contract.

An obvious side effect of merger and acquisition situations could be that, unless it is in a binding contract, pricing can go up at any time. However, the usual goal is to combine and streamline processes and spread fixed costs over greater production thereby saving the company money, so it is often the case that pricing does not rise.

Warranties are contracts that may or may not be acquired by the new company. If a company's assets only are

acquired, then the warranty obligations remain with the selling company. If it is a stock buyout, then the new company acquires everything, including warranty obligations.

In many cases, where a company is acquiring a business-to-business product line, they will take on the warranty. As Miller says, they likely want to maintain good will with new customers so that they *remain* customers.

Your best approach is to talk to the acquiring company and find out what their plans are in regards to existing contracts.

"If you are experiencing difficulties during a supplier merger, Miller suggests, 'take it to the top. If there are no listening ears at the top, then that tells you something about the company.'" **RB**

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■ DYNAMIC FASTENER'S NEW TOOL AND FASTENER HAND GUIDE IS HERE

Dynamic Fastener has released a new version of its popular Tool and Fastener Hand Guide. This 140-page, full-color free gem provides concise answers to questions pertaining to fastener applications, engineering data, availability of types, size ranges and fastener materials specific to the Metal Building and Roofing Industry. In addition to discussing screws and anchors, the Guide provides prices and other useful information relating to flashings, sealants, insulation tapes, safety equipment, hand tools, power tools and more. The 2022 publication includes details on the Dyna-Guard snow retention system for metal roofs. It also includes information about the company's new rivet initiative that resulted in a stock level of 100 million rivets with 75 million pre-painted in more than 100 different colors.

(800) 821-5448

■ ABC SUPPLY UNVEILS HOMES FOR OUR TROOPS-THEMED INDY 500 CAR

When drivers start their engines at the 106th Running of the Indianapolis 500 presented by Gainbridge, race fans will see a new look for the No. 11 AJ Foyt Racing Chevrolet — and have a chance to make a million-dollar impact that supports military Veterans, Homes For Our Troops (HFOT), a nonprofit that builds and donates specially adapted custom homes

for severely injured post-9/11 Veterans to enable them to rebuild their lives, will be gifted the design of the IndyCar by its sponsor, ABC Supply, to bring awareness to their mission. ABC Supply will also match all donations made to HFOT — up to \$1 million total — from Saturday, May 21, through Monday, May 30.

A longtime supporter and friend of AJ Foyt Racing, ABC Supply continues its sponsorship of the team in the Indy 500 while bringing attention to HFOT's important work. With nearly 90 percent of its donations going directly to building homes and rebuilding lives, HFOT rarely advertises and relies on word-of-mouth awareness. The visibility at "The Greatest Spectacle in Racing" will showcase their mission to a national audience. The car's stars and stripes design celebrates American pride and prominently features the HFOT mission of "Building Homes. Rebuilding Lives."



To date, HFOT has built and donated over 330 homes for severely injured post-9/11 Veterans. After the homes are built, the relationships between HFOT and their veterans continue — the organization provides a pro-bono financial planner to assist with budgeting, homeownership education, a peer mentoring program and more.

"I think the fans will love it, and I think the fans will be so happy to see the American flag — especially with our team," says A.J. Foyt. "I would like to thank ABC Supply for supporting Homes For Our Troops. It's great."

www.hfotusa.org

www.abcsupply.com

■ ENGLERT'S ULTRA-COOL LOW GLOSS COATINGS SET A NEW STANDARD

Englert Inc., an industry-leading manufacturer of standing seam metal roofing, single-skin wall panel systems, seamless gutters and downspouts, and LeafGuard gutter systems today has increased its 35-year finish warranty on Englert ULTRA-Cool Low-Gloss coatings to 40 years.

A 40-year finish warranty means a building or homeowner will enjoy a longer period of confidence in the performance of their metal roofing or metal siding purchase.

Englert's metal roofing, wall panel, and accessories are painted with Low-Gloss/ULTRA-Cool paint finish and come in a wide array of colors. They now offer a 40-year limited warranty against chipping, cracking, and peeling. This finish helps minimize "oil-canning" while being environmentally friendly.

The dried-in-place pretreatment system allows Englert to eliminate harmful chromates to offer the most environmentally friendly coating process. They apply various coatings, including Energy Star® compliant Kynars®, silicone polyesters, polyesters, plastisols, and acrylics. These coatings can even be applied to aluminum, Galvalume®, galvanized, or cold-rolled steel.

www.englert.com

■ NEW APPOINTMENT FOR AKZONOBEL INDUSTRIAL COATINGS

AkzoNobel announced that Daniela Vlad has been appointed as Managing Director of AkzoNobel Industrial Coatings.

Daniela will lead the strategic direction across a diverse product portfolio, including Coil and Extrusion Coatings, Packaging Coatings, Wood Finishes and Wood Adhesives.

She brings a wealth of experience and expertise, having joined AkzoNobel from Philips in 2019. She's held a variety of key leadership positions within their coatings businesses, having previously led their

Automotive (OEM) and Aerospace activities. During the last four years, Daniela successfully led Powder Coatings through the company's 15 by 20 journey and subsequently implemented an accelerated growth strategy under Grow & Deliver.

www.akzonobel.com

■ SHERWIN-WILLIAMS FOUNDATION PARTNERS WITH THE URBAN LEAGUE

The Sherwin-Williams Foundation has partnered with The Urban League of Greater Cleveland (ULGC) to develop and launch an innovative new Construction Accelerator Program (CAP) with the goal of driving long-term growth and success for Northeast Ohio minority-owned businesses.

John G. Morikis, President of the Foundation, and Chairman and Chief Executive Officer of The Sherwin-Williams Company (NYSE: SHW) said, "The CAP aligns well with our Company's commitment to create jobs and to positively impact the broader Cleveland and Northeast Ohio community, and we are excited to be on the ground floor of an instrumental program designed to accelerate the growth of minority-owned construction businesses for many years to come."

Over the next three years, Sherwin-Williams, a global leader in the paint and coatings industry, will make a significant

financial commitment by investing a minimum of \$600 million in its Building Our Future (BOF) global headquarters and R&D Center project, which includes meeting or exceeding robust economic inclusion requirements.

Through the pilot program, officially known as Construction Accelerator Program Powered by Sherwin-Williams, the Urban League will provide eligible minority-owned businesses with access to capital, mentorship, education on the Integrated Project Delivery (IPD) process, construction management best practices and an opportunity to build capacity. The program will also focus on intense technical and human capital enhancement, enabling participating businesses to qualify for a working capital loan through UBIZ Venture Capital operated through the Urban League's Entrepreneurship Center.

www.sherwinwilliams.com

■ WEYERHAEUSER ACQUIRES 80,800 ACRES OF TIMBERLANDS

Weyerhaeuser Company (NYSE: WY) announced the completion of its acquisition of 80,800 acres of high-quality timberlands in North and South Carolina from a fund managed by Campbell Global for approximately \$265 million. The transaction was announced in April 2022.

With this acquisition, Weyerhaeuser

now owns or manages more than 900,000 acres of timberlands in the Carolinas, and the company also operates four mills, a distribution center and tree nursery, and hosts multiple mitigation banks and real estate development projects — employing more than 700 people between the two states.



Weyerhaeuser Company, one of the world's largest private owners of timberlands, began operations in 1900. They own or control approximately 11 million acres of timberlands in the U.S. and manage additional timberlands under long-term licenses in Canada. They manage these timberlands on a sustainable basis in compliance with internationally recognized forestry standards. They are also one of the largest manufacturers of wood products in America. The company is a real estate investment trust. In 2021, they generated \$10.2 billion in net sales and employed approximately 9,200 people who serve customers worldwide.

www.weyerhaeuser.com



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NEW PRODUCTS

BY RURAL BUILDER STAFF



■ LP LEGACY® PREMIUM SUB-FLOORING ADHESIVE NOW AVAILABLE

LP Building Solutions (LP), a leading manufacturer of building products, today announced the launch of LP Legacy® Premium Sub-Flooring Adhesive, which is available for purchase across the U.S. and Canada. This latest offering from LP is an innovative solution designed for easier sub-flooring installation and premium adhesive strength.

LP Legacy Premium Sub-Flooring Adhesive is a construction sub-flooring adhesive that creates tight seals in small gaps between panels, helping to produce a stiff, squeak-free sub-floor system. It is gun-applied with a fast-curing polyurethane collapsible foam adhesive that is 100% solvent-free and VOC-compliant.

LP Legacy Adhesive is designed to work in tandem with LP Legacy Premium Sub-Flooring and LP® TopNotch® 350 Durable Sub-Flooring. It can save valuable resources—including time, labor, money, and materials—thanks to its application efficiency. One 29-ounce can is equal to up to 12 times the coverage of a typical tube of conventional sub-flooring adhesive. It can be applied to wet, dry, or frozen lumber, in addition to treated lumber, masonry, decking, concrete, or metal.

LP Legacy Adhesive is applied with the LP Legacy Sub-Flooring Adhesive Applicator, a non-stick professional grade foam adhesive applicator. Unlike typical caulk guns, which require a lot of squeezing, LP's applicator uses aerosol, allowing a more user-friendly, even application. The dispenser gun comes in two sizes, 15 inches and 30 inches, giving builders options for their specific needs.

■ GARLAND'S NEWEST FLUID-APPLIED MEMBRANE SYSTEM: COOL-SIL

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 pro-

tection 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.

"Cool-Sil challenges the narrative that silicone products are a commoditized, low-quality solution," explains Matt McDermott, president of Garland's U.S. roofing division.

Additionally, 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.

John Arsenia, vice president of Warren Roofing & Insulating Co., whose team of contractors installed Cool-Sil at a school in Kent, Ohio, said, "Application was easy, there was no bothersome odor, and it cured as expected. We recommend Cool-Sil as a high-quality restoration product."

■ NEW DAILY TASK PLANNING TOOL TO REDUCE CLAIMS & INJURIES

HammerTech, the Compliance, Risk and Safety software platform for construction, announces the release of a new mobile Pre Task Planner solution. The innovative mobile solution coaches crews in effective task planning for higher jobsite production, less re-work costs and improved hazard control to lower injuries and incidents and protect insurance premiums.

HammerTech recognized the need for a field solution to connect daily plans with existing safety processes and trade partners—all in one place. HammerTech's Control Tower technology makes field processes more valuable and shares real-time insights across



organizations to lower injury and incident risk while improving productivity, the accuracy of cost and schedule forecasts, and ultimately improving profitability.

Designed specifically for the North American construction market, the Pre Task Planner empowers crews with

a simplified daily task planner that uses customizable templates and mobile access to Job Hazard Analysis, permits and equipment to improve coordination. Hazard control suggestions facilitate conversations and help supervisors get buy-in to the work plan to reduce incidents and potential claims by up to 35%.

This highly customizable platform has created powerful synergy between technology and construction project stakeholders.

The result is better CRS transparency across every project and a foundation for continuous improvement in productivity and profits for HammerTech customers.

■ TFC LAUNCHES PANEL-TITE BURR BUSTER WITH ZAC ZINC CAST HEAD

Triangle Fastener Corporation is pleased to announce the availability of the ZAC® Zinc Alloy Cast Head on their patented PANEL-TITE® BURR BUSTER® Metal-to-Wood screw.

The ZAC® zinc alloy cast head is one of the most-recognized long-life heads in the industry and provides superior corrosion protection in the harshest environments.

These screws are compatible with Aluminum/Zinc coated steel like GALVALUME® and ZINCALUME® and can also be used with aluminum panels and trim. The ZAC head will never red rust!

- The ZAC head eliminates galvanic corrosion between the head of the screw and the panel. NO RED RUST ON THE HEAD...EVER!
- The innovative PANEL-TITE BURR BUSTER provides fast penetration, minimizes burrs, and increases resistance to screw back-out.
- The shank of the screw is protected with TRI-SEAL® 1,000 hrs. salt spray coating that provides over 13-times more corrosion protection than ordinary metal-to-wood screws.

Triangle Fastener is a leading provider of standard and specialty fasteners, sealants, and tools for metal construction industries. They have 23 locations and can provide job-site assistance, fastener recommendations, and product development.

■ S-5! INTRODUCES CANDUIT™ CLAMP

Canduit™ Clamp secures piping and conduit for easy attachment to metal roofs. The inventor of engineered, manufactured, and metal roof attachments introduces its new electrical conduit clamp for metal roofs.

The new CanDuit™ clamp secures and supports chases and raceways, cable trays, gas piping, condensate lines and other round-shaped objects to metal roofs, in combination with S-5! clamps or brackets, including the

GripperFix® utility mounting system.

Made from electro-zinc coated steel, the CanDuit clamp features two halves that clamp around the pipe or conduit with an EPDM liner pad that protects against abrasion and a threaded M8 stud that allows for attachment to S-5! products—providing easy, organized securement without scratching, corrosion or other damage to the roof.

The CanDuit can be used in both residential and commercial settings for a range of applications including electrical, solar, plumbing for gas or water and condensate drainage.

CanDuit is available in 14 sizes with outer pipe diameters ranging from .79" (20 mm) to 4.6" (117 mm). Adjustability within each clamp enables minor size adjustment to secure most conduit and other piping.

CanDuit's M8 threaded shaft mounts directly to S-5!'s non-penetrating clamps for standing seam roofs and factory weatherproofed brackets for exposed-fastened roofs.

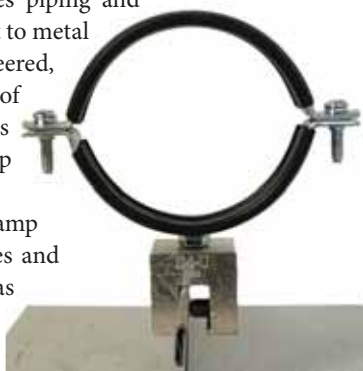
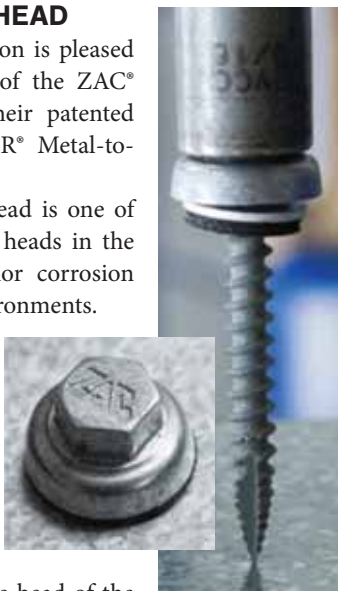
CanDuit Benefits:

- Complete solution from a single source
- Secure and long-lasting
- Its all S-5! clamps and brackets
- Easy installation
- Avoids scratches and corrosion
- Fewer components save costs
- Corrosion-resistant and durable
- 10-year warranty against manufactured defect

■ MOISTURESHIELD INTRODUCES NEW JOIST TAPE

MoistureShield®, a division of Oldcastle APG®, a CRH Company, announced the launch of MoistureShield Joist Tape, a protective adhesive designed to increase deck lifespans by protecting their substructures from the elements. The patented acrylic adhesive and woven cloth substrate form a tight seal over joists and deck screws to prevent moisture infiltration, enhancing the longevity of any deck frame and adding up to ten years* to the life of wood and metal-framed decks. This new joist protection pairs perfectly with MoistureShield's Solid Core manufacturing process for all of its composite deck boards, which fully encapsulate wood fibers for superior moisture resistance.

MoistureShield Joist Tape tears off the roll without tools, does not stick to itself and can be repositioned without leaving any residue behind – proving its ease of use on any substrate. Ideal for installation in any climate, the tape can be applied between -20°F to 200°F (-29°C and 93°C). It is available in 2" x 65', 4" x 65' and 6" x 65' sizes. **RB**



Women In The Trades

3 Stories of Success; 3 Stories of Workforce Expansion

When women are encouraged and helped along the way by others in the industry— and even just given a chance—the industry wins. There are more workers in the workforce and their successful example encourages more women to enter the trades. The more the workforce expands, the more qualified help there is for everyone.

When Women Help One Another, We All Win.

BY VADARA

REPRESENTATION MATTERS

When women in the building trades tell their stories, it opens a new realm of possibilities for girls and women everywhere - while working toward lessening the impact of the labor shortage. Young women need to see other women working in the building industry, to exemplify the possibilities that the field has to offer. Without this type of representation, careers within the industry are not likely to be on women's radar.

A VALUABLE PARTNERSHIP

As a female business owner in a male-dominated field, Marylene Briere, a French-born interior designer, and stone fabricator, attests that her business would not be here without help from other women in the industry. Briere's story is nothing short of the American Dream, as she moved to the US with \$400 in her pocket and a dream that she held since visiting stone quarries in Italy as a child. She studied and perfected her craft for many years until she started her own firm.

When Briere first opened the doors to the Alpharetta, Georgia-based A Touch of Stone (ATOS) in 2004, she felt confident that her experience and passion for working with superior building materials



Marylene Briere

like Vadara Quartz and natural stone would carry her through. However, she had no idea that the help of other women would be integral to her success.

When sourcing materials for her first project, Briere met Jill Morris, the sales manager of the surfacing supply center. Upon learning the size of the project, Morris immediately realized that Briere would need some help to complete the job. So, she spoke to the company's owner, and they extended Briere a \$10,000 credit line for the materials. Briere was delighted by the gesture because it allowed her to start her business without as many up-front costs, and it helped form an invaluable professional relationship.

Just three short months after opening ATOS, an accident occurred that damaged most of the inventory in the warehouse. What would be a crushing blow to most businesses was especially devastating for a new small business. When Morris heard about the incident at the ATOS warehouse, she immediately empathized with her situation. Morris once again decided to advocate on Briere's behalf to the owners of the surfacing material company. What resulted would further solidify their relationship. Briere maintains that without the help from Morris, her business may not have survived the incident.

A NEW BEGINNING

In 2009, Morris and her business partner Martha Roberson decided to open the surfacing material import and distribution company, Granite Group International (GGI), located in Villa Rica, Georgia, when the company they formerly worked for closed its doors. Though it was difficult, their passion for the surfacing material industry and the relationships they had built over many years helped them push through the hardships of starting a company. For Briere, supporting the new venture was a no-brainer; after all the support Morris had given her when she was beginning ATOS, she was eager to return the favor. Morris and Roberson developed their



Martha Roberson



business through creating partnerships with their customers like the one they developed with Briere. Although Morris has since retired from GGI, Roberson and Briere still work together, and their businesses are going strong.

Give Women a Chance and Double the Employee Pool

BY LINDA SCHMID

Deanna Steward was not following a calling when she took a job as a truck driver many years ago. She was a single mother who needed a job and as she says, “What can a woman do to make a decent living without college or a husband to help unless you go into the trades?” The job involved local, short hauls thereby allowing her to be home with her daughter at night.

Through the years, Steward has been treated unfairly at times. “I’ve worked in places where I was blatantly paid less than my male co-workers and treated like a second-class citizen. As far as co-workers go, at least 3/4 of them were decent; there are always a few that will give you a hard time,” she said.

Surprisingly, there were a few customers who made comments, like, “they shouldn’t send a woman to do a man’s job.” However, such comments were not reflective of Steward’s work; she has always equaled the work that men in the same position do.

The story changed when Adam Baze hired her to work at JMac Metals. She felt that she was treated as an equal and she was paid more money up front than she’d ever made, so she felt fortunate

to get the job. Further, she says that Baze is a good boss, allowing her to do her job without micromanaging.

Baze for his part says that Steward is a great employee; she communicates well with the customers. “Some of them would complain if she wasn’t on her normal truck route.” He also says she can take care of herself. When a co-worker gave her a hard time, she reported the incident to Baze who said he would talk to the employee, but Steward said, “Don’t worry; I already took care of it. I just wanted you to know what happened.”

Steward has moved into the sales department; she needed to make a change to a position that did not require so much sitting. In her inside sales position she is learning a lot about building products, computer skills, and office etiquette. After 20 years, such a change is quite a challenge and requires her to develop a lot of knowledge and confidence. “I’m still in a traditionally male role,” she maintains. “I am the only female employee here.”

While Steward finds respect with her co-workers in her current employment, she does have some advice for women going into male-dominated industries. “You are going to have to put up with a lot of sh*t, so you have to have a strong spine. Crying doesn’t help.”

Steward says that in her experience, younger workers are more open to women in the workplace, which seems to be borne out by Baze who says that he is open to hiring more women for positions that are traditionally done by men. Baze said, “It doesn’t matter whether you are a male or a female; what matters is whether or not you can do the job.”

LOOKING AHEAD

As we stare down a growing skilled labor shortage, it’s vital to highlight the opportunities for women in the building trades. And women can take some sage advice shared by Briere: “Always keep your eyes open to any opportunities - you could be one meeting away from changing your life.” She went on to state, “Don’t back down from a challenge and don’t be afraid to try a new one, but at the end of the day, don’t forget to have fun.”

To find women to fill your job openings try: <https://womensjobline.com> or <https://www.apprenticeship.gov>. There are also regional groups to be found such as: <https://www.itabc.ca/overview/info-employers-in-British-Columbia> and <https://newventuresmaine.org> in Maine. You might also check with your local or regional technical college. **RB**



Deanna Steward of J-Mac Metals.
PHOTO COURTESY OF J-MAC METALS

WINNERS OF THE 40TH ANNUAL GOLD KEY OF EXCELLENCE AWARDS

YOUR COMPANY'S SUCCESS DEPENDS ON YOUR TIMELY PROJECT COMPLETION... YOU NEED SUPPLIERS WITH QUALITY SERVICE AND PRODUCTS!

Knowing who you can turn to is the motive behind Rural Builders annual Gold Key program. From the very beginning, in 1983, we were going directly to users to ask for their feedback regarding which companies were doing the best job of providing the best products, the best services, and at the best prices.

Originally, we could only rely on feedback through the U.S. Postal Service. Now, in addition to "snail mail," we also use online voting and email voting to get our results.

In the first year of this process, 27 suppliers to the rural building industry were recognized and honored with an award plaque. This



year, five companies join the "Gold Key Club": Beck America, Hixwood, I-Beam Sliding Doors, Janus International, and Roll Former LLC. PLUS, this year's honorary Gold Key of Service is awarded to the International

Rescue Committee which helps people caught up in humanitarian crises such as war, drought, and more.

Learn more on the pages ahead as many of the companies share additional information about their products and services. In each case, the number of gold keys won correspond to the number of years the company has received the award.

CONGRATULATIONS to this year's winners!

40 GOLD KEYS

Pyco Corporation

39 GOLD KEYS

Maze Nails

38 GOLD KEYS

McElroy Metal
Sukup Manufacturing
Wick Buildings

36 GOLD KEYS

A.J. Manufacturing

34 GOLD KEYS

Dynamic Fastener

31 GOLD KEYS

RigidPly Rafters

21 GOLD KEYS

Leland Industries
Stockade Buildings

20 GOLD KEYS

Everlast Roofing, Inc.
Graber Post Buildings
MWI Components

19 GOLD KEYS

Palram Americas

16 GOLD KEYS

ABC Supply
Atlas Bolt & Screw
Marco Industries
ST Fastening Systems
Triangle Fastener Corporation

14 GOLD KEYS

Starwood Rafters

13 GOLD KEYS

Chief Buildings
Swenson Shear
Levi's Building Components
Sherwin Williams Coil Coatings

12 GOLD KEYS

Richland Laminated Columns, LLC

11 GOLD KEYS

AkzoNobel
Perma-Column

10 GOLD KEYS

Mill Steel Company

9 GOLD KEYS

S-5!
The Bradbury Group
Varco Pruden

8 GOLD KEYS

Direct Metals Inc. (DMI)
MFM Building Products
Post Protector

7 GOLD KEYS

rFOIL by Coverttech
Hershey's Metal Meister

6 GOLD KEYS

Ventco LLC

5 GOLD KEYS

Metal Rollforming Systems (MRS)
Trac-Rite Doors

4 GOLD KEYS

ASC Machine Tools
DRIPSTOP
East Coast Fasteners
United Steel Supply

3 GOLD KEYS

Acu-Form

2 GOLD KEYS

FootingPad Post Foundations
Reed's Metals
Snap-Z
Union Corrugating Co.

1 GOLD KEY

Beck America Inc.
Hixwood
I Beam Sliding Doors
Janus International
Roll Former, LLC



INTERNATIONAL
RESCUE
COMMITTEE



Helping People Affected by Humanitarian Crises

This year's Gold Key of Service winner is a little different than our usual winners. The IRC is not a "construction" organization. Instead of focusing solely on shelter and community facilities, they are focused on helping the people who are impacted by the worst crises out there, and helping those people with whatever they need.

In recent times, we've seen the sad stories on the news about what is happening to Ukraine...over 12 million people have been displaced by the Russo-Ukrainian war according to the United Nations, with thousands dead, and thousands living in fear. The International Rescue Committee is doing something about it.

THE RESPONSE TO THE RUSSIAN INVASION

The International Rescue Committee's (IRC) response to Russia's invasion of Ukraine is no different than their usual response to crisis. Their team quickly deployed to neighboring Poland, where they are working with partners to assist arriving refugees. They are also working

with partners inside Ukraine, supporting the evacuation of women and children and providing emergency aid to people who had to flee their homes.

In Ukraine, the IRC is working with Ukrainian partners to support evacuation efforts for women and children, provide psychological care and deliver groceries, blankets, warm clothes, stoves, cash and other essentials to displaced families.

In Poland, the IRC is working with three local organizations to meet the needs of families displaced from Ukraine, many of whom are staying in shelters across the country.

This work includes cash support as well as bedding, toiletries, mental health services and other emergency assistance.

It also includes safe spaces and support for children, including connecting teachers with jobs and working to help children integrate into Polish classrooms.

THE MISSION

The IRC was begun in 1933, by suggestion of Albert Einstein to help people fleeing Nazi Germany. The mission was then and continues to be helping people whose lives and livelihoods are shattered by conflict and disaster, (now including the climate crisis) to survive, recover, and gain control over their future.

IRC focuses on the following areas:

•Economic Wellbeing

The IRC works to help people have their most basic survival needs met and have sustainable income and assets so they can prosper and build a brighter future.

•Education

During conflict and crisis, education protects children and sets them up for a better future. Over 127 million children in countries affected by war and displacement are missing school, while others receive a poor quality education.

•Empowerment

Millions of people across the world

don't have control over important choices that affect their lives, such as where they live, how they live, and how they are governed. Women and girls, in particular, struggle to advocate for their rights and make their voices heard. These issues are worsened by crises, which often uproot families, tear apart communities, and weaken government systems.

•Health

Each year, millions of people die from preventable causes in countries affected by violent conflict and natural disasters. Most of these deaths are the result of disruptions related to crisis: poor sanitation, shortages of food and medicine, and inadequate prevention. Refugees resettled in the United States also can face difficulties accessing proper health care.

•Safety

Each year, millions of people—particularly women and children—are subject to violence and abuse, and struggle to feel safe in their homes and communities. Trapped in countries plagued by crisis, many cannot access the resources they need to ensure their own safety and recover from abuse.

•Women and Girls

Particularly in places affected by crisis, females face discrimination, violence, and a lack of equal opportunities.

Their lives are thereby threatened and they are robbed of their potential. But with the right support and investment, they can change their own futures and uplift entire communities. They can change the world.

WHERE THE IRC HELPS

The IRC offers a helping hand in regions in crisis all over the world including: Kenya, Ethiopia, and the Ivory Coast in Africa; Afghanistan, Bangladesh, and Thailand in Asia; Poland, Serbia, and Ukraine in Europe; Colombia, Mexico, and Venezuela in Latin America; Iraq, Syria, and Yemen in the Middle East; and poor areas in the United States. **RB**

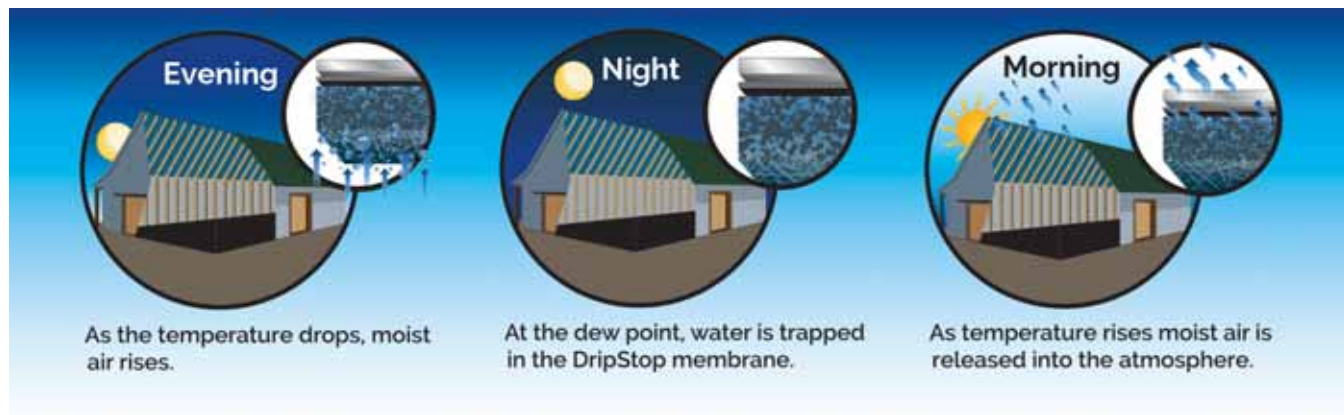




DRIPSTOP

WEBSITE: www.dripstop.com

PHONE: 937-660-6646



We want to thank the builders, the contractors, and their customers for the continued trust and support they have shown in DR!PSTOP!

As a builder or building owner, have you thought or received a call stating, **"It's raining inside my building!"**

It is probably condensation. Once the building is up, the remedies are fewer, less effective, and more expensive. **THE KEY IS** to install panels with a condensation control membrane like **DR!PSTOP** during construction.

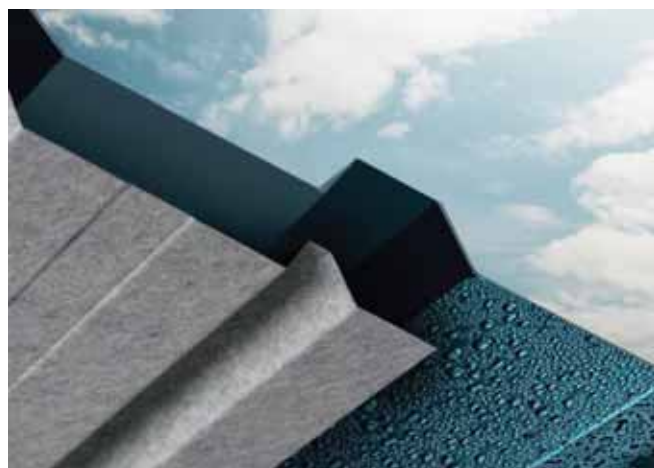
The reason your customers might not think about condensation until it's too late is... *They cannot see it, touch it, or feel it, until it is already a problem.* Understanding what causes condensation and the solution for it can be confusing. However, builders who educate their customers about condensation at the beginning of the construction process can avoid those angry phone calls or concerns.

What is Condensation and where does it come from?

Moisture is in the air all around us almost always. Under the right conditions, that moist air can change its physical form from a gas to a liquid. Just like a glass of ice water sweats and leaves a ring on the table in the summer, bare Metal Roofing sweats under similar conditions. This is a simple fact of science, and it happens when warm, wet air meets a cold solid surface, then water droplets form, or condensate appears. It is almost unavoidable in most parts of the country due to seasonal climate and temperature changes.

Can it be stopped or prevented?

Traditionally a layer of insulation has been used to prevent the warm moist air from reaching the cold metal panels. More recently builders have found a new and different way to 'control' the condensation; using a felt membrane to 'catch' the moisture as it forms overnight, and then 'release it' as the sun and air moves across the metal roofing panels during the day.



While insulation can be an effective solution, especially when installed to specifications; a condensation control membrane, like DR!PSTOP, offers numerous advantages for both the builders and building owners. As the building is erected, DR!PSTOP arrives already installed on the metal panels, there is no time spent installing insulation. This increases job-site safety for the builder by eliminating blind steps to purlins covered with insulation. It also saves the time typically spent tacking that insulation down to the purlins. Since no insulation is being used, windy days become much less of a challenge. Once the building is complete and properly vented, birds will not peck holes, the DR!PSTOP will not sag or come down, and it will not require cleaning or maintenance; it is virtually worry-free. DR!PSTOP can help protect the steel from corrosion with its specially designed adhesive barrier. There is no reason why a properly installed and vented metal roof with DR!PSTOP will not look and act the same 20+ years down the road! **RB**



Fight Condensation Without Insulation



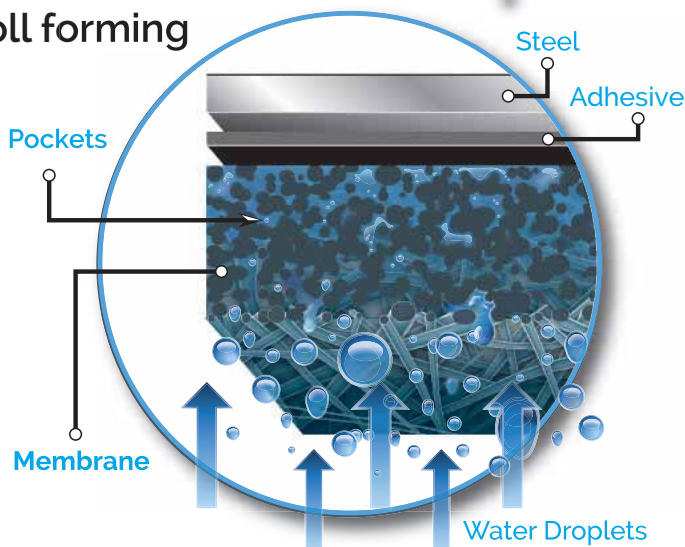
Stop the Dripping from Condensation

Tired of Customers complaining about a dripping roof?

Let DripStop solve your condensation problems before they start.

DripStop is applied at the time of roll forming

- Unmatched Durability
- Prevents Bird Nesting Issues
- Easy to Clean
- Maintenance Free
- Weather Resistant



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



Quicker – Easier – Cheaper

Than other anti-condensation solutions



Ask for it from your preferred roof panel supplier

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

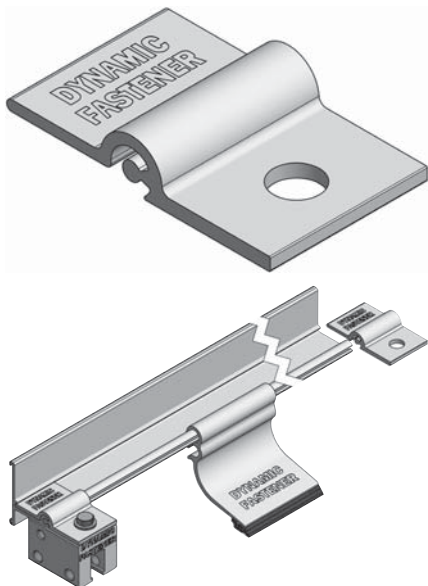
DYNAMIC FASTENER

DYNAMIC FASTENER

WEBSITE: www.DynamicFastener.com

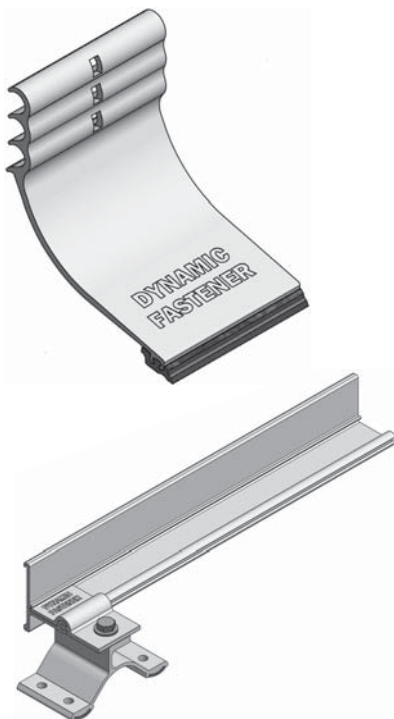
PHONE: 800.821.5448

Dynamic Fastener's Dyna-Guard Snow Retention System continues to be a valuable solution for snow and ice issues for metal roofing. Our company is always looking for better ideas to become problem solvers for our valuable customers and will continue to provide that support. With that thought in mind, Dynamic Fastener is proud to introduce new products to their very popular Dyna-Guard Snow Retention.



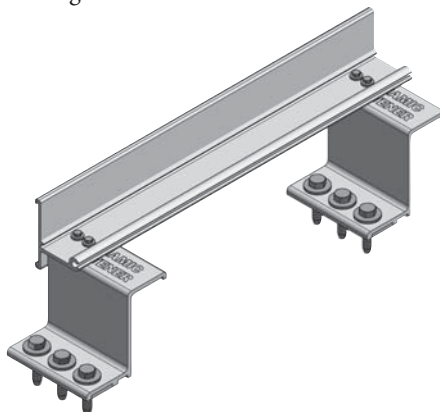
DYNA-CLIPS™ are used as an option to attach Dyna-Guard to Dyna-Clamps. Dyna-Clips are necessary to use if the seams are not divisible by 4" or 6", or if the Dyna-Guard is not being installed perpendicular to the seams. Use unpunched Dyna-Guard when using Dyna-Clips.

RETRO SNO-DAMS® (above right) are very similar to the standard Sno-Dams, but the retro style, instead of being slid on, are designed to be pressed onto the back of the Dyna-Guard after installation. The end user must drive in a screw (included with purchase) through the hole in the Retro Sno-Dam.



DYNA-CORR™ is a mounting attachment used to attach Dyna-Guard or practically anything to 7/8" or 3/4" corrugated roofing.

DYNA-MOUNTS™ (below) are an attachment device to secure Dyna-Guard or practically anything to almost any exposed fastener trapezoidal metal roof. These mounts are offered in two different heights: 1.86" and 2.65".



CATALOG

Dynamic Fastener's free 140-page full-color Tool and Fastener Hand Guide covers fastener applications, engineering data, availability of types, size ranges and fastener materials.

The Hand Guide also features Dynamic Fastener's flagship products: D•F® screws, Dyna-Guard® snow retention system for metal roofs, Dyna-Clamps® to accommodate many different profiles of standing seam roofs and 100 million D•F® rivets in stock, of which over 70 million are pre-painted and stocked in bags of 250 pieces.

In addition to discussing screws and anchors, the guide provides prices and other information relating to flashings, sealants, insulation tapes, safety equipment, hand tools, power tools and more. **RB**

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- Kansas City, MO
- Chicago, IL
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- Las Vegas, NV
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PG. 66



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FREE 40-pcs bit set
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D-F® RIVET BOSS® PG. 92, 93



D-F® DYNA-CLAMPS®

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leaky metal roof?

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EVERLAST ROOFING SYSTEMS

WEBSITE: www.everlastroofing.com

PHONE: 888.339.0059

Everlast's vision of offering premium metal roofing goes beyond its products; it starts with its customers. Therefore, developing customer relationships based on trust and dedication to ensure satisfaction is one of their most valuable commitments. In addition, they strive to encompass a company culture that parallels their vision; and that every experience with Everlast is pleasant.

Recently, Everlast Roofing, Inc. asked a high-quality construction company committed to providing the highest level of service to their clients in Central Michigan; what was the defining factor in their decision to use Everlast Roofing prod-

ucts when constructing their buildings?

"We rely on the relationship of our vendors, and that is why we choose to do business with Everlast Roofing. The quality of the Everlast II panel that we have come to expect has exceeded our expectations since we decided to give Everlast an opportunity in 2020 to earn our business".

As a company that holds customer relationships as meaningful as its roofing components, Everlast is genuinely unmatched in innovation. An industry leader, Everlast Roofing, Inc. prides itself on quality metal roofing and siding products for agricultural, commercial, industrial, and residential building markets.

Everlast's Next Generation adds even more corrosion resistance to the market with their AZM®. This technology introduces magnesium into the zinc-aluminum coating, allowing the magnesium to react with the aluminum activating sacrificial characteristics not previously present, resulting in a product that provides self-sealing protection.

Combining new technologies with over 50 years of proven excellence, their exclusive paint system, tested in locations across the globe, makes them confident they surpass all other prepainted steel in terms of consistency and durability. Roll forming using the revolutionary CECI® enhancement seals the cut edge of your metal panel, allowing even more protection from both natural and commercial corrosion elements. As a result,

you will rest easy knowing Everlast's panels are stronger and more durable, ensuring your roofing and siding last.

"The Everlast Packaging allows us to maneuver the product on the job site easily. In addition, the level of service is impeccable with multiple trucks per week and quick turnaround out of Everlast Roofing's plant located conveniently to us in Howe, IN."

"The quality of the product, the level of service, and consistency that Everlast provides have allowed us to grow our business and feel confident that we have a strong partner with the strongest panel in the industry to back our reputation."

Everlast has received Rural Builder's Gold Key of Excellence Award for twenty consecutive years, starting in 2003, for product quality and service excellence. Offering products to the agricultural, commercial, architectural, and residential markets, Everlast Roofing, Inc. looks forward to partnering with you on your next building. For more information on the quality craftsmanship provided day-to-day, please call (888) 339-0059. **RB**



Schutter Bros. Builders in Hamilton, MI

Profile: Everlast II
Roof Color: Black
Side Color: Charcoal
Trim: Black

THE ANSWER

DURABLE • RELIABLE • AFFORDABLE

THE ANSWER COMPETITOR #1 COMPETITOR #2

Accelerated Salt Spray Testing | Hours: 1,000+

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JANUS INTERNATIONAL

WEBSITE: www.janusintl.com **PHONE:** 770-562-2850 **FAX:** 770-562-1991

Janus International has grown significantly over the past two decades and continues to be a dominant leader in the commercial, industrial, and self-storage door industries. Starting out in 2002 with just 18 employees, our founder, David Curtis, engineered the 3rd Generation steel roll-up door that incorporates a maintenance-free dead axle design and set the bar for superior manufacturing in the industry. Today, we take pride in being a leading global provider of roll-up doors, facility maintenance and improvement services, relocatable storage units, door replacement and self-storage restoration services, and facility automation solutions.

Janus has celebrated some major accomplishments over its 20-year history: Growing to over 1,574 full-time employ-

ees in these industries today.

When it comes to commercial doors, Janus has every model, size, and option in the book. Our doors are designed with spiral barrels for superior strength, tension holding devices, and factory lubricated springs for protection and smooth operation. This means fast and simple installations, long lasting and easy-to-operate doors to help you get projects off

the ground as quickly as possible. With over 30 colors and lead-free options to choose from, you have the opportunity to make your roll-up door selection uniquely vibrant.

When you partner with Janus, you're partnering with a company that takes your project seriously and you can expect an expedient and thorough experience from purchase to installation. **RB**



ees in December of 2021; achieving more than 10,000 active customers; establishing subsidiaries in four countries including the UK, France, Australia, and Singapore; introducing the revolutionary Nokē Smart Entry System; 11-Time winner of Inside Self-Storage (ISS) Best of Business: Best Door; 3-Time Winner of ISS Best of Business: Innovation; 8 times listed as one of Inc. 5000's annual ranking, "Fastest Growing Companies"; and so much more. There's no doubt that quality products combined with company growth and innovation are what allow Janus to continue delivering the best products and services



SIT BACK AND RELAX WITH JANUS

Janus commercial doors are designed with spiral barrels for superior strength, tension holding devices, and factory lubricated springs for protection and smooth operation. This means Installers can take advantage of fast and simple installations, easy-to-operate doors, and no future callbacks.

BETTER DOORS, LESS WORK.



To learn more about Janus, scan here,
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to speak to a rep in your area.





MAZE NAILS

WEBSITE: www.mazenails.com

PHONE: 800-435-5949

FAX: 815-223-7585

Let's get back to the basics! How has Maze Nails survived through the years in the Building Industry? Simply put – Maze doesn't sacrifice quality for price, they know the value of customer service, they keep a large inventory of nails and their sales and manufacturing teams are proud to make all of their nails in the US - out of American-Made Steel!

Maze Nails has been serving the building industry for the past 2 centuries with top-quality Double Hot-Dipped Galvanized, stainless steel, aluminum and copper nails. Lifetime homes require lifetime fasteners that withstand the elements. The true test of a product is shown over time and Maze performance has surpassed all other nail manufacturers in the market. Don't be fooled by the cheap imports—TRUST the experts, TRUST the facts and TRUST Maze!



Maze Nails has an educated team ready to answer all your fastener questions, offer tips and give guidance to help you complete your job. When you call the toll-free phone number, you always get an experienced sales team member! Your business is highly valued - and Maze wants to make sure you're happy with your fasteners. Contact a Maze representative today!



Huge inventories are ready for immediate shipment from the Maze plant in Peru, IL. Most Maze orders ship within 2-3 days! Time is money - and slow shipments of fasteners that hold up your project are unacceptable to Maze.

Buyer beware: Not all galvanized nails are created equal. Hot-Dipped Galvanizing (HDG) is the most reliable and preferred way to coat steel nails with zinc. Maze Double Hot-Dipped nails are dipped twice in molten zinc, which fills any pinholes and adds thickness to the outer layer of zinc. Thickness and uniformity of zinc are the key to a truly corrosion-resistant fastener.



Proudly supporting the Post Frame Industry and American builders for well over 100 years has earned Maze an A+ rating amongst their customers! Maze will stay true to their beliefs and continue supplying top-notch fasteners to the industry that has built their successful business! **RB**



DO YOUR NAILS MEASURE UP?

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PC: LESTER BUILDING systems, LLC

At MWI Components we offer specialized metal products for customers in the rural building and post-frame building industry. We are honored to receive our 20th consecutive Gold Key of Excellence, because it affirms we have upheld our values – quick delivery, excellent service, and providing innovative products that make building on the job-site easier.

Since 1985, we have manufactured cupolas. We offer a variety of sizes including: 24x24, 36x36, 48x48, 66x66-inch square cupolas, as well as 48 and 84-inch octagon cupolas. Another one of our original products, the Ridg-Vent®, comes in six different styles, with wider flange options available. Soffit is also available at MWI in either steel or aluminum with four different trim profiles. We provide pre-painted steel products in over 100 colors, and we can match almost any metal building color available. This variety of rooftop products are designed to help our customers deliver the exact buildings their clients envision.

We take pride as a leading manufacturer of equine accessories. With horse stalls, Dutch



Doors and Sliding Doors, we help builders achieve the perfect balance between aesthetic and functionality. With an in-house powder coat paint line offering over 50 unique colors, customers no longer have to settle for white doors or black stalls. Instead, they can find the exact color combination to fit their needs. We have also recently added the Vault Latch® horse stall latch to our product line. With a simple grill bar pull system, this latch is sleeker than ever. Plus, the talon-like latch is located at the top of the stall, so horse play is minimized!

We also manufacture a complete line of American-made round and square track hardware for all industrial, post frame, farm

& commercial buildings. We are proud to offer the Sabre Latch®, an exterior lockable, polished, stainless steel handle latch for 3.5" split or sliding doors; the Sabre Slim, an exterior-lockable, polished, chrome-plated handle latch for 1.5" split or sliding doors; and the Arcadian Slim – similar to the Sabre Slim; however, this latch is custom-made to fit MWI's Arcadian Sliding Doors. For those seeking a heavy-duty, jamb latch for 3.5" sliding doors, the Raptor Latch® is perfect. This is the strongest latch available at MWI Components, and it comes fully assembled with a locating feature for quick installation. The two adjustable rods wrap around the girt bracket assembly for the ultimate, tight-holding grip!

We appreciate our customers' support, and we are proud to serve the rural building and post frame industry.



We also manufacture a complete line of American-made round and square track hardware for all industrial, post frame, farm & commercial buildings.

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PLYCO CORPORATION

WEBSITE: www.plyco.com

PHONE: 800-558-5895

FAX: 800-257-5926

Superior Performance, Energy Efficient Entry Door

Building better performance products, that's something Plyco has been doing for over 60 years. From doors and windows to venting solutions and slide doors, Plyco provides a wide variety of products for any project.

One of Plyco's best achievements is the Series 92 heavy-duty thermal break door. The performance door features a full thermal break in the door frame and comes standard as pre-hung for ease of installation. This energy-saving, easily maintained steel door is the perfect option for any commercial, agriculture or residential application that needs to benefit from industry leading U value of .24 (flush) and .28 (low-E ½ glass). This U value references the complete opening thermal performance.

The 24-gauge hot dipped galvanized steel 1 ¾" panel boasts fully-rolled edges and three 4 ½" x 4 ½" stainless steel hinges. Closer reinforcements and standard edge prep for deadbolt are included in the standard model.

The star of the Series 92 door is the thermally-broken steel/aluminum frame with a superior kerf seal. This adds structural strength and has versatility being available in 3 frame depths (4 ½", 6 ½" and 8 ¼"). The pre-finished, painted steel/aluminum jamb with full surround features the in-line thermal break and



includes a heavy-duty weather strip for a weather resistant seal.

Recommended applications include:

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- Metal Buildings
- Agriculture Business
- Agriculture Confinement
- Out Buildings
- General Construction
- Commercial

Series 92 door passes strenuous, industry leading performance tests that include:

- Air infiltration
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- Physical Endurance
- Wind-Storm Resistance
- Force Entry Resistance

With four threshold options including ADA inswing and outswing and performance inswing and outswing, the Plyco Series 92 performance door is truly the best-in-class entry door your project deserves. **RB**



Series 92

HIGH-PERFORMANCE ENERGY-EFFICIENT



DOOR & FRAME
FULL PERIMETER
THERMAL [■] BREAK



The PLYCO 92 Series door system delivers an energy-saving, easily maintained steel door for commercial, agriculture and residential applications where thermal performance is critical while boasting industry leading U/R values.



PLYCOTM
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America's largest distributor of painted steel and Galvalume®, United Steel Supply is a company built on solid, dependable relationships combined with superior service.

Conrad Farley, United Steel Supply Sales Manager said, "We are so incredibly fortunate to be a part of our customers' business and thankful they allow us to help them."

Helping them means listening, supplying them with high quality products, and putting their needs first, whether they are looking for steel coil products for agricultural, residential, or commercial construction.

Farley said, "Our dedicated employees are knowledgeable and friendly and combined with our JIT inventory, our service is second to none. We can usually supply you with coil within 24 hours.

"Our customers are our friends and partners in business, and we feel very blessed they trust us. Through our partnership we all grow together."

If you haven't worked with United Steel Supply yet, Farley's message to you is, "We hope you'll give us the opportunity to prove our commitment to quality and service. Together we can build a profitable partnership."



The United team are grateful to have received this, their fourth Gold Key of Excellence award.

"The last 2 years have been very challenging for everyone. We appreciate that our customers recognized the difficulties and chose to travel the road with us. Thank you so much for your confidence; we hope to partner with you for decades into the future. We are blessed to be part of an amazing industry." **RB**



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At United Steel Supply, our commitment to the metal roofing industry is second to none because it's the only segment we serve. We're dedicated to championing our industry's recovery — offering nationwide distribution, full slitting capabilities, just-in-time delivery and the highest quality Galvalume®, galvanized and prepainted steel coils in the nation.

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Versatile Growth Opportunities: Beyond your initial investment in the roll



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Exclusive Through-Hardened D2 Tool Steel: Our machines are manufactured with higher quality materials to ensure durability and performance at costs our

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Power Options: We offer hydraulic, mechanical, or electrical power sources according to your needs. With options to do full automation.

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Customer Service: We are here to support you beyond delivery and installation. If you have a breakdown, we have parts in stock, in house, and can ship the same day. **RB**



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FootingPad post foundations are building code compliant and have been independently tested and certified by ICC-ES as an approved alternative to concrete footings of equal diameter. They're a proven solution with a ten-year track record, lifetime guarantee, and over 600,000 in use.

Available in sizes ranging from 10" to 24" diameter, FootingPad footings meet the requirements of nearly any post frame building project and can be used with ground-contact-certified treated wood posts, and precast or poured columns. **RB**



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

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**Lightweight
and easy
to handle!**



**Proven performance:
over 600,000 in use**



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FootingPad can be used with most post types, including wood, Perma-Column, and concrete tube forms.



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WEBSITE: www.ajdoor.com

PHONE: 800-328-9448

Quality doors and windows for the post frame market

AJ. Manufacturing is honored to be recognized by our customers with another Gold Key Award. Our employees are thankful for the collaborative customer relationships and the trust that those customers have in AJ's products and services. Our entire team appreciates the opportunity to be an innovative partner to the post frame industry and looks forward to meeting the continuously expanding needs of the industry.

A.J. Manufacturing's goal is to be easy to work with, deliver on-time, respond quickly to issues, and to be trusted as a supplier. If we do these things consistently our customers can focus on their



business and customers. In addition to the basics, we are constantly looking to improve the quality and performance of our products while holding costs in-line. We expanded our door and window operations in 2021 in response to increased customer demand for doors and Harmony™ windows with patented EZ-v™ trim and flashing. Thank you for the support.

Quality materials, exceptional customer service, innovative designs, and a dedication to excellence are the principles that make up A.J.'s promise to continue to deliver value beyond customer's expectations. For more information about any of A.J.'s products call 1-800-328-9448 or visit ajdoor.com **RB**



Designed for the Post Frame Industry

A.J. Manufacturing has been your partner in Products, Service and Innovation for over 50 years. Our dynamic and creative team is dedicated to service and quality. Even though we've brought many solutions to the post frame market, we're not stopping. We're always striving for a better solution to accommodate your business needs.

Doors:

- 5100/7100 – Steel Frame
- R51SST – Stainless Steel
- R41/R51 – Responder Door
- 3100/3700 – Aluminum Frame
- 21A/21S – Partner Door
- Ceiling Access Door – CAD
- Attic Access Door – AAD

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ASC MACHINE TOOLS, INC.

WEBSITE: www.ASCMT.com

PHONE: 509-534-6600

Speed up your trim production

Customers can speed up the trim folding process on their brake by adding an ASC Hemming machine to their operation.

ASC's heavy duty Double Hemmer features 9 rollforming passes and allows you to single or double hem your trim blanks prior to folding.

The tooling rolls in the last pass are easily turned around to switch between Tear-drop Hems for harder material and Flat Hems for softer material. The micrometer dial on the last pass gives you the ability to fine adjust the hem.

Double Hem over 400 x 10ft trim blanks in an hour and save 1,600 bends on your brake. **RB**

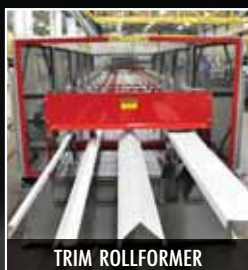


ASC MACHINE TOOLS, INC.

PREMIUM QUALITY ROLLFORMING & COIL HANDLING EQUIPMENT



PANEL ROLLFORMER



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SLITTING LINES



DOUBLE HEMMER



TECHNOFOLD®



RIDGE CAP BENDER



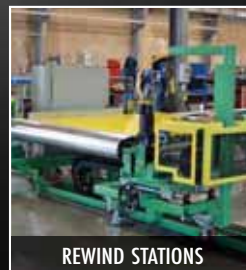
STAND ALONE SHEARS



TRACK ROLLFORMER



ROLL UP DOOR ROLLFORMER

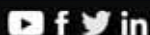


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TEL: (509) 534-6600





BECK AMERICA INC.

WEBSITE: www.beck-america.com

PHONE: 800-239-8665

Thank you to everyone who voted for us to win the Golden Key of Excellence Award! We are honored to receive this recognition. BECK America is proud to be the North American distribution arm for BECK. A company with over 115 years of fastening solutions, we have a strong focus on the needs of our customers. From our new robotic fastening technology to the world's first collated wooden nail, LIGNOLOC®, and more, we thrive on helping others with common- and not so common-needs. Everything is done with an unyielding passion for challenges in fastening technology, innovative ideas, and the highest standards in materials while listening to our customers. We call our aspiration: BEYOND FASTENING. By the way in which we think and act, we offer our customers so much more than just fastening systems. **RB**



FOREVER FIRST.

SCRAIL® fasteners weren't just the FIRST combination nail/screw fasteners on the market. they were also the FASTEST to expand beyond the original concept. We continue to blaze the trail, improving efficiency with an entire family of break-through SCRAIL® fasteners that drive profitability on jobs from subflooring to roofing, decking, fencing and more. Explore more at www.beck-scrail.com

THE ORIGINAL SCRAIL® FASTENER.

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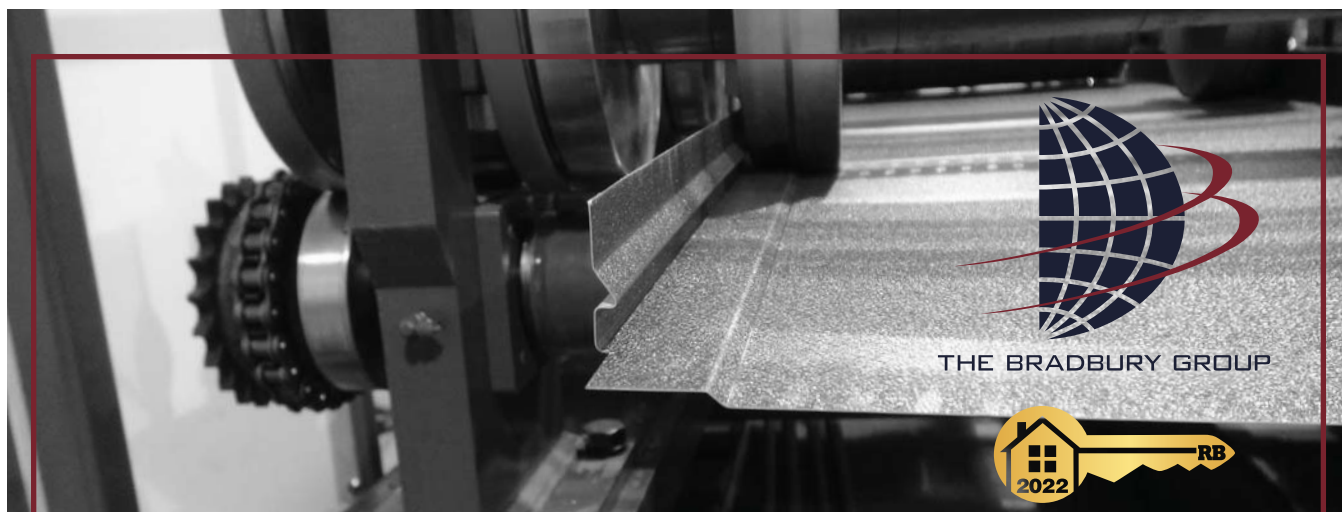




THE BRADBURY GROUP

WEBSITE: www.bradburygroup.com **PHONE:** 620.345.6394

The companies within The Bradbury Group provide quality equipment and exceptional service to customers with all production level requirements. We offer entry-level pre and post-cut panel roll forming lines that produce the highest quality panel in the industry. For manufacturers already in the panel production business needing to increase their output rate, the Bradbury B.O.S.S.™ panel line has production speeds up to 300 FPM with an accuracy of 1/16". Bradbury builds hydraulic trim folders and trim roll formers that provide profile flexibility while saving floorspace. Bradbury controls make production machines more profitable by increasing manufacturing efficiency with our office to shop capabilities. We offer control retrofits - one of the most economical ways to increase productivity and reduce scrap on an existing machine. Bradbury Group equipment will increase your production and effectively grow your business. Call us to find out more about our products and services. One Bradbury Group working for you. **RB**



Metal Panel & Standing Seam Roll Formers
 Trim Folders Trim Roll Formers Recoiling Lines Levelers
 Insulated Panel Lines Metal Shingle & Tile Lines Coil Processing Lines

**From entry level to high-production requirements,
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CHIEF BUILDINGS

WEBSITE: www.chiefbuildings.com

PHONE: 800-845-1767



Metal buildings outperform wood framed structures when big buildings are needed for big business; industrial, manufacturing, and warehousing just to name a few. Steel framed structures can span farther while avoiding unnecessary interior columns. Steel buildings by Chief are some of the highest quality metal building systems on the market. Buy with confidence. Chief Buildings began manufacturing metal buildings in 1966 in response to a decade long post-war boom. Today, as global supply chain disruptions abound, there is an even greater demand for more infrastructure here in America.

Businesses are looking to minimize their reliance on international resources and ultimately that means bringing manufacturing and industry back to the US.

Chief is expanding operations into South Carolina to meet these current demands and position the company for success in the future. We are looking for career minded people to join our team and help us do that.

Follow us at southcarolina.chiefbuildings.com. **RB**



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WE'RE EXPANDING
TO SERVE YOU
EVEN BETTER!



COMING TO:

**LANCASTER,
SOUTH
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DIRECT METALS INC.

WEBSITE: www.directmetalsinc.com

PHONE: 855-800-8878

FAX: 239-599-8545

DIRECT METALS INC. (DMI) is a supplier of fasteners, closure strips, and other building accessories for the steel-frame, post-frame, industrial and residential building industries. A core tenet of the DMI philosophy is to market products that enhance the value of any building project. Key products include the PANCLIP Pancake and Wafer head fasteners along with panel clips for standing seam metal roof systems. These fasteners pass rigid Dade County specifications for use in high corrosion areas.

Building owners and homeowners today demand more quality in the fasteners

and accessories that have become a more important part of their commercial or residential metal roof project. Corrosion resistance is a key concern. DMI Carbon steel screws are standard with a 1000 hour rated corrosion resistant coating. The DMI exclusive 304 SS cap SCAMP, as well as zinc-aluminum alloy molded head ZXI DIRECT SEAL and popular WOODZAC screws are essential to keep intact a 40-year metal panel warranty. The SCAMP is Dade County listed. Powder coated color matching is available for many standard industry panel colors.

DMI is a supplier to the nation's largest roofing supply companies. The BULLET

BOOT roof vent pipe and GOOSENECK stove and dryer vent flashings carry a 35-year warranty, color match a shingle roof and are Florida Building Code approved.

Other building accessories include 304 and 316 SS rivets, BUTYL*ROLL tape mastic and tube sealants, EPDM pipe flashings, foil insulation, solid and vented closure strips and rolls and the most extensive polycarbonate panel line available for sidelight and skylight applications.

DMI would like to thank the readers of RURAL BUILDER for this GOLD KEY OF EXCELLENCE award. Bringing value to customers is at the core of everything we do. **RB**



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.



DADE COUNTY LISTED



- 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.

855-800-8878

www.directmetalsinc.com



EAST COAST FASTENERS

WEBSITE: www.eastcoastfast.com

PHONE: 800-558-5895

East Coast Fasteners is proud to be recognized by the readers of Rural Builder as one of the top suppliers in the industry once again. East Coast Fasteners continues to be dedicated to producing durable, long lasting fasteners for all types of construction.

"It's reassuring to know we're keeping our customers happy," said Don Benson, Sales and Marketing Manager at East Coast Fasteners. "We're committed to providing the highest quality products and service to the commercial construction and post-frame industries

with a growing variety of fasteners designed to deliver the best product for each specific project."

East Coast Fasteners received a patent for the Ply-Lo Driller which is intended to be more forgiving than other fasteners when installing at a slight angle. The Ply-Lo Driller is available in colors to match virtually any panel and the #10 is available in lengths of 1", 1½", 2", 2½" and 3".

East Coast Fasteners constantly tests and improves its products to ensure they are delivering the best products available in the market. This attention to detail

provides the strongest and most effective fastening components.

The Ply-Lo EXTREME is designed for the most extreme environments. It has all of the features and benefits of the original Ply-Lo and has a 40-year warranty. The original Ply-Lo fastener...the Ply-Lo EXTENDED is the fastener built for the post-frame industry and has a 12-year warranty.

To find the best fastener or closure for your project, contact a territory manager or visit www.eastcoastfast.com. **RB**

BUILDING CONNECTIONS



East Coast Fasteners produces durable, long lasting fasteners for all combinations of building materials.

- Quick Ship Program
- Extended Warranties
- Colors to match any rollformed steel
- High quality products for any application

East Coast Fasteners...**Building Connections** for the construction industry.



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GRABER POST BUILDINGS, INC.

WEBSITE: www.graberpost.com **PHONE:** 800-264-5013

Neatly tucked away down an old country road just outside Montgomery, Indiana, sets the impressive Graber Post Buildings (GPB) sales office and manufacturing complex. Forged from humble and modest beginnings, in 1973 Glen Graber started GPB with the help of three other Amish carpenters. His purpose was to start a business to provide for his entire family.

As a skilled carpenter, Graber knew that providing the best quality materials and craftsmanship while erecting post-frame buildings would be a key factor to his success. Graber stated: "One thing that really helps us is the people here know how to

work. We are in an Amish-Mennonite community where kids begin using hand and power tools at very early ages."

In 1987, the supply chain issues helped him make one of his biggest business decisions ever. He invested in a computerized roll-former to produce his own steel roofing and siding panels. This was a major risk in the early stages of his business, but it yielded great opportunity for future growth. And it came.

During the 90s, Graber Post added a retail hardware segment, allowing Graber to serve walk-in customers and local community. They were purchasing and producing more products than required, al-

lowing them to use inventory to distribute to other builders and contractors, setting up a future wholesaler network.

Today, Graber Post Buildings services over 25 states and a long list of great customers who understand the quality, craftsmanship and customer service that the Graber name offers. Graber has passed some duties to his son-in-law Chad Wilson. Wilson and his management team work to keep up the same quality and customer service that Graber is known for.

GPB is your source for quality post-frame building and metal roofing materials, providing everything needed for building or roofing projects. **RB**



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Get in Touch

www.graberpost.com



HERSHEY'S THE METAL MEISTER

EMAIL: info@HersheysMM.com

PHONE: 877.289.3030

Are metal sales having you scrambling to keep up? Hershey's Metal Meister offers a solution. Variobend USA folding machines offer the speed and accuracy you need to consistently keep up with the demand for quality trim. With a massive parts inventory and a knowledgeable service team, Hershey's ever strives to keep you going.

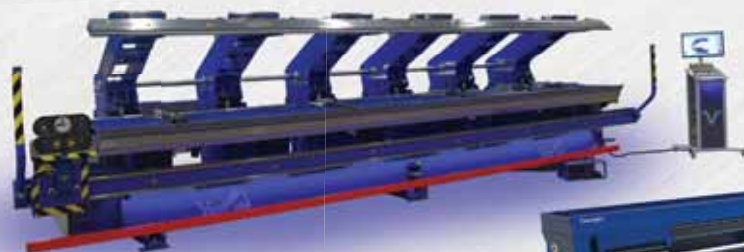
Hershey's also offers the new Slinet, the next generation in coil processing. This cut-to-length slit line is the perfect Variobend companion. Call Hershey's today!

RB

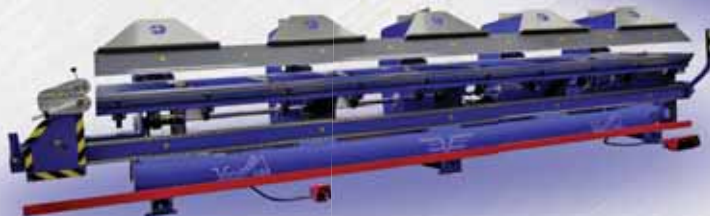


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Variobend USA double folder



Variobend USA single folder

Slinet,
the next generation
in coil processing

NEW!

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HIXWOOD

PHONE: 715-644-0765

FAX: 715-644-0994

From Hixwood Metal LLC's beginning 24 years ago, we have built our brand based on that all-important idea of premium quality because we know it is all-important to you.

PREMIUM MATERIALS

Super Rib 100-28 ga. G-100 galvanized has been our hallmark product for decades, and our state-of-the-art machines will produce custom trims designed by our customers. Give us a try and you will see why contractors choose Hixwood as their supplier.

PREMIUM SERVICE

We know metal, so when you call you will be talking to an expert who knows the product and can efficiently and accurately help you with your order. Often we can get your supplies to you within 2-3 days.

We stock more metal than anyone in the region including 35 colors in both smooth and textured coil to keep our coil custom-



ers supplied. Plus, we stock metal trim, siding, and metal roofing. If we don't have what you need, we will put our industry-leading machines to work for you and get it to you before someone else can get the order in for processing by out-of-region fabricators.

Thank you for choosing Hixwood for all your premium product needs! **RB**



*Thank you
to all readers
for the nomination of the Gold Key award.*

From our grassroots heritage to our current footprint, covering the Midwest to Eastern United States, we are here to serve you! We can meet all your postframe building needs, complete packages OR if you roll your own, we stock the full spectrum of coil.



715-644-0765 — Fax: 715-644-0994





LELAND INDUSTRIES INC.

WEBSITE: www.lelandindustries.com

PHONE: 416-291-5308

FAX: 416-291-0305

Leland Industries has been manufacturing fasteners in Toronto, Canada for 38 years, and is pleased to be awarded its 21st Gold Key.

Leland Industries now has a full line of:

- #12 x 1-1/2" and 2" Master Grippers, Sharp point, 5/16" AF, assembled with the "New" 14mm Patented Flow Cone Washer.
- #12 x 1-1/2" and 2-3/8" Master Gripper-MDP's, 5/16" AF, assembled with the "New" 14mm Patented Flow Cone Washer.
- #12 x 1-1/2" Master Gripper-MDP Diaphragm screw, 1/4" AF, assembled



Leland Industries' #12 x 1-1/2", 2", 2-1/2" & 3" Flange Head Master Grippers, 1/4" AF, assembled with Deks 19mm washer for polycarbonate applications. (DEKS 25MM WASHER OPTIONAL.)

with the "New" 14mm Patented Flow Cone Washer.

- #12 x 1-1/2", 2", 2-1/2" and 3" Flange

Head Master Grippers, 1/4" AF, assembled with the Deks 19mm washer for polycarbonate applications.

- #12 One Steppers, completing the thermal expansion screws for the post-frame market.
- And, the "New" Long Stroke Machine for fasteners up to 12"! This can add to the truss/column connection requirement of 9".

With the aim of providing you with the fasteners you need and a commitment to quality and service, Leland Industries is here to address all your fastening needs now and into the future. **RB**

We powder coat **UNDER** the head, so corrosion doesn't stand a chance!

LEAD-FREE
ENVIRONMENTALLY FRIENDLY!

With over 20 years experience Leland has developed a superior powder coating process for bolts, nuts and screws.

- Our film thickness is far thicker than common powder coatings
- Powder coating over our patented JS1000 plating gives a level of corrosion resistance unexcelled in the industry
- Exceeds 50 cycles in Kesternich 2L/c SO₂ tests
- Over 100 colours, for carbon or stainless steel
- Fade resistant, less than 8% over 30 years



www.lelandindustries.com

1-800-263-3393



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LEVI'S BUILDING COMPONENTS

WEBSITE: www.levisbuildingcomponents.com

PHONE: 877-660-3458

Levi's Building Components® began as a small operation in Bird-in-Hand, Pennsylvania. Founder Levi Fisher developed innovative solutions to common problems facing the metal roofing industry, such as the Snow Defender snow guards and the ReGrip™ screw originally made to replace failing nails.

Levi also developed innovative, timesaving and cost-effective methods for custom painting and color matching roofing fasteners. With a strong and well-established business, Levi's son, Steve Fisher, became the new owner and CEO and brought the company into a period of growth with a rapidly expanding catalog of products and



a newly constructed, state-of-the-art facility in 2021.

Today, Levi's Building Components® products can be found on homes and buildings nationwide. Suppliers across the country trust its ability to deliver on con-

sistent product quality, customer service and quick shipping. With a large and continuously growing line of products, Levi's Building Components® is the one-stop shop for reliable metal roofing and post frame accessories. **RB**



**Call us today for all your
metal roofing accessory needs
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MARCO INDUSTRIES

WEBSITE: www.marcoindustries.com

PHONE: 800-800-8590

We make the best roofing ventilation and accessories for metal roofs—period. With the most tested and certified products on the market, you can trust our solutions to perform in even the harshest conditions, protecting your roof and everything underneath.

INVESTING IN QUALITY

For more than 30 years, we've assembled the best people and capabilities in order to deliver superior quality and performance. But earning multiple Top 10 Product awards, *Rural Builder's* Gold Key of Excellence awards and more aren't the goal. Customer satisfaction is. That's why, in addition to industry-leading testing and certifications, we invest in innovative design and manufacturing, including the only specialized non-woven material manufacturing capabilities in the industry. This competitive advantage allows us to use specially formulated polyester in our ventilation products—manufactured from recycled material—to prevent moisture absorption



and hold together to help keep out pests. (Polyurethane products soak up water, causing them to constantly expand and contract, eventually disintegrating.)

PERFECTLY POSITIONED TO DELIVER

Our corporate headquarters and almost 220,000 square feet of made-in-the-USA manufacturing and warehousing are centrally located in Tulsa, Oklahoma.



From here, and through five distribution facilities across North America, we deliver Marco quality coast to coast.

THE WEATHER-TITE™ SYSTEM

Only Marco offers the Weather-Tite System, a comprehensive line of metal roofing solutions that offers easy installation, remarkable building ventilation, lower utility costs, extreme durability and outstanding warranties. In short, quality metal roofing products that are economically and ecologically smart. That's why customers trust Marco products to deliver the industry standard in performance and reliability, time after time, through all kinds of weather. **RB**





MCELROY METAL

WEBSITE: www.mcelroymetal.com **PHONE:** 318-747-8000 **EMAIL:** info@mcelroymetal.com

McElroy Metal helping customers build their forever homes: 'Barndos'

McElroy Metal, a 38-time Gold Key winner, built its reputation by offering the most durable and attractive products for projects ranging from post-frame storage buildings to horse barns and high-end homes to one of the latest trends: "barndominiums."

Builders and roofers who use McElroy Metal products appreciate the company's high level of service and quality products. Metal panels, roll formed from Galvalume coil and coated with durable PVDF resin-based coatings from Sherwin-Williams, offer proven long-term performance. PVDF coatings provide the best protection against fading and chalking. These coatings also provide a high level of reflectivity, resulting in energy savings during the warmest summer months.

Metal and steel buildings require little maintenance. McElroy Metal products used for walls and roofing deliver optimal durability, protecting interiors from damaging elements like water, wind and heat.



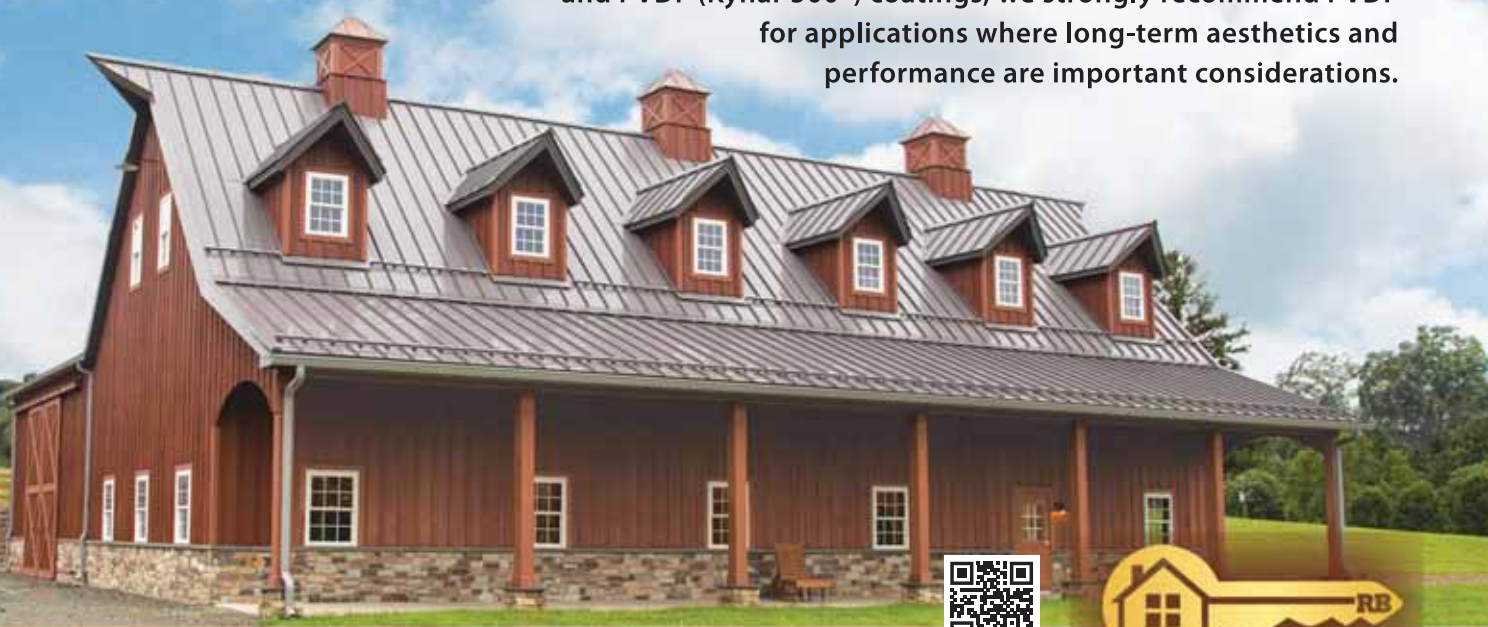
People building their forever homes frequently consider barndominiums or "barndos". They are attractive options for families looking for an affordable, easy to maintain home or business space.

If affordability and low-maintenance aren't enough, consider some of the other benefits: the durability and long-term performance provided by Galvalume and PVDF coatings, and flexibility. With living quarters in one section, the barndo can also house a workshop, hobby shop, gym or warehouse. And, a barndominium can have a modern or rustic appearance. **RB**



Helping you keep that long-term appeal with Kynar 500®!

While McElroy Metal offers Polyester, Silicone-Modified Polyester and PVDF (Kynar 500®) coatings, we strongly recommend PVDF for applications where long-term aesthetics and performance are important considerations.





METAL ROLLFORMING SYSTEMS

WEBSITE: www.mrsrollform.com

PHONE: 888-284-6794

Metal Rollforming Systems (MRS) is excited and honored to receive our fifth Gold Key of Excellence award. MRS has been producing roll formers since 1993 and strives to create the best roll former for our customers.

Metal Rollforming Systems aims to be your one-stop shop for all your roll forming needs, allowing you to save time and money when purchasing a roll former. Along with our complete roll former panel lines, we specialize in custom trim profiles along with all the needed accessories to complete your metal panel needs.

Our most recent roll former design is our Patriot Rollforming Line. With its

integrated shear and modular die set, any number of profiles can be run on a single machine. This offers our customers flexibility for their production while costing less than our standard lines. The Patriot Line can also be reconstructed into a slit and recoil line, which is ideal for trim and snap-loc panel manufacturing.

We pride ourselves on our technical support for our customers. Our customers' success is our success. Our business is based largely on repeat customers and referrals, and we are honored that our customers speak so highly of us. We live under the philosophy that, "Service is the lifeblood of our organization. Ev-

everything flows from it and is nourished by it. Customer service is not a department; it's an attitude."

We strive to make the best experience for our customers and to make them confident they've purchased the right roll former from the right company.

Metal Rollforming Systems has grown from a single man building roll formers to an 80-person crew. Our complete in-house design and production allows our team to keep precision control over each aspect of the manufacturing process. This assures us that each roll former is done right and will be reliable for our customers for many years to come. **RB**



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WindowWrap® Flashing Solutions

- Straight flash options
- Flex options for sill pan and curved shapes
- Low-temperature installations
- Commercial or residential



Visit mfmbp.com for a free sample or call 800.882.7663 today.



Self-Adhering Window Flashing Tapes

WindowWrap®, manufactured by MFM Building Products, is a patented series of self-adhering and self-sealing window flashing tapes designed to prevent the infiltration of water, moisture, air and sound into the building structure. WindowWrap® products are suitable for new construction or renovation projects.



The WindowWrap® family of products includes straight flash products, flex configurations for curved openings and sill flashing, as well as low-temperature products that feature a patented PowerBond® adhesive system that can be installed in temperatures as low as 25°F. Regardless of the application, MFM can provide the proper product to do the job right.

FREE SAMPLES

Free product samples, technical literature, approvals, installation instructions and more are available by visiting www.mfmbp.com. **RB**



MILL STEEL

WEBSITE: www.millsteel.com

PHONE: 800.247.MILL (6455)

FAX: 616.977.9411

Mill Steel Co. is one of North America's premier flat-rolled steel suppliers. With an expert staff in building products and a diverse portfolio of the industry's top-of-the line coating systems, you are in good hands. Mill Steel offers strategically located inventory across the country with a network of dedicated carriers to provide quick turnaround on all your pre-painted and coated steel needs. We supply competitively priced, quality product backed by exceptional customer service.

You can count on Mill Steel to stock the products you need when you need them.



With the Mill Steel Mobile App and on-line shopping available, you can view inventory with real time pricing and place an order wherever you are. Guests can track shipments, save custom filters to



find what they need faster, and reordering is as simple as pushing a button. See for yourself by downloading the Mill Steel App for free or visiting app.millsteel.com today! **RB**



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Find the painted steel you need, place orders, and track shipments; all backed by Mill Steel's steadfast dedication to service.



Learn more at www.millsteel.com



PALRAM AMERICAS

WEBSITE: www.palram.com/us **PHONE:** 800.999.9459

With more than 55 years' of experience, Palram Americas is a leading manufacturer of Polycarbonate and PVC sheets. Combining our rich history, rigorous manufacturing standards and commitment to superior service, we've become a trusted partner to markets spanning construction and architecture, agriculture, safety and security, and home and outdoor living. In collaboration with our partners, we develop solutions to specific market challenges.

In addition to our highly popular daylighting solution, SUNSKY® polycarbonate panels for skylights and sidelights, Palram now offers PALIGHT®

Trimboard. This complete line of PVC trim & accessories includes standard trim profiles, column wraps, bead boards, corner boards, decorative mouldings and milled trim for siding and window surrounds. Palight Trimboard won't rot, split, or get damaged by insects – because it's made from long-lasting, low-maintenance, free foam PVC. And it's available with EverClean™ protective film to keep the product in pristine condition!

Palram also offers DURACLAD® Multiwall Interlocking PVC panels for interior wall and ceiling cladding. DURACLAD's tongue-and-groove edges allow for rapid installation and

a smooth and hygienic finish able to withstand aggressive chemicals and cleaning. Made in the USA, DURACLAD is the perfect alternative to painted drywall, plasterboard, plywood, and other materials that make sanitation cumbersome. For a highly reflective and chemical resistant liner panel, Palram's AG-TUF corrugated PVC panels are maintenance-free and ideal for agricultural interior cladding.

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Build on a permanent foundation — build your business

Join the movement. Across the country, builders large and small, new and experienced, are increasingly building their post-frame and pole-barn structures on permanent foundations. These progressive, thriving builders are abandoning the outdated practice of embedding wood in the ground and offering permanent solutions that consumers demand and appreciate.

Consumers want their investment in a post-frame building to last generations. Builders want to expand their business and protect their industry reputation. Both groups have found the answer in the Perma-Column® permanent founda-

tion system: precast concrete columns, and Sturdi-Wall® and Sturdi-Wall® Plus heavy-duty anchor brackets that connect post-frame structures to concrete foundations. Using existing building methods, these products move wood from in the ground to atop concrete foundations, eliminating the potential for rot, decay, structural instability, and — eventually — costly repairs or foundation failure.

Support for permanent solutions has been building for years but skyrocketed in a recent National Frame Building Association survey. The NFBA survey of builders found that use of wood in

the ground was expected to fall 31% in a five-year period while use of precast concrete columns like Perma-Column was poised to grow a remarkable 43%.

Builders and consumers alike can trust Perma-Column. The patented, engineered Perma-Column family of products is certified by the International Code Council Evaluation Service (ICC-ES) to meet the International Building Code® (IBC) and the International Residential Code® (IRC). That means quicker permits and approvals — and therefore accelerated project timelines.

Build better. Build stronger. Build to last. Build with Perma-Column. **RB**



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Post Protector is always honored to receive a Gold Key of Excellence Award. We humbly thank our customers for recognizing us as an industry leader.

“Customer satisfaction is my #1 goal,” says Ken McDonnell, president, and I believe the product and service we provide is proof of that.”

Post Protector and Skirt-Board Protector deliver a “no ground-contact” foundation while retaining the speed, simplicity, strength and value of traditional post-frame construction technique. **RB**



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WEBSITE: www.reedsmetals.com

PHONE: 800.581.4645



For over 24 years, Reed's Metals, has been an award winning and industry leading provider of metal roofing and panels systems, post frame, tube buildings and pre-engineered steel buildings. Reed's Metals is comprised of 10 locations including 8 manufacturing sites (3 with IAS Certification) and 2 store front

locations utilizing state-of-the-art technology and fabrication methods to provide unprecedented quality and service, offering same-day availability on in-stock standard roofing orders and supplies, on-site roll forming for standing seam projects and job-site delivery within 72 hours on most projects. We've got what you need at Reed's Metals! Ask about our EXCLUSIVE NO COASTAL SET-BACK WARRANTY!

The continued growth and success of Reed's Metals is due to our dedicated employees and our loyal customers who have chosen and installed our residential, agricultural, commercial and industrial products all across the region. Customer service is and will remain our top priority! Reed's Metals was awarded the Metal of Honor 2022 Award and the 2022 Gold Key of Excellence. We are truly honored. **RB**



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rFOIL Reflective insulation has grown in popularity for use in metal buildings and metal roofing systems across North America for its ability to control heat transfer and to help prevent interior condensation.

Metal building and metal roofing systems are notoriously difficult to insulate. In the summer, enormous amounts of heat radiate from the hot metal into the structure, often raising the interior tem-

peratures well above ambient outside air temperatures. This is the result of the sun making the metal extremely hot, much hotter than the outside air, and essentially becoming a radiator of this heat into the structure. In cold seasons, this interior heat is a challenge to contain as well.

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rFOIL Reflective insulation is composed of two highly reflective aluminum surfaces, and an inner core of high-strength bubble. The bubble core provides the added benefit of reducing interior condensation, by providing a thermal break between the exterior metal and the building interior. A white interior facing is also a popular option.

rFOIL would like to thank the readers of Rural Builder for this Gold Key of Excellence. We are honored by your support and confidence in our insulation products. **RB**



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Richland also manufactures Perma-Columns and the Green Post and offers distribution on the Sturdi Wall Brackets and Post Protectors, Footing Pads and Concrete Prefab Post Pads ... Whichever way you want to build your building and whatever foundation system you want to use, Richland will provide you with what you need to build a lifetime building.

We at Richland would like to take this opportunity to say "Thank You" to all our customers for your continued loyalty and support, and we look forward to a great 2022!! God Bless you all and stay safe!! **RB**



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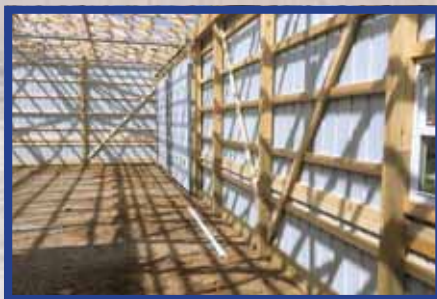
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The heart of the ST FASTENING product line is the MAXX STEELBINDER self-drilling screw. Its drill point design consistently penetrates high tensile steel with no "point walking." The KWIKSEAL WOODBINDER MB with micro-bit engineering has a unique drill point that replaces the Type 17 sharp point. The micro-bit is more consistent in its drilling. It will drill multiple thicknesses of steel commonly found in metal roof ridge cap applications more consistently than a sharp point. Metal "pig tails" caused by sharp points are eliminated.

Zinc plating and clear chromate are standard on all metal building and post frame building screws. State-of-the-art POWDERFUL powder coating paint is an environment-friendly process that uses no chemical solvents and provides a tough barrier coat shell. For metal roofs offering a 40-year or longer written warranty, the ZXL STEELBINDER and ZXL WOODBINDER MB micro-bit drill point complete the system. Both have a ZAMAC zinc aluminum alloy molded head. A written warranty is available upon request. Pipe flashings, solid and vented foam closures and rolls, wafer and pancake screws for standing seam roofs and other accessories round out the product line.

In 2019, ST introduced its #12 WOODBINDER OSB fastener for attaching metal roof panels to OSB and other light density wood substrates. A ZXL version is also available.

ST FASTENING would like to thank the readers of *Rural Builder* magazine for awarding it a Gold Key of Excellence award for 2022. **RB**



STARWOOD RAFTERS

WEBSITE: www.starwoodrafters.com

PHONE: 888-525-5878

Starwood Rafters was founded in 1964 as a manufacturer of laminated arch rafters and beams. Starting out in Independence, Wisconsin, it was a three-man operation, with the original owners, Joseph Wozney and his two partners, working nights after working at their regular jobs. They shipped mainly to Wisconsin, Minnesota, Iowa and the Dakotas.

In the early 1970s, they developed the Lam-Ply Truss, combining plywood, glu-lams and dimensional lumber to create a truss that is stronger than a conventional web truss. This

allows the builder to space them farther apart, reducing erection time and labor costs. This design also limits bird nesting and improves the ventilation in livestock facilities.

The Lam-Ply Truss can span up to 80' and is used in many applications, from machinery storage to livestock facilities, from horse arenas to park shelters. It also has been developed with a gambrel-style and a mono-slope design. All Starwood products are custom-designed to meet customers' specifications.

Today, Joseph's sons, Corey Wozney and Steve Wozney, operate the com-

pany. Still in Independence, Wisconsin, Starwood Rafters now ships products anywhere in the U.S. Starwood Rafters' biggest asset is its ability to be flexible to meet its customers' needs. There is no job too big or too small.

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For three-quarters of a century, Union Corrugating Company, headquartered in Fayetteville North Carolina, has served the metal building components market. Fast forward to 2022, and Union Corrugating Company is proud to celebrate 76 years as an industry leader serving the residential, commercial, and agricultural roofing and siding markets from 10 manufacturing facilities located throughout the central and eastern U.S.

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We've seen a lot of changes over the years, but one thing remains the same: we are focused on delivering quality products, superior service, and value for our customers. We appreciate our customers, partners, suppliers, and vendors for their loyalty and



support during the last 76 years. Most recently, Union Corrugating Company was awarded a 2022 Metal of Honor Award and 2022 Gold Key of Excellence Award. We are truly honored.

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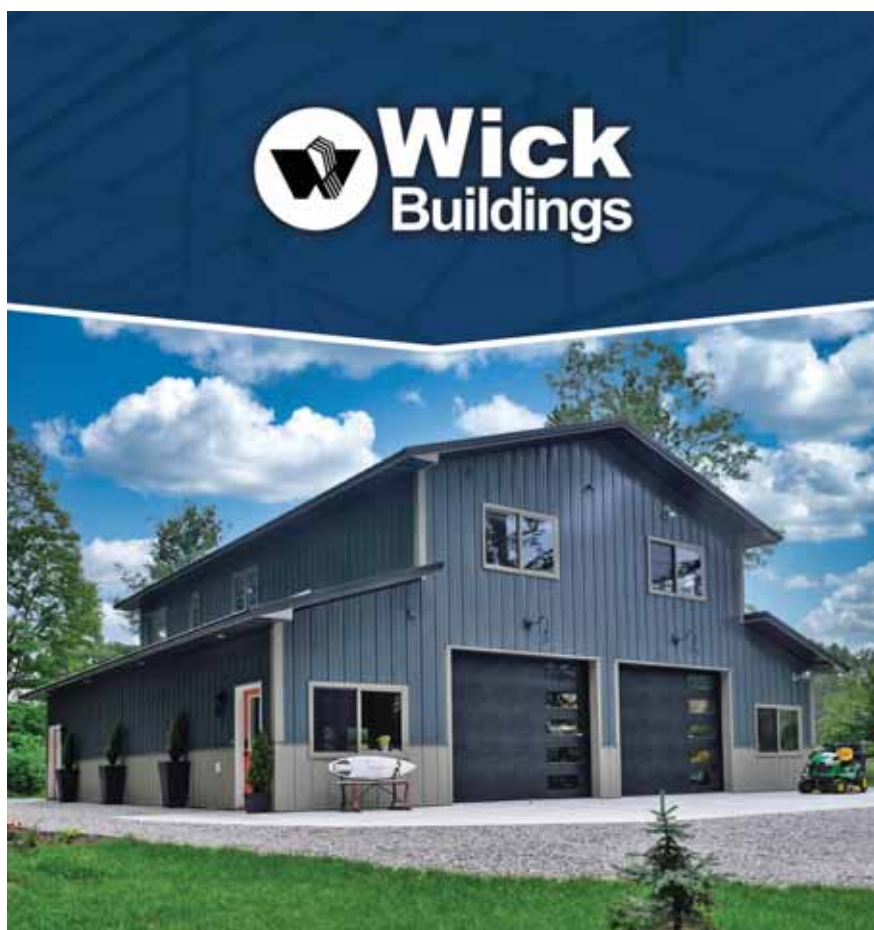
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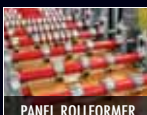
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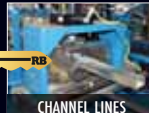
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Extrutech Plastics is Celebrating 30 Years Looking Back and Anticipating the Future!

IN THE LAST 30 YEARS, Extrutech Plastics Inc. (EPI) has grown from a single extrusion line making vinyl window profiles and tubing for central vacuum systems to now manufacturing plastic wall and ceiling panels, concrete forms, doors and other construction components for food processing, agricultural, car and truck washes, pharmaceutical, animal health, cannabis production and many other industries throughout the United States and Canada.

EPI President Greg Sheehy founded Extrutech Plastics in January 1992 with his wife Debbie and brother Pat. In 1999, Mike Sheehy joined the company. The business has expanded from a 4,000 sq. ft. leased building where the brothers ran their first line to the current 162,000 square foot facility with 60 full time employees working 24 hours across three shifts to run the company's 22 extrusion lines.

"Really, the strength of the business has been the employees that have helped grow the business over the years," Sheehy says of EPI's success over the last three decades. "We have a team effort in both production and sales, and our office staff to help move everything along nice and smooth."

EPI is calling out its anniversary with a new logo celebrating its 30 years of operation on its advertising. Additionally, the company will hold festivities over the summer, including an employee appreciation fry out, to celebrate the landmark with the entire staff.

EPI has been working with dairy industry customers since the mid-1990s, starting with providing its plastic liner panels for milk houses and milking parlors for walls and ceilings. As dairy inspectors and builders started learning about our products, the word of mouth started spreading throughout the dairy industry.

"People love how easy it is to install and the shine of the finished rooms," Sheehy said.

The addition of concrete forms for walls to EPI's offerings in 2013 significantly expanded its ability to serve the dairy industry. In addition to the plastic wall and ceiling panels it previously provided, the concrete forms for 6- and 8-inch thick walls filled with rebar and concrete provide a durable plastic surface on both sides. These stay-in-place concrete forms serve as both the inside and outside surfaces of a building's walls.

"Our idea was to develop a line of construction products so a builder can come to us, and we can offer them a complete, custom package for their project. We can supply the concrete wall forms, interior wall and ceiling panels, finish trim and doors to the customer, all from one American supplier," Sheehy says.

"All of our products are custom made to a builder's or customer's construction drawings. We will make any length, up to 20', to fit their drawing, not just standard-length products," he adds. "All of our products are made in Manitowoc, Wisconsin, with all domestic compounds. Our products are ISO 9001-2015 quality certified. The products have been tested by Intertek Testing and registered with ICC-ES, a subsidiary of the International Code Council. Our goal has always been to manufacture a high quality product that our customers trust and love," Sheehy said.

Extrutech's panels are extruded from exterior-grade, high quality PVC and are available in 12-, 16-, and 24-inch widths. The Poly Board panels have a tongue and groove design with a hidden nailing fin along one side, like siding, and are designed for quick and easy installation with no exposed fasteners. They are custom-cut to the desired lengths per customer's project.

"These panels would be used on the interior of the wall and

ceiling,” Sheehy said. “We make a high quality, high gloss shiny surface, with no exposed fasteners anywhere in the room. They are very easy to clean; nothing wants to stick to them”.

He adds that EPI’s Poly Board panels, with their highly reflective surfaces, keep the facilities’ interiors bright, increasing safety and productivity, while requiring less electricity for lighting, which saves on the energy bill. Additionally, the panels are completely recyclable.

The panels include a full 20-year warranty, and EPI offers its customers support from the building phase and beyond. “After the sale, we will visit the job site that will be using the concrete forms, if they request assistance. We’re also available by phone or email after the project is started if there are any questions,” Sheehy says. “Occasionally there might be

damage at the construction site, so we are readily available to replace anything. Being here in America, it is relatively easy to resupply if there are issues with materials on the project. The customer will not have to wait for a shipment from overseas to complete the work.”

Sheehy also notes that EPI has a powerful website at www.epiplastics.com that features tons of product information and tutorial videos for customers to learn more about the company and its products.

Looking forward to the next 30 years, he says the company wants to continue to grow and is always looking for new opportunities. “I think the dairy and food industry are going to be very important for our nation and will continue to grow. We hope to grow along with these industries for the next 30 years!” **RB**



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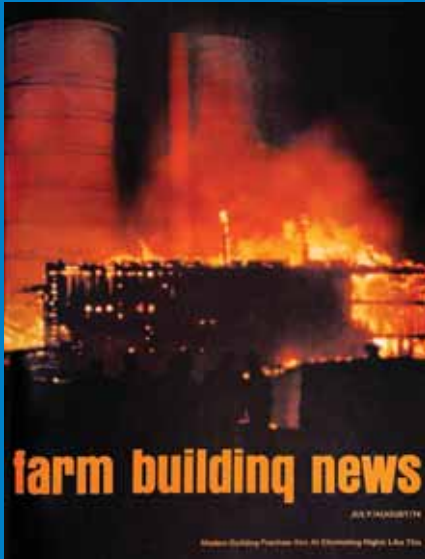
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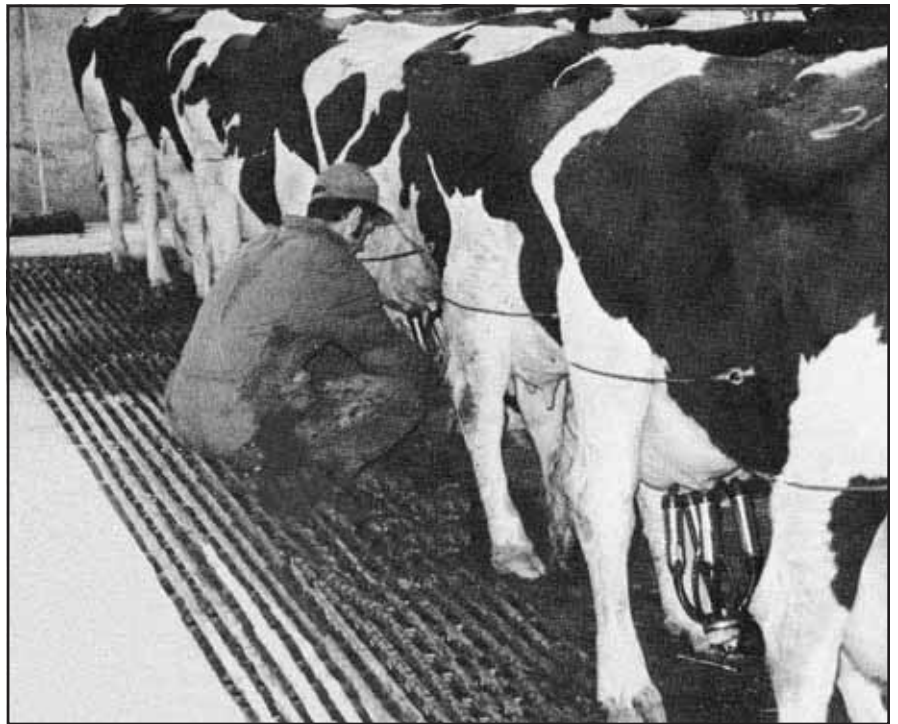
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Rural Builder Magazine was called Farm Building News in 1974. This was the cover of the July/August edition.

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Cows in the Barn Milked from Herringbone Position

BY GLENN FREDERICK

A NEW DAIRY BARN, AN experimental milking system, and the makings of a complete manure handling system were recently put into operation at Hanna Brook Farm, Verona, Wis.

Owners Allen and John Hanna are finding that this new setup, one of the first of its kind in Wisconsin, gets time-consuming chores completed faster and more efficiently, and has made "barn-work" almost a pleasure.

"We decided to enlarge our dairy herd and get out of the old, stanchion-type barn last year. So we asked Spahn Enterprises of Sun Prairie, Wis., to build us a 34 x 146-ft. metal structure," explains Al Hanna.

"Then we went to Disch Hardware at New Glarus, Wis., our DeLaval dealer, who got us together with Ken Duren from that company. We decided to go ahead with an experimental milking system new to this country but used in Europe for 10 years," continues Hanna.

This system and a new Northco ventilation system were installed in the barn as it was built. The Hannas moved into the barn in January, 1974.

USES GERMAN-MADE STALLS

Duren explains the milking and manure handling systems: "They already had a DeLaval bulk milking system, so that was brought into the new barn. The new, experimental concept involves 66 Rynholm stalls manufactured by AlfaLaval in Germany. Each is 4 ft. wide here, but width is variable. There is no tie in front, only a chain tie across the back of the cow.

"The stalls are constructed of galvanized 2-in. tubular steel. On one side, the stalls are 63 in. long for the bigger cows and they're 60 in. long on the other side," he states. Each cow stands on a rubber mat, so there's no need for bedding.

The unique feature of this system is that

FLASHBACK: 1974



DeLaval dealer Orso Duerst, left, and K.C. Duren supervised the equipment installation.

each bank of 33 stalls pivots 40°. A crank is used to pivot the entire group of stalls at one time until each separate stall is only 27 in. wide.

According to Hanna, "This works very well for us because it keeps the cows from moving around while we milk and gives the herringbone position for easy access to the udders."

Each Hanna brother milks the cows on the same side each time, with Al approaching one bank of animals from the animals' right and John placing milkers from the left side. They're building herd size from 45 to 66 and have timed their milking speed at a cow per minute.

Time spent handling manure has also been decreased with this new barn, and will be cut to once every two weeks eventually.

Ken Duren explains the system: "The Hannas chose DeLaval's new Delta-Matic manure removal system. With this set-up, the gutters are 3 ft. wide. They're 9 in. deep and slope 1 in. in 10 ft. for a total of 13 in. Gutters are covered with grates and a chain-powered scraper operates in each, bringing the manure to a cross-channel conveyor.

NEW LICOM I SYSTEM

"This conveyor takes the manure and urine from the barn to a specially treated Licom I pit 14 ft. in diameter and 12 ft. deep. It has a 10,000-gal. capacity, enough storage for two weeks unless water from

the milk house is run into the pit."

He points out that this is only the first stage of the Licom system, and that the Hannas plan to enlarge to that in the future. For now, a 15 hp submersible motor stirs the materials in the pit twice a day so there is no obnoxious odor.

"We have to get the bugs out of the system," Duren says, "and are going to give it a year's trial. First operated manually by a switch, the manure cleaner will be set up on a time clock to run at 3-hour intervals. The manual crank for pivoting the stalls, which can be done in 20 seconds, will probably be converted to one that is hydraulically driven.

The Hannas like the new setup. Their cows have more comfort and thus herd health is improved. In an area where Duren says the climate isn't suited for milking parlors, a stanchion barn with this pivot system may prove more suitable.



"I'd like to have this building relocated ... preferably on the builder's front yard."

"With the rubber mats to keep the cows cleaner and drier, plus a ventilation system that works like air-conditioning in summer and keeps the barn at 45° in winter," relates Al Hanna, "we intend to keep the cows in a controlled environment."

Without a woods or a good place to let the cows run, he figures to let the cows out in the yard for about three hours a day in the summer and keep them in the barn otherwise. **RB**



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PROJECT OF THE MONTH

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Materials:

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Roof Panels: Martin Metal Charcoal and Clay G-Rib Ag Panel, 29 gauge

Fasteners: ST Fastening Systems

Trim: Martin Metal

Doors: Plyco Corp.

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JULY 2022

Metal Builder

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Making a Comeback

Launching something new is always exciting, and usually fun. In this case it is a bit of a stretch to call Metal Builder new. Metal Builder (MB) was a section in Rural Builder starting in 2006 that featured a metal building contractor each month. In 2007 it became a supplemental magazine that would polybag with Rural Builder and continued until 2011. The supplement emphasized all aspects of metal in construction. It was a natural potential sister publication, and it would fill the same niche for metal that Frame Building News filled for post frame, covering light gauge, red iron, SIPs and virtually everything that could be considered a metal building.

September 15, 2008, Lehman Brothers filed bankruptcy and the "Great Recession" put a huge dent in construction. During the recession in

2009 steel prices plummeted from \$175 per metric ton to \$55 per metric ton. When the economy came back, it went from a -2.4 decline to growing 2.6%. Unfortunately that growth was accompanied by steel going to nearly 200 per metric ton in 2011. That increase in material costs crushed the metal building industry and Metal Builder as a viable section of the magazine.

Eleven years later it is time to bring Metal Builder back to life.

Metal Builder will run as a quarterly section in Rural Builder for the remainder of 2022 and launch as a separate new magazine in 2023. I hope you enjoy the oldest, new member of the Shield Wall family. **MB**



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On the cover: Photo Courtesy of Polyvision



Reed's Metal Leads with Technology

If you think “metal buildings” in the south, the name Reed's Metals probably comes to mind. That's because for over 24 years, the company has been an industry leading provider of metal roofing systems, metal roofing panels, post frame, tube buildings and pre-engineered steel buildings. The company is comprised of 8 manufacturing sites (3 with IAS Certification) and a total of 2 store front locations utilizing state-of-the-art technology and fabrication methods to provide unprecedented quality and service. They offer same-day availability on in-stock standard roofing orders and supplies, on-site roll forming for standing seam projects, and job-site delivery within 72 hours on most projects.

What's unique about Reed's Metals is their customizable metal building offerings. In fact, says Special Projects Manager Anthony Jasay, “We have one location that provides wood post frame exclusively, two that provide all steel buildings only, and five that provide both wood and steel buildings.” They get several thousand quotes monthly from all over the southeast and central US. With this kind of volume, it can be a challenge for any business to provide quality services. For this reason, they looked to source reputable companies with advanced technology platforms that could help. “We identified our bid process as the business process that was the most important to improve by deploying automation,” said Jasay. “We wanted to reduce the money we spent on the bid process by making the process more efficient for both our customers and employees.

“With the current workflow process, it was taking over three hours on average to do a takeoff and create a bid,” said Jasay,



SmartBuild's Visualizer



The Final Build. PHOTOS COURTESY OF SMARTBUILD

“and all too often, it could be days before we got our quote into our customers’ hands. Depending on the location, our close ratio was only between 14 and 17 percent. This prompted us to conduct an extensive investigation into software systems that could help automate takeoff processes and generate bids. We identified several software programs that were being used in the wood post frame industry. After reviewing each of them, we made the decision to purchase the SmartBuild Post Frame system.

“A key reason we settled on the SmartBuild system was that it showed a live, 3D view of the building while it was being designed. People want visual gratification and we thought it could be helpful in our selling process. We could see how that software would accomplish what we wanted for our wood building business, but we were frustrated we could not identify a similar system for our steel buildings. We asked the developers at SmartBuild if they could make the required changes. We had to wait several months but eventually, with those changes being made, we can now bid both kinds of buildings with the same system,” said Jasay. The investment in automation technology looks like it will accomplish what the Reed’s Metals team hoped for.

“We’ve run a lot of comparisons on software generated bids versus what used to be generated by hand. Bids are within \$100 of what they used to be and frankly we have more confidence in the automated bid versus the manual method. The average time it now takes is between 15 and 20 minutes to generate a complete material takeoff and professional looking bid.”

Reed’s conducted a bit of an experiment at its Benton location. “We decided to invite potential customers to sit down with us at our contractor desk while we designed their building live in real-time. The customers could see their building right on the screen. We could do ‘what ifs’ for them and we could show them the change in price for each feature we added onto their building design.”



SmartBuild's Visualizer



The Final Build. PHOTOS COURTESY OF SMARTBUILD

The experiment was a success. “Out of the first ten customers who visited with us, our success rate was 100%. Obviously, we don’t expect to maintain that batting average, but what we learned is invaluable for our bid process going forward. We are going to make this a standard practice in all our locations, when customers are on-site. When we can’t sit down with them in person, we plan on using a virtual meeting system such as Zoom to conduct meetings. We intend on making that 14 to 17 percent close ratio a thing of the past.

“Mission accomplished at Reed’s Metals,” said Jasay. “We dramatically reduced the cost of generating a takeoff and bid. We don’t yet know what our new closing ratio will be, but all indications are that it will be a dramatic improvement. Our investment in technology has definitely paid dividends and, most importantly, we’ve improved our workflow which ultimately increases customer satisfaction.” **MB**

reedsmetals.com
smartbuildsystems.com

Making a Statement

Architectural Elements in Public Spaces

Public spaces like offices, transportation hubs, and hospitals are often thought of as utilitarian structures designed to serve a specific purpose. While it is true many public and commercial projects are developed to fulfill a functional requirement, strategically utilizing architectural

elements can make a significant impact on those using or occupying the space.

Americans for the Arts, a nonprofit organization that supports the need for art in public spaces, issued a paper several years ago for The Amherst Public Art Commission. The report noted that the thoughtful use of design

can enhance physical environments and promote livability and quality of life while cultivating community pride. The organization also found that artistic elements enliven workplaces, which can improve employee morale and productivity.

By incorporating into commercial projects structural features that are equal parts durable, functional and aesthetically pleasing, builders and designers can elevate their project while also enriching the community.

THE IMPACT OF COLOR

As any graphic designer knows, color theory is the science behind how color schemes impact the human mind. Builders and architects can apply the same practice when designing exterior and interior spaces.

A thesis developed for the University of Southern Mississippi cited a correlation between color in healthcare environments and feelings of positivity. Blues and greens invoked a sense of cleanliness, happiness, and rest – precisely what is needed to help patients and their families remain calm.



ALL PHOTOS COURTESY OF POLYVISION CORP.



The investment made to incorporate these colors is best made on products that can stand up to high traffic areas, withstand multiple touchpoints, potentially serve as wayfinding tools for visitors, and be easy to clean and maintain.

Scientific evidence also shows that color impacts cognition and memory functions – which is particularly important for learning spaces, workspaces or residential care spaces. As these facilities seek to build community and collaboration, a colorful, durable and safe surface is key in bringing everyone together.

Additionally, installing colorful elements in areas like transit hubs provides visual interest for travelers while commuting and may also provide a calming effect – which in turn, may offer a better travel experience and help to minimize stress, which is especially important for daily commuters.

An impactful way for builders to bring colorful accents into commercial projects is through the use of ceramic steel panels.



A blend of porcelain and steel, the resilient panels are suitable for a diverse range of interior and exterior applications. They are available in multiple color options, support high definition color printing, and can be produced in custom shapes

– providing almost limitless design versatility.

In addition, due to its flexible nature, ceramic steel can be used on flat or curved surfaces such as columns to create continuous, uninterrupted designs and navigation elements. Because the material is field trimmable, installers are able to easily make needed modifications on the jobsite – for example, to accommodate outlets and media cutouts. The durable, low-maintenance surface is also resistant to bacteria, scratches, dents, fading from UV exposure, chemicals, and stains – important considerations in busy public spaces.

If the design scheme calls for a natural, organic look, there are many rolled metal options that beautifully mimic the look of wood. Or a graphic overlay can be applied to ceramic steel panels to create or reproduce any desired color scheme, graphic concept, or image. Some manufacturers also offer custom design solutions.





required maintenance and long-term durability are particularly important in high foot traffic areas.

BUILDING BETTER EXPERIENCES

The discriminating builder demands a variety of structural and aesthetic factors when developing commercial projects. Utilizing durable, aesthetically appealing design elements to improve functionality, help to maintain wellness, and reduce maintenance costs will provide an enhanced experience for end users while protecting the design and brand elements for years to come. **MB**

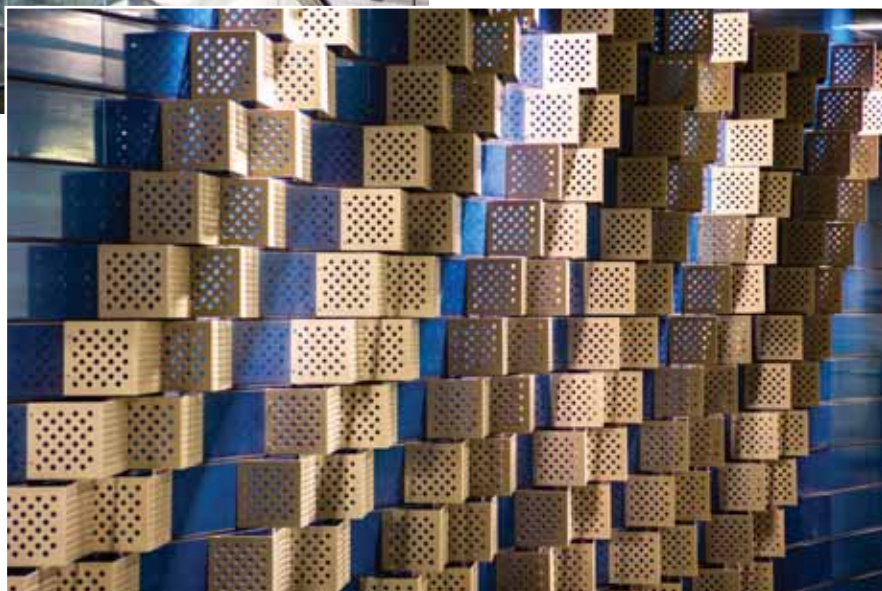
THE SHAPE OF THINGS

Like color, shapes impact the human psyche – meaning that certain shapes can invoke emotional responses. So, builders should consider shapes a critical factor for interior and exterior design elements.

Commercial builders and architects often specify square or rectangular buildings because that form is usually faster and more economical to build than irregular shaped structures. Additionally, popular building products like stone or concrete work well with linear geometric structures, whereas an alternative-shaped building may generate more product waste and require longer labor times.

While a square or rectangular build may not appear distinctive, builders can add interesting shapes and touches to building exteriors with products like ceramic steel or pliable metal. Metal products can be incorporated into cladding and shaped to achieve the architect's aesthetic vision. And, because these types of products are made from high-performance steel compounds, they will withstand even the most extreme weather conditions.

Ceramic steel accents can also elevate interior spaces. Builders and designers can add dimensionality through unique shapes and patterns while using the same product to display informational messaging or wayfinding. The lack of



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Metal Building Is Growing

Metal Building Marketplace to Showcase Improvements

The versatility of metal buildings is no longer a secret. More and more, architects and contractors are taking advantage of the benefits offered by metal buildings to grow the market.

“Over the last 20 years, as the construction industry has grown more sophisticated, so have pre-engineered metal buildings,” says Jay Kocon, Director of Group Sales & Talent at Nucor Buildings Group. “Metal building manufacturers have evolved to meet industry demands by adopting advanced tools, practices, and products. Because of their capability to supply building solutions for all markets, from retail to warehouse, distribution and manufacturing, the market for metal buildings has never been better. Pre-engineered metal buildings are ideal for anything from the simplest of structures to the most complex of designs.”

Kocon says metal buildings are not relegated to simple boxes anymore. “They are versatile systems capable of the additions of stone, glass and architectural elements that make them suitable for high-end retail and office spaces,” he says. “They are completely customizable to meet the requirements of any market. Because of these reasons, in recent years, architects have embraced metal buildings and they are more widely accepted. Engineered tools, aesthetic enhancements, products and design advancements have all contributed to a more complex and modern metal building industry.”

Nucor Buildings Group is slated to be one of the companies exhibiting in the Metal Building Marketplace at this year’s METALCON at the Indiana Convention Center in Indianapolis on Oct. 12-14. NBG is represented by American Buildings, CBC Steel Buildings, Kirby Building Systems and Nucor Building Systems.

“We are proud to not only supply our own steel for our metal buildings, but our



ACI Building Systems Project.
PHOTO COURTESY OF METALCON

own insulated panels, by expanding our trusted brand portfolio to include Metl-Span, TrueCore and CENTRIA,” Kocon says. “IMPs are an optimal wall and roof panel solution and they work seamlessly with metal buildings.”

Quantum Impact Steel of Seguin, Texas, and ACI Building Systems of Batesville, Miss., will also be exhibiting at METALCON. Tim Davis, Vice President-Sales at ACI says the metal building evolution is ongoing and is a direct result of the versatility of metal buildings.

“The metal building industry has evolved into the leading source to meet the broad demand of low-rise building systems,” Davis says. “In the early days, a metal building was referred to as a ‘pre-engineered metal building.’ Today, the industry is offering all but a pre-engineered building, as each building is custom-engineered for a specific job. When we get the question, ‘What if?’ it is rare if we can’t find a solution for an architect or customer’s conceptual ideas.

“I started my career in the metal building industry over 40 years ago. It’s been exciting to see the positive changes that have occurred over the years. The stringent certification requirements in

place for an IAS-certified manufacturer gives architects and engineers the confidence our products meet their standards throughout the engineering and manufacturing process. The speed, quality and cost has allowed our industry to gain market share from other options.”

Cierra Dunagan, Marketing Director at Quantum Impact Steel says metal buildings have simply gotten better through evolution.

“The metal building industry has changed over the years from mostly agricultural use to being used in all markets, including families buying them and living in them,” Dunagan says. “Metal buildings are better and more efficient. They offer a higher resale value because they are structurally better than regular homes; they last longer.”

Dunagan says metal buildings offer faster building times, easier permitting and are fireproof.

Kocon says NBG will also showcase its Elevated Solar Panel Structures and Nucor PowerShingle Solar Roof Panels at METALCON. “The solar support structures are ideal for parking garages, solar farms, carports, canopies and charging stations,” he says. “By adding



METALCON Show Floor

PowerShingle, an innovative solar panel system with a unique water-shed design that serves as the structure's roof, customers will be ready to evolve right along with us."

At METALCON, ACI Building Systems will showcase recent projects from its Building Division, Roofing Division and Self-Storage Division, along with the company's new Accelerated Building System.

"The Accelerated Building System will be constructed out of cold-form frame and can be delivered in as little as three weeks with stamped drawings and foundation plans," Davis says. "We are excited about this opportunity to meet a need in the marketplace."

ABOUT METALCON

Established in 1991, METALCON is the largest international event in the metal construction industry. Unique in both its service and show management to this growing industry, METALCON is the only annual tradeshow and conference devoted entirely to the application of metal in industrial, institutional, light commercial and residential projects. Its success is based on three key methods of education: exhibits, an extensive conference program and interactive learning. For information, visit www.metalcon.com, or call (800) 537-7765. METALCON is sponsored by The Metal Construction Association and produced by PSMJ Resources Inc.

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Mark Swagerty is the Exhibit Sales Manager for METALCON. He has more than 20 years of experience in the industrial trades and has helped thousands of customers feature their goods and services at high-profile events.



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