

FLIP TO METAL BUILDER SPECIAL SECTION

Rural Builder

Serving The Construction Trade Since 1967

www.ruralbuildermagazine.com

DECEMBER 2022

Vol. 56, Issue 9

**EDUCATIONAL
OPPORTUNITIES
COMING TO THE
GARAGE, SHED
& CARPORT
BUILDER
SHOW**

AVOID DISPUTES

DIGITAL DOCUMENTATION
MAKES IT EASY

MAKING THE OFF-SEASON PAY

EDUCATION & TRAINING
OPPORTUNITIES

SKYLIGHTING TIPS & TRICKS





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,
visit JanusIntl.com, or call **770-824-3647**
to speak with a rep in your area.



EDITOR'S NOTE

BY LINDA SCHMID

Have a Merry Christmas & Get Ready for a Prosperous New Year!

BROWSE THE PAGES OF THIS edition of Rural Builder and you will see that 'tis the season to take advantage of the many opportunities for networking and shopping for new technology, equipment and suppliers. You'll find post-show coverage of the Construction Rollforming Show held last month in New Orleans. (Metalcon is covered in the flip issue of Metal Builder.) Discover a preview of the Garage, Shed & Carport Builders show to be held in Greenville, South Carolina on January 18th - 19th, 2023 on page 32. Don't forget to check out the calendar on page 51; it's filled with industry networking opportunities.

If you have down time to fill, due to winter weather or for whatever reason, you'll find more educational opportunities to consider on page 16. (Many of these offerings are free or reasonably priced.)

Slow times are also a great time to review your safety protocols and ensure that everyone is on the same page to avoid painful and potentially costly accidents. Generator safety is on page 37.

This may also be a great time to investigate job management technology that can be used to enhance communication and avoid conflict. See page 20 for more information.

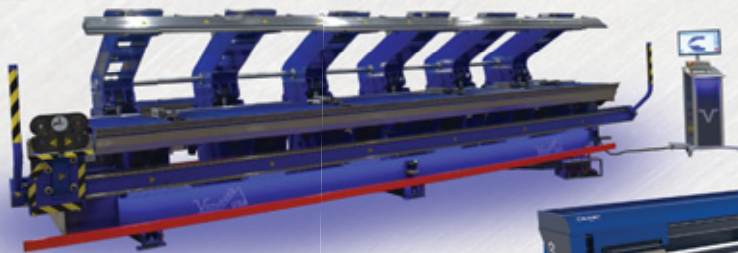
Prepare for a safe, knowledgeable, and highly successful year.



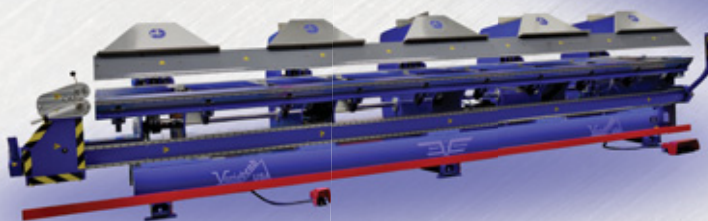
Linda Schmid,
managing editor
linda@shieldwallmedia.com

Your Trim Shop Suite

Transform your coils into satisfied customers!



Variobend USA double folder



Variobend USA single folder

Slinet,
the next generation
in coil processing

NEW!



- >> European engineering and American manufacturing; get the best of both worlds!
- >> Revolutionary Slit-Frei 2-way post cut slitter. Widen the bottleneck in your trim operation!
- >> Servo drive technology; highest precision and speed at minimum noise level!
- >> Servo drive ballscrew backgauge.
- >> Hardened tooling on clamping and bending beams.
- >> Brush table sheet supports.
- >> Massive 28" jaw opening for ease of access.



INFO@HERSHEYSMM.COM
TOLL FREE: 877 289-3030
420 PROGRESS DR. MATTOON, IL 61938



Variobend
USA

Speed. Accuracy. Service.

Don't just bend trim - Variobend it! Call Today!



31

CONTENTS

features

- 6 EMPLOYERS COMPETE OVER FEMALE HVAC TECH**
- 10 PLYCO OPENS THE DOOR**
New Products Announced!
- 14 OFF-SEASON?**
Make It Pay!
- 20 AVOID DISPUTES**
...The Easy Way!
- 22 POLYCARBONATE SKYLIGHTS**
Sales & Installation Tips
- 28 THE CONSTRUCTION ROLLFORMING SHOW**
Photo Gallery
- 37 GENERATOR SAFETY**
- 38 DESIGNING THE DAIRY**
Flashback: 1974
- 46 PROJECT OF THE MONTH**
Equine Barn
- 48 GARAGE, SHED & CARPORT SHOW PREVIEW**

**FLIP ISSUE
SPECIAL
SECTION**



Rural Builder®

Managing Editor

Marcus Josiger
marcus@shieldwallmedia.com
920-264-9465

Editorial Staff

Linda Schmid, Karen Knapstein

Circulation/Subscriptions

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

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

Rural Builder (ISSN: 0888-3025) (Volume 56, Issue 9) is published nine times per year (February, March, May, July, August, September, Annual, October and December) by Shield Wall Media LLC, 150 Depot St., Iola, WI 54945. Periodical postage paid at Iola, WI, and at additional mailing offices. Canadian Agreement Number: 40665675. POSTMASTER: Send address changes to Rural Builder, Barb Prill, PO BOX 255, Iola, WI 54945. Copyright 2022 Shield Wall Media LLC. Rural Builder and its logo are registered trademarks. Other names and logos referred to or displayed in editorial or advertising content may be trademarked or copyright. Rural Builder assumes no responsibility for unsolicited materials sent to it. Publisher and advertisers are not liable for typographical errors that may appear in prices or descriptions in advertisements. Mailed free to rural contractors and their suppliers throughout North America. Others may subscribe: \$29.98 for 1 year, \$55.98 for 2 years, and \$79.98 for 3 years in the U.S.; \$39.98 for 1 year, \$74.98 for 2 years in Canada.

DEPARTMENTS

Editor's Note.....	3
Advertiser Index.....	5
Industry News.....	24
New Products.....	41
Business Connections.....	42
Events Calendar.....	59

ON THE COVER:

Photo Courtesy of Hixwood

FEBRUARY PREVIEW

- A Glance at Dripstop
- Examining How Different Generations Impact the Work Force

YOUR PRIVACY IS IMPORTANT TO US

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

INDEX OF ADVERTISERS

Company	Page #
AceClamp.....	5, 35
Acu-Form.....	33, 43
Ames Research Laboratories Inc.....	35
Apple Outdoor Supply.....	53
ASC Machine Tools Inc.....	5, 31, 42
BECK America Inc.....	32, 35
Bradbury Group, The.....	42
Cold Spring Enterprises.....	43
Direct Metals Inc.....	43
DripStop Condensation Control.....	5, 7, 42
Drexel Metals - Carlisle Construction Group.....	5
Dynamic Fastener.....	5, 13
Everlast Roofing, Inc.....	43
Golden Rule Fasteners.....	21, 42
Hershey's Metal Meister.....	3, 35
Hitz Halter.....	35
Hixwood.....	33
Janus International.....	IFC
Kevmar Manufacturing.....	34
Marco Industries.....	34
Marion Manufacturing.....	35, 42
Maze Nails.....	5, 9
McElroy Metal.....	35
Metal Exteriors.....	43
Metal Rollforming Systems.....	5
MFM Building Products.....	34
MWI Components.....	5, 23, 26
Perma-Column LLC.....	5, 27, 34
Planet Saver Industries.....	43
Plyco Corporation.....	5, 11
Reed's Metals.....	43
Roll Former LLC.....	17
RTO National.....	57
S-5!.....	5
Safe-Way Garage Doors.....	44
Snow Stoppers LLC.....	42
Starwood Rafters.....	41
Stockade Buildings.....	42
Triangle Fastener.....	24, 35
Union Corrugating.....	42
United Steel Supply.....	25, 43
Wick Buildings.....	5, 29

**GO TO PAGE 15 TO
SUBSCRIBE
TO MORE
FREE MAGAZINES**

INDUSTRY PARTNERS



SEE PAGE 11



SEE PAGE 27



SEE PAGE 7



SEE PAGE 23, 26



SEE PAGE 29



SEE PAGE 9



SEE PAGE 13



SEE PAGE 31



e-mail the editor at
linda@shieldwallmedia.com

Check our website:

www.ruralbuildermagazine.com





Employers Competed to Hire a Female HVAC Tech...

“I Know I’ll Never Be Without a Job!”

BY RURAL BUILDER STAFF

AS A SMALL CHILD, REBECCA Gregg wanted to be a doctor or a nurse, but as she grew older she knew that wasn’t for her. In high school, she set her sights on teaching.

When Gregg married and had children, she wanted to be around for them, so she took a job in the school kitchen; it was just a few hours a day and she was off when her kids were. She took classes, working toward a teaching degree, but she saw that teaching was very political so she decided to stay where she was.

Gregg and her family went through some tough times; first her husband died. Then she remarried, only to find that her new husband was abusive. In fact his actions caused her to be fired. As a mother of four, Gregg knew that she had to make a change; she needed to find a dependable full time job.

She was interested in plumbing, in part it intrigued her simply because her husband had said, “No wife of mine is going to do that”. However, the school that offered a plumbing program was quite a distance from where she and her family lived in Meadville, Pennsylvania. The Erie Institute of Technology was nearby, however, and they had an HVAC program. Gregg signed up.

As a single mother, she needed all the help she could get, especially as she took a year off of work to focus on her classes and keep her kids together. Gregg applied for scholarships; mikeroweWORKS was one that the college told her about. Due to grants and scholarships, she ended up owing only about a third of what her debt would have been. She is so thankful for the help; it really would have been a much bigger strain on her family without it.

In class, Gregg found that she was the only woman. Not only that, but while she started school at age 43, there was only one



other non-traditional student about ten years younger. The others were all teenagers or early twenties. However, that wasn’t daunting to Gregg; most of her children are boys, and the students were pretty close in age to her older kid.



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.”



Fight Condensation Without Insulation



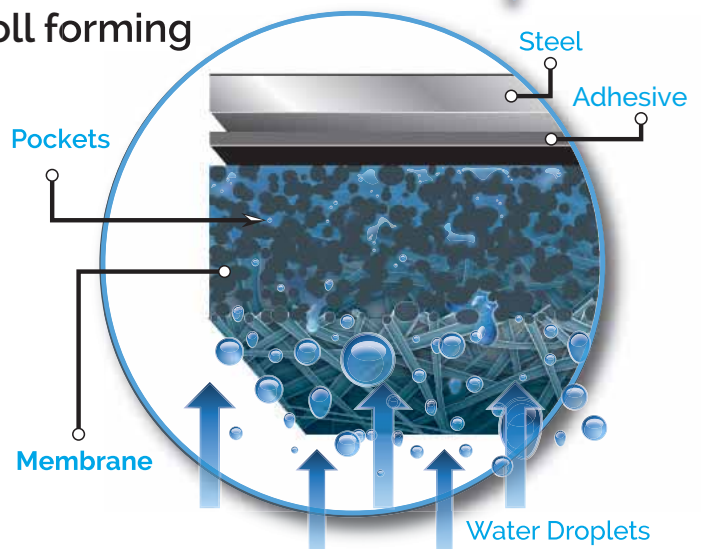
Stop the Dripping from Condensation

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



Rebecca Gregg with sons: Isaac, Caleb, and Ian

“I treated them like my kids and they treated me like their second mom,” Gregg said.

The administration, on the other hand, was not very supportive. For instance, she had reached out to the internship coordinator and she couldn’t get the time of day.

“Thankfully, the instructors were good,” Gregg said. “They were helpful if I had a question. I also found Women in HVACR and they were very supportive,” she added.

Eventually Gregg graduated and she began looking for a job.

“It took a while to find my job, but that’s because I didn’t want to work for just anybody. I didn’t want a company that cut corners or didn’t stand behind their work. I talked to a lot of companies; I had my pick because there is such a high demand for tradespeople.”

Gregg went to a Women in HVAC conference in Las Vegas and spoke to two different company owners who offered to pay for her to move and come to work for them.

“They wanted women techs,” Gregg said. “Women see things differently; they tend to be more detailed.”

Gregg chose Vogt Heating and Cooling in Meadville, Pennsylvania and she is happy that she did.

“I love everything about my job,” she said. “Every day is different. Every situation I come across and piece of equipment is a little different. I meet new people; my co-workers have grown to accept me as a technician. Though I’m the only female tech within 5 counties that I know of.”

That is not to say that everything has been easy. Gregg has run into customers who are not happy to have a woman onsite to do a technical job. One even said, “But you’re a girl!”

Happily Gregg’s boss has her back; he has confidence in her ability so customers generally give her a chance, but they watch her like a hawk to be sure she knows what she is doing. Gregg says



she has nothing to prove.

“I let my work speak for me,” she says.

Customers generally change their opinions after they experience the quality of her work.

Another challenge is Gregg’s health. She is battling multiple sclerosis, but she doesn’t let it stop her. This is added stress for her kids, though, especially her oldest son. He worries about her lifting heavy objects and doing a lot of physically taxing stuff, but he sees that she is happy in her work.

Gregg said that some days it is difficult. The heat is actually worse than freezing cold winters so she keeps cooling towels and a cooler with cold water available. She also exercises, eats well, and researches what can help; she is determined to stay as healthy as possible for as long as possible.

Gregg has come through a lot and it can make you wonder where she finds the strength and determination to keep going. She’s had some help along the way in the form of mikeroweWorks, instructors, and HVAC peers. But what really keeps this woman going is her kids.

“My kids are the most important thing to me,” she says. “I knew I had to find security and make sure they were taken care of, and now they are.” **RB**

DO YOUR NAILS MEASURE UP?

*We're America's Largest Manufacturer
of Specialty Nails*



2022 Gold Key Award!



- Fluted Masonry Fat-Head
- Plastic Cap
- Painted Trim
- Hardwood Trim
- Asphalt Shingle
- Fat Head Rubber Washer
- Copper Slating
- Square Head Cap
- PVC Trim
- Pressure Treated Lumber
- Post Frame
- Log Home Spike

Plyco: A Service-Based Company

Exciting Announcements About the Future!

DO RIGHT BY CUSTOMERS AND employees in a sustainable business model. That's the answer to "What is your mission?" according to Tom Granitz, VP of Sales Marketing. That sounds like a good, down-to-earth philosophy and it is working for Plyco.

A LITTLE COMPANY & HOW IT GREW

The company was founded in 1954 with fenestration products. For the first twenty years or so, it was pretty localized, but in 1979 they attained Modern Door which was really the impetus to grow beyond the local area. They got their foot in the door market and their focus was on quality, easy-to-install doors with a high level of service and a great variety.

Slow, but continuous improvement has helped the company to grow. They add products that make sense in the marketplace.

"Our Thermal-break Door 92 was innovative at the time, and it's still the best in the marketplace," Granitz asserted. "An extensive 3rd party performance testing and labeling process validates the quality claims and expectations."

A history of service and bringing improvements to products for the post-frame industry and listening to their customers to discern what their needs are, then acting on it are all part of the package. For instance, their company-owned freight delivery system, PTX, was developed to help keep shipping costs down, and some customers save approximately half of what they would have paid if shipped through other LTL services.

"Plyco is based on relationships," Granitz said. "We want people to work with long-term. We want them to vet us and we want customers to do the same to make sure it is a good fit; once they become customers, we'll take care of them and give the best service we can."

IT'S FAMILY

"Garry Matz is the owner and for him, the company is his extended family," Granitz said. Granitz went on to explain that everything is measured according to what's good for employees and the company. Employees are highly valued for what they bring.

"The culture is very participatory," Granitz continued. "Everyone wears multiple hats, and when someone needs something done, whoever has the time, ability and desire jumps in and ac-



New Plyco Triumph Windows

complishes it."

The company is welcoming and open and people who go to work there get the sense of family right away because of the way employees care. The customer service group is made up of 8 people and 5 with many years of tenure. According to Granitz, they take things personally because they get to know their customers personally. They work hard to make that quick turn-around time happen. The overriding theme in the group is that you do everything that you can to make things work out for customers.

PRODUCT AND SERVICE AREA

Plyco's product focus is in doors, aluminum windows, ventilation, and peripheral products. It has grown to include horse stall systems, reflective insulation, fasteners and closures for the agricultural, commercial, industrial, and residential markets with a focus on post-frame construction.

Geographically the company's products are strong throughout the country, basically wherever post frame buildings are built. In fact, their customers cover almost all fifty states, though they are not strong in the deep, south where metal buildings dominate over post-frame. However, they have plans in that direction.

PLYCO EXCELLENCE

New, championship caliber products are on the way.



ALUMINUM THERMAL BREAK
COMMERCIAL WINDOW
(NEW NAME, SAME CTB WINDOW)



SUPERIOR VINYL WINDOWS



METAL BUILDING
COMMERCIAL DOORS

OVER 12 DOOR SERIES FOR
ANY APPLICATION



PLYCO SHINE

Building your door,
the way you need it,
without compromise
- like Plyco has always done.

PLYCOTM
CORPORATION



800.558.5895 • plyco.com

HIGH LEVEL PERFORMANCE PRODUCTS WITH INDUSTRY LEADING TESTING STANDARDS

SPEEDY DELIVERY

The industry has been through some challenging times lately, and Plyco was not immune. Labor shortages and supply chain issues made it difficult to conduct business as usual. Companies had to make some hard decisions. Some companies offered their customers fewer choices and/or dropped custom orders to make it through and some experienced extended lead times of from twelve weeks to even a year. Plyco, however, recently managed to expand production lines to maintain productivity and capacity and now keep three week lead times on many of their products. It's a testament to their "everyone jumps in to make it happen" mentality.

With all of this experience under their belt, Plyco is ready to take on new challenges.

NEW PRODUCTS ON THE HORIZON!

The company has a lot to offer the industry; they have grown along with the post-frame industry and now they are innovating to bring mature products to a matured industry.

Their new window line will be launching early in the new year: Victory Vinyl Windows. These windows go against the grain of historical vinyl windows which was typically a lower quality bracket, Granitz said. Victory windows are a better quality, high-

value window for residential and commercial use. Extensive, German engineering behind this product makes it a high-end looking window with ease of installation and greater weathering endurance.

Traditionally, the company has only offered the Triumph aluminum line for post-frame construction. The upcoming line, victory vinyl, will give customers another quality choice window.

The Plyco Pro Series of heavy-duty door systems will be introduced later in 2023, possibly the second quarter, delivering durable options for the commercial metal building industry. These doors feature sturdy 20 gauge metal in a variety of frame types. Polyurethane injected cores provide greater insulation and greater corrosion resistant properties, in addition to using pre-painted steel for better paint properties than traditional colored primer.

With a winning business philosophy of listening to customers and molding their service to their needs, this company's innovations are sure to lead to greater success and growth for builders, contractors, and themselves. **RB**

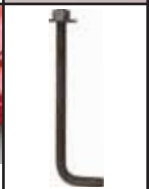
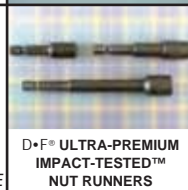
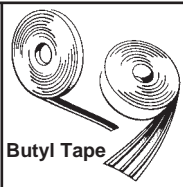


Plyco Doors and Windows on completed projects. ALL PHOTOS COURTESY OF PLYCO



DYNAMIC FASTENER

Everything for the Metal Builder & Roofer®



You supply the crew.
We'll supply the rest.™

CALL 800-821-5448 or Order Online @ DYNAMICFASTENER.COM
Call for your Free Full Color 140 Pg. Hand Guide. Better yet, call us for your next tool or fastener requirement. Discover for yourself why your peers enjoy doing business with our company!

Make Your Off-Season Count

Education is a Worthwhile Investment

MANY CONTRACTORS AROUND THE COUNTRY experience an off-season of some kind, whether that's brought on by weather, the holiday season, or other factors, but that doesn't mean there isn't work to be done. This can be a perfect time to catch up on the education and training you and your team need to stay competitive and build your business.

Consider these tips for staying active and ensuring you make the most of your off-season education plans.

KEEP SAFETY TOP OF MIND

First things first: Make sure you're up to date with the regulations that the Occupational Safety and Health Administration (OSHA) sets. OSHA updates its rules fairly frequently, and missteps could incur some of the largest fines in the industry. That being said, the organization does a great job of keeping its rules current and available. You can quickly access them here. You can also find valuable updates through trade organizations, such as the National Roofing Contractors Association (NRCA) and local and regional builder associations.

Building codes and regulations are another area to consistently brush up on, especially because they vary from municipality to municipality. Check with the building inspection office to make sure you're aware of and understand all building codes for your state, county or city. Before starting a big project, double-checking can help you avoid costly and time-consuming roadblocks.

DEVELOP YOUR TEAM

Any extra time during your slow season can be a great opportunity to ensure that everyone on your team is up to date on the latest products and installations, marketing and sales techniques, and technologies that could make their jobs easier.

Start by doing an inventory of the different types of training that each team member already has and go from there. Are there skills they can brush up on or new products with unfamiliar installation techniques they may need to learn? Talk to your employees to understand what skills they're interested in improving and what areas they'd like to learn more about. Consider what outside resources, such as suppliers or industry associations, exist to help your team build their skills.



Suppliers often set up events for contractors in their area to teach them about new product offerings and installation techniques that could potentially bolster their businesses. Additionally, many offer a blog or other training resources on their websites to help you stay updated on the latest products and trends.

Professional and industry-specific associations offer excellent opportunities to network and get your business some free exposure. Just as important, these are great places to hear about major industry news like changes to regulations, new technology and product trends. You can also gain exclusive access to things like prevention investments (which could save you thousands of dollars in fines in the long term) and tools to market your business and educational webinars.

Popular national trade shows like the International Roofing Expo, the International Builders' Show or the Associated General Contractors' AGC Convention provide opportunities to see the latest and greatest in our industry. In addition, many local and regional associations hold trade shows and educational events, allowing you to learn and network closer to home or virtually.

LEARN NEW TECHNOLOGIES

More and more technologies are cropping up seemingly every day to help us work more efficiently and safely. Spend time researching what new tools, products and software might benefit your company. Consider whether any tools and software in these



SUBSCRIBE NOW!

Shield Wall Media brands are dedicated to serving the information needs of construction professionals.



SUBSCRIBE ONLINE: shieldwallmedia.com/subscribe or fill out & mail form below.



FREE 3-YEAR SUBSCRIPTIONS!

1. Please check one or more boxes, sign & date:

I wish to receive: Metal Roofing Garage, Shed & Carport Builder Metal Builder
 Rural Builder Frame Building News Rollforming Roofing Elements

Signature (REQUIRED): _____ Date: _____

Print Name: _____

Company: _____

Address: _____

City/State/Zip: _____

Phone or Email (REQUIRED): _____

Check this box if you wish to receive the email newsletter associated with the magazine subscription(s) above.

2. Choose which title applies:

- President/Vice President
- Principle/Shareholder
- Sales Manager or Rep
- Foreman/Crew Manager
- Engineer/Architect
- Other: _____

3. Describe your business:

- Builder/Contractor
- Dealer/Distributor
- Manufacturer
- Engineer/Architect
- Other: _____

I would like to receive my subscription:
 By Mail
 Digitally

SWM2022

4. Please check all of the types of building or manufacturing you are involved with:

- Post Frame
- Residential
- Metal Roofing
- Rollforming
- Metal Frame
- Commercial
- Trusses/Columns
- Trim & Flashings
- Fabric
- Equine
- Foundations
- Insulation/Moisture Control
- Agricultural
- Roofing
- Gutters/Snow Retention



MAIL TO:
Shield Wall Media
ATTN: Barb Prill
PO Box 255, Iola, WI 54945



For trade shows, check the calendar at the back of this publication.

spaces could be right for your business:

- Order management tools, like myABCsupply
- Aerial measurement services
- Augmented and virtual reality
- Wearables and connected worksites
- Drones

Often, new tools require training to learn how to use them properly, and your offseason is the perfect opportunity to dedicate extra time to this task. Be sure to train any employees who would benefit from these new technologies.

Online Education

There are many opportunities for education online covering topics from safety to project management, sustainable construction, BIM software and more, and many of them are free. Here are a few websites to check out:

- www.mastery.com/
- www.alison.com
- www.edapp.com/course-collection/free-construction-certifications-online
- www.coursera.org/courses?query=construction
- www.osha.com/courses/construction.html
- www.redvector.com/

While there may not be much to do out in the field in the offseason, there's plenty that you and your team can do to take advantage of learning opportunities you wouldn't otherwise have time for. Make the most of this time by revisiting regulations, learning new products and technologies, training your employees and attending industry events. Everything you learn will help set you up for success when your busy season kicks off again. **RB**

The ABC Supply Pro Council consists of experienced associates from across the U.S. Its aim is to provide contractors nationwide with industry advice and insights to help them seize opportunities and overcome challenges they face as they manage successful businesses. Contractors can visit ABC Supply's News & Events for additional tips and resources from the Pro Council.

Off-Season Isn't what it used to be!

SPEAKING TO PETER VANDERZWAAG, SALES Manager at Remuda Buildings, it quickly becomes apparent that the company doesn't really have an "off-season". Yet, Remuda is located up north, as in Alberta Canada...winters extend from December through March and can feature -20°C to -5°C (-4°F to 23°F). Shouldn't there be an off season in these freezing temperatures?

That's not necessary, says Vanderzwaag. Most of Remuda's jobs are post frame and they can keep working in the cold weather because, "that's the beauty of post frame," he said.

"The biggest problem is frost in the ground, but we use heavier augers with different types of teeth on them to drill into the ground. Once you break through the frost, you can set posts."

Doyle Pokorny, Project/Sales Manager at MPB Builders agrees. "Almost 30 years ago, wintertime really slowed down, Pokorny said, "but now with the advancements in gear and equipment, there's not much slow-down. We just strive to get the concrete poured before the frost comes, and we can keep going" he said.

How much down time you have also depends on the variety of projects you do, Pokorny commented. Hopefully if one segment



is slow, you can fill in with another. For example, when they build frost wall grade beam foundations with wet-set brackets, it doesn't matter what the temperature is because they don't have to drill the columns into the ground.

Vanderzwaag says that they like to keep their processes going because they have good people in the office and in the field. If

you don't keep them busy, you are risking losing them. So when winter comes around, they keep working, though hours are a little shorter because days are shorter.

In the winter, they have to add time to the process for drilling, Vanderzwaag says. "But there are some benefits to working in the winter months," according to Vanderzwaag. You don't have to deal with the mess of rain or mud, just frozen ground. Also you leave less of an imprint with heavy equipment digging up the yard.

How does the crew keep it going in the cold? They use hardy weather nailers and keep them and their batteries warm in an insulated part of a trailer or in a box with a heater during the cold months..

Pre-fab posts and trusses make the process a little less labor intensive in the field, shortening up the time spent onsite.

When it hits minus 20° or 30°C (-4°F to -22°F) they do shut down. The crews don't like staying home too long, though, so they usually find a way to get back out there.

Pokorny says that during slow times, their crew may update some structures or remodeling at headquarters. They may go



PHOTO COURTESY OF REMUDA BUILDING

through their tools, do any maintenance needed and make sure the trucks are equipped, maintained, and ready to go. But they try to keep their guys in the field as much as possible; that's where they want to be. **RB**

Thank You
to our advertisers and subscribers for making 2022 another successful year. We couldn't have done it without you.
May 2023 bring you prosperity, happiness and good health.

METAL ROOFING MAGAZINE | Rollforming Magazine | Rural Builder
 BUILDER | Metal Builder
 FRAMEBUILDING NEWS | ROOFING ELEMENTS

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

2022 **RB**

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

ROLLFORMER.
 CHANGING THE SHAPE OF METAL

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

DO YOU HAVE A PROJECT TO SHOW OFF IN THE 2023 RURAL BUILDER SOURCE BOOK?

In addition to advertising opportunities, the **Source Book** offers a great opportunity to show everyone what you can do as a builder or supplier. Send us the finished post frame and metal building projects you are proud of, including information about the building and the products used in its construction. If your project or product makes it into the magazine, you'll have bragging rights for all your promotional materials!

August Issue

Rural Builder

SEND PROJECTS TO:

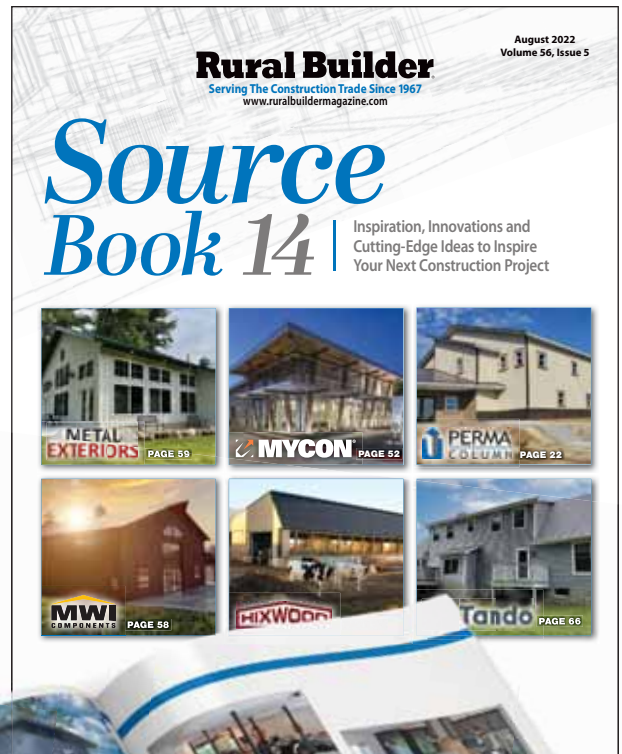
linda@shieldwallmedia.com
920-659-6319

FOR ADVERTISING OPPORTUNITIES

Contact missy@shieldwallmedia.com
920-216-3007

Mark Your Calendar!
Project Deadline:
May 1, 2023

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



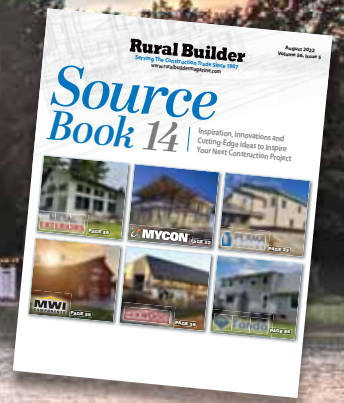


PHOTO COURTESY OF MORTON BUILDINGS

YOU COULD BE FEATURED IN A NATIONWIDE PUBLICATION!

We are now on the hunt for special building projects to be considered for inclusion in our annual Source Book. **PROJECT DEADLINE: May 1, 2023**

The **Source Book** is a special issue of *Rural Builder* that examines building projects from an architectural viewpoint, highlighting the colors, angles, materials and other design possibilities. The publication is sent to more than 31,000 *Rural Builder* subscribers, as well as members of the architectural community.

Source Book 15 will take into consideration: new construction and retrofits that can serve as inspiration for rural builders.

What we are looking for from you is your best project, one that has not already been featured in an industry trade magazine. If your project is chosen, you can show prospective customers your accomplishment!

Feel free to contact me with any questions.

Thank you in advance!

Linda Schmid, managing editor

If you have questions, contact Linda Schmid at 920-659-6319.

PROJECTS DUE MAY 1, 2023

Please fill in all fields relevant to your project or scan QR code below to fill out electronically and send completed form to:

EMAIL: Linda Schmid at linda@shieldwallmedia.com
 MAIL: Linda Schmid, Rural Builder Magazine
 P.O. Box 255, Iola, WI 54945



WHAT YOU NEED TO SEND US FOR CONSIDERATION:

CONTACT INFO: (Will not be published)

Name: _____
 Phone: _____
 Email: _____

PHOTOS OF THE COMPLETED BUILDING
at least 3-4 photos (high resolution: 300 dpi)

ALSO NEEDED ARE THE FOLLOWING DETAILS:

Building size: _____
 Building location: _____
 Architect: _____
 Contractors: _____

Company Name on Project: _____
 Company Website: _____
 Building system manufacturer (if applicable): _____
 Doors: _____
 Wall and roof panels: _____
 Windows: _____
 Insulation: _____
 Ventilation: _____
 Fasteners: _____
 Snow guards: _____
 Posts: _____
 Trusses: _____
 Foundation: _____
 Others (Cupolas, Shutters, ect.) : _____

PRODUCTS USED

General description of the project:
 (Please include a couple of paragraphs including what the customer wanted; what special elements set it apart)

DESCRIPTION

How Digital Documentation Prevents Construction Disputes

RESOLVING DISPUTES IS A TIME-CONSUMING, costly process that can significantly affect the profitability of a job or, in extreme cases, even put a construction company out of business. It's important to invest in tools that help prevent disputes and reduce miscommunication.

Digital construction management software allows field crews to efficiently document progress and monitor compliance on the jobsite. Better documentation leads to better visibility, helping project stakeholders catch potential issues early to avoid disputes or resolve them quickly and fairly when they happen.

HOW TO IMPROVE DOCUMENTATION WITH DIGITAL REPORTING

Focus on the Field

Transitioning to a digital daily reporting solution is the first step towards improving documentation and ultimately preventing disputes, but if the software you choose isn't easy for the field to use, the positive effects are minimal. Encourage high adoption rates by implementing a solution that makes reporting easier than pen and paper, not more difficult.

Field contractors work hard each day completing project-related tasks, and they don't want to slow down or extend their workdays with a complicated daily reporting process. Software should be intuitive, with a simple interface, so workers can collect consistent, accurate data and share it without hassle.

Make reporting the easiest task of the day, and you'll see an improvement in report quality.

Efficient Data Capture

When contractors can capture information using a mobile device, especially with voice-to-text capabilities, they can complete daily reports in greater detail and more quickly than with pen and paper.

Daily reporting software also may offer pre-built reports, checklists, and other templates, so workers can track time and progress consistently with less room for information gaps or communication errors. And, when stakeholders review

the documentation, they'll know exactly where to find the information they need to accurately assess project status without chasing it down.

Photos & Videos

Photos and videos add enhanced visibility to documentation. Digital solutions may include the ability to quickly capture visual data and add it to daily reports, which allows workers to avoid having to explain through text what can easily be demonstrated with a clear picture.

Project managers and other stakeholders can compare photos to design documents to catch potential issues early or, with automatic time and date stamping, can prove exactly what work was done at a specific time.

Implement Automation

With digital documentation, construction companies have the ability to automate time-consuming manual processes. Reports can be automatically published into an easy-to-understand standard format and distributed to stakeholders instantly.

With less manual data entry, there are less miscommunications. You'll also be able to more easily engage customers by setting expectations and providing consistent updates.



Store Data on the Cloud

Pen and paper reporting takes up space, and in the event of a dispute, it can be difficult to search historical data for vital information. Digital documentation can be stored on the cloud, easily accessible—and searchable—to all stakeholders when needed, as soon as it's uploaded by the field team.

Review Historical Data

Not only does good documentation help construction companies avoid disputes while working through current, ongoing projects, it can also prevent disputes during future projects as well.

Digital documentation allows project managers to review historical data all in one place to gain highly accurate productivity

insights and better plan future budgets and schedules. This means better bids and less potential scope changes.

Integrate Your Tech Stack

Integrating your digital reporting software with your existing technology for project management, accounting, or more can further help prevent disputes because you'll instantly share information without duplicate data entry.

For example, field crews can track time to cost codes and share it directly with accounting, who can quickly catch errors or assess when projects are over budget. Or, a project manager can review daily reports as they come in and see how progress stacks up to projections in real time.

PROTECT YOUR BUSINESS AGAINST DISPUTES

Detailed documentation is key to preventing disputes and resolving them fairly. Not only will clear, consistent jobsite data help both field and office teams monitor progress and prevent disputes, it also provides proof of progress in the event a disagreement or delay does happen.



The best way to improve documentation is to implement a digital project management tool that is easy-to-use, streamlines reporting, and automates communication. You'll gain better insights from the jobsite that will help the field stay on task, adjust expectations as needed, and clearly communicate with stakeholders before a dispute develops. **RB**

Square Base Flashings?
We stock the following:

- ◆ Sq Gray EPDM Flashings
- ◆ Sq Black EPDM Flashings
- ◆ Rect. Red Silicone Hi-Temp Flashings
- ◆ Rect. Gray EPDM Goof Boots
- ◆ Rect. Gray EPDM Zip-Seal Retrofit Flashings
- ◆ Rect. Black EPDM Zip-Seal Retrofit Flashings

If you would like more product information, pricing, or to request samples, please feel free to give us a call or send us an email. We will be happy to assist you with any requests.



As always, most orders ship the same day that they are received. So remember, when you need it fast, think Golden Rule Fasteners!

Call us at (334) 283-4030 or send us an email to grfast@centurytel.net

Polycarbonate Skylights

Sales, Care & Installation Tips

SKYLIGHTS ARE GREAT; THEY LET in natural light, which is healthy for people and animals alike. They can cut down on your electric bill as well. Strong, energy efficient, and lightweight, polycarbonate panels make great skylighting and daylighting choices.

Traditionally polycarbonates have been relatively inexpensive, but during covid that changed. They were in high demand for production of sneeze guards and other medical supplies which caused the price to rise. However, the market is slowly correcting.

SALES POINTS

When installing a skylight, you are punching a hole in the building envelope that you have worked to ensure will be strong and energy efficient. Therefore, the material covering that hole should be strong and efficient as well.

Polycarbonates are tough; they can be up to 200 times stronger than glass. Further they're formulated to resist cracking, splitting or caking.

Highly energy efficient, polycarbonates can provide up to 20% energy savings dependent on the particular panel. They may also help with UV protection, shielding inhabitants from harmful rays. This not only speaks to increased comfort and wellbeing, it also leads to real savings on the client's energy bill.

The life expectancy of polycarbonate panels is generally 15-20 years. However, 15-20 years is the life of many roofs. And the material is 100% recyclable.

As an installer, there are added advantages to working with polycarbonates. The material is lightweight, so it is easy to move around. It is also quite versatile, allowing for cold bending onsite if the design calls for it.

INSTALLATION TIPS

- Screw the polycarbonate sheets to the frame with the proper washer/neoprene gasket to prevent leaks. It must be applied between the screw head and the polycarbonate sheet. The gasket with its neoprene layer at the bottom and galvanized steel at the top distributes the stress evenly on the surface and seal the hole from water infiltration.

- Predrill all fastening holes. Make them 2/16"-3/16" larger than the diameter of the shaft of the fastener to allow for expansion and contraction in variable temperatures or cracking and crazing may occur over time. Some manufacturers estimate that 95% of quality issues are due to the failure to predill.

- Do not over-tighten the fasteners. Ensure they are firmly seated without causing bulging.
- For estimating, plan on a 26" wide panel providing 24" of width



Calf Shelter with Polycarbonate Skylighting. COURTESY OF AMERILUX

coverage after the side lap. Allow 4" for end laps.

- Cut single panels below 6mm in thickness with a utility knife or a pair of snips.
- Multiple panels may be cut using a circular saw with a plywood blade reversed (60, 80+ teeth), a jig saw with fine tooth blade, or a fine-tooth handsaw.
- Always cut the sheet before taking off the protective PE film otherwise the static charge will attract fine chips to the flutes. For thinner sheets below 6mm in thickness you can use a utility knife
- Always seal all side and end laps with a manufacturer-approved silicone sealant or vinyl adhesive.
- Recommended sealants include:
 - butyl tape such as DMI Butyl• Roll Butyl Tape
 - polyether curing sealants such as Rubex All Polyether Moisture Cure
 - silicone sealants such as Franklin's Titebond 100% Silicone Sealant
- Safety Tip: Never step directly on a polycarbonate panel.

CLEANING TIPS

- Do not apply cleaners in direct sunlight.
- Do not use sharp objects, squeegees, or razors on polycarbonate.
- Use a soft sponge or 100% cotton cloth with lukewarm water and a mild dish detergent. Rinse with cold water and dry with a soft cotton cloth.
- Check the manufacturer's instructions before using anything stronger than mild dish detergent on the panels. **RB**

RURAL BUILDER THANKS THE FOLLOWING SOURCES FOR SHARING THEIR EXPERTISE AND INSIGHTS.

- Buddy Pullen, Onduline Lightweight Roofing Systems
- David Quehl, Direct Metals Inc.
- Shannon Clark, MWI Components



WITHOUT POLY

WITH POLY

THEY CARE.

BUT SO DOES YOUR WALLET...

GET THE BEST OF BOTH WORLDS WITH MWI'S

Polycarbonate
Skylight[®] panels

mwi-components.com
800.360.6467



■ LAKESIDE POLY MANUFACTURING ACQUIRES VENTCO

Lakeside Poly Manufacturing CEO Kyle Lane has announced the acquisition of Ventco. “Today is an exciting day as our Lakeside Group of companies is once again expanding. Lakeside Poly Manufacturing, a Lakeside Group Company, has acquired Ventco, a manufacturer of commercial and residential ventilation products.”

This acquisition further enhances Ventco’s sales and service offering by adding additional resources and scale to expand our customer reach. Ventco’s management team is led by Ben Oskarsson, Vice President of Sales & Marketing, a 27-year-veteran of the engineered building products manufacturing industry. Lakeside Poly Manufacturing will continue manufac-

turing operations at our plant in Wrens, Georgia and all current employees have been retained.

Ventco will contribute positively to the growth strategy of Lakeside Group of Companies. “The acquisition of Ventco will strengthen our brand and will allow us to accelerate growth possibilities. It will allow us to expand with our existing customers as well as allow us to service new markets outside the construction industry,” said Lane.

www.profilevent.com
www.lakesideworld.com

■ ATLAS IRON WORKS CELEBRATES 100TH ANNIVERSARY!

St. Louis-based structural steel fabricator Atlas Iron Works has seen



St. Louis-based Atlas Iron Works, 1922-2022, is looking forward to another 100 years of success. PHOTO COURTESY OF ATLAS IRON WORKS.

its share of challenges over the course of its 100-year-history, but with the fourth generation at its helm, the future looks bright for the family-owned steel fabricator as it embarks on a major push towards the future. Under new ownership and leadership, Atlas is focused on streamlining processes, introducing new technology, expanding its product and

Your panel never looked so good and performed so well!

“Low-Angle” thread reduces strip-out and increases resistance to back-out

TRI-SEAL® coated for superior corrosion protection.

BURR-BUSTER® Point reduces burrs caused during piercing of the steel

Head will not red rust...EVER!

PANEL-TITE® BURR BUSTER® with the ZAC® Zinc-Aluminum Head provides the best protection against galvanic corrosion.

Head encapsulates the EPDM washer providing a leak-free seal.

Call for free samples!

High performance fasteners for metal roofing and siding

TRIANGLE FASTENER CORPORATION
www.trianglefastener.com
 800.486.1832



BUILDING FOR TOMORROW.

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.

The future is bright in our industry and we will be here to grow with you.

To learn more, contact your USS sales representative.

UnitedSteelSupply.com | 512-263-0954



service offerings nationwide and building partnerships with other fabricators in the area while continuing to shape surrounding communities.

In February 2022, Kenton Klein and Randy Green purchased Atlas Iron Works from Klein's father, making Atlas Iron Works a fourth-generation company. Longtime entrepreneurs, the new owners have over 40 years of construction and technology industry experience between them.

Atlas Iron Works is embracing new ways of manufacturing with technology by working to incorporate interactive labor data into its estimating software to produce more accurate bids, production timelines and machine programming straight from provided engineered files.

Since taking over the company, the new

leadership has worked to cut over \$800,000 in overhead, hire new office staff and shop workers, and develop plans to modernize the shop and expand its product offering with the purchase of custom-built beam line, plate burner and handrail machines scheduled for delivery in early 2023.

■ PBS TO ENCOMPASS ALL BUILDING SYSTEM BRANDS UNDER ONE NAME

The expanded Premier Building Systems (PBS) family of products now includes more building material systems within the PBS Organization. Under common ownership since 2018, Premier SIPS, R-Shield Insulation, R-Shield Geofoam, and Premier ICF (formerly Diamond Snap-Form) product brands now fold into Premier Building Systems.

The Big Sky R-Control SIPS brand, also owned by the same family, is now being marketed under the Premier SIPS brand. There has been no sale, merger, or change in company ownership. These changes only affect the trade name and building system brands, while efficiently consolidating organizational resources to best serve customer needs.

www.premierbuildingsystems.com

■ AISI PUBLISHES SUPPLEMENT NO. 3 TO AISI S100-16 (R2020)

The American Iron and Steel Institute (AISI) has published Supplement No. 3 to AISI S100-16 (Reaffirmed 2020), North American Specification for the Design of Cold-Formed Steel Structural Members, 2022 Edition. The North American

PROUDLY PARTNERING

SO WE CAN SERVE CUSTOMERS TOGETHER.



800-360-6467
mwicomponents.com

Stop by Booth 200 at the Frame Building Expo or visit our website to learn more!

- Arcadian Sliding Doors
- Door Rail
- Horse Stalls
- Soffit & Trim Systems
- Bale Doors
- Dutch Doors
- Polycarbonate & PVC
- Ultra-X, Uni-Seal®
- Box Girts
- Foil Insulation
- Ridg-Vents®
- Uni-Vent®
- Cupolas
- Hardware/Accessories
- Round/Square Track
- Weathervanes



Specification harmonizes cold-formed steel design technology across the United States, Canada and Mexico, allowing for faster introduction of new technologies as well as opening up the market for a variety of derivative products such as design aids and educational materials.

Supplement No. 3 includes changes and additions approved by AISI's Committee on Specifications since 2016, including those changes published in Supplements 1 and 2. Significant updates are made in Chapters E through J. A detailed list of changes can be found in the Preface.

Supplement No. 3 can be downloaded free of charge at www.aisistandards.org as: 1) a stand-alone document, or 2) incorporated into the 2016 edition of the North American Specification. It can be found in the section titled "AISI Standards

2020-22 Editions."

AISI serves as the voice of the American steel industry in the public policy arena and advances the case for steel in the marketplace as the preferred material of choice. AISI's membership is comprised of integrated and electric arc furnace steelmakers, and associate members who are suppliers to or customers of the steel industry.

www.steel.org
www.buildusingsteel.org

■ ABC SUPPLY CO. EXPANDS INTO CANADA

ABC Supply Co., Inc., one of the nation's largest wholesale distributors of roofing, siding and other select exterior and interior building products, has acquired the Monarch Group of Companies,

which includes Monarch Siding Centre Inc., Monarch Exterior Centre Inc., and Monarch Metal Systems Inc. Monarch is a premier supplier of siding, roofing and select exterior building materials throughout Alberta, Canada.

The acquisition adds the first international ABC Supply branches. The five acquired locations in Calgary, Edmonton, Acheson, Red Deer and Lethbridge will operate under the Monarch trade name.

"This is an exciting time for the ABC Supply family," said Keith Rozolis, ABC Supply's president and chief executive officer. "Monarch is a strong, deeply rooted and highly regarded distributor of building products in Alberta, and we're thrilled to have them join ABC Supply."

abcsupply.com

RB



UNLOCK YOUR POST-FRAME POTENTIAL

Perma-Column is engineered for efficiency, strength, durability

Recent surveys at NFBA show that post-frame builders are increasingly building on permanent foundations, abandoning the old methods of embedding wood in the ground.

- Permanent foundations maximize building life
- ICC-certified for quicker permits and approvals
- Columns and brackets are readily available

Build better. Build stronger. Build to last.
Contact your distributor today!





Inside the Variobend.

PHOTO COURTESY OF COURTNEY CHRISTINE PHOTOGRAPHY.

Construction Rollforming Show All Access

Attendees take advantage of educational opportunities in New Orleans

THE THIRD ANNUAL CONSTRUCTION ROLLFORMING SHOW was held October 26-27 in New Orleans. The new location enticed attendees from surrounding states to come check out the only trade show dedicated to the construction roll forming industry.

Tradesmen made the trip from Mexico, Montana, Texas, Missouri, and Mississippi, and some even flew in from Canada. Attendees were able to meet with suppliers of every type of material



Slinet with coil farm at the Hershey's Metal Meister booth.

PHOTO COURTESY OF COURTNEY CHRISTINE PHOTOGRAPHY, MILWAUKEE, WISCONSIN.

needed, including equipment, fasteners, coil, insulation, software, and more.

At the 2022 show, for the first time, all admissions were all access. Access to classes were included with the price of admission to the expo floor. Participants were eager to take advantage of the diverse – yet relevant — learning opportunities after partaking of the complimentary breakfast served each day.

A few of the class highlights include, but are not limited to:

Leading off the sessions, software developer Royden Wagler and Brendon Studholme from SmartBuild performed a mock sales presentation to show how 3-D design/bid software can be adopted to evolve the sales process. Company CEO Keith Dietzen was also on hand to answer questions.

CIDAN Machinery's National Sales Manager, Ryan King, lead a fast-paced, informative session about bending trim and flashing. He discussed forming options, typical shop configurations, processes to reduce waste, best practices for safely operating a folder, and more.

Freudenberg's Chris Davis gave a presentation about natural ventilation, condensation, and moisture control in metal buildings.

Randy Chaffee, from Source One Marketing, shared a wealth of sales knowledge that he's earned over his last four decades in the

construction industry. Randy doubled up on his teaching duties; he addressed one group on Wednesday about the Sales Process, and another group on Thursday about Closing A Sale. “I want people to know who I am before they know they need me,” he says. “Relationship-building is critical.”

Beck Automation’s Shawn Huffman spoke to his group about how software can be used to improve quality, have less waste (improve yields), track jobs and more. Sometimes a general business software will suffice, but programs that are specialized for metal forming will do much more than what you need to get by.

Two of the presentations were given in the demonstration area on the show floor. On Wednesday afternoon, Adam Buck, Territory Manager with 3GM Steel, gave a talk on coil gauges and specifications. He explained the gauge and dimension variances that can occur.

On Thursday afternoon, Tom Laird, the National Sales Manager at New Tech Machinery, spoke about some of the best practices for setting up a portable roll forming trailer. New Tech had excellent representation at the show; Formwright and Karr’s Building Supply & Service are both New Tech distributors.



Ryan King of CIDAN speaks about bending trim and flashings.
PHOTO COURTESY OF COURTNEY CHRISTINE PHOTOGRAPHY, MILWAUKEE, WISCONSIN.

EQUIPMENT & SOFTWARE

Hershey’s Metal Meister always has a commanding presence on the trade show floor. It was no exception at the 2022 Construction Rollforming Show. The Mattoon, Illinois-based company exhibited two of their folders — the Single-Fold Variobend and the

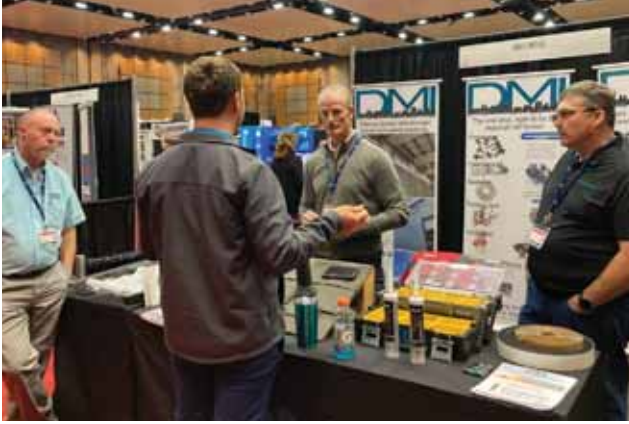


Discussion at the Formwright booth.
PHOTO COURTESY OF COURTNEY CHRISTINE PHOTOGRAPHY, MILWAUKEE, WISCONSIN.



Beck Automation. PHOTO COURTESY OF SHARON THATCHER.

**REGISTER
NOW!**



2ND ANNUAL

GARAGE • SHED • CARPORT
BUILDER
SHOW

GREENVILLE CONVENTION CENTER • GREENVILLE, SC
JANUARY 18-19, 2023



garageshedcarportbuilder.com/show-registration

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



Hershey's the Metal Meister always has a welcoming exhibit.

PHOTO COURTESY OF COURTNEY CHRISTINE PHOTOGRAPHY, MILWAUKEE, WISCONSIN.



Randy Chaffee, Source 1 Marketing.

PHOTO COURTESY OF COURTNEY CHRISTINE PHOTOGRAPHY, MILWAUKEE, WISCONSIN.




Progressive Metals. PHOTO COURTESY OF SHARON THATCHER.

Double-Fold Variobend — as well as their Slinet Slitter with coil farm.

CIDAN Machinery exhibited an FX32 Omniolder, while SWI Machinery exhibited its Marxman Plus slitter. Star-1 Products brought its Felt Applicator, which it demonstrated throughout the show.

Formwright exhibited a portable New Tech machine in one of the company's enclosed trailers.

Technology solutions were abundant on the expo floor. AMS Controls, Beck Automation, Paragon Computing Solutions, SmartBuild and QB Metal Shop are among the companies that showed off how software and controls can help metal formers increase productivity and reduce waste. AMS recently introduced



PREMIUM QUALITY ROLLFORMING MACHINERY - MADE IN THE USA SINCE 1949





ROOF & WALL PANEL LINES



SINGLE & MULTI TRIM LINES



TRACK LINES



ROLL-UP DOOR PANEL LINES



CHANNEL LINES



CZ PURLIN LINES



PANEL SEAMING STATION



DRUM ROLL-UP STATION



ASC MACHINE TOOLS, INC.

SPOKANE, WA USA

WWW.ASCMT.COM

TEL: (509) 534-6600

YouTube Facebook Twitter LinkedIn

its HyperDrive double folder system upgrade, which speeds production on and extends the life of older machines.

GREAT EATS & LIVE MUSIC

As the action on the exhibit floor wound down on Wednesday afternoon, the live music began and “dinner” and drinks were served. Everyone — attendees and exhibitors alike — enjoyed food stations serving up tasty treats unique to New Orleans. Charcuterie, crawfish etouffee, shrimp shooters, chicken and sausage gumbo, and white chocolate bread pudding were just a few of the gourmet items on the menu.

2023 CONSTRUCTION ROLLFORMING SHOW

On September 27-28, 2023, the Construction Rollforming Show will return to

its original location — Cincinnati, Ohio. It will be held at the same venue as the first two rollforming shows: The Duke Energy Center.

Watch Rollforming Magazine and constructionrollformingshow.com to learn about show updates as they develop. **RB**



B SCRAIL®
A BECK brand

SCRAIL®
'EM ALL

A pioneering spirit mixed with a drive to constantly innovate. The SCRAIL® family of fasteners goes beyond innovation. A strong collection of systems to tackle any construction challenge. From subflooring to roofing, decking, fencing, and more, count on SCRAIL® to deliver, every time.

BECK AMERICA Inc.
800-239-8665
beck-fastening.com

SCRAIL® IS A REGISTERED TRADEMARK OF RAIMUND BECK GMBH.



SmartBuild Systems. PHOTO COURTESY OF SHARON THATCHER.



Fantastic food and beverages were served at the social hour. PHOTO COURTESY OF SHARON THATCHER.



Live music, performed by award-winning musicians, was enjoyed by all at the social hour. PHOTO COURTESY OF SHARON THATCHER.

United Steel Supply. PHOTO COURTESY OF SHARON THATCHER.



715-644-0765 — Fax: 715-644-0994

Hixwood Metal is the premier source for all your steel coil, blank flat stock, and slit coil needs.



- Striving every day to meet the most stringent demands of our quality minded coil customers.
- We have over 20 smooth and 15 textured colors available in the ever popular BeckryTech H.D.P.E paint system.



Give us a call for all your coil and building accessory needs!



10550 Township Road 262

Millersburg, Oh 44654

Phone 330-674-4003

Fax 330-674-4035

Acu-form@safecommail.com

WWW.ACUFORMEQUIPMENT.COM



- ◆ Ag Panels
- ◆ Ridge Caps
- ◆ Hemmers
- ◆ Slitters
- ◆ Uncollers
- ◆ Corners
- ◆ J Channels
- ◆ Rat Guards
- ◆ Wrappers
- ◆ Slit Lines
- ◆ Rolls and Tables
- ◆ Post Cut Shears
- ◆ We can also match your Profiles

Manufacturer of metal forming equipment, for

Commercial and residential construction use,

Using D2 tool steel as a standard for our tooling.

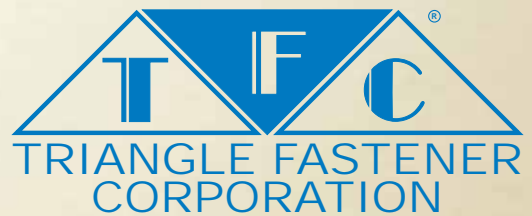
Operational choices are: Electric, Hydraulic or Mechanical



mfm[®]
BUILDING PRODUCTS CORP.

 **MARCO**
INDUSTRIES[™]
Roofing Ventilation & Accessories

 **PERMA**
COLUMN



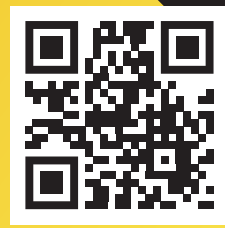
MERRY
Christmas

...from all of us at Rural Builder & Shield Wall Media!

YOUR VOTE COUNTS!

GOLD KEY

of Excellence Awards



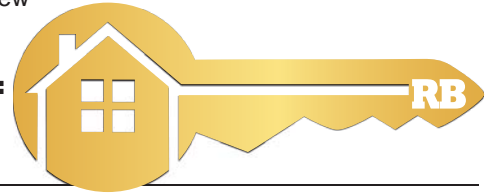
bit.ly/RBGOLDKEYVOTE

**VOTE
ONLINE**

In July, *Rural Builder* magazine will present its **Gold Key of Excellence Awards** for the 40th time. Help us determine the names of suppliers of building materials and/or construction equipment who do the best job of providing you with all of the services and products you need to run your business successfully. **Take a minute to submit your vote today.** You can select up to three suppliers from the following list or nominate someone new in the spaces provided below.

CRITERIA TO CONSIDER WHEN MAKING YOUR CHOICES INCLUDE:

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



- | | | |
|--|--|--|
| <input type="checkbox"/> A.J. Manufacturing | <input type="checkbox"/> H&H Metals | <input type="checkbox"/> Reed's Metals |
| <input type="checkbox"/> ABC Supply | <input type="checkbox"/> Hershey's the Metal Meister | <input type="checkbox"/> Richland Laminated Columns |
| <input type="checkbox"/> Acu-Form | <input type="checkbox"/> Hixwood Metal | <input type="checkbox"/> RigidPly Rafters |
| <input type="checkbox"/> AceClamp | <input type="checkbox"/> I Beam Sliding Doors | <input type="checkbox"/> Ritchie Industries |
| <input type="checkbox"/> AkzoNobel Coatings | <input type="checkbox"/> Janus International | <input type="checkbox"/> Roll Former Corp. |
| <input type="checkbox"/> ASC Machine Tools | <input type="checkbox"/> Klauer Manufacturing Co. | <input type="checkbox"/> Royal Crowne Cupolas |
| <input type="checkbox"/> Atlas Fasteners | <input type="checkbox"/> Lakeside Fasteners | <input type="checkbox"/> S-5! |
| <input type="checkbox"/> Aztec Washer Company | <input type="checkbox"/> Leland Industries | <input type="checkbox"/> Safe-Way Garage Doors |
| <input type="checkbox"/> Becker Specialty Corporation | <input type="checkbox"/> Levi's Building Components | <input type="checkbox"/> Sherwin-Williams Coatings |
| <input type="checkbox"/> Beck America (Fasco) | <input type="checkbox"/> Malco Tools | <input type="checkbox"/> Sioux Steel |
| <input type="checkbox"/> Bradbury Group | <input type="checkbox"/> Marco Industries | <input type="checkbox"/> Snap-Z |
| <input type="checkbox"/> Building Products Development | <input type="checkbox"/> Marion Manufacturing | <input type="checkbox"/> ST Fastening Systems |
| <input type="checkbox"/> Chief Buildings | <input type="checkbox"/> Maze Nails | <input type="checkbox"/> Starwood Rafters |
| <input type="checkbox"/> Covertch/rFoil | <input type="checkbox"/> McElroy Metal | <input type="checkbox"/> Stockade Buildings |
| <input type="checkbox"/> Direct Metals Inc. (DMI) | <input type="checkbox"/> Menards | <input type="checkbox"/> Sukup Manufacturing |
| <input type="checkbox"/> DripStop | <input type="checkbox"/> Metalforming | <input type="checkbox"/> Swenson Shear |
| <input type="checkbox"/> Dynamic Fastener | <input type="checkbox"/> Metal Rollforming Systems | <input type="checkbox"/> Thermal Building Concepts |
| <input type="checkbox"/> East Coast Fasteners | <input type="checkbox"/> MFM Building Products | <input type="checkbox"/> Trac-Rite Doors |
| <input type="checkbox"/> Everlast Roofing, Inc. | <input type="checkbox"/> Mill Steel | <input type="checkbox"/> Triangle Fastener Corporation |
| <input type="checkbox"/> Express Barns | <input type="checkbox"/> MWI Components | <input type="checkbox"/> United Steel Supply |
| <input type="checkbox"/> Extrutech Plastics (EPI) | <input type="checkbox"/> Palram Americas | <input type="checkbox"/> Union Corrugating Co. |
| <input type="checkbox"/> Fasteners Direct | <input type="checkbox"/> Perma-Column | <input type="checkbox"/> Varco Pruden Buildings |
| <input type="checkbox"/> Footing Pad by AG-CO | <input type="checkbox"/> Petersen (PAC-CLAD) | <input type="checkbox"/> Wick Buildings |
| <input type="checkbox"/> Golden Rule Fasteners | <input type="checkbox"/> Plasti-Sleeve | |
| <input type="checkbox"/> Graber Post Buildings | <input type="checkbox"/> Plyco Corporation | |
| <input type="checkbox"/> GSSI Sealants | <input type="checkbox"/> Post Protector | |

Can't find your favorite suppliers above?

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

1. Company Name, Location & Website _____

2. Company Name, Location & Website _____

3. Company Name, Location & Website _____

Your name: _____

Company: _____ Location: _____

(Your information will remain confidential.)

**PLEASE
RETURN
YOUR BALLOT
NO LATER THAN
April 1, 2023!**

**Rural
Builder**

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

Generator Safety

Outdoor Power Equipment Institute Tips

OPEI HAS VALUABLE TIPS FOR safe generator use:

Construction companies rely on generators to provide the power they need on-site and in case of a power outage or emergency. Generators power housing for workers, equipment, lighting, staff offices, and more.

“Construction companies need reliable power in tough environments. Generators will keep these businesses open and construction projects moving with the light and power they need,” says Kris Kiser, President and CEO of the Outdoor Power Equipment Institute (OPEI), an international trade association representing manufacturers and suppliers of outdoor power equipment, small engines, battery power systems, portable generators, utility and personal transport vehicles, and golf cars.



“Today’s generators offer a variety of features, and there is a product for every job,” add Kiser. “When purchasing or renting a generator, consider other equipment that could be useful such as a water pumps or chain saws. Also remember to buy outdoor-rated extension cords and fuel cans, as well as a carbon monoxide detector for any building or structure.”

Here are a few tips from OPEI for safe generator use:

Assess your project site needs. When purchasing a generator, determine how many kilowatts the job demands.

Research online before you buy. Speak with the staff at the store or ask questions online. Discuss:

1. Safety features
2. Fueling and care instructions
3. Size of fueling tank
4. Circuit-breaker-protected outlet add-ons
5. Integrated fuel gauges
6. Low tone mufflers
7. Other features like fold-down handles and wheels for easy moving



- Keep outdoor-rated extension cords on hand. Be sure the cord is long enough to place the generator a safe distance from your business or project site and is certified to carry the generator’s power load.

- Identify the generator location. Keep it outside and away from windows, doors, and vents that could allow carbon monoxide to come indoors. Never use a generator inside. Give portable generators plenty of room for ventilation. Determine how to secure the generator.

Install a carbon monoxide detector. Add this safety device and be sure to keep extra batteries on hand.

Keep it dry. Before a storm hits, identify how to cover and vent the generator. Buy model-specific tents or covers.

Use the right fuel. Use a container designed to hold fuel that seals well. It is illegal to use any fuel with more than 10 percent ethanol in outdoor power equipment not designed for it (for more information visit www.LookBeforeYouPump.com).

Store fuel in a safe place away from heat sources. Label the can with the date of purchase and ethanol content. Check filled cans regularly and replenish them if needed. Fuel more than 30 days old should not be used in any outdoor power equipment and can phase separate. **RB**



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

Notes and Observations on...

Building the Milking Center

By Robert E. Graves,
Extension Agricultural Engineer, University of Wisconsin

A MILKING CENTER IS OFTEN included as part of a dairy facility's expansion. For many dairymen, this includes their first milking parlor. Their experience with milking parlors and knowledge of what to look for in design, layout and construction are often limited. Farm builders who become involved with the design, layout and construction of a milking center can be of great assistance in helping a dairyman get the most for his money.

Consider these notes and observations on development of a milking center. All of these wouldn't be used in the same parlor. In fact, some of them couldn't be used in the same system but they all have a place and can add to milking efficiency and effectiveness.

EXPEDITING COW TRAFFIC

A large impact on time saved and also

increased operator comfort and attitude can be made in the entrance and exit parts of the milking operation. Increasing rate of cow traffic through a parlor often leads to talk of automatic prep stalls, milker detachers, feed bowl covers, power gates, etc. However, there are many things not involving machiner which can have a significant effect on the amount of time it takes to move a string of cows in or out of the parlor.

In considering good cow traffic through a miling parlor, the holding area should be sized to hold the number of cows which will be kept in any one herd division or miling group (allow 12-15 sq. ft. of holding area per cow). A square or rectangular holding area and a minimum of corners, posts or other places for a cow to "hide in" are desirable. A rectangular holding area with no posts in it allows for easy addition



of a crowd gate.

The route cows take from the holding area to the milking parlor should be considered. For most convenient and expedient cow movement, the holding area should be on the entrance end of a herringbone or 2-sides milking parlor. This allows cows to come straight in from the holding area to the cow platforms without having to turn corners or come across the end of the pit. If each door is provided with a frog or funnel type arrangement, hesitant cows will be more likely to go into the parlor as there will be no corner for them to run into.

A big mistake found in milking parlors is not putting a door on the holding area end of the operator pit. Cows reluctant to enter a parlor often stop part-way in the entrance door. If the operator has a door at the end of the pit, he can usually step up right behind the cow and urge her on inside. If this door is not included, the operator must climb up onto the cow platform, push the cow out of the door, get behind her and then drive her in.

A 6-8-in. step from the holding area to the parlor platform is helpful in keeping manure or urine from running into the parlor. A series of steps leading the entrance door may slow down entrance of a string of cows. A continuously sloping holding area may be a better way to change elevations.

EXIT ROUTE IMPORTANT

After the cows are in as quickly as possible and well milked, the exit route of the cows from the parlor becomes important. The front gate has to open to allow the string of cows to leave. There are various ways the operator can open the front gate from different locations in the pit. A vast majority of parlors could have this feature added for less than a dollar or two. Often a piece of clothesline can be tied to the latch and brought back along the length of the operator pit and suspended above the operator's head. A pull on this rope from any place in the pit then pulls the latch and allows the front gate to come



open. This bit of “sem-automation” does not remove the need for the operator to go up to close and latch the gate.

It usually is best to have a minimum number of turns and maneuvers required by cows leaving the milking parlor. Usually a turn to the left or right across the pit to the return lanes is required. In some cases a complete 180° turn is used with a return lane in front of the mangers care should be taken to allow sufficient room for cows to maneuver turns. Too much space encourage scows to turn around.

“Milking center is the core of any free-stall or loose housing system.”

Design and construction of return lanes should reduce the possibility for cow interference. The three most common types of interference occur when lanes are too wide or when partitions between cow lanes are too low or when there is too much open space. A return lane wider than 32 in. may encourage one cow to try to pass another cow. This usually results in a slowdown of cow traffic. A return lane wide enough to accommodate only one cow discourages cows from trying to pass or crowd.

Another part of a complete milking center that's too often neglected is the veterinary and treatment area. Since cows are observed at least twice a day in the

parlor, that is normally when the operator has a good chance to identify and separate cows needing attention. A catch pen located adjacent to the milking parlor with a gate or door into the return lane is most convenient. This diversion door or gate is placed so that a rope may be pulled from the pit to bring the gate across the return lane and divert cows into the catch pen. It is usually convenient to size the catch pen large enough to hold a string of cows from one side of the milking parlor. This eliminates the need for having to swing the gate across just as the right cow comes by and then swing it shut before the next one gets in the catch pen.

Since cows, like people, don't like to be restrained and left back, cows in a catch pen often become nervous and excited and attempt to return to the rest of the herd. This is definitely a place where a partition which keeps a cow from getting her head through into the return lane is in order.

FEEDING IN MILK PARLOR

Feeding in the parlor is sometimes related to cow entrance and exit difficulties. There are various opinions regarding the effect of feed being available in the parlor. Feeding in the parlor also adds to clean up time and problems from spilled feed and dust.

Whether cows are more relaxed in a parlor with or without feed is also a good argument. Some say that the feed makes

them content and they stand there and eat, or others argue that as soon as the feed is gone they will stomp around hoping to shake loose a little more feed.

Curbs are usually placed along the cow platform. These should help reduce splashing of water or manure into the operator pit. They can also prevent a cow's hoof from slipping off the platform. A curb with a minimum vertical area exposed to the operator is desirable. A metal curb or concrete curb with a sloping face on the pit side reduces "wet concrete" area the operator has to lean against.

A rub rail or bar at about the hip height of the cow 4-6 in. out from the wall will protect the wall from physical damage and also minimize dirt buildup. Cows will rub on the rail rather than against the wall. this will reduce dirt and grime

ground into the walls, and also protect the wall from the swinging banging of the cow's hips.

Floors which provide good footing (traction) for cows and are easily cleaned are desirable. This is a tough combination to achieve. An abrasive such as aluminum oxide can be troweled into the surface. If an epoxy or other type of finish is used over the concrete, light colors which readily show the dirt should be avoided, especially if grit is imbedded in the epoxy to improve traction. Usually anything done to roughen the surface and make it easier for hooves and feet to grab will also make it easier for dirt to stick, thus making parlor cleaning more difficult.

LIGHT AND VENTILATION

A bright, airy, well-lighted parlor will be

most enjoyable to work in. A high ceiling with plenty of windows will be helpful. This also helps provide good ventilation in warm weather. Unfortunately high ceilings and plenty of windows can make heating the parlor more difficult. There is no one best way to heat a miling parlor. the worst area is usually the operator's pit, as cold, damp air tends to settle in. A method of heating this area—either by forced air or heat in the floor or pit walls—is desirable.

A miling parlor as part of a well-designed and constructed miling center will provide years of return as the principal cash crop of a dairy farm (milk) is harvested. Good common sense and experience can lead to a functional milking center which can keep miling a pleasant and productive task. **RB**

DID YOU KNOW?

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

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



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

**FOR MORE INFO CONTACT
MISSY BEYER:**

missy@shieldwallmedia.com 920-216-3007



NEW PRODUCTS

BY RURAL BUILDER STAFF



■ ARRAY BY HAMPTON LAUNCHES SMART LOCK

Array By Hampton announced the release of its flagship product, the Connected Door Lock. Powered by the Array by Hampton app, users can create personalized schedules and automations that trigger actions with other Array devices, like Array lights that turn on automatically when the door is locked or unlocked.

“Grounded in security, the new Connected Door Lock offers peace of mind by allowing users to lock and unlock the door and check the lock’s status even when offsite,” said Julie Ernest, Hampton’s vice president of marketing for the Connected Home and Commercial Door Hardware Products. “The Array By Hampton app integrates geofencing technology and allows the door to automatically lock when leaving and unlock upon returning.”

The lock can be used with a traditional key, locking, and unlocking from a smartphone, or with the hidden keypad. Users can create custom codes for everyone with authorized access or one-time use codes with the app. Owners can schedule for times those codes can be used, limiting access, and eliminating the need for spare keys. The Array app also has an activity log to see who accesses the lock with their code and when.

The Connected Door Lock works with iOS and Android devices and can pair with Amazon Alexa or Google Voice

Assistant for a hands-free experience. Compatible with existing Wi-Fi, the lock is easy to set up, includes a rechargeable lithium-polymer battery that can last up to 1 year on a full charge, and features a 5-pin, ANSI grade-2 locking deadbolt cylinder with anti-pick features for maximum security.

Builders, remodelers and DIYers that don’t want to bother with replacing the entire door lock would benefit from employing Revive. This retrofit lock upgrades any existing door lock into a smart lock by only replacing the interior side, making it easy to install and uninstall when it’s time for new tenants. Revive connects to the included Remote Access Hub for remote operation and track activity through the easy-to-use Array By Hampton app on an iOS or Android smart device.

■ NEW FORTRESS BUILDING PRODUCTS ON-TREND HORIZONTAL STEEL RAILING





One of the building industry’s leading providers of quality railing systems, Fortress Building Products debuts its latest offering, Fe²⁶ Axis horizontal steel railing. The on-trend horizontal steel railing makes it easy for residential building professionals to enclose an outdoor living space with a design-oriented system that melds style and performance. Incredibly versatile, Fe²⁶ Axis can also be used in indoor applications. Fe²⁶ Axis is the new-




est infill option for Fe²⁶, Fortress Building Products’ current steel railing system, and is available across its North American dealer network.

An answer to continued demand for personalized outdoor spaces, Fe²⁶ Axis horizontal steel railing brings strength and a contemporary aesthetic to the perimeter of decks, front porches, patios and balconies. With a minimalist appearance, Fe²⁶ Axis features horizontal steel panels that make outdoor living areas of any size feel larger, brighter and more open. Offered in Black Sand, Fe²⁶ Axis can also be used for indoor applications, making it possible for residential building professionals to ensure a seamless design aesthetic between indoor and outdoor spaces.


Fe²⁶ Axis horizontal steel railing is a panelized system that residential building professionals can install quickly. Posts with pre-attached brackets further sup-



GAMBREL



TIMBER TRUSS



LAM-PLY-TRUSS

RIDING ARENAS • CATTLE ENCLOSURES • STORAGE • SHOPS

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

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



Fight Condensation Without Insulation

Ask for it from your preferred steel panel supplier

DRIPSTOP
Condensation control

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



SUPPLYING OUR DEALERS THE BEST MATERIALS & SERVICES FOR OVER 45 YEARS!

Commercial • Equestrian
Suburban • Industrial

CONTACT US TODAY!
800-548-6765
system@stockadebuildings.com

Stockade Buildings
"Building for the future"

PREMIUM QUALITY ROLLFORMING MACHINERY



PANEL ROLLFORMER
TRIM ROLLFORMER
SLITTING LINES

PURLIN LINES
DECKING LINES
CHANNEL LINES

WWW.ASCMT.COM TEL: (509) 534-6600

WE ADD THE VALUE TO THE METAL



MARION MANUFACTURING

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

620-382-3751
www.marionmanufacturing.com

PROTECTION YOU CAN COUNT ON!



SSG Classic Snow Stoppers
Made of all stainless steel products.

RMG Premium Snow Stopper
Made out of 14-gauge stainless steel.

Contact us and we can give you all the details!
717-209-0418

WE WELCOME WHOLESALERS!

Golden Rule
FASTENERS

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

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

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

Your Single Source Equipment Provider

- Pre-Cut Rollformers
- Post-Cut Rollformers
- Trim Folders
- Trim Rollformers
- Slit & Recoil Lines
- Controls



THE BRADBURY GROUP

1.620.345.6394
bradburygroup.com

UNION
CORRUGATING COMPANY

Your Roof. For Life!
On Time and Complete!™

www.unioncorrugating.com
1-888-685-7663

Metal Roofing, Metal Panels, and Metal Building Solutions

Since 1946, Union Corrugating has been an industry leader serving the residential, commercial, and agricultural roofing and siding markets.

Manufacturer of Roll Forming Equipment



2022 RB

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

PSI Green Post™
 Planet Saver Industries

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

P (610) 377-3270
 www.planetsaverind.com

Made in the USA



Proudly Serving Customers Since 1998!

REED'S METALS
 www.reedsmetals.com

BUY DIRECT AND SAVE!

We are the manufacturer specializing in:

- ▶ Metal Roofing
- ▶ Post Frame & Tube Buildings
- ▶ Pre-Engineered Metal Buildings & Storage Solutions
- ▶ Components and Accessories

2022 RB

- ▶ 45 Year SMP Paint Warranty
- ▶ Over 20 Colors Available
- ▶ Order Today, Pick-Up Today
- ▶ On In-stock Roofing & Supplies
- ▶ Delivery within 72 Hours on Most Products

CALL TODAY 1-800-581-4645




UNITED STEEL SUPPLY

STEEL PRODUCTS FOR THE METAL ROOFING & METAL BUILDING INDUSTRY

Understanding Superior Service

2022 RB

512-263-0954 • unitedsteelsupply.com



Everlast Roofing, Inc.

OUR NAME SAYS IT ALL

PROFILE OPTIONS

EVERLAST II EVERDRAIN

WHY EVERLAST?

AZM® with Activate Technology
 COLORBOND® Paint System
 Cut Edge Corrosion Inhibitor (CECI)
 Heat forming
 Most corrosion resistant panel in the industry

Lebanon, PA Hows, IN Bridgton, ME Orwell, OH
 10 Enterprise Court 7180 N 050 E 24 JR Mains Drive 161 Grand Valley Ave
 Lebanon, PA 17042 Hows, IN 46746 Bridgton, ME 04009 Orwell, OH 44076

FOR MORE INFORMATION CALL: 888.339.0059 OR VISIT US AT WWW.EVERLASTROOFING.COM




RE-COILING SLITTING & BLANKING

METAL EXTERIORS
 CUSTOM METAL ROOFING AND SIDING

419-896-2200
 www.MetalExteriorsRoofing.com

- ~ Custom slitting & coil processing
- ~ 38 Different colors
- ~ Quick turn around times
- ~ Nationwide shipping






Versabend Tubing Bender

- Bends 2.5" square tube, 2.25" square tube, 2" square tube & 2" X 3" rectangular tube 12 & 14 ga.
- Full radius corner bend
- Adjustable automatic stops for pitch change
- Reliable - Dependable and easy to use

864-446-3645
 coldspring@wctel.net
 www.coldspringmetal.com
 2139 Hwy. 20 N • Abbeville, SC

COLD SPRING ENTERPRISES, INC.
 HOME OF PROTECTOR CARPORTS

DMI = BUILDING INVESTMENT PROTECTION

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

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

www.directmetalsinc.com 855-800-8878

2022 RB




NEW PRODUCTS

port a straightforward installation process while guaranteeing consistency and quality along the perimeter of a deck. A durable, low-maintenance building material, steel won't rot, warp or deteriorate over time. This means that Fe²⁶ Axis can resist the damaging effects of weathering in nearly any type of environment. Further preserving the system's overall appearance, FortressShield technology provides enhanced corrosion resistance and UV protection. Fe²⁶ Axis horizontal steel railing has a 15-year limited warranty.

■ DUPONT™ TEDLAR & SEAMAN LITE TRANSMISSION ARCHITECTURAL FABRIC

DuPont and Seaman Corporation announced the launch of Shelter-Rite® High Light Transmission architectural fabric using transparent Tedlar® PVF film. This new architectural fabric is ideal for structures that require natural light such as sports arenas, event venues and greenhouses.

Transparent UV-blocking Tedlar® film is an ideal high-performance material that provides decades of durable protection. With excellent weatherability and dirt-shedding properties,



Tedlar® preserves the life and aesthetics of architectural fabric structures even in extremely harsh environments. It provides high level of protection against ultraviolet (UV) light, moisture, rain, and pollution. Shelter-Rite® architectural fabrics with Tedlar® have a proven track record of long-lasting performance and aesthetics. **RB**

BUSINESS CONNECTIONS

FASTER THAN EVER



SAFE-WAY GARAGE DOORS

CALL US TODAY!
(877) 775-1670
SAFEWAYDOOR.COM

OUR LEAD TIMES WILL BLOW YOU AWAY!

4th ANNUAL
Construction Rollforming Show

SEPTEMBER 27-28, 2023
Duke Energy Center, Cincinnati, OH

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



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



Tell 100,000 subscribers about your new product

If your company has developed a new product for builders or contractors, email a new product announcement to one of the contacts listed below for possible publication in our business-to-business magazines.

Include a clear, high resolution image of the product (no logos or advertisements), along with a brief description of your product and the problems it solves.

Submission is not a guarantee of publication. We reserve the right to edit all submissions for content, length, and clarity.



Metal Roofing Magazine; Roofing Elements Magazine; Rollforming Magazine: Karen Knapstein – karen@shieldwallmedia.com
Frame Building News; Garage, Shed & Carport Builder: Marcus Josiger – marcus@shieldwallmedia.com
Rural Builder: Linda Schmid – linda@shieldwallmedia.com

GET GUARANTEED PLACEMENT BY ADVERTISING: Missy Beyer – missy@shieldwallmedia.com • 920-216-3007



new products
BY RURAL BUILDER STAFF

BOR-MAX SERIES EARTH AUGERS
General Equipment Company has introduced the 2330 Bor-Max Series earth auger and auger extension, offering digging performance for small, hand-held type earth auger products. These augers are specially designed to drill in soils as loose as loam.

Dust Goggles from Brass Knuckle
Brass Knuckle Grashopper (BKDST-1010N) dust goggles/spectacle offers workday versatility without sacrificing comfort. A soft, comfortable EVA foam dust filter with built-in air channels fills the gap between glasses and the face, keeping dust out. The filter also easily removes, transforming Grashopper into standard protective eyewear.
Lenses are durable polycarbonate, meet or exceed ANSI/ISEA Z87.1-2020, and are manufactured with and are manufactured with Brass Knuckle's N-Fog anti-fog coating. N-Fog performance testing shows its anti-fog capability exceeds the world's most stringent anti-fog standard — European EN 166168 — lasting 15 times longer.
This high degree of fog protection makes Grashopper perfect for jobs requiring workers to migrate between widely varying temperature extremes that make fogging eyewear an occupational hazard.
The sporty European design features a stylish, wraparound lens for an unobstructed field of vision. Bend-but-don't-break flexible thermoplastic rubber (TPR) green temples provide hypoallergenic, non-slip comfort, adapting to any facial profile without distorting optics. Grashopper is also fully dielectric (no metal anywhere).
www.brasasknuckleprotection.com

Hi-Visibility Jackets from Pyramex
Pyramex Winter Workwear jackets are designed to be highly functional when in the field. They have features that provide the protection you require from both a safety standpoint and against the elements.
According to the United States Bureau of Labor Statistics, more than 20,000 work injuries involved ice, sleet or snow in 2017. Experts agree key factors in staying safe when working outdoors in the winter include dressing the part and being visible.
The RCTP35 Series waterproof, hi-vis jacket has both an outer parka and inner jacket. Constructed of highly resilient orange polyester, the outer parka has a quilted lining and black material on the bottom and at the storm cuffs. With snaps to hold the inner jacket in place, the jacket has a bevy of features, including heavy-duty zipper front closures with snap storm flaps, a concealed detachable hood with a drawstring and plenty of inner sealed pockets. The jacket is rated to ANSI Type R, Class 3 and outer pockets. The jacket is rated to ANSI Type R, Class 3 and ANSI/ISEA 107-2015. ATCC 127 Waterproof standards.
The RPB36 Series jacket (shown) features a lime Teflon-treated waterproof, hi-vis rip stop polyester shell. The jacket has

both an outer parka and an inner fleece jacket. Keep the cold out with elastic bands at the wrists, and drawstrings around the bottom. The outer parka has 8 outer and 2 inner pockets, while the inner hi-vis polyester fleece has 2 outer and 2 inner pockets. The RPB36 Series jacket meets ANSI Type R, Class 3 safety standards.
The RPB3511 Series jacket has a waterproof black background with connected reflective material. Built tough, the jacket has all heat-sealed seams, a dual zipper front closure with a hook and loop storm flap, and a concealed detachable hood with drawstring and slack adjustment. A soft quilted interior keeps you warm along with elastic bands at the wrist and drawstring around the bottom to keep you dry. The RPB3511 Series jacket is tested to meet ANSI Type R, Class 1 and ANSI/ISEA 107-2015: ATCC 127 Waterproof standards.
www.pyramexsafety.com

Coreless Finish and Trim Nailers from SENCO
KYOCERA SENCO Industrial Tools (SENCO), an industry leader in fasteners and fastening systems, has updated its coreless finish and trim nailers, the company announced. The new F-15XP 15-gauge finish nailer, and F-18XP 18-gauge finish nailer, are available through SENCO distributors.
The new tools feature SENCO's patented FUSION Coreless Technology and maintain the feel and performance of a true pneumatic nailer. However, they have been re-engineered to be more robust, powerful and ergonomic, as well as easier to use and repair than previous air gunners. Each new SENCO coreless tool includes an air valve that allows the tool to be quickly and safely depressurized. The internal components can be easily removed and rebuilt, and the tool can be repressurized through the air valve.
"The new FUSION Coreless Pneumatic Technology and maintain the feel and performance of a true pneumatic nailer. However, they have been re-engineered to be more robust, powerful and ergonomic, as well as easier to use and repair than previous air gunners. Each new SENCO coreless tool includes an air valve that allows the tool to be quickly and safely depressurized. The internal components can be easily removed and rebuilt, and the tool can be repressurized through the air valve."
"The new FUSION Coreless Pneumatic Technology and maintain the feel and performance of a true pneumatic nailer. However, they are even more like a traditional pneumatic tool now than they were before," said Eric Bellman, Senior Product Manager. "While other brands require tools to be sent back to the factory, SENCO's new coreless tools can be serviced at any authorized FUSION vice center, allowing for faster repairs and less downtime."
Each new coreless finish and trim tool powered by FUSION technology comes with a 1.5Ah battery and a quick charger, a durable storage bag and a 5-year warranty. They are also compatible with SENCO's 3.0Ah batteries included with the company's DURASPAN auto-feed screwdrivers and FUSION coreless framing nailers.
www.senco.com/fusion
GBCS

ELASTOMERIC METAL ROOF COATING
National Protective Coatings (NPC) has introduced PERMAKOTE™ metal roof paint, which is a bright white elastomeric acrylic roof coating designed to work on high-build formula that possesses acrylic waterproofing technology. It also qualifies for a Class A fire rating test as per ASTM E-84-01, NFPA 101 Life Safety Code. The PERMAKOTE™ Metal Roof Paint contains NPCC's Primer, Seam and Elastomeric Caulk options provide metal roof restoration system with 15 year warranty.
For matching and custom colors are available.
nationalwidecoatings.com
PROTECTIONMAGS.COM 29

Locking C-Clamps with Swivel Pads. Scramers (available soon): 3", 6" & 9" LP10WC (covered) versus leading traditional locking pliers with wire cutter (with wire cutter) in the headwear. Eagle Grip is the strongest locking pliers in the world. They are made in the USA and backed by a lifetime satisfaction guarantee.
www.eaglegripusa.com

Verified by third-party testing of the wire cutter) in the headwear. Eagle Grip is the strongest locking pliers in the world. They are made in the USA and backed by a lifetime satisfaction guarantee.
www.eaglegripusa.com

Verified by third-party testing of the wire cutter) in the headwear. Eagle Grip is the strongest locking pliers in the world. They are made in the USA and backed by a lifetime satisfaction guarantee.
www.eaglegripusa.com



Equestrian Barn

By Kentuckiana Building & Development, LLC

THIS HANDSOME BARN IS A Wick pre-fabricated building. The client requested that living quarters be incorporated into the barn. The structure is 42' x 100' x 12' and features customized stalls. Classic touches include exterior stone accents, Dutch sliding doors, and cupolas. **RB**



THE DETAILS:

Building: Horse Barn

Building Size: 42' x 100' x 12'

Builder: Kentuckiana Building & Development, LLC

Building System: Wick Buildings

Walls & Roof: Wick Buildings

Exterior Wainscoting & Accents: Coronado Stone

Doors and Windows: Plyco Sliding Dutch Doors and Windows

Custom Stalls: Lucas Equine Stalls

For more information:
www.wickbuildings.com



Our New Digital Magazine Websites

www.ruralbuildermagazine.com

www.framebuildingnews.com

www.readmetalroofing.com

www.rollformingmagazine.com

www.garageshedcarportbuilder.com

www.roofingelementsmagazine.com

2023

GARAGE • SHED • CARPORT
BUILDER
SHOW
Preview

JANUARY 18-19, 2023

Greenville Convention Center • Greenville, SC

49: Preview

51: Exhibitor Profiles



The Benefits of an Education

Professional Learning Opportunities You Can't Afford to Miss!

BY MARCUS JOSIGER

THE SECRET TO SUCCESS IS learning. Not only is it solving problems, but it is also adjusting to the current business climate. Research, analyzing market trends, and continuing education can all result in continuous improvement. We offer all attendees a chance to get an education at the Garage, Shed, and Carport Builder Show January 18-19 in Greenville, South Carolina. The goal is to have attendees apply the skills and knowledge learned at the show to their businesses, thus empower them to achieve greater success.

Attending the show is an incredible value. Whether it's because of the price point or the intended outcome, the knowledge is out there — it's up to attendees to capitalize on the opportunities.

Every builder and supplier faces challenges in the industry. Courses offer solutions to problems that companies have faced in the past. Educators are taking the time to present proven solutions.

Every class has something unique to offer. If you attend the show and skip the educational sessions, it's a missed opportunity to grow your knowledge base. You may learn solutions to problems you may face in the future. Additionally, every session will have a question and answer period. By stating their concerns, attendees can address issues that occur regularly.

The answers to the questions brought up during and after a presentation are just as important as the presentation itself. Show attendees drop in on classes for two reasons. First, to learn more about a specific topic or to solve a problem. Questions that are unanswered during the presentation should be followed up on after the session. It is another benefit that comes from attending the classes. A participant can strike up a one-on-one conversation with the presenter. For example, focusing on roof seams, the conversation can begin with, "Which clamp features pair well with a T-panel seam?" The presenter might suggest a clamp by Ace Clamp that is pre-assembled and easily torques. Additional features to be addressed may be set screws that could scratch the coating. Addressing specific situations, such as the one just noted, is a prime example of attending the educational sessions. Future mistakes can be avoided, which saves both time and money.



Classes can also arm you with the knowledge to sell more products/units and conquer on-site challenges. The Garage, Shed, and Carport Builder Show has several presentations to help you maximize your closing ratio. One topic is the importance of upselling. The seller benefits from increased sales, and the customers benefit from the added value. Consider this example: A customer is buying a carport. It's natural that the salesman suggests adding condensation control such as Dr!pStop. The added investment in condensation control preserves the customer's automotive investment. Upselling features that customers don't realize they need boosts sales and personal value for the company—a clear win for both parties.

The lumber basics course is aimed directly at those builders who are keen on preventing post-frame rot; several solutions

may lie within the presentation. A product that may be a solution to the common problem of rot is Planet Saver Industries' Green Post. The Green Post has an impermeable barrier applied to the post; it's comprised of a bitumen coating and impermeable membrane. The barrier actively repels moisture — the biggest henchman to rot. Solutions presented in lumber basics help businesses increase profit margins, allow listeners to pay attention to job site details, and provide customers with money saving products.

Attendees may leave with a bagful of SWAG and a handful of business cards. However, the acquired knowledge is priceless. Attendees are often charged extra to attend educational sections. However, that is not the case at the Garage, Shed, and Carport Builder Show. The price of admission to the expo floor includes admittance to all educational sessions.

Furthermore, educational sessions apply directly to an individual's work. For example, classes focused on snow retention empower salesmen to offer an appropriate system based on their customers' needs. For example, the location of the building, the slope of the roof, and desired aesthetics are all taken into consideration when determining an appropriate snow retention system. If a snow bar system is used on the roof, the bars will not only prevent dangerous snow slides, but will also allow it to melt away slowly, allowing the water to drain between the bars. In this instance, the customer house now has the best product for it. Thanks to the educational session.

You will come away from the show with greater knowledge about specific products and how these products prevent or solve your customers' problems. Understanding the headaches that reflective insulation such as rFOIL can prevent can save your customers thousands of dollars by protecting their carport-stored autos from damage caused by reflected heat. That is why understanding how a product works is critical.

Finally, walking away from the classroom, every person should be able to improve their company's economic status. Every class



is designed to either increase sales or reduce expenses. Adopting systems such as Smart Build could increase company sales by having on-hand estimates ready for customers. The other option is to calculate by hand and check warehouse stocks, which increases lead time and unnecessarily limits the number of customers you can help at one time.

Lessons such as these are critical for any company's success and yours. These are just a few of the topics that will be covered at the January 18-19 Garage, Shed & Carport Builder Show at the Greenville Convention Center in Greenville, South Carolina. A lesson missed is an opportunity missed; take time to browse the class schedule and see what benefits it offers you.

Visit <https://garageshedcarportbuilder.com/show-registration/> for show updates as they develop. **RB**



Due to time restraints, this is only a particle list of exhibitors. More may be added to the Garage, Shed & Carport Builder Show in the coming weeks. Keep up to date by visiting www.garageshedcarportbuilder.com/show-registration.

Exhibitors are also subject to change due to unforeseen circumstances.



3GM Steel

Booth #313

1650 W. Hwy. 80
Somerset, KY 42503
www.3gmsteel.com
sales@3gmsteel.com
606-676-2146

3GM Steel is a family-owned, American steel trading and coil distribution company. Since 1989, we've focused on providing the highest quality product available, at competitive prices, delivered with professional service. 3GM Steel warehouses and distributes bare, acrylic-coated, and pre-painted Galvalume® to roll formers nationwide. We also leverage our relationships with tier-one mills across the globe to offer our partners custom-tailored steel solutions. The 3GM Steel team is comprised of seasoned steel industry veterans and professional support staff, and partners with customers to help drive their growth plans.



Acu-Form

Booth #310

10550 Township Road 262
Millersburg, OH 44654
www.acuformequipment.com
acu-form@safecommail.com
330-674-4003
330-674-4035 (fax)

Acu-Form has been successfully designing and manufacturing roll forming equipment that consistently provide quality products. They use D2 tool steel for their forming dies, which provides longevity. Choose from a wide variety of profiles or we will custom build to your specs. Most parts are built in-house, giving us superior quality control. Acu-Form machines can be set up to run on electric, hydraulic, or mechanical power.



Albatross Supply, LLC

Booth #212

Albatross Supply, LLC
2851 Rocky Branch Rd
Hamptonville, NC 27020
info@albatrosssupply.net
336-488-1128

Albatross Supply is a distributor of upscale products for the construction industry. Our products include composite decking, aluminum porch posts and railing, Discovery Metal roofing underlayment, and Metal shake and slate.



American Building Network

Booth #102

1317 Boggs Dr.
Mount Airy, NC 27030
www.americanbuildingnetwork.com
336-673-6020

American Building Network is a nationally recognized metal building manufacturer that works closely with dealers across the nation, equipping customers with quality steel structures, affordable prices, and industry-backed guarantees. We're dedicated to delivering premium products, providing exemplary customer service, and setting the bar for how a company should do business in the metal building industry. Whether we're working with other business owners or extending dealer support for smaller companies, you can count on American Building Network to provide quality that lasts. We also proudly work with licensed and experienced installation teams, supplying customers with long-lasting solutions for any infrastructural need.



Apple Outdoor Supply

Booth #422

2850 Appleton Street
Camp Hill, PA 17011
appleoutdoorsupply.com
orders@applefasteners.com
800-704-8112
800-633-7916 (fax)

Since 1997, Apple Outdoor Supply has been a wholesaler of Shed, Barn, & Playset hardware and essentials. We use both domestic and foreign vendors to bring the best possible quality and priced products to our customers. We have a knowledgeable and dedicated sales staff; our salesman can provide product information and advice, on-site visits, and more. We are a wholesaler, but we sell to builders both large and small. We ship orders on both freight and ground; we coordinate with you to make shipping easy. We have two different locations, one in PA and one in NC. Both locations can directly service local customers, and ship customers outside of their area.

**TO EXHIBIT OR
FOR MORE SHOW
INFORMATION
CONTACT
GARY REICHERT:**

gary@shieldwallmedia.com
715-252-6360



ASC Machine Tools, Inc.

Booth # 317

900 North Fancher Road
Spokane, WA 99212
www.ascmt.com
salesupport@ascmt.com
509-534-6600
509-536-7658 (fax)

Established in 1949, ASC specializes in roll-forming machinery, tooling, and associated equipment utilized for metal processing. We offer a variety of panel lines, single and multi-trim roll formers, cz purlin lines, garage door and roll-up door lines, track lines, channel lines, bottom bar roll former and custom designed roll-forming lines – Made in Spokane, Washington USA!



ASTA AMERICA
BY JANUS INTERNATIONAL

ASTA America by Janus International

Booth # 305

638 Cassville White Road NW
Cartersville, GA 30121
ASTAAmerica.com
marketing@astaamerica.com
770-746-9163

ASTA America is your trusted provider for rolling steel and commercial sheet doors. We offer a full-line of rolling steel doors in every size, model and option in the book. Our products range from service doors to fire rated doors, counter shutters and more. While our company has expanded and our product offerings have evolved over the years, our unwavering dedication to quality products and commitment to our unsurpassed customer service remains steadfast.



THE BRADBURY GROUP

Bradbury Group

Booth #204

1200 E Cole
Moundridge, KS 67107
www.bradburygroup.com
bradbury@bradburygroup.com
620-345-6394

The companies within The Bradbury Group design and build quality roll forming equipment, cut-to-length equipment, levelers, automated production systems, metal tile roofing systems, and controls for facilities of all sizes. Whether you need a single machine or an entire manufacturing system, we have the expertise and experience to build equipment that will exceed your expectations. Our machines and systems are known for their reliability, high production capabilities, scrap reduction, and build quality.



Capital Forest Products

Booth # 114

222 Severn Ave
Bldg 14, Suite 100
Annapolis, MD 21403
www.capitalforest.com
info@capitalforest.com
410-280-6102
410-280-6108

For over 40 years, Capital Forest Products has been leading the distribution of lumber and manufacturing materials for the building industry along the east coast. Exclusive relationships with our European and Canadian sawmills allows us to deliver high-quality, premium products to you in full or mixed loads. Supplying exceptional furring strips, framing lumber, panel products, and specialties to industry leaders allows us to be the prime resource that positions you leaps ahead of the competition.



Cold Spring Enterprises

Booth # 125

2139 Highway 20 N
Abbeville, S.C. 29620
www.coldspringenterprises.com
coldspring@wctel.net
864-446-3645

We provide everything you need to become a manufacturer of metal carports and garages. This includes the Versabend Tube bender, as well as all the accessories to build them.



Direct Metals Inc.

Booth # 306

1719 Baseline Court
Fort Myers, FL 33905
www.directmetalsinc.com
orders@directmetalsinc.com
855-800-8878
239-599-8545 (fax)

DIRECT METALS INC supplies fasteners, solid & vented foam closure strips & rolls & other roofing accessories to the post-frame, steel-frame & residential metal roofing industries. Essential products include self-drilling screws designed for carport applications, butyl mastic & concrete wedge anchors. 304 SS Cap SCAMP self-drill & metal to wood screws are excellent replacement fasteners. Additional products include low-profile PANCLIP screw & panel clips for standing seam metal roofs, 304 SS rivets, windows, reflective insulation & polycarbonate panels for skylight replacement.

We are a **SUPPLIER** of Shed, Barn, Playset Hardware & Essentials

SERVING THE BARN, SHED & OUTDOOR PLAY INDUSTRIES



PROVIDING YOU WITH:

Highest Quality Products • Largest Selection
Competitive Pricing • Easy Shipping • Dedicated Sales Team

CONTACT US TODAY!

PHONE: 800.704.8112 • FAX: 800.633.7916 • EMAIL: orders@applefasteners.com

VISIT: <https://APPLEOUTDOORSUPPLY.com> to view & request our CATALOG

EXHIBITOR PROFILES



DripStop

Booth #301

10118 Settlement House Rd.
Dayton, OH 45458
www.dripstop.com
info@dripstop.com
937-660-6646
937-999-3927 (fax)

For over 25 years, DRIPSTOP has been the absolute best way of dealing with condensation on non-insulated metal roofs. It has been tested in every climate condition across the globe and has proven to be a simpler and more economical way to fight condensation. The membrane will absorb the water caused by condensation, thus preventing dripping from the roof. DRIPSTOP serves as an added layer of protection for the metal in corrosive environments while also improving inside and outside acoustic properties. Both impact and echo noises are reduced significantly.



Graber Post Buildings Inc.

Booth #224

7716 North 900 E
Montgomery, IN 47558
www.graberpost.com
info@graberpost.com
800-264-5013
812-636-4936 (fax)

At Graber Post Buildings, we stock over 4,000 coils in order to accommodate the immediate demands of our customers. We have slitting capability and 'Cut to Length' service. Our coils are painted with AkzoNobel Ceram-A-Star 1050 - Energy Star. We have 22 brilliant colors with a 40-year paint warranty. Recently, we added AkzoNobel Ceram-A-Star Frost in six colors. Graber Post offers direct mill order

and pickup for maximum cost efficiency. We also offer warehouse shipment from Graber Post. We can ship stand-alone coils or can combine coil shipping with other building materials for additional savings. Graber Post also offers complete building packages that can be delivered to your door.



Gregory Tube

Booth #321

4100 13th St SW
Canton, OH 44710
GregoryTube.com
330-477-4800

Gregory Tube is the industry leader in steel tubing and metal building components. We're backed by a legacy of galvanizing and manufacturing expertise dating back more than 125 years and five generations. Operating out of a 120,000-square-foot facility, our experienced team consistently comes through with quick turnarounds, quality service and on-time products.



IdeaRoom

Booth #222

910 W Main St., #200
Boise, ID 83702
www.idearoom.com
sales@idearoom.com
208-954-8570

Today's consumer expects self-service and instant gratification. To remain competitive in a changing e-commerce landscape,

shed, carport, and building companies must provide their customers with a superior shopping experience. IdeaRoom allows you to visually represent your buildings in 3D, providing your customers the tools to quickly configure the structure of their dreams without the assistance of a sales person. Generate qualified, high-value leads that are more likely to close faster and at higher average sales prices.



IdentiGrow

Booth #118

10603 Port Republic Rd
Port Republic, VA 24471
identigrow.com
sales@identigrow.com
540-283-9193
540-283-9194 (fax)

YOUR product is your BEST advertisement. IDENTIFY IT with custom nameplates! We provide options and guidance to help you choose. DON'T WAIT. CALL NOW.



Innovations Manufacturing

Booth #211

4555 Grape St.
Denver, CO 80216
www.im-inc.com
sales@im-inc.com
303-321-0945

Innovative IM Ramp System allows planks to be adjusted, removed or left in place. We have developed a series of shed products that have become very popular within the shed building industry. Contact one of our Sales Reps to learn how our products can help your manufacturing processes. Innovation at every turn. Innovation products for Shed Enthusiasts.



MIDCO Building Products

Booth #108

1040 Dick Castleman Bypass
Mayfield, KY 42066
www.midcoproducts.com
sales@midcoproducts.com
270-247-7447
270-247-4963 (fax)

MIDCO is proud to be the nation's leading manufacturer of pre-hung doors designed specifically for the shed building industry to accommodate a variety of wall heights. We are also a leading distributor of windows, hardware, roll-up doors, aluminum products, etc. With an extensive LTL program, and our own fleet of trucks, MIDCO can now deliver anywhere in North America, while striving to provide the best service possible to the shed building industry. For a full list of products we offer, please contact us for a catalog.



Pan American Screw

Booth #408

630 Reese Drive S.W.
Conover, NC 28613
sales@panamericanscrew.com
www.panamericanscrew.com
800.951-2222

Since 1957, Pan American Screw has manufactured and distributed professional grade threaded fasteners and components to a variety of manufacturers. Products stocked in our Conover, N.C. facility include post-frame, metal frame, hardware, decking, and woodworking fasteners. We also stock Big Timber™ construction lag screws, closure, ridge vent material, butyl tape, driver bits, nut setters and much, much more. Let us be your one stop shop for all of your shed, carport & garage fastener requirements.



Tuftex / Onduline North America

Booth #105

4900 Ondura Lane
Fredericksburg, VA 22407
info@onduline-usa.com
https://us.onduline.com/pro
540-898-7000

Tuftex brand polycarbonate and PVC panels by Onduline North America are designed for roofing, daylighting and interior wall/ceiling lining applications. Tuftex is MADE IN THE USA by Onduline and offers lightweight and easy to install material for all kinds of applications. Purchase direct from the manufacturer. Distribution opportunities available. Contact the U.S.-based customer service team today for more information. A worldwide leader in lightweight roofing, Onduline has 10 plants in eight countries and 70 years of experience.



Planet Saver Industries, LLC

Booth #207

New Holland, PA 17557
www.advancedpostsolutions.com
610-377-3270
717-355-9813 (fax)

GreenPost from Planet Saver Industries offers a unique non-toxic concept for protecting in-ground wood from the harmful effects of ground-contact decay, at the same time providing uplift restraint. GreenPost is laboratory proven, termite tested and building code compliant and is applied to posts using a specialized production machine so posts arrive ready for installation. GreenPost also complements pressure-treated posts by providing an environmentally friendly barrier, helping to keep the preservatives in the post longer.



PPG Commercial Coatings

Booth #216

19699 Progress Drive
Strongsville, OH 44149
www.ppgtruefinish.com
1-866-774-8783

PPG's AQUACRON® 200 semi-transparent urethane and Aquacron 100 solid-color coatings deliver excellent exterior protection and exceptional color retention in a variety of pre-mixed and custom colors. PPG delivers more than world-class coatings. We're your trusted partner! We provide world-class technical support, on-site application training, and color matching services. We develop and manufacture our own coatings and also offer a wide variety of sundries. With PPG's personalized inventory management program, we will keep your coatings and sundries stocked in our local service centers based on the minimum levels you require for fast, on-time delivery. We're with you every step of the process.



Pro Cut Metals

Booth #214

109 Rice Rd.
EASLEY, SC, 29640
ayoder@procutmetal.com
864-481-9180

Pro Cut Metals is a fast growing family business. We are a premier manufacturer of metal roofing and siding materials provided and delivered with professionalism and the consumer interest in mind. Pro Cut Metals also provides full post frame packages that can be customized in any way. With the partnership of the family owned truss plant and building supply, Pro Cut Metals is able to competitively provide the dream metal structure buildings that consumers come looking for.

EXHIBITOR PROFILES



RTO NATIONAL
success made simple

RTO National

Booth #203

PO Box 9759
Greenville, SC 29604
www.rtonational.com
contactus@rtonational.com
(833) 588-1802

We're excited to meet with dealer partners at the GSCB show in our hometown! RTO National is the industry's largest provider of software, systems, and payment solutions in the country. The service and support that you've come to recognize from us is part of the charm you'll find when you step foot in Greenville. Come by our headquarters or swing by booth 203 for a warm welcome and a demo of our newly enhanced dealer management system - the industry-leading technology that helps you manage all aspects of your business.



Sensei Digital

Booth #102

1317 Boggs Dr.
Mount Airy, NC 27030
www.senseicrm.com
336-756-6147

Sensei is a SaaS platform specially designed just for the metal buildings industry. Featuring two integrated applications that are valuable to metal building providers. The Sensei 3D Estimator enables both metal building professionals and customers to design and visualize the exact metal structure they want. This includes updating pricing for both essential building elements and optional customizations. And the

Sensei CRM software platform gives metal building providers the capability to manage both prospective leads and current clients more effectively and efficiently.



Shed Marketer

Booth #101

211 E Main Street
Suite 315
Lakeland, FL 33801
shedmarketer.com
jmosier@shedmarketer.com
888-346-1069

Shed Marketer's "Web Results Framework" is the only industry-specific digital marketing & lead generation system. Exclusively for shed builders & portable building manufacturers, it is designed to overhaul your entire digital presence to achieve one goal: Selling more buildings. The program takes a complete look at your website, Google Business Profiles, social media, email marketing, and online advertising, then implements proven strategies to increase sales.



ShedPro

Booth #309

2403 Massanetta Springs Road
Harrisonburg, VA 22801
www.shedpro.co
hello@shedpro.co
Paul Gerard
812-725-2662

ShedPro is a shed sales solution that helps your business capture new leads, close more deals, and improve your online customer experience. Our 3D configurator and sales-focused website were built to help you dramatically grow your shed sales and save time by simplifying your sales process. We're introducing augmented reality to the shed industry and as always maximizing your return on investment with Google Ads management.



SmartBuild LLC

Booth #323

PO Box 20627
Boulder, CO 80308
<https://smartbuildsystems.com/>
sales@keymark.com
303-443-8033

SmartBuild System is the construction industry's only complete design system for pole barns, sheds, garages, all steel buildings and roofing. This simple, web based software quickly generate a 3D model, material lists, pricing, proposals, and complete construction documents for almost any building or roof in 15 minutes. SmartBuild reduces takeoff time from hours to minutes, eliminates takeoff errors, and when used with clients in live design sessions, should triple your sales close ratio.



Tough Trade Tools by County Line Concepts

Booth #220

211 N. Lansing Street
Mt. Pleasant, MI 48858
www.toughtradetools.com
989.859.2168

Tough Trade Tools by County Line Concepts' original featured tool is the Ridge-R3:10, which has a 36"-long HDPE base with four custom-designed hardened spring-loaded steel punches. It allows six, 29-ga. metal panels to be accurately punched at one time. Adjustable arms allow instant spacing of the holes. The newest featured tools are designed for marking angles. The Ridge-L is used for any flat surface, the Ridge-L9 is used on 9" OC ribbed panels, and the Ridge-LSS is for use on standing seam panels. They are made of HDPE bodies with anodized aluminum adjustable arms.



Trac-Rite Door

Booth #206

314 Wilburn Rd.
Sun Prairie, WI 53590
www.tracrite.com
tr@tracrite.com
800-448-8979
608-824-6745 (fax)

Trac-Rite Door manufactures quality steel roll-up doors for a multitude of uses including self storage, residential, agricultural, and commercial. Trac-Rite is dedicated to providing customized, worry-free, low maintenance products delivered with uncompromising service.



Union Grove Lumber

Booth #418

131 Lumber Drive
Harmony, NC 28634
www.uniongrovelumber.com
erica@uniongrovelumber.com
704-539-5506

For over 35 years, Union Grove Lumber has provided wood products EXCLUSIVELY to the shed industry. Our business is 100% your business. We provide everything that comes from a tree that goes in a barn. Duratemp, MiraTEC, PerformMAX, treated floor joists, notched runners, premium EURO spruce, and plywood to name a few items. We also provide precision end trimming at NO ADDITIONAL COST! Call us today! See you at the show!

4TH ANNUAL

Construction Rollforming Show

SEPTEMBER 27-28, 2023

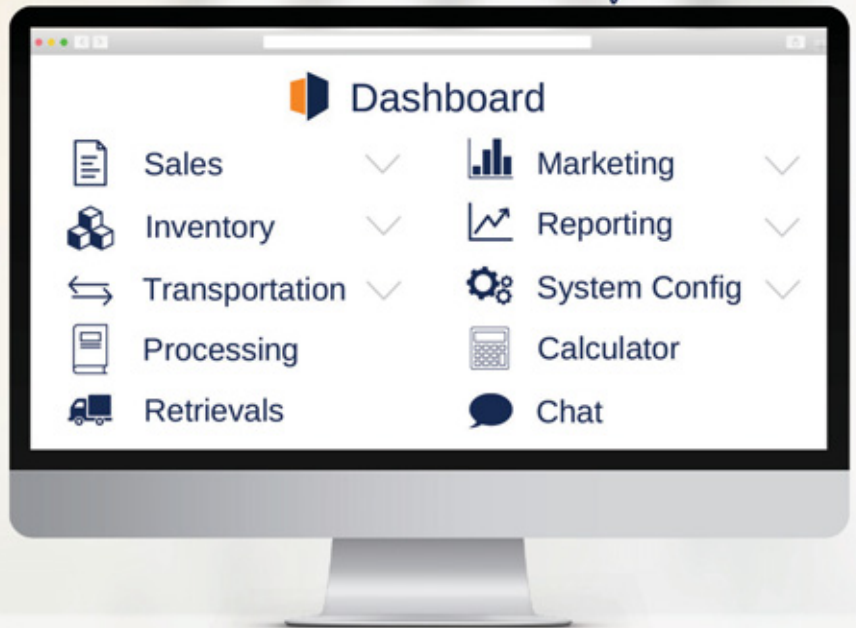
Duke Energy Center, Cincinnati, OH



RTO NATIONAL
success made simple

DEALER MANAGEMENT SYSTEM
PREFERRED PARTNER PRICING AVAILABLE

Ask about our new features!



Visit us at the GSCB Show!

(833) 588-1802

contactus@rtonational.com

rtonational.com/dealers



BECOME A DEALER

EXHIBITOR PROFILES



W.E.H. Supply, Inc.

W.E.H. Supply, Inc.

Booth #129

54 Denver Road
Denver, PA 17517
wehsupply.com
sales@wehsupply.com
717-336-4984
717-336-0661 (fax)

W.E.H. Supply is a family owned and operated wholesale distributor and manufacturer of components for the Garage, Shed and Carport industry. Our quality focused product line (Windows, Doors, Hardware, and Accessories) serves customers throughout the USA and Canada. From a small lot to direct containers, we ship it the way you want. Give our sales team a call and experience our dedication to customer service.



**Garage, Shed & Carport
Builder Magazine**

Booth #229

PO Box 255
Iola, WI 54945
www.garageshedcarportbuilder.com
715.252.6360 (Gary)
920-264-9465 (Marcus, editor)

Garage, Shed & Carport Builder Magazine is the industry's only trade publication that addresses all aspects of small, special-use residential buildings. We disseminate information to construction professionals about small, special use buildings including sheds, carports, and garages.



Shield Wall Media

Booth #229

PO Box 255
Iola, WI 54945
subs@shieldwallmedia.com
www.shieldwallmedia.com
715-252-6360 (publisher)

Shield Wall Media owns Garage, Shed & Carport Builder Magazine and the Garage, Shed & Carport Builder Show. Visit the booth for free subscriptions to each of the company's expanding line of titles, including Rollforming Magazine, Frame Building News, Metal Roofing Magazine, Rural Builder, Roofing Elements, Metal Builder, and Garage, Shed & Carport Builder.

CALENDAR

BY RURAL BUILDER STAFF

JANUARY

18-19, Garage, Shed, Carport Builder Show, Greenville, South Carolina. The second annual show for all suppliers and professionals in the industry.

garageshedcarportbuilder.com/show-registration

FEBRUARY

12-15, Sprayfoam Convention & Expo, Daytona Beach, Florida. The largest annual convention and trade show in the U.S. dedicated to Spray Polyurethane Foam.
sprayfoam.org/sprayfoam23

22-24, Frame Building Expo, Louisville, Kentucky, The National Frame Building Association's Annual Post-Frame Construction event.
nfba.org

MARCH

7-9, International Roofing Expo., Dallas, Texas. The premier roofing and exteriors event.
theroofingexpo.com

14-18, CONEXPO, Las Vegas, Nevada. North America's largest construction trade show.
conexpoconagg.com

APRIL

17-20, National Home Performance Conference, Seattle, Washington. This event brings together contractors, weatherization and other professionals in residential energy efficiency.
<https://events.building-performance.org/national>

19-21, MHI National Congress & Expo, Las Vegas, Nevada. The industry's premier event for manufactured housing professionals
www.congressandexpo.com

20-22, Spring IDA EduCon & Tradeshow, Louisville, Kentucky.
www.doors.org/idaexpo-events/educon

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



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

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

Name (please print) _____

Signature (required) _____

Company _____

Address _____

City _____ State _____ Zip _____

Telephone (_____) _____

E-mail _____ Date _____

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

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

I would like to receive my subscription: By Mail Digitally

Check this box if you wish to receive our Construction Express newsletter and offers from our partners.

Email address is required to receive newsletter.

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

**SELECT A MAXIMUM OF 5 COMPANIES
TO REQUEST INFORMATION FROM:**

Company Name: _____ PAGE: _____

Company Name: _____ PAGE: _____

Company Name: _____ PAGE: _____

Company Name: _____ PAGE: _____

Company Name: _____ PAGE: _____

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

RB DECEMBER 2022

CHECK WHICH TITLE APPLIES TO YOU:

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

PLEASE CHECK THE PRIMARY CATEGORY THAT DESCRIBES YOUR BUSINESS:

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

ENGAGED IN THE FOLLOWING APPLICATIONS:

- Gutters/Accessories
 Institutional
 Residential
 Agricultural
 Commercial
 Industrial

Metal Builder

RURAL BUILDER MAGAZINE SPECIAL SECTION

METALCON
PHOTO GALLERY & WRAP-UP

**INSULATED
METAL PANELS**
CREATE EFFICIENCIES
FOR A SPORTING FACILITY

THE RADIUS GUTTER
RANKS AMONG THE

**TOP 10
METALCON
PRODUCTS**



4TH ANNUAL

2023 Construction Rollforming Show



**DUKE ENERGY CENTER
CINCINNATI, OH**

SEPTEMBER 27-28, 2023



Reflections & New Opportunities

As the year comes to a close, it's a great time to take stock of where we stand; what opportunities came our way, and what we want to take with us as we move forward. As the pages of Metal Builder show, there have been many opportunities in the last quarter of this year.

METALCON was a great place to become inspired, beginning with a presentation dealing with a constantly changing business landscape to the educational wisdom shared in the Architect's Experience. Read more about the show in our review and discover scenes from the show.

The top products of the year were decided upon by the metal building community, and the top three were voted into place at METALCON. If you missed the presentation, check out our coverage of these products and their suppliers, and find out how these companies innovate new products.

The Construction Rollforming Show brought insights including how to make the sale, improving efficiencies with software, and more. The show floor was a great place to discover the various equipment available and the options that would work best for you. We've included some highlights for you in our show coverage in the Rural Builder section (page 28) of this issue.

Now is the time to act upon the new relationships begun at the



shows, to put those new marketing and sales techniques in place, and to implement those new job strategies you discovered. You'll also want to plan for more growth opportunities.

Start the new year with the Garage, Shed & Carport Builder Show in Greenville, South Carolina, on January 18-19. Mark your calendar and find the details at www.garageshedcarportbuilder.com/show-registration/

Merry Christmas...and welcome to a Great New Year!

Linda Schmid,
managing editor
linda@shieldwallmedia.com

Contents

METALCON 2022:
Show Overview
PAGE 4

METALCON 2022:
Attendee Recap
PAGE 7

Top New Products:
As Determined at METALCON 2022
PAGE 10

Durability & Diversity:
Case Study: The Boston Sports Institute
PAGE 14

Project of the Month:
RV Warehouse/Distribution Center
PAGE 16

On the cover: The Radius Gutter by Classic Gutter Systems was voted as one of the Top New Products at METALCON 2022 in Indianapolis, Indiana. Photo courtesy: Classic Gutter Systems

Correction: The cover photo on the September Metal Builder Magazine was courtesy of the Indiana Convention and Visitor's Bureau.

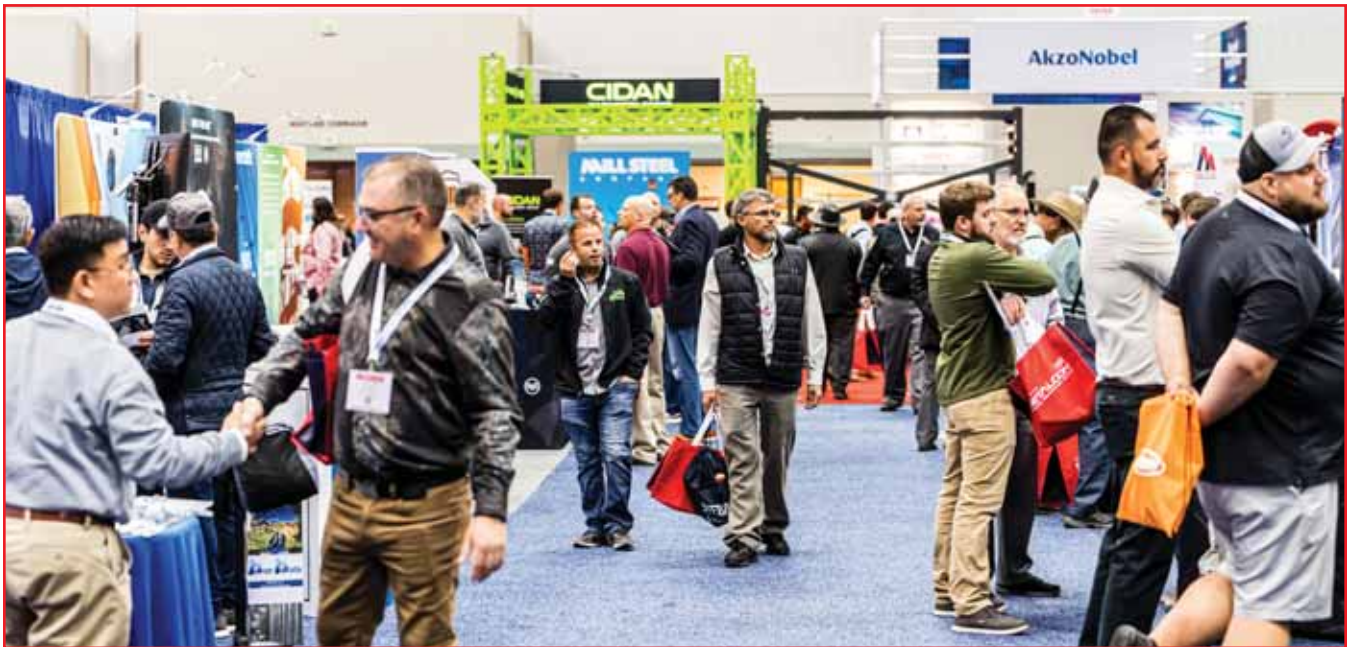


PHOTO COURTESY OF MCBOAT PHOTOGRAPHY

METALCON 2022 Takes a Victory Lap in Indy

For its first time in Indianapolis, the racing capital of the world, METALCON roared across the finish line for both attendees and exhibitors. From intensive workshops to 40 free educational sessions to inspiring keynotes, attendees learned from top industry experts and earned nearly a year's worth of continuing education credits at the industry's only event dedicated exclusively to the application of metal in design and construction.

"You truly can't get this type of experience anywhere else," said show attendee Ryan Anderson of Elevated Metal Solutions in Big Sky, Montana. "There are so many tools and resources here, whether you are trying to grow your marketing, your installation knowledge or your sales. There are so many great minds coming together, so much knowledge to be shared—all in this one centralized location. It's a fantastic way to expose yourself to the industry and learn about what it takes to

grow your company efficiently. This is my first METALCON; needless to say, we will definitely be back."

Kicking off day one of the show was keynote speaker, Dr. Melissa Furman of Career Potential, a consulting, training and coaching organization, who shared her thoughts on preparing for "the new era of uncertainty and constant flux" and strategies for navigating ongoing challenges.

"We have experienced more change in the last 18 months than we experienced during the entire industrial revolution, and the change is only getting faster," said Furman. She spoke about the difficulty her clients are facing with finding new hires. She said, "If you just continue to tweak old systems, old ways of doing things to try to remain relevant, your organization may not survive. You have to rethink your organization. Nothing is off the table. You have to put yourself outside of your com-

fort zone and be thinking about how you can build your organization—one that is relevant for today. Are your systems, protocols and infrastructures based on old rules? I ask you, are your organizations relevant? Because these younger generations whether they are your customers, consumers or employees, they want to know why."

"We will never go back to a new normal—the way things used to be," continued Furman. "As a leader you need to start thinking in this mindset of how you can manage constant change. Any time I hear the words best practice, it is like nails on a chalkboard to me because what are best practices based on? What has worked in the past. We are in a different landscape today, and most of those things that worked in the past are not going to work today or in the future."

Back by popular demand, The Architect's Experience returned to METALCON this year. Architects, specifiers and designers

learned from industry experts. Show attendee and registered architect, Judy Kleine said, “In just three days, I can get three quarters of my CEUs for a year, and that’s important because it is hard for me to take time off. You not only have the education, which has been very good, you also get to see new products, how systems go together and how they work.”

Architect’s Experience speaker, Dan Brueggert, AIA LEED AP, Principal of CSO Inc., concurs. “For me, it’s hard to stay abreast of what’s innovative in the industry. Clients are always choosing their architect based on how innovative that architect is. We’re trying to stay at the forefront of technology. We don’t have time to keep up with what manufacturers are doing and what’s now available that wasn’t before, so coming to a place like this and learning about what new things are coming out is invaluable to us to stay ahead of that innovation.”

On day two of the show, American Indy Car Series car driver, Josef Newgarden shared stories on the inner workings of his race team and highlighted lessons learned regarding communication and teamwork on his path to the top tier of American Motorsports. He spoke about how important it is to have people in your life who support you. For him, that is his father, encouraging him every step of the way. He



Educational and inspirational presentations drew crowds. PHOTO COURTESY OF MCBOAT PHOTOGRAPHY

also spoke about the role of each individual on his team and how together, they contribute to the overall success of the team.

Also on day two, Paul Deffenbaugh, editorial director of Metal Construction News moderated a state of the industry panel with Tony Bouquot, general manager of the Metal Builders Manufacturers Association; Jennifer Heimburger, president of the Metal Builders Contractors & Erectors Association; Chuck Howard, long-time industry veteran and president

of Metal Roof Consultants; and Alan Scott, FAIA, registered architect and sustainability practitioner with Intertek. They discussed supply chain issues, rising costs, the labor shortage and workforce development.

Bouquot said, “Manufacturers are able to find materials but are having to deal with some substitutions like components of paint supplies or specific gauges; they are turning to conventional steel as it is more readily available.” On the same topic



American IndyCar Series car driver, Josef Newgarden shared stories related to teamwork on day two. PHOTO COURTESY OF MCBOAT PHOTOGRAPHY



Dr. Melissa Furman kicked off day one with a keynote address. PHOTO COURTESY OF MCBOAT PHOTOGRAPHY



Attendees' questions were answered at METALCON 2022. PHOTO BY SHIELD WALL MEDIA STAFF.



PHOTO BY SHIELD WALL MEDIA STAFF.

Heimbürger said, “Companies are able to find alternate suppliers; wait times have varied; and businesses are turning to conventional steel.” Howard contributed, “It has been difficult to get jobs done, and costs have gone up, but the demand is still there. The supply chain is constant now; things have leveled off; and they are in a more comfortable position.” He also stated, “Now is a good time to step back, think long-term and make lemons out of lemonade.”

Deffenbaugh asked about pricing increases and what the panel is seeing. “Nobody was talking about inflation when steel prices increased 400%,” said Heimbürger. “Concrete is affecting projects, fuel surcharges and fuel. The market will bear some increases.” Howard said, “Over the last two years, budget planning has been difficult because of price increases, but they are leveling off, and we are catching our breath.” Bouqout contributed, “The value of coming to METALCON is we can have those face-to-face conversations. We are all trying to stay ahead of the downstream prices we are seeing.”

On the topic of sustainability, Scott said, “Low cost, long-term financing ITCs (international tax credits) have been extended, and building performance standards are coming into place, affecting existing building performance approval.” Heimbürger contributed, “The retrofit market is growing; it is cheaper to buy an older building and retrofit it vs. building

new.” Howard stated, “There is more demand than capacity to take care of the demand in retrofit. You never have to worry about feeding your family if you get into the retrofit business.”

The panel also discussed the environmental benefits of using metal in construction, reducing carbon emissions by using 100% recyclable steel and changing the perception of the trades by providing tools to schools (i.e., curriculums and programs) to promote the trades as an option.

This year’s show included nearly 250 leading companies exhibiting the latest metal construction industry products and technology.

“Most people at METALCON know that a lot of things happen behind the scenes, so for us it’s really networking, meeting

the people in our industry and planning out the future by securing purchases, materials, metals,” said Jay Lara, Vice President of Sales, Carport Central.

Long time exhibitor, Bob Repovs, president and CEO of Samco Machinery, said, “We’ve been having a lot of great conversations with builders and engineering companies looking for what’s out there with steel, whether it is roof trusses, wall panels or steel structural systems. A lot of our clients from all around the world come to METALCON. It’s exploratory of information. We have our experts here, our engineers, our sales engineers—all the experts are here.

METALCON 2023 takes place in Las Vegas from October 18-20 at the Las Vegas Convention Center. **MB**



The State of the Industry panel took place on day two of METALCON.

Opportunities Come Out of METALCON 2022

By Karen Knapstein

METALCON was firing on all cylinders as it opened at the Indiana Convention Center in Indianapolis. The October 12-14 event, which is produced in partnership with PSMJ Resources, Inc. and the Metal Construction Association (MCA) saw new features added for exhibitors and attendees, as well as the return of past favorites.

This is the second year the IMP Pavilion was featured at METALCON.

The IMP Education Center presented Insulated Metal Panels – Installation and Handling Best Practices. During the demonstration, attendees were able to learn about best practices and common mistakes made during handling, storage, and installation of insulated metal panels.



Attendees had the opportunity to speak with nearly 450 exhibitors on the trade show floor. PHOTOS BY SHIELD WALL MEDIA

MEET THE PRESS

For the first time, exhibitors could meet with editors and reporters from 10 leading industry trade publications. This included representatives for Rural Builder; Metal Roofing Magazine; Rollforming Magazine; Garage, Shed & Carport Builder; and Frame Building News. Exhibitors who chose to participate spoke with media representatives about new products, newsworthy announcements, and to talk about editorial coverage. Watch the pages of your favorite trade magazines for special features and announcements coming out of the Meet the Press event.

STATE OF THE INDUSTRY

The State of the Industry panel, which was held on the expo floor so all could at-





The Architects Experience was touted as “a trade show within a trade show.”



South Alabama Metal Sales exhibited its angle-iron trusses, which are less common in the North than in the South.

tend, was moderated by Paul Deffenbaugh, Metal Construction News. The panel consisted of industry insiders Alan Scott, Intertek; Jennifer Heimburger, Metal Building Contractors & Erectors Association; Tony Bouquot, Metal Building Manufacturers Association; and Chuck Howard, Metal Roof Consultants, Inc.

One of the problems the panel discussed was what are the causes of supply chain problems and where do we stand now. This problem has evolved over the last couple of years; initially, the COVID shutdown caused a lack of supply. Bouquot said materials can be found now, but at higher prices. And product substitutions are sometimes necessary.

Heimburger added that, from a contractor-erector standpoint, they sometimes have to find alternate suppliers. She said it's possible this could last a couple more years.

Pricing is always a major concern. Heimburger said that while they've steel prices increase several times over, their customers have been able to pay anyway. But, she said, we may get to the point of a slowdown because of inflation and price increases.

But price increases aren't necessarily a deal breaker. Chuck Howard added that his company does a lot of work in the public space. Over the last two years, they “blew their budgeting.” Now they budget high, adding that for state jobs, they find the money to do the projects.

All on the panel agreed that sustainability is a topic that will continue to grow in importance. Alan Scott said that the sustainability trend will continue. On January 1, 2023, the “carrots are getting sweeter, and the sticks are getting bigger.” As part of the Inflation Reduction Act, the 179D tax deduction was increased and extended. He said building performance standards are pushing for existing building performance improvements and there are huge opportunities in retrofit.

Heimburger agrees there will be even more retrofit opportunities; it is less expensive to buy an existing building and retrofit with needed systems than it is to build new.

“There's more demand than there is capacity,” added Chuck Howard. However, the obstacles are different. Engineering in a new building is very precise, whereas in retrofit, he said you're



The MCA 2022 Design Awards display showcased projects that exhibit an outstanding use of metal in design.

trying to find out how and what an existing building is made of. Figuring out how to put a new roof over an existing one is more complicated for the contractor, but “If you get into retrofit, there will always be work to do.”

EXHIBITOR FEEDBACK

Attendees were able to connect with almost 250 exhibitors on the trade show floor. Some of them share their METALCON experience and market predictions:

“Quality Metal Stamping has been exhibiting at METALCON for over 20 years,” said Business Development Manager Colin Serling. “We think it is the premier place to connect with and learn from the top metal construction professionals in the industry. We appreciate the support and look forward to continuing our position as a valuable supplier to this industry.”

Mark Gies, S-5! Director of Product Management, had this to say: “At S-5!, our message to the industry is that metal roofs are the best place to install solar panels because of their long service life. We are seeing a growing interest in solar since the announcement of the many incentives now available through the Inflation Reduction Act, and we expect to see the metal roofing sector grow as a result.”



The Ridgeline Safety System is a tool used to ensure the safety of roofers, especially inexperienced roofers.



From steel to tools: Everything needed for designing and building with metal was available at METALCON 2022.



Atlas Building Products



Attendees were drawn to the equipment operating in the Roper-Whitney/Tennsmith exhibit.

“We had a lot of great meetings with industry partners and got to meet a lot of new and existing customers,” enthused Scott Tomlin of D.I. Roof Seamers. “METALCON is always a good show for us.”

Direct Metals, Inc. showcased its metal roofing fasteners and accessories. “We were impressed by the quality of attendees,” said David Quehl, Director of Sales & Marketing. “The majority of those who did stop at our booth are involved in standing seam metal roofing, an area DMI specializes in. Traffic was steady the first two days and although the third day was light from an attendance standpoint, we still had good substantive discussions with those that did stop. It was good to see attendees who traveled from Alaska, Washington, Montana and Central and South America. It helped expose our company to a wider audience.”

Brian Esh, Eagle Business Software, said “METALCON is al-

ways a great venue at which to learn what’s new in the metal roofing industry and collaborate with existing customers, new leads, and business partners at the same place.”

“METALCON was a great place to catch up with existing clients and meet some potential new ones,” said Phil Costar, Managing Director, ACT Building Systems. “Within the space of two days we touched based with a number of clients that would have otherwise taken a few weeks to have called on.”

“As always, METALCON proved that we are part of a vibrant and growing industry,” summed up Todd E. Miller, President, Isaiah Industries, Inc. “The folks who visited our booth were very diverse which is always a nice thing. We had visitors ranging from property owners to sub-contractors to general contractors and architects.

“We had a lot of interest from attendees in our newer products,” he continued. “No longer is metal unique to the building envelope. It is, for many people, almost a ‘given’ but what they care about are metal products that offer unique aesthetics and also greater energy benefits.

“We are looking forward to next year’s show in Las Vegas. It’s been a few years since METALCON has been out West. The emphasis out there on fire safety and energy efficiency is daily bringing about increased specification of metal.”

Fire safety and energy efficiency will provide the basis for a great METALCON 2023. **MB**

2022 METALCON New Products

What Makes Them Winners

Then products were chosen by builders and contractors to be acknowledged as a Top New Product. These products and their applications are listed below. The innovators also shared their secrets for developing products that stand out in their categories.



**FIRST PLACE WINNER:
WALLS CATEGORY:
Omawall PL with EVO™
by ATAS International, Inc.**

An important challenge with metal panels is oil canning, but with the new Omawall PL with EVO™, you don't have to worry about it. This .10 thick aluminum panel was developed for high end applications. It has a smooth flat surface with greater durability than many other metal wall panel options.

The panel is prefabricated, saving on time, costs, and waste by avoiding field-fabrication. The panel is also easy to install due to the hidden, panted panel extrusion, EVO™, which was developed by Carter Architectural.

This plate system was introduced in early 2022 to create one-stop shopping for clients. With these heavier gauge wall panels, they can get the roof, soffits, and walls, everything they need, to complete the building envelope in colors that match.

Lee Ann Slattery, Sales Support Man-

ager at ATAS International, believes that the Omawall PL with EVO™ made the top product list because of ATAS' client base. Their 60th anniversary is coming in 2023, and a lot of architects and contractors know and trust their products.

Slattery states that an important piece of getting clients interested in a new product is marketing. When ATAS has a new offering, they send out a press release, post it on all social media channels, and give it a prominent place on their website to generate interest. Their team of sales professionals are also instrumental in introducing new products to the market.



Tim Ellsworth, Logistics; Megan Ellsworth, Multimedia Podcast Producer; Evelyn Witterholt, Writer/Social Media Coordinator; Karen Edwards, COO; Heidi J. Ellsworth, Owner/President; Chris Young, Content Provider

**SECOND PLACE WINNER:
TECHNOLOGY CATEGORY:
MetalCoffeeShop™
by RoofersCoffeeShop®**

Businesses benefit from access to resources such as continuing education, networking, and information about the trends in their industry. RoofersCoffeeShop is a channel for the construction industry providing podcasts, webinars, and other online resources.

Heidi Ellsworth, Co-owner, said that speaking with people in the industry, including the Metal Alliance and Sherwin Williams, helped them determine there was a niche to be filled in the metal indus-

try.

MetalCoffeeShop was introduced in May/June of this year to provide the same services for metal construction as they have provided for roofers. Ellsworth believes that MetalCoffeeShop has received much attention and acceptance because it is unique, and the shared covid experience has had something to do with it, too.

"Covid drove everyone online, and now when I tell people what we are doing they get it; I don't have to explain the online community concept any more. People just want to be part of it."

Ellsworth believes that diving in and really becoming part of the community is the best way to get your product/brand noticed.

"Be involved with your industry associations, care about what's good for the industry, and do things that help the contractors, then the attention will follow."



cutline

**THIRD PLACE WINNER:
STRUCTURES CATEGORY:
Roof Hugger Retrofit Sub-Purlins
by Roof Hugger**

Retrofitting a roof can be a challenge, especially when working with open framing. Roof Hugger has developed sub-purlins for metal roof retrofits designed to conform with existing industry standards. Made of the same thickness and tensile strength structural steel as the existing

building, they have been tested as a system on typical metal building framing, providing proven performance for design and code compliance.

These high-strength, galvanized sub-purlins are precision punched to span over the existing panel ribs. Together they act as a spacer ensuring that the new roof panels lay flat. The Hugger sub-purlins create a cavity between the old and new roofs that can be used to improve the thermal efficiency of the building, plus they have the ability to add strength to the existing building framing.

Installation is easy since you are walking on the old roof, making fall protection only necessary at old skylights and the perimeter.

Dale Nelson, the President of Roof Hugger, believes that these sub-purlins are popular because of their simplicity. They solve a problem that the client recognizes, and they solve it efficiently.

Further, they are usable everywhere, from heavy snow areas to Florida with its tough wind codes and requirements.

ACCESSORIES CATEGORY:

Radius Gutter

by Classic Gutter Systems LLC

Augustine Crookston, the owner of Classic Gutter Systems is a perfectionist. He has worked in gutters all his life; his dad had the business before him so he really cares about the industry. That's why he felt he had to do something about beautiful homes with "hacked-up radius gutters".

Crookston was referring to the way gut-



Copper Radius Gutter.

PHOTO COURTESY OF CLASSIC GUTTER SYSTEMS

ter systems wrap around house turrets. He says there could be 30-40 joints in the gutters held together with sealant. He felt it was aesthetically unappealing and not very practical, since seams are where leaks usually come from. The product he and his team developed, the Radius Gutter can take 30 joints down to 2.

The new gutter came out in 2021, making it possible to get a gutter that runs for 11' in length. That was unheard of, he states; prior to the radius gutter, the longest choice was 7 1/2'.

He and his customers have determined that 11' is about the biggest it is practical to go, due to shipping and handling.

Radius gutters are not the same from building to building. The company sends out templates for the customer to measure their radius, and when they get it back, they build the gutter from it.

"This is not a one size fits all product," Crookston said. "We have to have a template for every curve, even if they have the same radius. So people need to take their time creating templates because then the gutter will fit perfectly."

Crookston's advice to companies that are looking to develop their own "top product" is this:

"If you know your industry well and you are passionate about it, you will see something about it that you or others do not like. Then try to find a better way. You will know soon enough if people like it or not."

INSULATION AND WEATHER BARRIERS CATEGORY:

Adseal DWS 4580 Series

by Adfast

The Adseal DWS 4580 Series is now a great sealant choice for designers using metallic materials.

It is based on Adfast's Neutral Cure technology which does not rely on the evaporation of solvent or water within the sealant to begin its vulcanization/curing process. Instead, neutral cure silicone draws in moisture from the ambient humidity, allowing for better adhesion performance and durability. It is classified as a Class 50 through ASTM C719 Hockman Cycle testing, meaning that the sealant offers 50% elongation and 50% compression



Adfast's Metallic Choices



compared to the 25% that the thermoplastic and acrylic sealants typically score. This sealant expands with the joint. It also offers superior UV resistance, excellent adhesion, and durability. Further, the absence of solvent means low VOCs.

Adfast already had more color choices in this class of sealant (400 plus) than other manufacturers, and in late 2021, the series was expanded by introducing several metallic color options for use in a wide variety of metal construction applications..

This is important in industrial design, according to Audree Bergevin, Adfast's Marketing Director. The sealants have some sparkle to them so they match metallic colors such as pewter, copper, bright silver, champagne, and pearl charcoal.

The Adfast team developed their new color series based on customer wants and needs. They take a consultative approach, treating customers like partners, which is reflective of their direct to market approach. It is also a result of the company size; Bergevin says they are small enough to be nimble in response to feedback.

The company has a color team, and they attend trade shows, gather samples, and amass as much feedback as possible, then

set to work creating new offerings..

This is why, Bergevin adds, that they have made a point of using aluminum foil rather than plastic in their largest product line; it's better for the environment, more economical, and more efficient for the customer.

PAINT AND COATINGS CATEGORY:

Intercoat® ChemGuard-AG by Chemcoaters

Intercoat® ChemGuard-AG is truly a revolutionary coating. A hot dipped galvanized G40 substrate coated with ChemGuard-AG can out-perform a G235 which has nearly 6x the zinc! Further, while coatings usually require a lubricant or extra coating for metal forming, steel can be dry formed in most cases with Intercoat® ChemGuard-AG.

Introduced in March of this year, the impetus for this new formulation came from a customer. Rylee Zegley, the Sales and Marketing Manager, explained that



Intercoat ChemGuard-AG is a solution for corrosion in ag environments.

the customer approached them with a challenge: their fans were experiencing corrosion. The problem, Zegley said, was that ASTM standards depend on the D117 test for salt spray. However, that doesn't really work for agricultural environments because the problem is ammonia, not salt spray.

The customer needed a solution soon, not years down the line while R & D worked on it and tested it for years in the field. As a niche company focused on coatings and coating products, Chemcoaters were able to accelerate production by using their coating cabinet to emulate real-world exposure, applying ammonia, heat, and water for humidity. The end result: this high-performance coating.

The company owns the ChemGuard formula. It has proven to be very versatile and they are able to custom-engineer products based on it.

Zegley believes that the key to innovation is to approach everything with a sense of curiosity, then it follows that you will seize every opportunity to innovate.

MACHINERY CATEGORY:

TD Double Folder Modular Automation by Cidan Machinery Group

Automation can be a wonderful thing, allowing a few people to accomplish what once took many. In a situation where employees are not easy to come by, automation can make a huge difference to a company. However, many small companies cannot afford these solutions, although they face the same labor shortage problems. Cidan and Thalmann are working to eradicate that.

Their TD Double Folder makes architectural trim and wall panels and according to Chandler Barden, Cidan President, it's approximately half the investment of



comparable systems. He added that it can be purchased in phases so you don't have to buy everything during the initial investment. The purchasing process would look like this:

Phase 1. Buy the Double Folder with flipping device to automate material flipping.

Phase 2. Get the Loading system to feed the metal into the machine.

Phase 3. Finally, purchase the unloader which will take the finished part off of the folder.

"This system takes all of the manual manipulation and handling out of the

process, and now you just have one person supervising the equipment," Barden said.

"With this modular system a company can grow their automation as their company grows."

He cautions that in conjunction with an automated process, you have to pay attention to the software. "You can have the fastest robot in the world, but if the software is time-consuming, it's no good," he said.

The full automated folder system was initially unveiled in Europe in late 2021 and came to America shortly thereafter.

Barden believes that new products that get a lot of attention are the result of interacting with your customers and discovering their worst pain point. When you develop products that help them overcome their biggest hurdles, you have a winning product.

ROOFS CATEGORY:

NovaFlex Metal Roof Repair & Patch Mastic by Novagard

NovaFlex Metal Roof Repair & Patch Mastic is a spin-off of a well-loved product, according to Joe Borak, Senior Vice President of Sales at Novagard. The original, NovaFlex Metal Roof & Panel Adhesive Sealant, comes in cartridges for joints, snow guards, small penetrations, and window (roof?) flashings. The product won Rural Builders' Gold Key of Excellence award perennially.

This new adaptation of that product is for chimney flashing, hips, and any penetrations. The mastic comes in a one gallon pail so it is trowelable and brushable.

Exceptionally tough, yet flexible, NovaFlex roof repair and patch mastic is designed to repair metal panels, roof systems, gutters, and metal structures. Based on the chemistry of oxime cured silicone, it is UV neutral and it won't degrade over time. It's also translucent, so it doesn't change the appearance of the original material.

Roofs can be patched short term with this mastic, holding the roof together until the roofer can get back to re-roof, or it can be used to extend the longevity of a roof, holding for multiple years.

Loyal, long-term customers were asking



for a product like this and they wanted it to have the characteristics that they knew NovaFlex brings. Novagard introduced it in 2021.

Borak believes that their customers are loyal because the NovaFlex name has become synonymous with longevity, durability, and contractor friendliness.

Borak said, “If you are looking to make new products that really make a splash in the industry, don’t ever skimp on the quality of the components in the product. Also hold true to the original formula that contractors and the public are accustomed to; the new product should have similar or exceeding properties and benefits.”

SAFETY CATEGORY:

Ridgeline Safety Anchor by Ridgeline Safety Systems

Every year, the number one fatality in the industry is workers falling off of roofs, per OSHA. Todd Meinhold, President of Ridgeline Safety would like to see that change. The Ridgeline Safety Anchor is a step in that direction.

When people tie off, they attach the anchor, work on the roof, then untie to move the anchor to a new location, repeating the process until they complete the work. This leaves the worker vulnerable much of the time. This proprietary ridge anchor removes that danger from the equation because it is permanently attached under the ridge cap.

This system is for roofs with a pitch of about 6/12 and up on commercial or residential buildings. There are two versions available: one for new construction and one for re-roofs.

The anchors can be installed before the

ridge cap, and a system is devised to show where they are, either under overlapping pieces of the cap or where a screw is placed as a marker. The anchors are hidden from the weather, but still findable by those who need them.

And many need them; a lot of solar companies are interested in this product. One of the intriguing things about this system is that once it’s there, it’s there. Any tradesperson can use it after the initial install; the roof repair person, the mason who comes to fix the chimney, and the gutter installer/cleaner can all tap into this safety system...even the homeowner installing Christmas lights.



The full patent is due December 2022, so this is truly a brand-new product. Ridgeline is pricing the systems affordably because they want everyone to use them.

Meinhold developed this system because he spent years installing roofs and he saw how often roofers failed to tie off due to the inconveniences of positioning and repositioning. Being that immersed in your industry can mean that you see the gaps, the places where problem solvers are needed. Further his sons and son-in-law are in the business; nothing else is more likely to inspire innovation for safety’s sake.

“The experienced workers are retiring and the young, inexperienced people coming onboard haven’t had forty years of working on roofs, so they can end up in very dangerous situations. This system

will save lives.”

CONSTRUCTION TOOLS & EQUIPMENT CATEGORY:

Panel-Tite® Burr Buster® ZAC® by Triangle Fastener Corporation

The new Panel-Tite® Burr Buster® ZAC® is an amalgamation of two great innovations by Triangle Fastener Corporation.

The patented thread and point of a Burr Buster® screw minimizes burrs by forcing them back into the wood, thereby reducing corrosion and the potential for leaks. Triangle developed it within the last 4-5 years.

The ZAC® Head has been popular for a long time. It doesn’t rust because it’s made of zinc and aluminum, and it won’t react negatively with galvalume or zinc aluminum, further avoiding corrosion.

The ZAC® head and Burr Buster™ came together just this year to bring together the best anti-corrosion properties.



Josh Krohn, Engineering Manager at Triangle Fastener Corporation, said this product is designed to be used with a roof system with a 20-year warranty. This screw is made to last, so put it to work with other materials that will endure.

When asked about developing new products, Krohn offered this advice: Be innovative, but don’t go with a way out there idea. Stay close to what your clients know and make improvements they can see will benefit them. **MB**

The Boston Sports Institute Finds Durability and Diversity in Metal Building System Solution

Metal buildings are engineered systems that offer construction flexibility, allow for large clear spans and provide diverse building configurations to accommodate sports facilities of varied shapes and sizes. A case in point is the Boston Sports Institute (BSI), a 130,000 square foot multipurpose recreational and entertainment facility located in Wellesley, Mass.

“Special attention had to be given to all sealing details as the building has two very extreme and different environments—ice arenas on one side and pools on the other,” said Tony Barnes, President, Barnes Buildings, the steel contractor for the project.

Brian DeVellis, President of ESG Associates Inc. dba Edge Sports Group which developed the project, noted that metal building technology has evolved over the past 15 years to include insulated panel and roof systems. “It’s come such a long way, and this has been phenomenal for us,” he said.

EMBRACING AESTHETICS

The BSI project incorporated 58,000 square feet of insulated metal panels (IMPs) from Metallic Building Systems in a variety of orientations, colors and designs. The horizontal and vertical strips of gray, white and sandstone panels are aesthetically pleasing and, most importantly, provide an all-in-one, built-in vapor and air barrier plus insulation system.

IMP thermal properties are especially important in maintaining a chilly 55°F inside the facility’s two NHL ice rinks and warm 82°F in the pool area.

UP ON THE ROOF

To heat and cool the facility, three dozen HVAC units were installed on the roof. However, for the rooftop in the pool area, all equipment-supported steel and roof curbs had to be precisely installed for the



PHOTOS BY ALISON KIDDER



large units. With no tolerance for error, Barnes said coordination with the HVAC manufacturer and subcontractors were essential to ensure curbs were properly located.

BSI has solar panels on its roof, and the facility has a heat exchange system between rinks and pools. Compressors used to create ice also generate heat, which is then pumped to the pools to

warm them.

“Routing eight-inch gas lines and heat exchange pipes was a lot easier with a clear span building. You can hang these instead of having to break through walls,” DeVellis said. “Maintenance and improvements for these systems are easier to complete because they are all open and easy to access.”

In addition, he cited construction

durability and ease of design as other benefits of using a metal building system.

“These institutional buildings have to be strong. You have a million kids running through them with hockey sticks and basketballs. We don’t have mahogany-and-gold-plated chair rails,” he said. “These buildings are metal and concrete and durable as hell.”

A PUBLIC-PRIVATE VENTURE

DeVellis explained that the recreation center began as a private-public partnership between Edge Sports Group; which constructed, manages and owns BSI; and the town of Wellesley, Mass. Wellesley owns the land, and local schools and community sports groups are given priority scheduling when using the facility.

Typically, in projects like BSI, there is a ground-lease agreement for at least 50 years. For that term, the municipality has locked-in fees and set times of usage.

Total project cost of BSI, including site development, building design and construction, was \$26.3 million. It took 18 months from construction start to occupancy. Dacon Corporation in Natick designed and built the facility implementing sustainable principles throughout to minimize environmental impact and optimize operational costs.

DeVellis explained that actual construction of the building took less time than this, but a gas-line explosion in another part of Massachusetts created a delay because the state temporarily halted all gas tie-ins. ESG also experienced delays in installing traffic signalization through the winter season. Without these delays, he said it would have taken about 10 months from ground-breaking to occupancy.

BSI was designed to be useful for all athletes with the design of a wheelchair-accessible pool and deck and a sled-hockey-compatible indoor ice rink.

“Even though making buildings accessible has been required since the Americans with Disabilities Act of 1990, sports facilities have always been the outlier. Hockey rinks, for example, haven’t been a model of accessibility,” DeVellis said. “We are one of the only

New England hockey facilities that has a fully accessible sled-hockey rink where athletes can actually skate off the ice and into the benches,” he said. “The benches get removed and there is plexiglass that people can see through. So, it’s a great experience for players and spectators. The pools need to have lifts to be accessible according to code, but this is the most accessible facility that we’ve done--and each one we build gets a little bit better than the last.”



BUILDING A SPORTS ECOSYSTEM

DeVellis uses the term “sports ecosystem” in describing BSI because the venue has sports, leisure and support services, such as tutoring, healthy food services, strength and conditioning and shops that allow users to experience a variety of services. “Often, athletes go somewhere else for physical therapy and injury recovery,” he adds. “We believe that we can do more for injury prevention by having sports medicine on site.” He adds that having strength and conditioning services housed on site is beneficial in terms of training athletes.

“Injury prevention includes things like concussion awareness, yoga and understanding the value of good nutrition and sleep. There is much more emphasis on injury prevention versus treatment,”

Project Details:

Building: Boston Sports Institute
Location: Wellesley, Massachusetts
Size: 130,000 square feet
Metal Structure: Metallic Building Systems (primary and secondary steel framing, roof)
Metal Panel Manufacturer: Metl-Span LLC, (insulated metal building panels)
Trusses: Rigid Frames by Metallic Building Company
Roof: Doublelok 24 Ga. Standing Seam by Metallic Building Company
Fasteners: Metallic Building Company
Doors & Windows: GC
Curbs: LM Curbs
Architecture, Architectural Engineering & General Contracting: Dacon Corporation, PDA Associates, Inc.
Structural Engineering: DeSimone Consulting Engineers
HVAC Engineering: Environmental Systems, Inc.
Electrical Engineering: Rivers Electrical Corporation
Metal Building Engineering and Construction: BARNES buildings & management group, inc.
Specialty Pool Engineering and Installation: Weston & Sampson, Myrtha Pools
Fire Protection Engineering: Platinum Fire Protection Services LLC
Plumbing Engineering: GCI General Contractors
Acoustical Engineering: Cavanaugh Tocci Associates, Inc.
Refrigeration: Independent Mechanical Contractors, Inc.
Ecological Science: BSC Group
Energy Modeling: Demand Management Institute

he said. “So, the sports ecosystem is everything surrounding an athlete.”

DeVellis adds: “Everybody, at some point, is either an athlete, loves an athlete or is a spectator so the demand for these types of facilities is high.” **MB**



RV Warehouse/ Distribution Center

Nucor Construction built this warehouse/distribution Center for a northern Indiana company serving the RV industry. They plan to consolidate four locations into a single hub. This project is comprised of 773,600 square feet of warehouse with 20,000 square foot offices on two floors and a 6,000 square foot showroom. The warehouse features 56 dock doors in 4 separate loading docks. **MB**



Project Details:

Showroom and Offices: Trespa panels

Roofing: Metal standing seam panels by Nucor

Metal Structure: Pre-engineered metal building system by Nucor

Bar Joists: Vulcraft

Skylights: 2' x 10' by Nucor

Overhead Doors: Clopay

Walk Doors: Hollow metal by De La Fontaine

Fastener Type/Brand: All Metal building fasteners are by Nucor

Warehouse Exhaust Fans: Cook

Air Intake Louvers: Ruskin

