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Vol. 57, Issue 7

Clean Walls

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Should Be In
Your Building
Plans

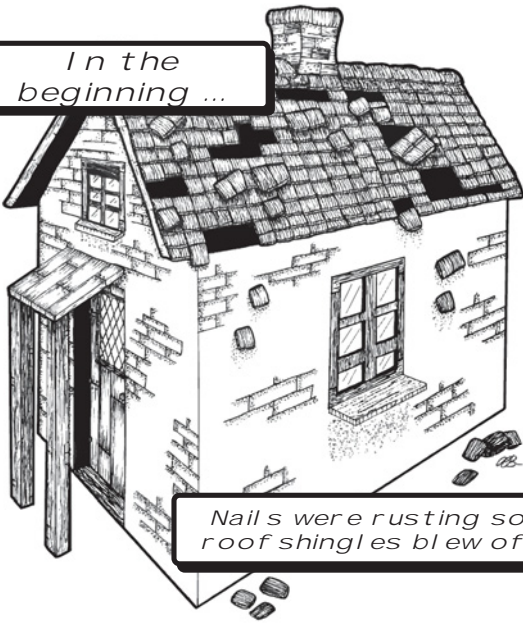
**BASICS OF
DESIGNING
A BARN**

**PRODUCT
FEATURE:**

**EXTERIOR
AG DOORS**



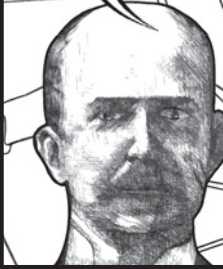
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1886

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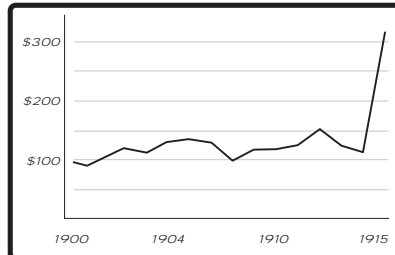
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1914

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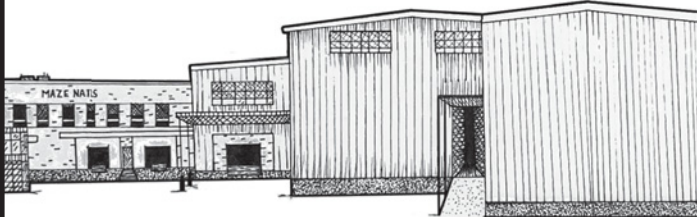
Due to shortages driven by WWI



HOT DIP BY HAND

1922

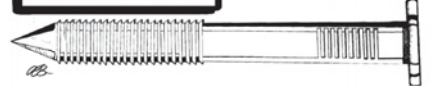
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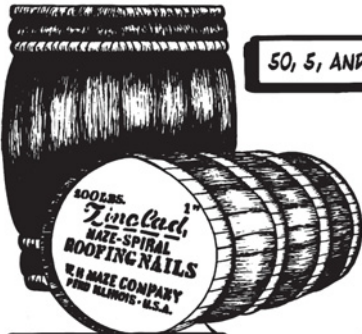


SPIRAL SHANK



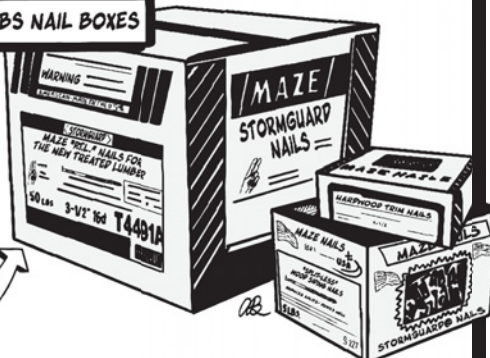
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Your Checklist: Shows and Submissions

SOMETIMES WE ALL GET SO busy that it gets helpful if somebody else can remind us where we are and what we're doing. This is one of the primary roles played by my wife in our daily lives.

So rather than dwelling on the reasons why you should consider the following things, I'll just get to the point and list the things you should really either do, or consider doing, before you forget about it.

Project Submissions. Builders and manufacturers, you can both benefit from just 10 to 30 minutes of work by getting us photos and a list of suppliers for your best projects. It's simply free publicity. And what you may not think about so I'll mention it — think of all of the business partners who you'll be helping. You'll be able to say "hey look I got you into Rural Builder Magazine."

Simply go here:
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Two shows to consider. First there is the Garage Shed Carport Builder show in January 2024 in Knoxville, Tennessee. You will learn something and meet somebody if you have space available in your schedule and can affordably get there.

Then in June 2024 we are running our first-ever Post-Frame Builder Show in Branson, Missouri. Again, if you can spare the time and expense, you will benefit in one way or another, not to mention getting to take a business vacation in Branson. To learn more about both shows, simply go here:

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Please don't make me repeat myself like my wife has to.



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Gary Reichert,
Publisher, Shield Wall Media

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Start Young, Work Hard, Have It Made By 30!

The Opportunities Are Lined Up

BY RURAL BUILDER STAFF

THERE MAY HAVE BEEN SIGNS early on that a four-year college degree wasn't for Sean O'Connor; for one thing, recess was his favorite subject! However, that may simply have been a product of having moved 48 times as a child in a military family. When he settled down in a good high school, it all changed. He found that he liked the sciences and he liked the entrepreneur class he was required to take even more. He enjoyed weightlifting too; he even joined the football team just so he could have access to the gym equipment. Of course, the fact that he attended Beverly Hills High School with people like Trevor Einhorn and Nicholas Cage's son may have contributed to his interest in school at that point.

His dad left the military and went into nursing school, encouraging O'Connor to do the same after high school. He started going and did well, but he quickly realized he didn't like it and he didn't want to end up in debt for a job he'd probably end up hating. From there, he tried out various jobs, attempting to join the union which was on a lottery system that he never won.

He was a third shift security guard in his late twenties when his brother suggested that they both enlist in lineman school. Classes at the Southeast Lineman Training Center were interesting O'Connor said. They had academic classes, learning about the science of electricity, transformers, and the nomenclature of construction in the morning and climbing poles in the afternoon, effectively combining two of the things he had loved in high school: science and physical workouts.

O'Connor was online looking for scholarships to help pay for his education and one thing popped up: The mikeroweWORKS Foundation. Mike Rowe was quoted as saying that every year they have a million dollars to give away, but few people want to jump through the hoops to get it, and O'Connor said, "I will!"

He wrote five brief essays on the S.W.E.A.T. Pledge and his career, provided letters of recommendation, and shot a 45-second video about his life story up to that point. He says it wasn't hard. "Honestly, the hardest thing was trying to explain why I'd ended up where I was," he added.

O'Connor was happy to receive the



Sean O'Connor with his award from the Southeast Lineman Training Center.



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 1,500 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."

scholarship; the money was very helpful in repaying his student loans.

After graduation, he didn't have much luck landing an entry level lineman position in California, so he began applying elsewhere. He applied for a job in Texas one morning, went to work, and that afternoon they were saying to him, "When can you start?"

Four years into his career as a lineman, O'Connor says that he really likes his job and "the money is good and you get lots of hours." However, he cautioned it is not a career for someone who doesn't want to work hard.

"When there's a storm, weekends may not apply," he said. "During storms, you keep on working. You take turns driving so the other can get some sleep, but you keep going. You can't leave live wires dangling in a yard; you can't leave people on life support without power. During storms, if the power's out, you just have to keep on going."

O'Connor is close to becoming a journeyman lineman, a lineman who has completed his apprenticeship; he should make it in less than a year.

O'Connor is glad that he found his way to the lineman's job. He believes it is a great opportunity, and he says you will never be short of work because linemen are greatly in demand. The current situation is that about half of the Senior Linemen are set to retire within the next year or so. That is a huge chunk of the work force, and it is an industry that helps keep the world going; hospitals, companies, residences, everyone needs electric power. There is going to be a lot of opportunity out there and you could be part of it. That said, he feels there are things you will want to know before you decide to walk the same line:

1. It's best to start young. Climbing telephone poles every day and working many hours can be tough as you get older, but if you start when you are 20, you can become a master electrician or a supervisor by the time you are 30. At that point, the work is not quite so strenuous and you can make great money.

2. Get your CDL, Class A drivers license. This puts you in an enviable spot because people who can drive the trucks are in great demand. (Remember how linemen work together to clean up after storms and they take turns driving? If you have that license, you are doubly necessary.) Also, if you find lineman work is not for you, you have a fallback in delivery work.

3. It can be difficult to get time off because there aren't enough linemen to fill in. O'Connor quits about once a year and before he gets back from his vacation, his phone is blowing up with people offering him a job — it's a small industry! Of course, this may not be the right tactic for you, but be prepared to work a lot of hours and to stand up for your right to time off, too.

O'Connor hopes to retire young with some good money in the bank and start a company of his own. That high school entrepreneur class made quite an impression on him and his career as a lineman will help make that dream possible. **RB**



Sean working on the line.

Postscript: We have received an update on O'Connor's career that we are happy to report. He has fulfilled his wish to retire young, he has become an entrepreneur and his career as a lineman helped him realize it.

How did this happen so suddenly? O'Connor has a dog, a Pomeranian, and every time he had to work a storm he was scrambling to find care for him. Eventually he discovered dog boarding and "I started doing that regularly and it was costing me a small fortune! Then I started crunching the numbers and thinking about all the

dogs being boarded and the rates, overhead, etc. and I saw an opportunity," he said.

He discovered a dog boarding business run by a couple who were looking to retire. O'Connor checked out the facilities and the business and decided that with a few updates it would be a great business for him.

He has been running the business for a few months now and this is what he has to say about it:

"The business is called Bed N' Biskit. When I took over, it had no website, no social media presence, etc. After the deal closed I set up a website and offered booking through the website (no one else does that in this area.) I bought software to run all of the scheduling and made the admin part of the operation take minutes instead of hours or days. Before I knew it, my phone was blowing up with notifications of people booking and I was making in a week what I normally make in a month — and I make damn good money!"

O'Connor caters to linemen and does lineman discounts. He now has four employees at two locations in Midland, Texas, and plans to build more locations in the future. What a great outcome for someone who struggled to find their place! **RB**

PRODUCT FEATURE

BY MARK ROBINS



J&E GRILL MANUFACTURING PHOTO

Open Up to Exterior Agricultural Doors

Accounting For Their Unique Installation and Safety Considerations

THE MARKET FOR RURAL BUILDINGS continues to grow. This means not only additional storage structures like barns, farm shops, barndominiums and shouses, but also an increase in the exterior agricultural doors that go with them. Also, farm equipment is becoming more sophisticated, more expensive, and bigger. Because of this, larger, more functional and easier-to-operate exterior agricultural doors are being designed to protect rural buildings. All the while, the rural building industry keeps its eye on doors' safety features.

UNIQUE CONSIDERATIONS

For years, sliding barn doors have been a popular component for agricultural buildings that house oversized equipment and machinery. A sliding barn door is reliable against the abuse from animals and the elements. Sturdy sliding door hardware with steel girts is a powerful weapon against damages from equipment or machinery accidentally making contact with this heavy-duty sliding shop door.

However, the building design needs to consider the structure needed to support the weight of a sliding door. "The weight load on the building shifts as the door slides from one position to another," said Bob McMurtry, president of Richards-Wilcox, Inc., parent company of RW Hardware. "The wall design and structure the track is mounted to be able to handle the load without deflection. Further, due to multiple opening in a barn, wind load must



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be considered when installing and securing large sliding doors on a barn. In some cases, both sides of a closed sliding door should be secured against wind loading.”

Another consideration is often barns do not have finished floors, especially in arena buildings. McMurtry added that the clearance of the bottom of the door is critical to efficient operation of the sliding door. “Dirt and debris build up that can obstruct door movement must be considered,” he said,

Daniel Stoltzfus, partner at J&E Grill Mfg., said to remember to consider if a person is going to be passing through with a horse. “When installing doors on a barn, it is most common that later, someone will be leading a horse and attempting to pass through the opening with the horse,” he said. “Installers and designers must understand that ease of operation is very important.”

LONGER AND BIGGER DOORS & TRACKS

Farm equipment is becoming bigger, so have the doors used to house it. For example, the increase of cage-free eggs is requiring new facilities, which are different from the conventional egg-laying buildings. Also, the dairy industry is incorporating more robotic equipment including robotic milkers; farm shops are growing to accommodate this larger equipment. All of this results in bigger exterior doors.

There are several factors to consider when installing longer, taller, and heavier barn doors. A key factor to consider is the weight capacity of the track and trucks that ride inside the track relative to the weight of the door. “Two trucks and the track should be able to support the door weight with adequate safety margin,” McMurtry said. “Another critical factor to consider is the support of the track when attaching it to the building. The number of track support brackets and the spacing between the support brackets is critical to achieving the rated weight capacity of the track. The wall support structure to which the track support brackets are installed also must be considered.”

Another consideration is the length of the track. “As doors get wider, the track may consist of several segments of track joined



together; it is not safe to just align the track segments,” McMurtry said. “A lock-joint mechanism is required to securely and mechanically fasten the segments together to ensure that the track segments don’t separate. Finally, adequate end stops must be considered. End stops must be capable of stopping a heavy sliding door at the end of the track. Failure to use properly designed end stops creates a risk of the door sliding out of the track and potential injury and damage.”

Stoltzfus said large agricultural exterior doors certainly pose a challenge to the installation team and any vendor involved. “The liability can be mitigated by sourcing track-and-ball bearing trolley rollers that are rated to support the weight of the doors,” he said. “We have seen first-hand the difference in weight that material sourcing can make. Using tubular aluminum, we provide large doors and small doors alike, that are extremely rugged while being a fraction of the weight that metal or solid wood doors are.”






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Lark Schweiss, COO and president of marketing at Schweiss Doors, said for bigger doors, “You need larger equipment to pick the frame up and mount it to the building. Additionally, the bigger doors have more hinges, more lifting points, and a larger operating system. Overall, we have not seen a huge impact on the installation of our doors change as they get larger.”

INSTALLING THEM SAFELY

Performing numerous open/close cycles every day, agricultural exterior doors must not damage or injure the very thing they are trying to protect: the structure’s contents and more importantly,



RICHARDS-WILCOX, INC. PHOTOS

the people using them.

Stoltzfus said to ensure exterior agricultural door safety, mounting the track on sliding doors “is the most important thing to be done thoroughly. Respectively, all other elements of a J&E aluminum sliding door will maintain functionality,

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form, and strength. However, improperly secured track will affect functionality, safety, and longevity almost immediately after installation.”

With hinged barn doors, Stoltzfus said it is also very important to anchor each leaf of the door to a solid surface. “If the door is installed on an insecure surface or has inadequate fasteners, users will soon blame the door for sagging or warping. Tubular aluminum doors do none of these, now or 15 years down the road. Grease all hinges twice a year to ensure that movement is happening freely.”

McMurtry cited the following key safety procedures:

- Track and truck weight capacity must be considered.
- Track support brackets must be installed as directed by the track manufacturer.
- The building structure must be designed to support the dynamic weight of the sliding door considering weather conditions (wind) that may apply.
- The track should be leveled to avoid unintended movement of the sliding door.
- Floor guide rollers and floor guide end stops should be used to restrain the bottom of the sliding door.
- The door should be leveled using the adjustments provided in the trucks to ensure free and easy movement of the sliding door and even loading of the trucks to properly distribute the weight of the door.

INSTALLATION ERRORS

Once appropriate safety considerations are followed, problems are minimal when installing exterior agricultural doors. Specifications for the door and the building’s structural components are required in order to install the door correctly. These specs outline hinge location, depth placement, spacing requirements, column, header, and bracing details as well as the weights and reaction of the door itself. This is all crucial information to ensure that the door is installed and supported properly to prevent problems occurring. And, always follow manufacturer’s instructions.

While problems can be minimal, Stoltzfus said one of the most common; however, is that framers neglect the importance of installing correct header material. “In the case of a J&E slider install, we need a 2” x 8” header in order to install properly the water proof track cover. When replacing barn doors, it is very common to overlook structurally weak members in the existing rough opening frame. Replacing when in doubt is a good rule for these applications.”

Schweiss said 90 percent of her customers install the doors themselves. “We have a step-by-step manual that tells you not only what to do but also what not to do,” she said. “Because this is a bigger project than your standard DIY, customers can be intimidated by the thought of installing a large door but upon completion they are eager to report back that it’s a straightforward project.” **RB**



PREVENTING EXTERIOR BARN DOOR INSTALLATION PROBLEMS

By Jay Osman
Engineering Manager
MWI Components

When installing exterior barn doors, get the customer to understand and authorize the installation of all the systems required to keep a door safe and secure. Explain the importance of strong door components and the hardware (door guides, stops, latches, C-Brackets, etc.) needed to keep a door secure in stormy conditions. Ensuring the door assembly is square is especially important with split sliding doors. Verify the door panel is square by measuring the diagonal of the door panel across both sets of diagonal corners. Dimension should be equal to +/- 1/16". The physicality of hanging a large exterior barn door is usually addressed with a team of people. Even with the advantage of lifting equipment, many hands make the task easier.

Door adjustment is key to a satisfied customer. A door that is level, plumb and properly adjusted with clearance to the building will reflect well on your craftsmanship and attention to detail. Pay particular attention to the location and efficacy of the hardware components. Use double-truck trolley kits on larger doors to reduce the force needed to operate door panels. Verify that jamb mount stops and door stops engage at the same time. Intermediate guides and center door guides should be aligned and not binding. Latch mechanisms should operate freely and effectively.

Finally, coach your customer on good door management practices. Doors should be closed and secure when not in use. Storms can come up quickly and can severely damage a door standing partially open. Be mindful of all doors on the building; partially open doors at both ends of the building is a recipe for disaster.

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PVC vs. Drywall

How and Why Interior Barn Walls Are Turning to Plastic

EVERYONE REMEMBERS THEIR FIRST VISIT into a barn. Your first impression is always the same: They're dirty, smelly places.

So when you're planning interior walls for the inside of a barn, your primary consideration is how to keep them clean, both for the health of the animals and for the ease of cleanup and maintenance for the farmers and their staff.

"Drywall is great for home use," said Viken Ohanesian, CEO of US Polymers, which makes Duramax PVC wall and ceiling panels. "The minute you need something durable, moisture-proof, and easy to clean — like bathrooms, inside of warehouses, commercial kitchens, and meat processing — you probably want something different."

Among your traditional options for an interior barn wall (including a wall for a stall) are metal liner panels, drywall, painted

wood, and OSB. FRP (fiber-reinforced plastic) panels are an upgrade. PVC panels are an upgrade beyond that; Duramax says they "eliminate the need for OSB backing panels. Better yet, Duramax panels require half the labor and material cost, giving you [the contractor] a competitive edge."

"The reality is that we need to continue to educate the builder community about the benefits of PVC vs. other substrates," said Jeremy Albert, business unit manager for US Construction Division at Palram Americas. "Years ago, metal was the primary option to line the interior of agricultural buildings. However, due to off-gassing common in livestock structures, the metal would rust and corrode. The market has slowly evolved and consumers are more interested in low maintenance and higher quality products like PVC."

Ohanesian explained that FRP is typically glued onto a ply-

wood wall. “Plywood is more expensive than drywall, then you have the glue, then you have the FRP sheet,” he said. “Then you have to hope it lasts and lives up to the promise.” Typically it doesn’t last, he said. “That’s where the vinyl panel comes in,” he said. “I believe it’s the ultimate solution for a durable commercial or agricultural wall.”

BUILDING HISTORY & DRYWALL

North America has a long and storied history of building with drywall, wall board, and similar products, and it’s been mostly successful. Certainly those products will be a key part of future construction.

Tips and Tricks for PVC Installation

Viken Ohanesian of Duramax said that with some practice, installers will love how quickly Duramax wall panels can go up. “It’s super simple and we have installation videos on our website,” he said. “If you get the framework right, where all the metal studs have the proper spacing (16 or 24 inches), then literally screwing the wall panels into the metal studs is so easy to do.”

What will be the most challenging are the corners and the trims. “The one thing you have to pay attention to is on the corners, the bottom and the top of the walls, because we have trims,” he said. “We have a J-trim and a corner trim. So you want to be sure that you’re clear on the trims that you need. Our staff will walk you through how man trims you need.”

And if you’re building a big enough wall — say a 32-foot-high wall — you’ll have an H-trim in the middle. The Duramax team will help you through that. “Share the blueprints with us and we’ll help you with the takeoffs,” he said.

His final tip was that you order custom lengths directly from Duramax so you don’t have too much waste. “If you think you’re getting better pricing somewhere on a 16-foot board, you could be getting a 14-foot board from us,” he said. “It’s only a small upcharge from us to get a custom size.”

He also cautioned about ordering a generic product from an unknown company because there are some low-quality cheap alternatives available.

It’s specifically when you are building a residence for very dirty animals that today’s PVC becomes a serious upgrade. “I grew up on the hog farm in Central Ontario, Canada, where I was one of four

children and tasked with pressure washing. A lot,” said Steve Bosman, co-founder and Chief Manufacturing Officer for Trusscore, which specializes in PVC panels. “It used to be that whitewashing was

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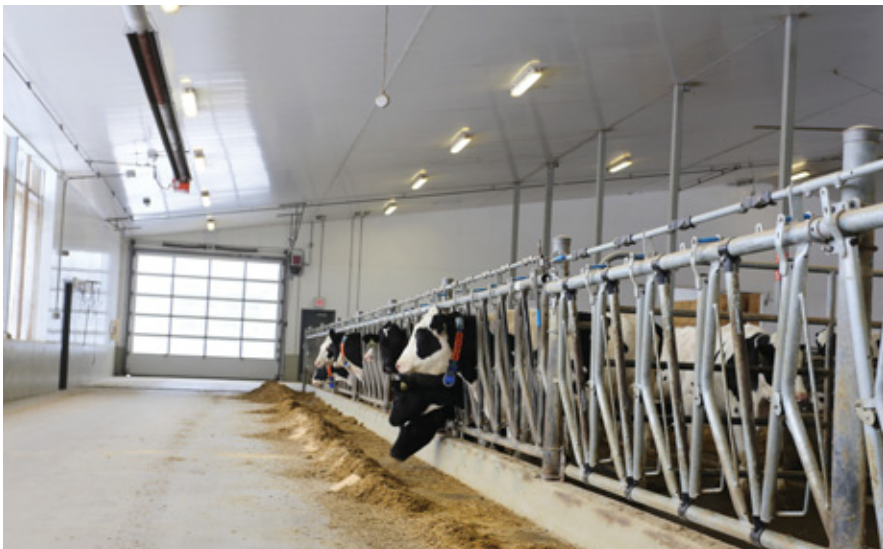


PHOTO COURTESY OF TRUSSCORE

everything for agriculture facilities, starting in dairies. They were having trouble with bacteria. They were having trouble with viruses. They were having trouble with milk production. Whitewashing became the thing to do in the mid 20th century.”

And it actually worked, he points out.

“Milk production went up and you saw it getting installed all across different sectors of agriculture, and eventually into homes, with plaster, and then drywall,” he said. “Drywall was invented in the late 1800s but was never really installed until after the Second World War, because when the war ended, there was a shortage of young

men and installers. So the first commercial building to ever use drywall was in a little place called the Sears Tower in Chicago.”

Some builders reading this are wondering about PVC and fire walls. Are they a miracle cure? Drywall’s method for increasing burn time is to keep adding layers of drywall; sometimes up to six 5/8th-inch pieces. How does PVC compare? “We are Class A fire-rated, and PVC is non-flammable and fire-retardant actually,” Bosman said. “The only thing that we have not been able to accomplish in our Research & Development (R&D) Lab yet is the firewall assembly. Any wall between that attaches to the home and the garage, that shared wall, you still need a firewall of some sort.” Solving the firewall assembly is the company’s #1 R&D priority, he said.

Albert warned builders against using imported products from unknown companies. “Builders should do their homework to ensure products are backed by necessary testing and warranties from a reputable manufacturer,” he said.

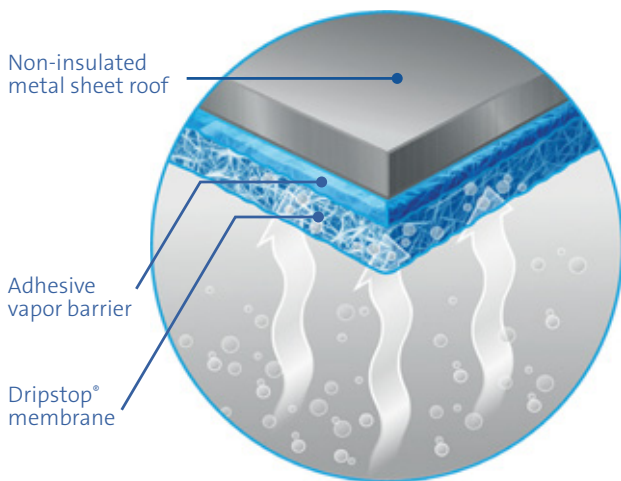


Palram Americas saw the PVC barn wall trend moving into residential so it created Duraclad Designer Series.

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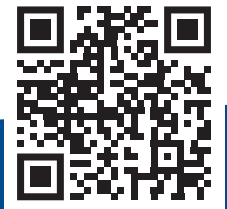
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CLEANLINESS FOR LIVESTOCK

Wood and drywall will break down over time, but even when they're new, in barn-wall scenarios, they hold bacteria, mold, and viruses, as Bosman said, "because of their non-smooth and porous surfaces."

Trusscore boldly proclaimed in 2021 that its Wall&CeilingBoard would eventually replace drywall, everywhere and forever. Bosman summarized its properties. "Durability; 100% moisture- and water-resistant; chemical, bacteria, and mold resistant; light-



Polycarbonate a See-Through Wood Alternative

Another type of plastic – polycarbonate – is being increasingly used in agricultural situations, for many of the same reasons as PVC stalls and walls.

"Utilizing polycarbonate instead of wood can be a sensible choice when it comes to optimize the durability and aesthetics of any building project, including barns," said Sofia De Hoyos, marketing manager for Onduline North America.

Onduline's Tuflex Multiwall, for instance, has a 10-year warranty, which is impressive, De Hoyos said, given that regular wood takes about three years to begin rotting. Tuflex also "involves less maintenance and cuts costs in labor as well as material replacement, and it also ensures good thermal insulation and daylighting enhancement when used as roofing or siding solution. Plus, it is safe and easy to handle, with no risk of rotting or corrosion."

Onduline PolyLite panels also match most metal roofing profiles, which makes them a nice option for skylighting in ag situations. "With unparalleled durability, they promise long-lasting performance, a testament to the future of smart, sustainable construction in the agricultural sector," said Joe Paparella, VP of Sales. "Also available in PVC, the same profile is ideal for interior liner applications, where ease of installation and durability are paramount in caustic environments."

weight, and very easy to install, which is especially important for the very big farms, the corporate-owned farms. We needed something that would go up very quickly, so we went with a tongue-and-groove style panel, with all hidden fasteners."

It was originally aimed at the agricultural market, but then the company began hearing from consumers who were using it in garages, laundry rooms, basements, and more. "They would say, 'I was initially using it for hog confinement or poultry use or a dairy barn, but I'd also like the contractor to install it in parts of my home,'" Bosman said. "We started to realize that we have a true alternative to drywall."

Albert agreed with Bosman's comment, "We're seeing a growing demand in hospitality and residential, like barndominiums, man-caves, workshops," he said. "As a result, last month we launched Duraclad Designer Series," he said. "Consumers loved the low-maintenance of our PVC wall and ceiling panels, but were looking for more aesthetically pleasing options beyond the standard white panel. Palram's new shiplap design offers a more rustic style that mimics the look and feel of real wood."

A fun illustration of PVC's durability: A baseball thrown at 73 mph bounces off Trusscore, while a ball thrown at 32 mph goes right through drywall.

ENVIRONMENTALLY FRIENDLY

All of the companies interviewed said the environment is a factor in this discussion. It's both a corporate mission for Trusscore and a personal one for Bosman to eliminate drywall and products like it, in the world, forever. "What a lot of our society doesn't realize is how terrible drywall is for the environment," he said. "When you drive past a landfill in the summer on a nice hot day and you smell that rotting smell, it's not compost or food. It's actually rotting gypsum, all those glues, all those paints, all that slurry that they have to make, the product is now going into our water systems."

Albert said it's important to note that PVC is a thermoplastic and not a thermoset. You can research that topic online, but basically that's why it's reusable.

COSTS: MATERIALS VS. LABOR

The future of the planet is important to everybody. But in the moment when you're bidding a project, the future of that sale matters more. Will buyers, and their builder/contractors, decide to spend more on PVC and similar products, just to keep drywall out of landfills?

PVC makers say that's not an accurate question in the first place. "Whenever you figure labor, waste, material, and everything else, you're pretty close to even [with traditional methods]," Bosman said. "Most contractors will say that with mud, tape, and paint, drywall is in the \$5 to \$7 per square foot range. It's those who take the sticker price, maybe 70 cents a square foot, and say we're way higher. But when you figure in time and installation,

Trusscore is definitely a more economical option, as well.”

That’s because materials aren’t the only significant cost anymore. Supply and demand are making the drywallers more expensive. “They’re often the second-highest-paid person on any build, rural or urban,” Bosman said, whose company estimates that the total cost of ownership for PVC is half of drywall. “They’re also the ones you’re calling back, for nail pops, or splits in the mud or tape or paint.”

PVC can be installed quickly because it has fewer parts. Install metal framing and poles, and screw the panels into them. “One person can rocket through an install,” Ohanesian said. “There’s a metal structure behind it, and you use this as a siding, and it’s totally durable.” Hog farms and cattle are only two of the scenarios

that came to mind for him.

TEACHING STICK-BUILT BUILDERS

One of the challenges for PVC panel manufacturers is convincing longtime builders that learning how to do this is worthwhile. All of the companies in this arena said they work very hard on builder/contractor training and resources, out of necessity because it’s new to longtime builders.

“The #1 thing we hear from our customers is ‘why didn’t I know about this sooner?’ I really wish that I knew about this on my last 10 jobs,” Bosman said.

Ohanesian said the ag market is a focus for the PVC market, calling it “transformative” versus what has been used historically. “Few people really know that this is

the solution for a durable, hygienic, and easy-to-clean application,” he said. **RB**

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Colorado Event Center Features Tru>Steel HD Processed With New Tech B&B Profile



THE LEGACY PROJECT STANDS TALL in the heart of Greeley, Colorado, exhibiting a seamless blend of tradition and innovation. This 2,300 square-foot building, nestled within Island Grove Regional Park, brings together two cutting-edge innovations in the metal industry: New Tech Machinery's (NTM) board and batten profile and Steel Dynamics' (SDI) digitally designed Tru>Steel HD metal.

NTM launched its board and batten profile this past spring for its SSQ II™ MultiPro Roof and Wall Panel Machine, and SSQ machines dating back to 2014. This game-changing new profile replicates the old rural farmhouse panels that gained popularity in the mid-1800s. The metal

board and batten siding is showing up in the countryside, suburbs, and cities, proving perfect for residential and commercial buildings. The boards are installed vertically with the battens covering the fasteners, in parity with the traditional wood style.

SDI introduced its Tru>Steel HD printed steel in the fall of 2022. The digital print applies an inkjet printer, roll coater, and electron-beam curing system, producing a resolution of up to 400 dpi. The system used 3-D scanners on real wood to develop an authentic wood-grain design that can fool the eye when viewed even up close. This convincing pattern caught the attention of rollforming contractors

like Lee Smith, owner of Flatiron Steel, who eventually proposed it for the Legacy Project.

The Legacy Project required 18,450 sq. ft. of board & batten siding. The building, owned by the city of Greeley, hosts several events, most notably, the annual Greeley Stampede. The Legacy Project will display rodeo memorabilia, photos, and event archives, serving as a Western heritage museum. It will also house offices and host meetings and conferences.

The town originally planned for a stucco building for the Legacy Project to represent the authentic Western look, a prominent part of Greeley's Colorado character. Smith had gone to meet with them about contracting for the roofing, as they had in mind a green metal roof to top the stucco. During the course of the meeting, however, he discovered they had the flexibility to choose the materials for the whole structure.

"Instead of stucco, I suggested they choose metal, given its durability," Smith said. "I told them about the metal wood look and assured them they would get the Western heritage appearance they wanted using the metal board and batten combined with Tru>Steel wood grain."

After pricing it out through United Steel Supply, Smith came back with a number that added up to \$20,000 more than the stucco quote. Deciding it was worth his company's investment for the exposure this new design combination would receive, Smith donated the difference so that the project could move forward.

Smith has two New Tech Machinery

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SSQ II machines at his Greeley location that he's been using for around ten years. His crew ran the board and batten panels onsite. "Using the B&B with the Tru>Steel HD on the SSQ II was just like throwing in another profile and running," he said. "Everything was exactly the same."

As for the installation, Kaleb Kramer of Independent Roofing, the company contracted to install the panels, said that working with board and batten wasn't much different from other panel installations. "It's pretty quick and easy," he said, but added, "When cutting for windows, you may end up with a 1.5" gap from the open end of a batten."

However, he bent metal caps over the gaps and riveted them on as covers. Leaking wasn't a problem—it was more about the aesthetic of having a closed end.

The other issue Kramer mentioned with the Tru>Steel HD was repetition in the wood grain, so that if panels are set together, you may see a repeat of the wood knot pattern. On long panels, they would eventually repeat upward as well. He worked to separate panels that were alike to avoid this repetition. "It probably wouldn't be an issue with short panels," he added. "But some of these panels are 32 feet long. I realize most people don't even notice it, though."

THE FINISHED PRODUCT

The Legacy Project now stands as a frontier-style building that fits the Western motif the town had originally envisioned. Initially designed for garage doors



but soon adopted for metal siding, the Tru>Steel HD paired with the board and batten created an old wood grain barn or farmhouse look. Although on the thin side, Kramer said that even the longest 32' panels handled easily and snapped together well.

As far as the future of board and batten and steel designs, Smith sees it as a look people want, and the fact that it's customizable makes it more attractive and a good investment for the community. "It still takes a skill set to install it," he said. "We need a labor market that will support it as well. But as it becomes more in demand, prices will go up, and this may attract more workers looking to make money."

Another benefit Smith mentioned is that the siding comes from mostly recycled

metal and can be recycled again. It's not just creating more landfill, like wood or other non-recyclable materials.

Smith's future projects include building custom homes, and he recently shipped some of the Tru>Steel HD gray cedar to Juno, Alaska. He noted another home under construction in northern Idaho, again using the NTM SSQ II MultiPro board and batten profile to run Tru>Steel HD panels.

While brown and gray wood grain panels have gained popularity, Tru>Steel HD offers other patterns, and the options seem to be growing. "Tru>Steel HD options are really only limited by your imagination whether designing on 3-D software or choosing from stock," Smith said. "The great thing is you can design into the panels something three-dimensional that looks very realistic, and you can really tweak it so that it has very different textures."

The Legacy Project has set a new standard for architectural expression, showcasing the perfect combination of pastoral charm and futuristic technology. Greeley's new building presents the potential for metal siding's future and holds limitless possibilities for innovative residential and commercial design with the blend of these two newest advances in metal siding. **RB**





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Basics of Planning a Barn

Two Veteran Barn Builders Provide Their Top Tips

TYPICALLY THE DEVIL IS IN the details. In the case of planning for a barn, however, the biggest challenge seems to be getting your client to concentrate on the bigger, more boring decisions.

“For a lot of people, it’s their second or third barn and they know what they want, and for some people, this might be the first horse they’ve had, so you have to walk them through what they need,” said Kevin Craigie, President of Buffalo Fence & Barn Co., an authorized dealer for FCP Structures covering the state of Arizona. “The big challenge I have with some of them is just the orientation and location.”

So while a client might be excited about colors, and stall amenities, and whether to use big cupolas, your first task is to get the customer to slow down and think about the most obvious parts of the decision.

FIRST COMES FIRST

So where should the barn go in the first place? And facing which direction? Craigie said most people understand how to orient or arrange their barn’s floor plan. For instance, “Get the wash areas and

groom areas where they’re centrally located.”

But that doesn’t address the even earlier decision of location and orientation. And it can be more of a local or regional decision than you might think.

“Where I live in Flagstaff, it does get really windy in the spring-time, and also sometimes during winter storms and the prevailing winds are out of the Southwest,” Craigie said. “So if at all possible, you want all your cells facing the east side of a barn. They’re protected from the wind, and they get the morning sun.”

What if the house is situated such that the owner couldn’t see the horses from the house, so they want the barn situated in a different direction? “Then your cells are going to fill up with snow in the wintertime,” Craigie said.

BARN STYLES

There are two primary types of barns: **Shedrow** and **Breezeway**. **Shedrow Barn.** All the stalls are in one line, on one side of the barn, with an overhang toward the front of the stall. Stalls are not enclosed.

Breezeway Barn. Stalls on both sides of the barn and an aisle down the middle; 48 stalls would mean 24 on each side.

Further, there are two kinds of breezeway barns.

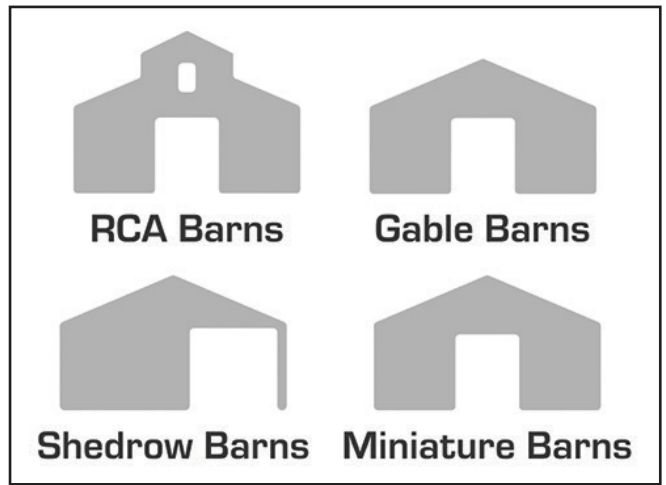
RCA: The most popular barn style among a variety of horse enthusiasts, the Raised Center Aisle (RCA) barn features a traditional look with a two-tiered roof.

Gable: An attractive yet economical choice with only one roofline. This design allows a cost-effective way to have a center aisle and still have ventilation throughout the barn, while keeping it warmer during the cold winter months. This style of barn can still be closed completely with breezeway doors.

CHOOSING A BARN STYLE

Kelly Landry, who works in design and sales at NorCal Structures, an authorized dealer for FCP Structures in northern California, “quite literally grew up in a barn.” She said the most important factor in choosing which style is not the usage of the barn; rather, the customer should consider entryways, the layout of the property, and weather.

Choosing your barn type is impacted by the entry scenarios.

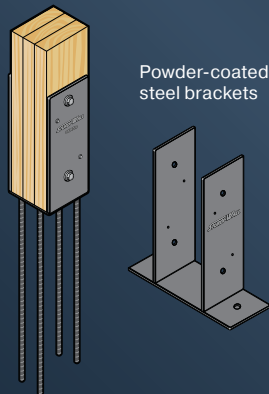
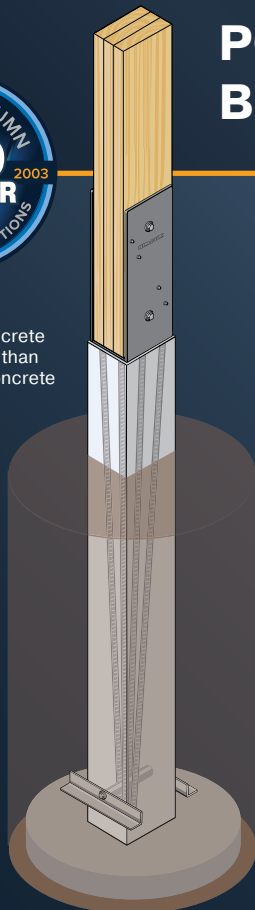


“The main factor is going to be your land’s layout,” she said. “My driveway is circular and the layout of it worked out to where the best option would be a shedrow barn to go along the side of it, adjacent to my house.”

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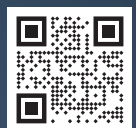
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“You also have weather that comes into play. Where are your storms primarily coming from? Are they coming from the south? If that’s the backside of that barn, it would then flood out the backside, you’re going to have to have your doors closed for the entire winter.

“The flip side of that is you can open those doors up in the summer and you’re going to get a nice breeze. So (the barn type choice) also has to do with weather.”

She said you also have to consider utilities and how they’re going to get where they need to, and you want to remember how your trailers are going to manage the situation.

Last but certainly not least, the three types don’t cost the same. “A shedrow barn is the least expensive,” she said. “You don’t have the breezeway doors, so that eliminates probably \$4,000 in cost.”

There is a certain point in overall length, however, where the roofing begins to cost more than having a gable barn. So if a shedrow barn gets to be too long, you’re better

off switching to a gable barn.

Lastly, the raised center aisle is “always going to be your most expensive because there are more trusses, and you have two extra lines of gutters. But if you want somewhere to go hide in the winter, where you can close off the doors, the raised center aisle is your best bet.”

Craigie said people sometimes want to save money with the shedrow barn ... until weather hits, at which time they ask for it to be enclosed.

TOP TIPS

Here are some things you don’t want to forget about.

Make sure your house isn’t downwind or in the prevailing-wind direction. It’s not just about the smells; the flies are also pushed downwind.

Stress the options that matter, like insulation. “Hold off on that extra saddle rack and budget for things that are going to be more beneficial to the building in the future,” Landry said. “Save those small an-

cillary items for later. I would skip a wood stall-front and go for insulation. It has a major impact; that roof insulation will help stop the condensation and stop the drips.”

Don’t sell stuff they don’t need. This is always true, of course, whether it be a shed or carport or residential. But it’s particularly important with a barn, because owners so often get distracted by the shiny objects. So Landry stressed it: Do not over-sell features on the barn.

“I’m happy to give them prices on every option that they’re looking for, but I really try not to hard-sell because I think that will bite you in the long term,” she said. “I don’t ever want to be accused of selling something that they didn’t want. This is not a car that they’re going to be turning in five years from now. This is something that they’re going to have into their grandkids’ lives.”

Elevate the foundation. Cows and horses urinate ... a lot. You have a few options in that regard. “If we put it on a footing, elevated about 3½ inches, it will protect those walls. So you can do a slab, or you can do a

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FCP Structures Launches 3D Barn Visual Planner

FCP Barns & Buildings, a leading provider of modular, pre-engineered horse barns and equestrian facilities, announced the launch of Design-A-Barn, the first online 3D visual planning tool that not only designs the outside of the barn, but also interior spaces including horse stalls, tack rooms, office, and other rooms.

FCP's Design-A-Barn is a 3D visualizer created specifically for the equestrian and agriculture industry. Design-A-Barn can customize three of the industry's most popular barn styles; Raised Center Aisle (RCA), Gable, and Shed-row barn.

"We wanted to provide the equestrian industry with a 3D barn design tool that could actually customize the inner floor plan spaces," said Cheryl Spangler, FCP Barns & Buildings Sales Manager. "FCP's Design-A-Barn 3d visual planner not only lets you design the exterior, but also the interior spaces and lets you visualize what it will look like. This will be a real time saver for clients and dealers alike."

Learn more at fcpbarns.com/design-a-barn-online. You can become a dealer at fcpbarns.com/dealer-opportunities.

footing or just piers, but if you do piers, we still recommend putting something underneath those walls so they're not just sitting flat on the dirt."

See Jacob Prater's article on barn foundations in the September 2023 issue.

KNOW YOUR MARKET

Some regions are heavy in dairy production, while others are equestrian. Further, some equestrian markets are generally full of veteran, long-time horse owners, while other areas are being newly populated by people who have almost no experience with horses.

So while companies like Buffalo Fence & Barn are typically working with veteran farmers, in NorCal's market in Northern California, Landry is very often helping somebody who is moving out of the city. The customers are typically headed into retirement or semi-retirement and these will be their first horses. "Ninety percent of my customers are moving in from the bay area. They're not used to having to account for cats, and I mean big cats, coming in and eating their miniature horses," she said. "They don't know what to expect in these rural areas.

"And in California, aside from even the

aesthetics and the functionality, we have these municipalities to deal with, we have county governments, regulating what and where they can build. So we tell them to start there — talk to your building department before we get too far into planning. California is so regulated."

SPECIAL CONSIDERATIONS FOR HORSES

Both Buffalo Fence & Barn Co. and NorCal Structures are dealers for FCP Barns and Buildings, which creates horse barns. The framework is typically 12- and 14-gauge, with 26-gauge on the roofing, all in a light-gauge galvanized steel.

If you're building a horse barn — or any accessory structures such as "mare motels," shelters, hay buildings, trailer storage, or more — your building provider will support you with guidance related to horses, of course. In general, you and your buyer will want to consider the horses' personalities, size, and strength. "The walls have plywood, though you don't see it because they have steel-laminated sides, so they're guaranteed kick-proof, chew-proof, and fire-resistant, whether you've got a stallion or a mare, it makes no difference, the walls

are just as solid,” Craigie said. “We do tell people that if you’re going to have a stallion, you want a solid wall between that and the next one, not a grilled wall.”

Other things to keep in mind if you’re building a horse barn.

Do you have an older horse? If so, consider a larger stall, because they require more care and they lay down more often. Landry had to factor into her barn design her 30-plus-year-old horse who sometimes “goes out and acts like a 3-year-old ding-a-ling, then gets hurt and winds up laid up for two days, so he’s stuck in the stall.”

Will you ever have a stallion? Landry never imagined she’d have a stallion, but stuff happens of course, and she has one now. So you will want to build for the immediate future while keeping the possibilities in mind; you need to know what you’d



do if you need to make changes or additions.

“Do you have a mare that’s territorial to the point that you have to have solid dividers? You may have a couple of geldings who want to touch noses and they’re not going to have those walls, because they’re not cave

animals, they’re social creatures.

“Do you have little kids that have ponies now, but they’re going to end up having larger horses later? So we do double-grilled doors so the ponies can see out, but later on those stalls are big enough to accommodate their quarter horses or thoroughbreds.” **RB**

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National Institute of Building Sciences

Supporting Advances in Building Science and Technology

WHETHER IN YOUR HOME, OFFICE or out in your community, the walls that surround you must be safe, structurally sound, and sustainable.

We're the National Institute of Building Sciences, and it's our job to help make that happen.

NIBS is an independent, non-partisan, non-governmental 501(c)(3) not-for-profit organization whose mission is to advance building science and technology to improve the built environment. We were established by the U.S. Congress in the Housing and Community Development Act of 1974, Public Law 93-383.

Congress recognized the need for an organization to serve as an interface between government and the private sector. Our annual report goes right to the top – the President of the United States.

NIBS is a resource to those who plan, design, procure, construct, use, operate, maintain, renovate, and retire physical facilities. We convene the leaders of industry, primarily the architecture, engineering, construction, and operations (AECO) industry, to look to the future and build alignment on challenges so we may ensure the built environment enables the economic and social vitality of the United States. We establish performance criteria, standards, and other technical provisions to maintain life, safety, health, and public welfare. And, NIBS develops recommendations suitable for adoption by the jurisdictions and agencies that regulate buildings, including test methods and other evaluative techniques relating to building systems, subsystems, components, products, and materials with due regard for addressing consumer problems.



Discussions during the NIBS annual show in Washington D.C. in early September

We have seven councils: The Building Enclosure Technology and Environment Council, Building Information Management Council, Building Seismic Safety Council, Consultative Council, Facility Management and Operations Council, Off-Site Construction Council, and Multi-Hazard Mitigation Council – that provide thought leadership on the most pressing issues challenging the resiliency of the nation's vertical assets and horizontal infrastructure.

Our councils engage with private organizations, institutions, agencies plus federal, state, and local government entities, giving attention to the development of methods that encourage representation from all sectors of the economy, ensuring national interests are protected and pro-

moted for the best results.

In 2022, we maintained the development of tools to help the building industry evolve as we have become more proficient than ever in deploying innovative technology to advance our mission.

Some of the highlights included:

- The implementation and launch plan of the U.S. National BIM Program to achieve a new level of industrial efficiency through digitalization, transforming life-cycle work processes to be more efficient and resilient, less expensive, and safer to build and maintain. Right now, we have available the program summary and implantation plan. Interested parties are able to join our community by signing the U.S. National BIM Program pledge or become a founding partner.

- The development of a roadmap on mitigation investment with Fannie Mae. The goal of the Resilience Incentivization Roadmap 2.0 is to identify ways to work with lenders to explore financial products that support resilient buildings, help developers properly evaluate risk and recognize values of resilient buildings and lower the upfront cost, and collaborate with insurers to promote insurance programs that reward safer structures.

- The Moving Forward report by our Consultative Council stressed the importance of diversity, equity, and inclusion as essential characteristics of the built environment. Ultimately, implementing employment practices that foster diversity, equity, inclusion, accessibility, and belonging (DEIAB) will lead to a diverse, robust, and sustainable workforce.



Roark Redwood

In June, NIBS released the 2023 Built Environment Workforce Survey, which was completed in partnership with Avenue M Group.

The report takes the pulse on where

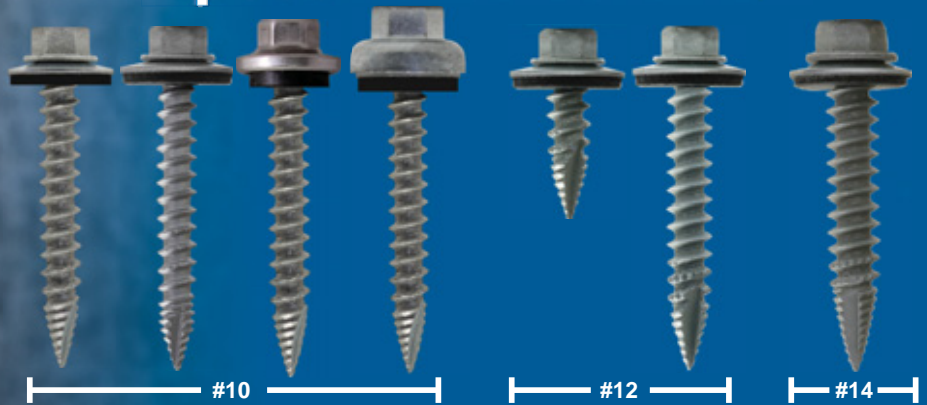
things stand with regard to diversity, equity, and inclusion. It covers a lot of ground, including a breakdown of the definition of diversity. More than seven in 10 respondents included race (75%), ethnicity (74%), gender (73%), and age (71%) in their definition of diversity within the context of the built environment.

Nearly two-thirds (63%) of respondents said it's important to increase diversity of the built environment. And overall, younger respondents—aged 39 or younger (68%) and aged 40 to 49 (66%) — as well as women (79%) were more likely to indicate the importance with regard to increasing diversity.

Other report highlights:

- More than two-thirds (68%) of respondents were men and about three in 10 (31%) were women.

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- More than four in five (82%) identified as White and/or a person of European descent. Seven percent of respondents identified as Hispanic and/or Latina/Latino/Latinx; 4% identified as Black, African American, and/or a person of African descent; 4% identified as East Asian; and 3% identified as Native American, Alaska Native, First Nations, Métis, and/or Inuit.

- Sixty-seven percent of respondents work in the private sector.

- The majority said they are employed full-time (73%), and about half (51%) have been in the built environment for more than 20 years.

- Around two-thirds (67%) of women

indicated they have experienced discrimination or prejudice in the built environment based on gender.

As an industry, a lot of work remains to change these numbers for the better.

It needs to be said that we could not have collected this invaluable information without the support of our partners. Participating organizations included The American Association of Blacks in Energy; The American Institute of Architects; American Institute of Steel Construction; American Society of Civil Engineers; American Society of Landscape Architects; ASHRAE; Association of Equipment Management Professionals; ASTM

International; BOMA International; Building Talent Foundation; Construction Management Association of America; Construction Specifications Institute; Design-Build Institute of America; Green Building Initiative, Inc.; International Code Council; International Institute of Building Enclosure Consultants; Midwest Energy Efficiency Alliance; National Apartment Association; The National Association of Hispanic Real Estate Professionals; National Building Museum; New Buildings Institute; Northwest Energy Efficiency Council; Pius (Passive House Institute US); Ready Mixed Concrete Research & Education Foundation; Royal Institution of Chartered Surveyors; and the U.S. Green Building Council.

Just a few months ago, NIBS hosted the Women Executives in Building Symposium in Washington, DC. More than 40 leaders attended, and speakers included NIBS board members and women executives from both corporate and nonprofit built environment organizations. Event sponsors included Delta Controls, 84 Lumber, Compass Datacenters, Daiken, and Green Building Initiative.

Infrastructure was another major focus in 2022, and it remains so, particularly due to the passage of the Infrastructure Investment and Jobs Act.

The Bipartisan Infrastructure Law is helping the nation and communities direct much-needed federal aid to where it's needed most – broadband access, clean water, electric grid renewal, highways, highway safety programs, and transit programs.

NIBS created the Infrastructure 2022 webinar series to cover transportation infrastructure, goods and supply chain challenges, lifelines and access to high-speed networks, and preparedness and mitigating the climate crisis.

In addition to horizontal infrastructure, increased emphasis has been placed on revitalizing and retrofitting our existing building stock for improved performance, sustainability, health, and resilience, with particular emphasis being focused toward decarbonization efforts and methodolo-

National Institute of Building Sciences Building Innovation 2023 Conference Wraps in Washington

The National Institute of Building Sciences (NIBS) annual meeting – Building Innovation – saw hundreds of built environment professionals descend on the Washington Hilton in DC.

BI2023 is one of the premiere meetings for all who impact the built environment to find solutions to greater challenges. It took place September 5-7, and educational sessions covered four tracks: building performance and sustainability, resilience, technology, and workforce.

Over the course of three days, BI2023 conference participants attended sessions on building information management and digital transformation, net zero and decarbonization, artificial intelligence and infrastructure, resilience and natural hazard mitigation, architectural engineering and smart cities, and sustainability and housing affordability.

Conference highlights included a keynote by Solomon Greene, Principal Deputy Assistant Secretary for Policy Development and Research for the U.S. Department of Housing and Urban Development, and a panel discussion on the Future of the Built Environment Workforce, featuring subject matter experts from Compass Datacenters, the U.S. Green Building Council, and Ohio Facilities Construction Commission.

NIBS also distributed built environment awards in several categories. The awards and recipients included:

- NIBS Distinguished Service – Dudley McFarquhar, PhD, PE, VP & Partner, Stone Building Solutions and President, McFarquhar Group Inc.

- Exceptional Woman in Building – Salla Eckhardt, Senior Vice President, OAC Services, Inc.

- Future Leaders – Zahra Ghorbani, BIM Manager, Office of Physical Plant, Department of Architectural Engineering, Penn State University

- NIBS Innovator – Wildfire Prepared Home-Insurance Institute for Business & Home Safety

- NIBS DEI Leadership – Logan Herring, Chief Executive Officer, The WRK Group

- Beyond Green™ – Holabird Academy + Graceland Park O'Donnell Heights Elementary Middle School Zero Energy Schools for Baltimore City

- Mortimer M. Marshall Lifetime Achievement – David Bonneville, Senior Principal, Degenkolb Engineers, Retired

NIBS also named two recipients of the Betty and Mort Marshall Memorial Scholarship, which was established to promote diversity in the building sciences and benefit students pursuing a career in architecture and engineering at a historically Black college or university.

The scholarship was started in 2020, in memory of the Marshalls. Mort was the first member of the National Institute of Building Sciences.

The 2023 scholarship recipients are Evan Cage, an architecture student at Morgan State University, and Onye Andrus, an aerospace science engineering student at Tuskegee University. Each student will receive \$5,000 toward their tuition.

gies. We believe that in order to address existing buildings, we must innovate. This is vital to protect these assets, extend their purposefulness, improve their performance, and reduce the negative environmental impacts from embodied carbon.

For 2023, we have begun the Existing Buildings webinar series, opening it up July 12 with a discussion on green retrofits.

Building owners are actively using green building retrofits as the key to attracting more tenants, competitive positioning in the marketplace, easier and cost-effective operations and maintenance, reduced energy bills and consumption, and carbon benchmarking. Investment in bundles of technology and sustainable practices that interoperate deliver deeper efficiencies and a more comprehensive approach. The Existing Buildings series continues in October with a webinar on retrofitting for resilience.

While on the subject of existing structures, our Consultative Council this year explored the topic of building sector decarbonization, examining key concepts, challenges, and considerations that can help inform decisions about if, where, and how to pursue decarbonization goals, and providing recommendations to policymakers and industry stakeholders on priority actions and next steps.

The building sector is a significant contributor to carbon dioxide and other greenhouse gas (GHG) emissions, both in the U.S. and globally. These GHG emissions contribute to the widespread and worsening impacts of human-induced climate change and can adversely affect local environments and populations by compromising indoor air quality and exacerbating outdoor air pollution.

Mitigating these effects by decarbonizing the building sector will take an econ-

omy-wide effort, but the need to achieve near- and long-term emissions reductions is critically important.

If you are a member of the community of professionals who support the built environment, the National Institute of Building Sciences invites you to attend our events, as we have several coming up.

These include a virtual meeting for Existing Buildings 2023: Retrofitting for Resilience on October 24 and a Housing Affordability Hearing at the National Press Club on Nov. 6.

NIBS was created by Congress nearly 50 years ago to support advances in building science and technology. To the American people and our constituents – as much as we can, we will answer this call. **RB**



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BY LINDA SCHMID

Direct Metals Inc.: Say What You'll Do, Do What You Say

Help Your Partners And Watch Your Success Grow!

AT EIGHT YEARS OF AGE, Ron Mullen worked in the family's roofing business; a pretty early age to have your career path figured out for you, so perhaps it isn't surprising that, after finishing school, he decided that he would rather distribute building materials. This dream turned into running a sheet metal shop and building supply. Mullen opened Direct Metals Inc. in 1972. He and his team manufactured sheet metal and components and served as supplier to builders, largely in the post-frame market.

In 1993, DMI saw great opportunities in Florida and closed their sheet metal shop in favor of an independent representation business, selling a variety of brands, under the same name. It proved to be a good move, however, challenges presented themselves in the form of long lead times from suppliers located in New York, Ohio, and Canada. At that point, they began keeping a healthy stock in their warehouse, thereby improving their service and transforming into a master stocking distributor.

THE SEEDS OF GROWTH

Growth has been spurred by the expanding product line. They manufacture many more products these days than they did in the beginning, mainly fasteners for metal buildings and commercial low slope buildings and stamped clips. They have good strategic partnerships for other supplies such as sealants and foam. Everything a rollformer could need is provided by the company, except the coil, according to Ron's son Andrew Mullen, now President. He came on board 25 years ago and since then their product line has grown from around 300 products to 6,900 with new products launching quarterly.

Another component of growth, their employees, have been instrumental in the company's success. As the sales team was built up, the company experienced commensurate growth. In the last 12 years or so, the number of American employees overall has grown from five to 40 people to properly service their expanded customer base. They now do as much business in two weeks as



The Fort Myers, Florida, location.

they used to do in a year, serving OEM roofing manufacturers and wholesale roofing distributors, as well as distributors that service the post frame industry from whence they got their roots.

One measure of growth is provided by the space which is required for your operation, continually running out of space is a sure sign of growth. DMI started out in little storage units and then after many moves they purchased a 10,000 square foot headquarters in Fort Myers, then had to turn around and build one quadruple that size, while at the same time expanding the Plymouth Indiana distribution center to a larger footprint. A second Ft Myers facility was added in 2023 to support the addition of low slope roofing fasteners and accessories to their line.

CULTIVATION

Mullen believes that culture is, in part, responsible for their success. They are one big family, he said. Everyone pitches in and works together; many are long-timers and some have never worked in a corporate structure.

Their shared philosophy is that their success is tied to their customers' success over time. Salespeople are taught this from the day they walk in; they are not interested in a one and done sale; they want to partner with customers and assist in their success over the years. It's a mindset that has served well, and one of the things Mullen is most proud of is the relationships they have forged with their



“Hello” from DMI!



The sales team at the DMI booth.

business partners.

Of course, you can have the best culture and philosophy in the world, but nowadays the labor pool is small. Mullen said his team has felt the crunch of not enough help like everyone else. That’s why they developed a “ground-up training program”. If a candidate shows a little aptitude, they can mold them into what they

need. To round out their team, they find talent through industry networking.

GROWING A BRIGHT FUTURE

The future looks bright to Mullen, both for the company and the metal industry. He sees digital sales becoming bigger, as well



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MANUFACTURER PROFILE

as more oversight and better specifications of industry components, especially in coastal areas where the weather is profoundly impacting construction.

As for the company, Mullen says that one of their strengths is the number of products they have that are certified by Miami-Dade County, often touted as having the strictest codes.

His goals are varied and ambitious; he is working on a process that can move a product to DMI's brand more quickly as well as expanding the reach of their private-label programs. They are also working on additional distribution center locations, territory expansion and growing the sales force with the goal of doubling in the next four years.

That will be quite a feat considering the requirements for distributors to join their network. Manufacturers looking to join must be interested in bringing in the whole DMI line. Further, the company is protective of current distributors; they are only interested in partners who would be expanding their reach in the industry, so they must not encroach on a current distributor's territory.

The keys to making their goals Mullen says, are the same guidelines they always work by: Say what you'll do; do what you say. Be true to your partnerships. Invest in staff, training, and inventory. Provide fast, efficient service and quality products. **RB**



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Dear Readers:

A couple years ago, we added a new section to this magazine called *Metal Builder*. It has been a “flip section” of *Rural Builder* and has included articles specifically about building with metal.

We’ve been very encouraged by the reaction so far and continue to have plans to take this new brand to its own magazine someday. In fact, it has a brand-new website at metalbuildermagazine.com where you can read our back issues and the articles that were in them.

Here’s what you need to know today: *Metal Builder* is moving to another magazine so if you want to continue to read it, you need to sign up for it today. It will continue to be a flip section, for the near future in our *Garage, Shed, Carport Builder* magazine. Signing up for it using this form or the website address at left will ensure you receive *Metal Builder* in the near term, and when it becomes its own magazine someday.

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The Components of Success

Martin Building Systems' Checklist

DWAYNE MARTIN IS A WICK Buildings fan. He worked as a foreman for a Wick Builder for several years and then Martin made a deal with his employer; in 2016 he left and took the dealership with him. Now he runs his own company, Martin Building Systems.

Martin literally set up his new business from the North Platte Hospital while awaiting the arrival of his twin baby boys. His first building package delivery occurred on the same morning that the twins were born and a family member had to go unload the materials onsite. It was an exciting start to his new business!

At the beginning, Martin wore all the hats — sales manager, secretary, foreman, project manager. He did everything with one or two employees to help with projects.

It didn't take long for this new venture to become successful; his first year he had impressive sales, and it grew quickly. Six years later he is doing 10 times that amount. Of course, he now has over a dozen employees and they consistently run three or four construction crews.



Dwayne Martin

Success is about word of mouth, according to Martin. “This is a rural community with less than 3,000 people in the county,” he said.

“Everyone knows everyone else here. Do good work and people will soon hear about it. Do poor work and people will know even more quickly.”

The rural community Martin refers to is Madrid, a little town in the southwest corner of Nebraska. The company serves approximately seven counties in southwest Nebraska and a small area in the northeast corner of Colorado. Martin's jobs are largely post-frame and when barndominiums became popular, a lot of people from the Denver area built them at Lake McConaughy, a big boost in sales for the company.

THE INGREDIENTS OF GROWTH

In order to generate word-of-mouth, you must have work,

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and Martin got much of that through advertising. He took out full-page color ads in the Spring Home Improvement special publications sent out by the county paper, filled with black-and-white ads in business card and quarter page sizes. Martin would take the full back page, incorporating several color photos of local projects that people would recognize. The page really stands out from the rest of the ads! This tactic worked very well Martin said. He also did radio spots, sponsored local fairs, the 4H, and the soap box derby and he exhibits at one or two expos or home shows per year.

Martin credits Wick Building for some of his success, too, based on the support that they provide their builders in the form of design, engineering, and pricing software. Brand recognition is part of the package, Martin acknowledges, but he states that the engineering and tech and design services are invaluable along with their marketing co-operative and website hosting.

“We wouldn’t be where we are today without the help and expertise of the employees at Wick Buildings,” Martin said. “The support of my wife Natasha has also been crucial. (We now have four children and life is busy. We’ve been very blessed!)”

Employees are, of course, another important component in a successful business. Martin hired some of his ex-colleagues. He has also attained new employees through recommendations from current employees. “Referrals are the best,” Martin said, and he makes efforts to minimize employee turnover, offering competitive wages, bonuses, and vacations. More than that, he tries to be the kind of boss who relates to each employee, attempting to remember who likes more hours, who has small kids and prefers to work locally, and who likes freebies like hats and tees. He also tries to be flexible and allow employees to do their jobs without micromanaging them. They are a good group of guys, Martin said; there is a lot of camaraderie and they have a lot of fun together.

Equipment is the final piece of the business framework. At the outset, Martin took out a \$35,000 loan for a used pickup truck and some tools. He was able to pay it off in two years and is happy to report that he has not borrowed money since; he has seen what debt can do.

“When I showed up for a job early on, you wouldn’t see me with lots of new equipment. I had old lifts and an old pickup truck. We probably didn’t look very impressive, but once I paid off that loan I owed nothing. It gives such a sense of freedom,” he stated.

It’s different today; a lot of the old equipment has been replaced. However, Martin said, “I still don’t like debt. If I can’t pay cash for it, then I can’t afford it!”

BUSINESS CULTIVATORS

Always treat others as you want to be treated, Martin said. As an employer, find ways to show your appreciation for your employees. If it is hot out, then bring your guys Gatorade. “I try to be



more of a team leader than a boss,” he said.

As a businessman, communication is key. “Keep customers in the loop,” Martin said. “If you’re not going to be there when you said you would, explain why.”

In fact, he advises under-promising. For example, tell a client you can’t start their job until December if you are unsure about October; then if you show up in October, they are impressed.

“Always make sure your customers are satisfied,” he said. Martin has found that some of his customers become lifelong friends this way.

As for the future, Martin is focused on building new relationships, creating a great work place for his team, and continued growth. “Controlled growth,” he said. “I don’t want to get too big too fast and become top-heavy.” They may be moving into more ag building he said, since he sees a market shift that way.

“Whatever the job, we will bend over backward to make the customer happy. Because the customer is always right ...even when they’re not!” **RB**

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For More Information Contact Missy Beyer:
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Farm Building News, Nov/Dec 1975
Taking time away is good for your mental health as well as your employees' self-confidence and growth. This is as true today as it was in 1975.

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: rocky@shieldwallmedia.com. I'll publish a brief news story about you, your organization, and your projects in return!

Who Says You Can't Get Away

for the Builder Show – or a Week's Holiday?

WHILE SOME FELLOWS ARE WORRIED about what will happen to their business and profits while they're gone to attend a two-day meeting, a three-day Farm Builder Show or a week-long tour, I've found such absences to be a *plus* now and then," says John Bernard, president of Roanoke Wood Preservers, Inc., a firm specializing in both commercial and farm buildings.

Bernard admits to having had those same concerns about how the firm would get along without him until he gave it the first try. But that first trip, and the change it made in his people, convinced him to get away more often.

"I've got a strong Number Two man, and the first time I left I found he regarded it as a vote of confidence in his ability – he became an even stronger individual and commanded more respect from our people as a result.

"Our foremen and crewmen came to him rather than me for directions while I was gone. And they continued doing so after I returned, freeing more of my time for management needs rather than small details.

"Now I take a tour or trip at least once a year, and it annually has the effect of tightening up our whole company — each foreman and supervisor becomes more independent, accepts more responsibility and feels he's a more important part of the team effort."

In Bernard's opinion, if a builder can't get away for a week without hurting his business, he'd better take another look at how he's delegated authority. Maybe he's holding on to too many of the details and decision-making tasks, and not allowing his people to develop as they should —

and *will*, with increased responsibilities.

Bernard sees other advantages of getting away now and then: "Taking a week's trip with your wife — we were to Hawaii for a week last year and to Scandinavia for two weeks this year — can do a world of good for both you and your people. It gives you a chance to get away and re-group ... to get isolated for a while and do some really deep thinking without interruptions ... to take a fresh look at your business.

"At the same time, though, it lets your crew mature in their ranks and set in their harness, so to speak, and make decisions more independently."

"Going away for a short time is a vote of confidence for your top people."

Bernard likens getting away from your business to getting away from one's family now and then: "Remember the first time you and your wife left for a few days, and worried how the kids would get along on their own? Then when you returned how you found they got along just fine ... in fact, even better than you ever believed they would ... and that they rather *enjoyed* the independence and *appreciated* your confidence in them."

It'll likely prove true for you and your firm, too.

You'll never *find* time; you have to *take* time. A trip will let you "get away and regroup ... to do some deep thinking," as Bernard says. And it may help your employees "mature in their ranks" at the same time. **RB**

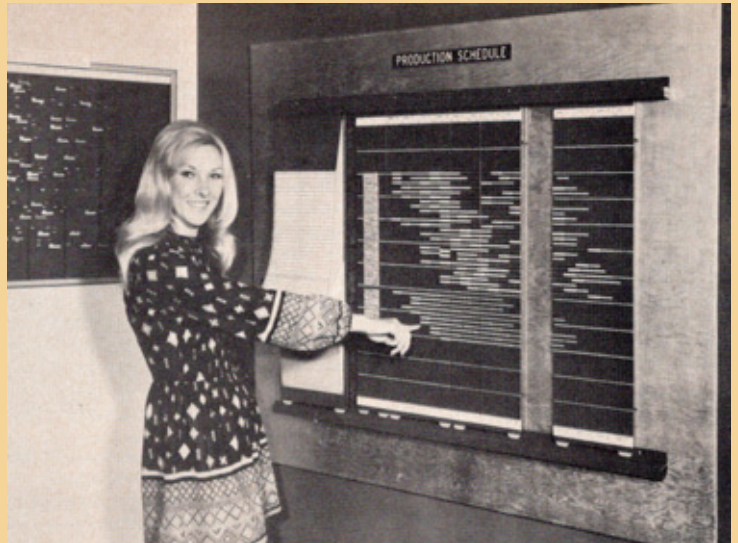
PRODUCT PREVIEW Direct from 1975

The latest products and services for farm builders...designed to save time while they improve quality.

Where's Joe? This young lady can tell you where the job is, and other pertinent information on the production schedule. The panel system can control up to 100 jobs for 12 weeks in the wall space of less than 3' x 4'.

Customers' names and job numbers are listed using write-on text plates. The panel surfaces are grooved to accommodate the cylindrical magnets. All panels are mounted on double-tracked MR track allowing panels to be easily rearranged.

(RIGHT) What the RB staff of 2023 calls "The job-tracking software of 1975."



Check Out Our Digital Magazine Websites

www.ruralbuildermagazine.com

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www.readmetalroofing.com

www.rollformingmagazine.com

www.garageshedcarportbuilder.com

www.roofingelements.com

NEW PRODUCTS

BY RURAL BUILDER STAFF

■ FIRESTABLE INSULATION CO. INTRODUCES NFPA-275 CERTIFIED THERMAL BARRIER SPRAY FOAM INSULATION

U.S.-based Firestable Insulation Co. has entered the building insulation market with patented, directly code compliant, NFPA-275 thermal barrier closed-cell spray foam insulation. It meets the International Building Code (IBC) upon application without the need for an additional thermal barrier.

QAI Evaluation Services has issued a product certification for FS 2.0 closed-cell foam to Firestable Insulation Company for its compliance with NFPA 275 as well as IBC 2603.9 special approval.

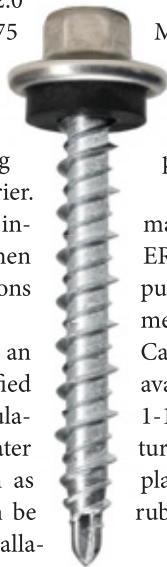
Kent Adamson, president of QAI Laboratories said, "QAI is excited to issue certification for the Firestable FS 2.0 Spray-Applied Foam to NFPA 275 'Standard Method of Fire Tests for the Evaluation of Thermal Barriers.' It is a foamed in-place insulation that has achieved a rating as an all-in-one true thermal barrier. There is no need to cover it with an intumescent coating or sheetrock when installed according to the stipulations outlined in the QAI Listing."

The Firestable technology is an FPA-275 and IBC 2603.9 certified single application, spray foam insulation—as well as air, vapor and water barrier. Firestable FS 2.0, as soon as cured, meets the IBC code. It can be left exposed immediately after installation without fire risk, eliminating time and costs to install gypsum board or other fire-protective products, such as intumescent coatings. It can be applied with conventional spray foam equipment.

www.firestable.com

■ LEVI'S ADDS NEW MINI DRILLER PRODUCT

Levi's Building Components, a nationally recognized metal roofing product supplier and manufacturer, has added a fastener to the ProCap line of metal-to-wood fasteners. The ProCap #10 Hi-Lo



MINI-DRILLER has all the characteristics that make the ProCap #10 the preferred fastener but with the added MINI-DRILLER point.

Driving through metal panels is made simpler with the MINI-DRILLER point. Hi-Lo threads offer greater pull-out strength when involving metal-to-wood applications. The ProCap #10 Hi-Lo MINI-DRILLER is available in three sizes, #10 x 1", #10 x 1-1/2", and #10 x 2". The fastener features a 304 stainless steel cap, a zinc-plated carbon steel shank, an EPDM rubber washer, and a 40-year warranty.

www.levisbuildingcomponents.com

■ BRASS KNUCKLE INTRODUCES PROTECTIVE EYEWEAR FOR WORKERS WHO NEED CORRECTIVE LENSES

A worker who wears corrective lenses is not exempt from wearing proper eye protection. Typical corrective eyeglasses don't provide the necessary impact and side protection of work-grade spectacles and goggles. These workers could wear over-the-glasses (OTG) protective eyewear. But, for a less-bulky, maximum-comfort solution, there is Brass Knuckle Read



The metal building above is in Texas and uses Firestable spray foam insulation.



(BKREAD-6010).

Read is great-fitting, cost-effective, super-light bifocal eye protection available in five diopter strengths: 1.0, 1.5, 2.0, 2.5, and 3.0. A durable polycarbonate frame provides extra side protection and all-day comfort.

And of course, the clear lenses are ANSI-rated hard-coated polycarbonate



with BK-Anti-FOG. BK-Anti-FOG lasts a full two minutes, 15 times longer than European EN 166/168, the only current documented standard in the world. It is permanently bonded to the lens, will not wear off or wash off, and retains its anti-scratch, anti-static, and UV protection properties. Brass Knuckle is a Volk Enterprises company.

www.brassknuckleprotection.com



■ FLEX-ABILITY CONCEPTS' SNAP LOCK IS AN EASIER AND FASTER WAY TO SNAP STUDS INTO PLACE

Bridging between studs is necessary when framing a wall to prevent twisting and buckling, and conventional methods come with a certain level of frustration. In response, Flex-Ability Concepts has released Snap Lock, a new bridging bar, for an easier and faster way to snap studs into place.

Snap Lock is designed to be installed as the wall is being framed. In essence, stud spacing is accomplished by the product. The bridging bar has a starter clip that can be used in the first stud of a run. A screw



at the beginning and at the end of a run are the only screws needed no matter the length of the run. Other bridging products require clips and screws at every stud.

Snap Lock is available in 20- or 16-gauge steel and 16- or 24-inch lengths. If a different length is needed, such as at the beginning or end of a run, the bridging bar flanges can be snipped. The product then can be folded over and screwed into place using the small pre-punched holes. Larger holes are also provided in Snap Lock to allow for other products, such as conduit, to easily pass through.

www.flexabilityconcepts.com

■ PETERSEN'S PAC-CLAD MODULAR AL PANEL SYSTEM

The PAC-CLAD Modular AL panel system from Petersen empowers designers

to create unique cassette-style metal cladding surfaces using panels of various sizes, depths and multiple colors. Panel dimensions can be standardized, or designers can define panel dimensions and depths

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to create truly unique, flexible, and eye-catching patterns. Vertical or horizontal panels can be combined in the same layout. Panels can be finished in any combination of the 46 standard PAC-CLAD colors, Wood Grain, or custom colors. Panels can be perforated, including in specific patterns that spell words or form logos. Installation of Modular AL panels can be performed on a variety of substrates including plywood, insulation, purlins, or any combination. www.pac-clad.com

■ UNIVERSAL STRUCTURES INTRODUCES NEW UNIVERSAL ELITE HORSE STALL KITS

Universal Elite Horse Stall Kits, are modular, prefabricated, and versatile horse stall systems for new or existing buildings. Now horse owners, equine professionals, and equestrian facilities have an economi-



cal solution for their horse-housing needs. Consisting of 12' stall fronts and 12' wall sections, they are specifically designed as a freestanding system to fit into any open space arena, metal building, or pole barn. The stall sections can also be attached individually to other walls or structures. Because they're modular, more stalls can be added as individual needs grow, or they can be disassembled and moved to another location if needed.

"We've been providing steel build-

ings for years," said John Stacy, Universal Structures Sales Manager. "As a division of MD Barnmaster, we wanted to complement the equestrian side of our business and provide a budget-friendly horse stall kit that customers could add to their Universal Structures metal building to create their own horse housing facility. They're also great for existing buildings and they can be disassembled, moved, or even resold. There's really no end to their versatility and priced more than half that of a typical stall, we see our Universal Elite line of stall kits as the perfect solution for economical horse housing. We can even provide financing options which makes it really convenient for our customers."

The frame and upper grillwork are 14 ga. G90 steel, standard powder coated black. The lower panels are ¾" eco-friendly bamboo hard wood. The stall doors

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new products
BY RURAL BUILDER STAFF

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ALL NEW STRETCH WRAP

All new stretch wrap from Levis Building Components is a high quality Stretch Wrap banded plastic wrap that has excellent cohesion and holding strength. With 80-90-gauge thickness, Stretch Wrap is not easily punctured or torn.

Available in 5" x 1000', 12" x 1500', 18" x 1500' and 20" x 5000'. A dispenser handle is included in every box of 5' Stretch Wrap and is also available for purchase separately.

DIABLO STEP DRILL BITS

Diablo has announced the release of their new impact and drill-driver-ready Step Drill Bits. Using innovative technology, these new Step Drill Bits are designed to meet the user's needs when drilling holes in sheet metal, stainless steel, PVC and other plastics. These new Step Drill Bits answer the growing issues confronting users of standard step drill bits: durability, speed and lack of being impact driver ready.

Diablo's new impact and drill driver ready Step Drill Bits feature:

- A Split Point™ Tip stays sharper longer for easy on-point drilling – no pre-drilling necessary.
- Accu-Grip™ Technology, which delivers strict angle tolerances on each step for minimal bit wear and up to two times faster drilling and hole making.
- Drills clean holes, leaving no burrs and can de-burr holes, as well.
- Impact Strong – An impact drill ready 1/4" hex shank which can be used on standard corded or cordless drill driver as well as cordless impact drills.
- Optimized dual-flute design for jam-free holes and easier chip removal.
- Easy-to-read laser marked steps for accurately drilling holes of varying sizes.

Diablo's new Step Drill Bits include a 1/2" 6-step bit; a 1/2" 13-step bit; a 3/4" 9-step bit; a 7/8" 12-step bit; a 1-1/8" 17-step bit and a drill driver only 1-3/8" 15-step bit.

www.diablotools.com

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WWW.CONSTRUCTIONMAGNET.COM 43

NEW PRODUCTS

Bosch GST18V-50 18V Brushless Top-Handle Jig Saw

Bosch Power Tools has announced the launch of the GST18V-50 18V Brushless Top-Handle Jig Saw. The cordless jig saw delivers a strong cutting capability with up to a 9" in wood. Its brushless motor delivers up to 2,500 no-load strokes per minute extending the motor's runtime and improving cutting performance on tough projects.

The tool-free blade change system permits fast and convenient blade insertion and ejection. A bright LED light illuminates the cut line in dark work areas, allowing workers to tackle tasks on a variety of jobsites efficiently. Complete with a built-in dust blower, workers can clear dust aside to navigate the cut line.

The variable-speed control provides a dial to adjust the operating speed from 0-3,500 no-load strokes per minute. With the variable speed trigger, users can control the operating speed by feathering the trigger. Workers can select the right blade stroke for their specific project by choosing one of the four orbital action settings.

Complete with Bosch Power Tools' CORE18V battery, the cordless jig saw delivers an extended runtime to help carpenters, remodelers, roofers and plumbers get a quick cut done to accomplish a range of projects.

www.boschtools.com

ProVia Coal Black Soffit

ProVia has introduced Coal Black Soffit as an addition to the Universal vinyl soffit product line.

Building products professionals are aware of the popularity of trend-setting color choices for home exteriors – combining black and white, black and gray,

and even black with black. This has created a high demand for black materials such as siding, roofing, soffit, and accessories.

ProVia's Coal Black Soffit provides the dramatic dark look that homeowners seek. It's available in full-vent drilled and solid panels.

"We are excited to offer this great new soffit color to our customers," stated Jon Lapp, ProVia's siding product manager. "We believe it checks all the boxes – classic styling, a true shade of black, and of course the quality contractors and homeowners expect from ProVia vinyl products."

www.ProVia.com

LP Building Solutions Seam & Flashing Sealant

LP Building Solutions (LP), a leading manufacturer of high performance building products, has announced the launch of LP WeatherLogic™ Seam & Flashing Sealant, which is a solution designed effective sheathing adhesion with premium moisture management technology.

The sealant is a liquid-applied flashing material certified to AAMA 714-19 and is the only liquid-applied sealant approved to seal the panel joints (seams) between LP WeatherLogic panels as part of the LP WeatherLogic system. The sealant

can also be used to flash window and door openings, material transitions, and penetrations of any shape.

The sealant has a 10-15-minute tooling time, 110-minute surface tack time and, depending on conditions, will fully cure in 24 hours. Other benefits include being VOC compliant and having joint movement of 50% for added flexibility.

www.LPCorp.com

SENCO Nailers for Plastic-Coated Nails

KYOCERA SENCO Industrial Tools Inc. (SENCO), a global leader in fasteners and power fastening tools, has launched its latest built-in-the-USA pneumatic full round head nails and features more power, improved durability, and better ergonomics than comparable framing nailers.

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.



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NEW PRODUCTS

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www.mdbarnmaster.com/universal-structures

■ MASTIC / PLY GEM INTRODUCES EVERPLANK LUXURY VINYL SIDING

Vinyl siding reimagined, EverPlank Luxury Vinyl Siding combines a true-to-wood look with the trusted performance and durability of vinyl. Featuring a patented technology that allows for end-to-end installation, EverPlank delivers a high-end plank look with no overlapping seams, easy-install benefits, and a lifetime warranty.

EverPlank luxury vinyl siding features the look and feel of real wood grain for timeless style and everlasting curb appeal. The 6" wide planks are available in 12 bold, rich, and distinct colors for an elevated appearance that offers a unique up-selling opportunity for contractors. EverPlank's matching trim and accessory packages make design decisions easier than ever for completely cohesive exteriors. "EverPlank Luxury Vinyl Siding will transform the building and remodeling of home exteriors with a revolutionary combination of the beauty of wood and the worry-free appeal of vinyl siding," says Caleb



Standafer, General Manager - Vinyl Siding for Cornerstone Building Brands. "Homeowners no longer have to choose between the look of real wood and the durability of vinyl, and siding contractors will enjoy guaranteed performance for the life of the product that results in fewer callbacks."

EverPlank's interlocking panels and bonded seams fasten the panels together on the wall both horizontally and vertically, offering security even in high winds. Like traditional vinyl siding, EverPlank resists warping and fading from extreme heat and UV rays, is water resistant, and never requires painting. Additionally, EverPlank weighs less than competitive materials yet has a solid, reinforced construction that is easy to transport and work with on the jobsite.

www.plygem.com/siding/brands/mastic/everplank-professional **RB**

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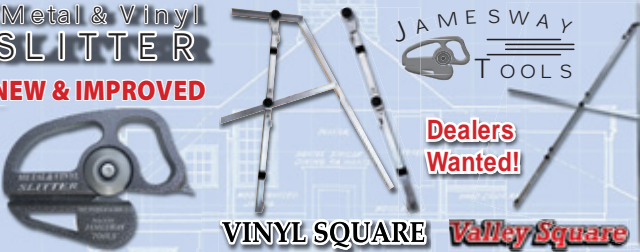
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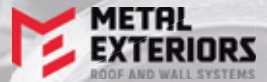


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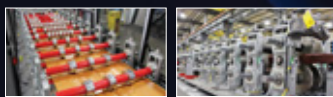
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MCELROY METAL DIRECTOR OF MARKETING & Sales Training Kathi Miller and her husband Robert knew where to go when they needed a workshop and storage building on their property. To work.

This McElroy building will be used as a workshop, equipment, tools, and snowmobile collection storage. The wood supports in the ceiling will support walls that will be added this winter to create a she shed and office. “It’s our brand new panel Modern Rib panel in 29 gauge,” Kathi said. “We developed Modern-Rib to offer the look of standing seam but at the price point of an exposed fastener panel.”

Miller and McElroy knew what suppliers to use. The materials list reads like a Who’s Who of quality product suppliers, including AJ Manufacturing windows, Plyco doors and cupolas, Maze Nails, and Simpson Strong Tie structural screws. **RB**



THE DETAILS:

Building: Workshop, Storage and Pickleball Court

Building Size: 38' x 48' x 10' EH

Metal & Fasteners: McElroy Metal, Modern Rib Panel in 29g

Liner Panel: Max Rib 29g in Brite White

Builder: Blunier Builders-Eureka, Ill.

Windows: AJ Manufacturing

Walk doors and cupolas: Plyco

Nails: Maze Nails

Structural Screws: Simpson Strong-Tie

Trusses: Central Illinois Truss

Foundation brackets & columns: Blunier Builders.

Roof: Sherwin Williams Kynar/PVDF paint system; Evergreen

Walls: Sherwin Williams Kynar/PVDF Regal White & Evergreen Wainscot

Overhead Door: Hormann 3200 Series in Medium Oak

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BY RURAL BUILDER STAFF



■ ALSIDE SURVEY REVEALS TOP REASONS HOMEOWNERS WOULD CONSIDER REPLACING WINDOWS

A brand of Associated Materials, Alside commissioned a national survey, conducted online by The Harris Poll, to learn the most common reasons house/apartment/condo owners would consider replacing their windows, along with other valuable insights into the window purchasing experience. The survey polled more than 1,300 house/apartment/condo owners across the United States.

Topping the list of reasons they would consider replacing windows is to enhance energy efficiency (36%), followed by damage (29%), moisture mitigation or leakage (12%), part of a larger home renovation (9%), alleviate ongoing maintenance needs (6%), and aesthetics (5%). House/apartment/condo owners only had a slight difference of opinions among the four regions of the United States (Northeast, South, Midwest and West).

The survey also discussed why a person would choose a window contractor. See the accompanying chart for that data. Referrals and Best Price were tied for the top answer.

■ SUPERIOR ALUMINUM CELEBRATES FACTORY EXPANSION IN OHIO

Superior Aluminum, a manufacturer of maintenance-free aluminum railing, fence, and columns, as well as patented Snap-Tite PVC Column Wraps, recently celebrated the groundbreaking for a 50,000 square foot expansion to their Russia, Ohio, factory. The new addition adds 45% more space, providing space for manufacturing as well as design, R&D, customer service, and more.

■ IRE BRINGING METAL ROOFING CLINIC TO EXPO

The International Roofing Expo (IRE), the North American roofing and exteriors industry's largest annual event, announces its partnership with the Metal Construction Association and the Metal Roofing Alliance to debut the all-new Metal Roofing Clinic, presented by the Metal Construction Association and Metal Roofing Alliance, at the February 6-8, 2024 expo in the Las Vegas Convention Center.

The Metal Roofing Clinic will offer three days of hands-on learning as well as demonstrative activities in metal roof installation and repairs, where industry experts will walk attendees through the benefits, methods and types of materials used in metal roofing installation.

The metal roofing segment is projected to experience the most rapid pace of annual growth as demand for metal shake, shingle and tile roofing is forecast to expand as the demand for durable materials increases and homeowners gravitate towards more sustainable options with better performance.

"The International Roofing Expo prioritizes discovery through connection and we strive to provide the most up-to-date resources for traditional and innovative roofing methods available with our strategic leading partners," said Rich Russo, Show Director, International Roofing Expo. "Our new partnership with the Metal Construction Association and Metal Roofing Alliance offers the ever-expanding roofing industry the tools they need to increase efficiency and longevity in roofing practices."

■ ASKO ACQUIRES MAJORITY OF HY-BRID LIFTS

Hy-Brid Lifts, an industry leader in high-quality, low-level access equipment, announced they have entered into a strategic partnership with ASKO, which is acquiring a majority stake in the company. ASKO is headquartered in Turkey and operates in the construction machinery, agricultural machinery, energy and technology sectors through its eight companies and subsidiaries. **RB**

GOLD KEY CELEBRATION

Brett McCutcheon of BECK America holds the company's 2023 Rural Builder Gold Key Plaque. See who won the awards in our July 2023 issue or visit www.ruralbuildermagazine.com.



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We publish a Project of the Month in each edition of our magazines to promote best design and building practices. We have received feedback from readers that it's one of their favorite features in our magazines.

If you're a builder or shed manufacturer, you can receive **FREE NATIONAL EXPOSURE** for your business (free PR!) by sending building details, a component list, and a brief description. The component list should identify manufacturers and models so we can give them proper credit, too!

The general description can include details about what the customer wanted, special elements, any other features that make it noteworthy.

These editorial placements are absolutely free!

WHAT WE NEED:

- Component List
- Brief Description
- Three to five attractive high resolution images (at least one must be the entire building).



For tips on great building photos read Jeff Huxmann's article, How to Take Great Shed Photos:
<https://garageshedcarportbuilder.com/how-to-take-great-shed-photos/>

Submission is not a guarantee of publication. We reserve the right to edit content.

If you have any questions about the Project of the Month, contact the editor:

Rocky Landsverk • rocky@shieldwallmedia.com • 715-513-7288

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.

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Subscribers and Show Attendance

We added a new set of questions to the Mid-Year State of the Industry Survey. These questions addressed magazine subscription and show attendance.

We are in show season. Here is a chance to see who attends which shows.

We have included data on competing shows. Please consider that these numbers may be skewed because while we did partner with METALCON and the Metal Construction Association to gather data, we also included our own list, so the data may be biased toward our audience.

The top three shows (in order) for different categories of people who we polled are as follows:

Post Frame

1. Frame Building Expo
- Tied for 2&3. METALCON and Post Frame Builder Show

Metal Buildings

1. METALCON
2. Construction Rollforming Show
3. Frame Building Expo

Agricultural

1. Frame Building Expo
2. METALCON
3. Post Frame Builder Show

*If you like the CSI columns or find the information useful, help us help you. Shield Wall media sends a State of the Industry Survey in fall and a mid-year State of the Industry Survey in Spring. Sign up for our emails on our website to get invited to take our survey. **RB***

BY TYPE OF CONSTRUCTION	All respondents	Construction Rollforming Show	Garage, Shed & Carport Builder Show	Post Frame Builder Show (new in 2024)	METALCON
All respondents		33%	12%	30%	50%
Post Frame	42%	40%	16%	56%	56%
Metal Building	52%	51.72%	13.79%	37.93%	72.41%
Wood framed (stick built)	46%	31.82%	18.18%	40.91%	63.64%
Other Building (sheds, carports)	34%	43.75%	18.75%	37.50%	81.25%
Other Building (masonry, SIPs, tip up concrete)	17%	22.22%	11.11%	22.22%	88.89%
Sub-Contractor (site prep, electrical, HVAC, plumbing)	14%	40%	40%	20%	60%
Residential- single family	59%	34.38%	15.63%	34.38%	53.13%
Residential - multi-family	31%	55.56%	22.22%	33.33%	88.89%
Agricultural	43%	29.17%	16.67%	45.83%	50%
Commercial	64%	32.35%	14.71%	32.35%	64.71%
Industrial	29%	52.94%	11.76%	35.29%	76.47%
Retrofit/remodel	24%	27.78%	5.56%	38.89%	66.67%

BY TYPE OF CONSTRUCTION	All respondents	Shed Builder Expo	Fabtech	International Builder's Show	Regional or State Farm Shows
All respondents		7%	8%	12%	12%
Post Frame	42%	4%	4%	16%	20%
Metal Building	52%	6.90%	13.79%	13.79%	10.34%
Wood framed (stick built)	46%	9.09%	9.09%	27.27%	9.09%
Other Building (sheds, carports)	34%	6.25%	6.25%	18.75%	12.50%
Other Building (masonry, SIPs, tip up concrete)	17%	0%	22.22%	44.44%	11.11%
Sub-Contractor (site prep, electrical, HVAC, plumbing)	14%	20%	40%	0%	40%
Residential- single family	59%	9.38%	9.38%	15.63%	18.75%
Residential - multi-family	31%	5.56%	11.11%	33.33%	11.11%
Agricultural	43%	12.50%	12.50%	8.33%	25%
Commercial	64%	11.76%	11.76%	14.71%	17.65%
Industrial	29%	11.76%	17.65%	23.53%	17.65%
Retrofit/remodel	24%	0%	5.56%	27.78%	16.67%

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