

**SPECIAL FEATURE: 34<sup>TH</sup> GOLD KEY AWARD WINNERS** P.21

**2016  
RB**

July 2016

# Rural Builder®

The Business Management Magazine for Rural Contractors

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**PRODUCT  
PROFILE:**

Windows  
p. 15

a RACE  
*to the*

**BOTTOM**

WHY SELLING BASED ON PRICE IS A POOR STRATEGY

THE FIRST OF A  
5-PART SERIES  
**MOISTURE  
PROBLEMS &  
SOLUTIONS**  
P.12



# Fight Condensation Without Insulation

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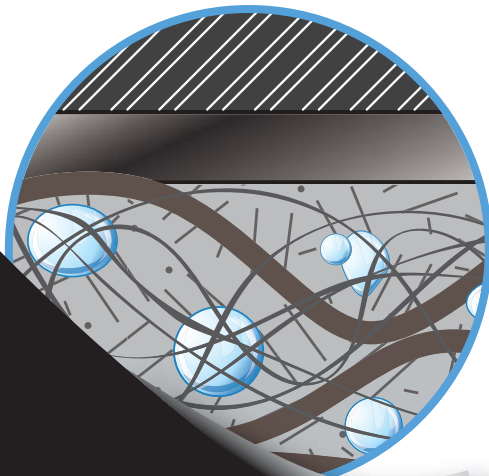


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2016  
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SPECIAL FEATURE:  
**GOLD KEY  
WINNERS**  
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# A site to see

## Visiting the industry in action

From all indications it's been a busy summer for contractors. Some material prices are starting to edge up, but overall nothing dramatic has caused major concern or consternation in the marketplace, as of this late-June day. The article at right provides a snapshot view of the actual statistics.

My own summer has brought a couple site visits and some news from previous visits. After spotting a Starwood Rafters truck meandering through the tiny town of Iola, Wisconsin, where the *Rural Builder* office is located, I called to see where it was headed. I discovered another Forest Construction project underway less than five miles from my office. Always on the lookout for photos I can use as cover art, I was soon on site to take photos of a farm shop under construction. My thanks to Forest Construction again for allowing me to visit.

To learn more about Starwood Rafters, a Gold Key company, see their article and ad on Page 79 of this issue.

Speaking of Forest Construction, you may recall the February photo feature of the Eron Beef Farm near Stevens Point, Wisconsin, called "Building the Modern Beef Barn." (The article is also posted on [ruralbuilder.com](http://ruralbuilder.com)). Eron has two Forest post-frame beef barns now on his farm, standing over pits from Wieser Concrete Products.

If you are interested in visiting the barns, which includes some customized features, Wieser is planning an open house at the Eron farm, 3703 Custer Road, Stevens Point, for August 30, 10 a.m. - 3 p.m. .

Farm owner Dave Eron reports: "I'm still learning how to use the barns. I know that sounds crazy, but it's learning how to use the barns to get the highest yields. Bottom line, they're working better than I thought. The [cattle] are eating less and finishing quicker and at a higher yield."

He had Spiegelberg Implement return to install additional gates and panels, and he has added a drovers lane between the two barns.

He shipped out his last herd of finished cattle a month early. His biggest problem was filling his empty barn again because he was a month earlier than his new calves were due to arrive.

Finally, a big thank you to Todd, Vicki and the employees at A.J. Manufacturing for a wonderful visit to their facilities. You'll be learning more in a future issue. In the meantime, see Page 52 for information on this Gold Key company. While there, check out all the other Gold Key companies and what make them special.



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# MARKET PULSE

## ► CONSTRUCTION MATERIAL PRICES RISE AGAIN IN MAY

Nine key input prices expanded or remained unchanged in May on a monthly basis:

- Crude petroleum up 0.6 percent monthly, down 32.5 percent on a yearly basis;
- Unprocessed energy material up 0.9 percent monthly, down 23.1 percent yearly;
- Steel mill products up 4.6 percent monthly, down 5.2 percent yearly;
- Iron and steel prices up 5.8 percent monthly, down 2 percent yearly;
- Softwood lumber prices up 2.2 percent monthly and up 6.3 percent yearly;
- Fabricated structural metal unchanged monthly, down 1.9 percent yearly;
- Plumbing fixtures and fittings up 0.2 percent monthly and up 0.3 percent yearly;
- Asphalt, tar and roofing and siding products up 0.4 percent monthly and up 0.7 percent yearly;
- Natural gas up 2.9 percent monthly, down 23.5 yearly.

Two key input prices declined on a monthly basis:

- Nonferrous wire and cable down 1.3 percent on a monthly basis, down 9.2 percent yearly;
- Concrete product prices down 0.1 percent monthly, up 3 percent yearly.

Source: Analysis of the Bureau of Labor Statistics Producer Price Index by Associated Builders and Contractors

## ► HOUSING STARTS

May housing starts in the U.S. (released June 17) decreased 0.3% while total U.S. permits, an indicator of future construction, increased by 0.7%. Following is a regional summary for both the U.S. and Canada, provided by the Structural Building Components Association. **RB**

U.S.:

- Northeast (-33.3%)
- Midwest (-2.5%)
- South (+1.5%)
- West (+14.4%)

Canada:

- Atlantic Provinces (+102.8%)
- Quebec (+22.3%)
- Ontario (+4%)
- Prairie Provinces (-19.3%)
- British Columbia (-22.6%)

# KNOW A CREW FOREMAN WHO DESERVES RECOGNITION?

NFBA members can nominate their most loyal and hard-working project leaders for the **Crew Foreman of the Month award**, which includes a cash prize and a *Frame Building News* article featuring the winner.

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Learn more at [nfba.org/awards](https://nfba.org/awards)

The Crew Foreman of the Month and Crew Foreman of the Year awards are sponsored by American Building Components.

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# A RACE TO THE BOTTOM

## WHY SELLING BASED ON PRICE IS A POOR STRATEGY (AND WHAT YOU SHOULD DO INSTEAD)

**IMAGINE WAKING UP TOMORROW MORNING TO A RINGING PHONE.** Your business partner is on the line. He tells you a well-known national company has decided to enter your market and will be competing with you directly. Whatever it is you sell, this giant company will be selling it for 20 percent less than you.

Would this kind of event signal the end for your business? Or would you take the information in stride, knowing your business would be just fine?

When it comes to your business, is having a low price tag one of your main selling points? If so, there are several reasons you might be pursuing a losing strategy.

The safe bet is to always assume that someone else can offer a lower price than you, even without a major player showing up in your market.

In fact, it's probably happening to you right now. The construction industry is very competitive.

This article isn't about how to set prices or even whether you should increase them. Rather, it's about getting away from using price as a main selling point.

The goal of this article is to show you how to position your business and sell in such a way that price becomes irrelevant in the minds of buyers.

### 1 INNOVATION AND DIFFERENTIATION

Which strategy is more effective: being better than your competition or being different? In a lot of cases, being different than the competition outperforms being better.

Why? Being better has its limits. By outdoing your competition, you might get more business by a factor of 10 percent, 20 percent or 30 percent (if you're really lucky). Those are big numbers, no doubt, but you're still in the same crowded sandbox as your competitors.

How long can you win the quality war anyway? And how long can you be both the best and the cheapest? It's not sustainable over time.

If you want to grow your business by 100 percent, 200 percent, or even 300 percent—and not have to compete on price either—the better strategy is to be different than your competition.

A lot has been written on this topic. The book *Blue Ocean Strategy* is a well-known example. In the book, the authors call a very competitive space a “red ocean.” They recommend that businesses should get out of the red ocean they're in and head towards a “blue ocean” where there is no competition.

One example the authors of *Blue Ocean Strategy* provide is Cirque Du Soleil. When Cirque Du Soleil hit the scene, they weren't targeting patrons of Ringling Brothers. Instead, their target market was people willing to fork over hundreds of dollars per

ticket—the same kind of people that went to ballet, the symphony, and other high-dollar events. Cirque Soleil found a blue ocean.

What does this have to do with your business? Ask yourself these questions: Are you more or less the same business as your competition? Do you largely sell the same products and services, in the same way, and for approximately the same price? If you closed tomorrow, would people even care because they could just go to your competitor and get the same thing?

Think of ways you can use innovation and differentiation to enter spaces where there is little or no competition. Start small. Look at some things you might be able to offer—or offer in a different way—that sets you apart from your competition.

If you're a post-frame building company, for example, what are some customer segments that neither you nor your competitors have effectively targeted? These people might not be your customers right now, but that's probably because you don't sell anything they want to buy. Figure out what they do want to buy.

### 2 COMMUNICATION AND POSITIONING

In the late 1980's and early 1990's, the majority of U.S. consumers tended to view Japanese cars as being superior to American ones. During the time, there were two vehicles on the market in the “sport compact” category: the Plymouth Laser and the Mitsubishi Eclipse.

In reality, the Laser and Eclipse were identical vehicles. They were built as part of a 50-50 partnership between the two companies.

Most consumers chose the Eclipse. Why? In large part because they perceived Japanese cars as being superior to American ones. That's all that mattered.

How can you affect how others perceive your business? While there are a lot of things outside of your control, you can at least control your communications, messaging, and how you position your business. This can have a direct impact on the price you're able to charge.

Consider two hypothetical names for a business that constructs barns: “Bob's Bargain Barn Builders” and “Superior Quality Barns.” Which do you think can command the higher price?

Think about your own communications and messaging. Are you positioning yourself in the minds of consumers as the area's “bargain” building company or supplier? Or are you communicating value and high quality, albeit with a slightly higher price tag?

There's not necessarily a right or wrong strategy, as each business is different. WalMart and Rolls Royce have different strategies for good reason.

But if you don't want price to be your main selling point, then don't make price the centerpiece of your sales and marketing efforts.

### 3 TRANSLATE YOUR QUALITY INTO DOLLARS AND CENTS

Another strategy for making price less important is to emphasize high quality. There's a trick to this, though, so pay close attention.

Don't make empty statements about value and quality. This doesn't accomplish anything.

Instead, translate quality into dollars and cents. Let's say a customer shows up holding a competitive bid that you can't beat.

In this scenario, you can beat a lower price by emphasizing your high quality. You'll want to "wow" the customer with your superb craftsmanship and attention to detail. (By the way, never bad-mouth your competition, as it's a terrible tactic. You can show that you're superior by highlighting your own strengths).

Your objective will be to show this customer how your high quality has monetary value. For instance, your high quality likely means your buildings require fewer repairs over time and have a longer life. Both of these have financial implications.

In other words, the lowest price tag doesn't necessarily mean the lowest cost over time. Communicate that to the customer.

There are a lot of ways to use quality to your advantage. This is just one way to do it. Whenever possible, give tangible examples with data to back up your claims for why your quality should command a higher price.

### 4 PACKAGING YOUR OFFER WITH OTHER PRODUCTS AND SERVICES

You might not be able to offer the lowest price on a big-ticket item. To get around this, what else could you include in your offer that would make you more competitive?

Your business likely sells a variety of products or services directly or indirectly related to the big-ticket item they were interested in buying from you. Offering some of these as part of a larger package deal can help you compete.

### 5 SELL TO YOUR TARGET MARKET

There's another good reason to avoid making price your main focus to customers. Bargain shoppers tend to be some of the most difficult customers to deal with. I heard a good expression for this one time: "Sometimes the business you turn

down is just as important as the business you accept."

That's because a bad customer—one who pays a little but also consumes a lot of your time and resources—will prevent you from being more profitable.

Who is your ideal customer? You probably want someone willing to pay full asking price, who will pay on time, and who won't consume too many resources. Look back at your best customers over the years and see what commonalities exist among them.

Come up with a written profile describing your ideal customer in detail. Then, set your sales and marketing teams into high gear to target customers that meet this profile.

By getting your ideal customers in the door, you can weed out the kinds of customers who are solely fixated on price.

### 6 RELATIONSHIPS AND RAPPORT

If you're doing things right at your business, a lot of sales will come from repeat customers and referrals.

That means you have to provide exceptional value each and every time. It also means you need to develop good relationships with everyone you encounter.

Customers can overlook price if they like doing business with you or if you come highly recommended. That's particularly true in the construction industry, where a customer places a high amount of trust in a builder or contractor to deliver a high-priced product as promised.

Play the long-term game with customers. Don't simply focus on closing the sale or trying to maximize all terms in your favor. If the customer feels slighted, forget about any future dealings and say goodbye to any referrals.

In fact, here's a good rule of thumb to follow: assume that one positive customer experience will yield one additional sale. Also assume that one negative customer experience will drive away 10 other customers.

### CONCLUSION

For most small- to medium-sized businesses, selling based

>>> *story continues on p. 9*



## Help for the health of your business

Business coach Kuldeep Persaud, a popular speaker at the past two Frame Building Expos, is offering a series of eight articles on how to build a stronger, more profitable business. The series focuses on post-frame businesses but is relevant to all forms of construction. Articles are all available free on our website at [ruralbuilder.com](http://ruralbuilder.com).

In addition to the article above on increasing profitability, the

series looks at: common misconceptions business owners have when it comes to growth; unlocking more profitability by looking at items "under the radar"; thinking of sales and marketing as an investment; managing inventory, handling receivables, controlling payables and increasing profitability; how business owners can start improving net worth and return on equity; taking care of the people who have an interest in your business; and developing an entrepreneurial mindset.

# Self-Insurance 101

Is it the right choice for your business?

**AS THE ECONOMY SLOWLY IMPROVES**, it should come as no surprise to a rural builder that insurers have begun raising business insurance premiums while reducing available insurance coverage. One increasingly popular option for many businesses is a “self-insurance” program or insuring its own risks.

Self-insurance allows a building business to lower ongoing premium expenditures and to take control of low-level risks. This is achieved by the business becoming its own insurer for either a certain level of risk or certain types of risk.

Obviously, some risks cannot be self-insured without being approved by state regulators. Workers’ Compensation can, for example, be self-insured, but must meet certain guidelines and usually requires approval. Mandatory auto liability insurance can be self-insured only by meeting state requirements.

Self-insurance usually requires a business to set aside funds to pay losses as well as to purchase high-level excess policies to ensure that the funds set aside will not be exceeded by higher than expected claims.

Since a self-insurer pays its own claims, policies can be tailored to its own needs with less impact from changes in the traditional insurance market. Self-Insurance can also help a business obtain insurance coverage that would not otherwise be available.

Premiums for insurance for various types of business risks, such as property damage or liability, are generally deductible as business expenses. No deduction is, however, permitted for any amounts paid for “pre-paid” expenses, including prepaid insurance. Prepaid expenses generally fall under the heading of more permanent improvements, and must be capitalized.

Examples of business insurance commonly self-insured include the following:

- **Workers Compensation:** Some states allow businesses to become self-insured without the need for a licensed insurer. However, the criteria imposed by states in order to qualify as a self-insurer normally include the acquisition of excess insurance as well as the submission of a bond or other form of collateral equal to the amount of potential liability.
- **Employee Benefits:** Under federal legislation known as ERISA, employers are allowed to step away from the state regulated benefit programs and self-insure their employee benefit programs. The advantages are significant as, unencumbered by individual state regulation,

employers can design their own benefit plans to suit their workforce.

- **Commercial Automobile Liability:** Commercial automobile liability is often self-insured and is regulated by individual states. Because of the potential catastrophic claims that can arise from an accident, self-insuring often requires the building business to purchase “excess” insurance coverage as protection from large numbers or amounts of losses.
- **Commercial General Liability:** Liability can be attractive to self-insurers because potential losses can be significant, creating a greater interest in loss prevention. Due to the fact that claims are not normally settled for a number of years, a business may see an enhanced cash flow as funds can be temporarily diverted to other areas of the operation.

Self-insurance is by no means appropriate for every business and a feasibility study and/or professional assistance should play a significant role in determining the suitability of self-insurance. The advantages to a self-insurer can be summarized as follows:

- **Cost savings:** The principal aim of self-insurance is to improve profits by reducing premium costs.
- **Risk mitigation:** The self-insured business structures the type of coverage and level of risk it is willing to assume.
- **Plan Design:** Self-Insurance plans and risk transfer programs can often be modified to provide coverage that commercial insurers are unable to provide.
- **Protection from price fluctuations:** The self-insured can stabilize risk management costs.
- **Cash flow:** The self-insured can invest the funds budgeted for insurance, structuring maturities to meet cash flow needs

Among the disadvantages of self-insuring are the exposure to risk and the possibility that the program will end up costing more than traditional insurance. While self-insurance should be viewed as a long-term strategy as some of the advantages may take time to pay dividends, the potential disadvantages of self-insurance can be summarized as follows:

- **Exposure:** A self-insurer can suffer from



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## Pros

Unencumbered by individual state regulation, employers can design their own benefit plans to suit their workforce.

## VS.

## Cons

Exposure to risk and the possibility that the program will end up costing more than traditional insurance.

poor claims experience. However, any potential downside can be limited by reinsurance. Naturally, if the program continues to show poor results then the cost of the reinsurance will increase and self-insurance may ultimately become uneconomic.

- **Administrative Burden:** Self-Insurance requires establishing systems to settle and monitor claims as well as negotiating with other service providers such as excess insurers. However, this function is often out-sourced to a professional administrator known as a Third Party Administrator (TPA).
- **Taxes:** As with most business expenses, self-insurance costs are tax deductible. However, losses can only be taken as a tax deduction when they are paid rather than incurred.
- **Workers Compensation:** Claims are paid out over many years but often the self-insuring builder or contractor is able to meet claims by purchasing an annuity policy on behalf of the claimant and achieve an immediate tax deduction.

Modern captives began in Bermuda in the early 1960s, and captive insurance was formalized in the late 1970s, with a medical malpractice captive for Harvard University. In recent years, the growth of captive insurance has boomed, driven by businesses seeking to better manage their insurance needs. While captives were initially used only by large multinationals, the concept has caught on, and today captives are found in a wide variety of business endeavors.

A “captive” is an insurance company that insures the risks of its owner, affiliated businesses or a group of businesses. Captives allow building businesses to structure the type and amount of risk they wish to retain. In fact, a captive insurance arrangement may include risks that are currently uninsurable or insurable only at prohibitive costs. Risks that are not retained can be covered in the reinsurance market.

Insurance companies (of all sizes) operate under different tax rules than other companies. The U.S. Tax Code recognizes that insurance companies receive premium dollars up front, but may not pay out claims (associated with those premiums) for many years. Therefore, U.S. tax law allows insurance companies more generous current deductions.

While some tax advantages may be established through a properly planned captive, achieving such advantages should not be a key goal for any builder or contractor. Fortunately, some states allow individual companies and groups to band together to obtain difficult-to-purchase type coverage or, for more sophisticated and larger companies, the chance to establish separate companies as new profit centers.

The IRS long-ago concluded that a captive insurance company formed by a “significant number” of unrelated insured, each having no more than 15 percent of the total risk, was a valid insurance arrangement. The IRS also went on to establish other factors that they expect to see in a bona fide transaction.

This IRS ruling paved the way for franchisees, industry groups, and other associations to form a captive insurance company with the protection of an IRS safe harbor ruling. Obviously, there are other benefits, but those would need to be explored with an insurance professional.

Self-insurance can lead to significant savings for some businesses.

There are, of course, many considerations that need to be made regarding risk shifting, risk distribution, and the deductibility of captive premiums for tax purposes. While recent IRS rulings have made captive insurance arrangements somewhat more complex, the associated benefits of self-insurance and captive insurance companies continue to outweigh their negative aspects. **RB**

>>> **Race to the Bottom (Continued from Page 7)**

on price is a losing strategy. The better strategy is to assume you'll never be able to compete with others on price. Consider how you can make price irrelevant in the minds of customers. These strategies can help you do that.

*KP Persaud spent 30 years working at major companies. Now, he takes his years of experience to coach business owners and executives to improve their ability to increase profitability, boost efficiency, manage employees, and get more done. You can find out more about KP at his website: [www.kppersaud.com](http://www.kppersaud.com).*

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Circle Reader Service #291

# Let's dig a big hole

And plant a post-frame building in it!

**I'VE NOW SURPRISINGLY (ESPECIALLY TO ME) SPENT MY ENTIRE ADULT LIFE IN THE POST-FRAME BUILDING INDUSTRY.** I've been blessed to be a manufacturer (prefabricated light gauge steel plated wood trusses), a supplier of post frame building kit packages as well as a post-frame building contractor.

The general assumption in our industry has always been—'built on your clear, level site' (or for those of us who provide kit packages 'on your clear, level site'). And of course, every job site is clear and most importantly level! What happens when those job sites are not only out of grade, but way, *way* out of grade?

I happen to own a couple of examples of those 'way out of grade sites'.

Back in 1937 my great-grandparents bought a lake cabin northeast of Spokane, Washington. The lot the cabin is on is 225 feet deep, measured horizontally. However, with the slope, the lot probably covers well over 300 feet.

My great grandfather actually built a pole building garage, back in the 1930's! The two-car garage (two Model A's) was 16 feet wide and 20 feet deep—sounds like a modern tract home garage. With a dozen feet of grade change in the 20 foot depth, Great-Gramps poured a concrete retaining wall to keep the parking lot in place, then set eight cedar logs on top of concrete piers to support the floor... and the cars!

When I inherited the place from my grandparents in 1990, it was time to replace the garage. The cedar posts were showing signs of decay, and there was no way I would ever be able to get two cars in the now-tiny space. The old garage was torn down to the floor to provide a safe deck to work from. The new 22 by 24 post-frame garage was built around the outside of the old one. The remains of the old one was dropped out of the middle, then the floor was framed utilizing 2x14 joists with 2x6 commercial decking over the top to support a nominal four inch thick concrete floor.

Below the car parking area had been nothing but dead air space. A nifty 16x22 studio apartment fit nicely below and afforded practical space for friends and family to visit. By using bonus room attic trusses, the area above the garage became a sweet little office!

Once we moved in, we did get some surprises along the way. Our property happens to be on a

point which juts out into the lake. In the early 1950's the opposite side of the point was replatted. It turns out the surveyor swung an arc wrong and by the time it got to our lot, it created a 50 foot overlap!!

Long story short, a protracted court case with my neighbor ended up with us winning. Having spent a small fortune in the battle, I just had to utilize the formerly overlapped area to the best possible advantage—not to mention I felt compelled to irritate my neighbor by constructing the largest building I possibly could!

I found that if I followed the property lines, with the obligatory five-foot setbacks, I could construct a 40 foot by 36 foot post-frame building which was only 14 degrees out of square in the formerly disputed area (my lot is a parallelogram).

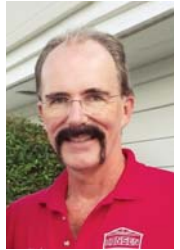
Just one little challenge...no, not just having to be 14 degrees out of square. It was the once-again 12 feet of grade change. By excavating over 500 cubic yards of rock and soil, I was able to create a clear, level site. Now, how to solve the challenge of the cut out of the hillside?

To begin with, never turn a post-frame builder (as I was at the time) loose with more money than brains. Seriously though, the design challenge was actually a lot of fun.

I decided to handle the high side of the cut as well as steeping down with the grade on the ends, by the use of 8-inch Insulated Concrete Blocks (ICFs). Into the top of the wall were poured steel brackets which allowed for columns to be anchored to the top of the walls. The total structure ended up being three stories high, with the peak of the roof over 40 feet above the ground. The ICFs worked perfectly and afforded a design solution which made the entire project quit doable.

The low sidewall and most of the front endwall ended up with columns being able to be embedded in the ground, with the reduced foundation costs of the embedded columns helping to offset the added expense of the ICFs. Basically I had created a daylight basement.

About 10 years ago, we (Hansen Pole Buildings) provided the new nature center for the Cheyenne Mountain Zoo in Colorado Springs, Colorado. This was also a site with some grade change – 10 feet! By excavating into the hillside, a three-sided concrete basement was poured. A full floor with kitchen and



*Mike Momb is technical director for Hansen Pole Buildings, LLC of Browns Valley, Minn. His daily post-frame blog, as well as his weekly "Ask the Pole Barn Guru" column can be followed at [www.hansenpolebuildings.com/blog/](http://www.hansenpolebuildings.com/blog/).*

## Limits

When it comes to post-frame buildings on top of foundations, the only real limitations become imagination, budget and available space!

servicing areas was constructed above the basement, with the open side of the basement entering onto a single sloping area which could be divided up into three classrooms separated by moveable partitions suspended from the roof trusses.

When it comes to post-frame buildings on top of foundations, the only real limitations become imagination, budget and available space!

In my mind, the creation of a full or partial concrete foundation negates some of the cost savings of post-frame construction, but this is certainly not a reason to walk away from it.

Poured-in-place brackets, such as Perma-Column's wet-set Sturdi-Wall brackets allow for columns to be mounted to the tops of full or partial concrete foundation walls with relative ease.

We've seen a huge upswing in not only the use, but the design from the beginning, in post-frame construction used for residential homes. The great majority of clients are not interested in living upon a concrete slab on grade floor, which leads to a fair amount of crawl spaces. While the least expensive design solution is to utilize an elevated wood floor attached to timber or glu-laminated post-frame building columns, there are those who prefer to have a perimeter con-

crete, block or ICF foundations.

Whether a crawl space, or a full or partial basement, floor systems are easily incorporated using the same post-frame techniques utilized for second floors and lofts. Systems involving beams and floor joists, I joists, floor trusses, or a combination of some or all become practical design solutions.


Some neat things can be done with the floors too. My post-frame building, towering over my neighbors', is entirely clear span on the inside. The second floor happens to have a four foot step-down, providing a 10 by 36 foot exercise area with a panoramic view of the lake to help take away the pains of over-worked muscles and treadmill boredom.

As a post-frame building contractor or building kit supplier, if you are unfamiliar with combining your building system with foundation walls or multiple raised wood stories, now is a good time to have a sit-down discussion with your RDP (Registered Design Professional—engineer or architect). In combination with them, do some serious brainstorming as to what options can be offered to best meet the dreams and aspirations of your clients.

And never again fear digging a big hole! **RB**

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# Moisture problems and solutions

Moisture problems can be one of the most destructive elements a building faces, leading to the quick deterioration of building materials, building contents, and possibly your reputation as a builder. At the time of their purchase, your customers probably won't worry as much over the long-term health of their new building as they will about what they want that building to protect. It is something Chris Davis, Filc USA, makers of DripStop sees firsthand all the time. A case in point: "When a farmer spends a half million dollars on a new piece of equipment, the first thing they want to do is go out and put a building up to protect it," he said. Because addressing present or potential moisture problems is so critical, *Rural Builder* has teamed up with Joseph M. Zulovich, Ph.D., P.E., in a series of five articles that will look at the primary causes and cures.

## An overview and strategy [Part 1]

Moisture problems are relatively easy to identify—liquid water or damp, wet materials exists where it shouldn't. However, determining the best solution for a particular moisture problem is not straight forward because one solution does not fit all situations.

The strategy to understand and address moisture problems is common, but the details to address any one problem are more complicated.

There are four steps to undertake:

- First, identify all the sources of moisture affecting a building envelope or a building system.
- Second, determine if any of the moisture sources can be eliminated. Sometimes a source can be eliminated or at least minimized. However, many moisture sources cannot be eliminated and then must be addressed.
- Third, the building envelope must be constructed and maintained to protect from moisture exposure.
- Fourth, remove any accumulated moisture from the building system.

The first two steps of identification and elimination can be considered fairly straight forward. The third and fourth steps of protection and removal are dependent upon the moisture source, location of a potential moisture problem and specific building system details. The complexity of these last two steps dictates why one solution does not fit all situations.

Moisture sources can be categorized into three main groups:

- Surface water,
- Subsurface water, and
- Indoor sources.

The primary **surface water source** is due to precipitation from rain or melting snow. Surface water will almost always exist so it can't be eliminated as a source; therefore, the building system must be protected from exposure to surface water.

Any building with a portion of the building volume below the outside finished grade soil surface may be exposed to **subsurface water and soil moisture**. Any building with a basement, partial basement, or walkout basement needs to be protected from potential subsurface water and soil moisture exposure.

A building that uses a slab-on-grade construction can have moisture challenges due to subsurface soil moisture with certain soil conditions. Regardless of building design, the building foundation must be able to cope with any soil moisture or subsurface water issues.

**Indoor moisture sources** causing moisture problems have increased as more buildings are built with heating systems and sometimes air conditioning systems. Buildings without climate control (heating and air conditioning) tend to have indoor temperatures very similar to outdoor temperatures and often have sufficient air exchange capability incorporated into the building system to adequately address indoor moisture sources.

When building envelopes are built to be more

### + ABOUT THE AUTHOR

Joseph M. Zulovich, PhD, PE, is extension agricultural engineer at the University of Missouri, Columbia, Missouri. He can be reached at [zulovichj@missouri.edu](mailto:zulovichj@missouri.edu).

airtight to reduce heating and cooling costs, adequate air exchange to address indoor moisture generation may not exist. The lack of air exchange or user-space ventilation can often result in indoor moisture problems.

The activity and use of an indoor building space has the potential to generate moisture that then must be removed from the indoor space. Indoor moisture sources include but are not limited to wet vehicles stored in buildings, people, plants and/or animals inside the conditioned space.

Indoor moisture problems can be reduced or eliminated if some or all the indoor moisture generation sources are removed or stopped within the conditioned building space. However, the intended use will dictate whether moisture will be generated inside that building space. A change in activities or uses can impact whether indoor moisture problems occur. One user who generated little moisture may leave and the new user who generates considerably more moisture moves in and the result can be a building that now has indoor moisture problems. Therefore, the solution to a particular indoor moisture problem is closely tied to the use of the building space.

To solve moisture problems, the moisture source must first be identified. Then based on the moisture source and location of the problem, a solution can be developed.

**A LOOK AHEAD**

Future articles in this series will look at solutions to prevent or address moisture problems based on the moisture source.

Article two will address protecting the building system from surface water and how some below-grade water problems are really caused by uncontrolled surface water.

Article three will focus on subsurface moisture and foundation protection.

Articles four and five will focus on controlling problems caused by indoor moisture generation. The fourth article will focus on protecting the exterior building envelope from indoor moisture by using airtight construction practices and vapor retarders. The fifth article will focus on indoor space ventilation to remove moisture from within the conditioned space and to enhance indoor air quality. **RB**



This series of articles will be made available online at [www.ruralbuilder.com](http://www.ruralbuilder.com)



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## ■ AKZO NOBEL COMBINES LIQUID & POWDER TEAMS FOR ALUMINUM COATINGS CUSTOMERS

In an effort to educate industry professionals about powder and liquid coating choices for aluminum, AkzoNobel is combining its sales and marketing teams from its liquid and powder coatings businesses that serve the aluminum architecture and façade and cladding markets. The move reflects the growing importance of powder coatings in that sector, and will help customers and specifiers to make the right coatings choices, said Ben Mitchell, manager, Extrusion Coatings at AkzoNobel.

“Because liquid and powder coatings are not always interchangeable in aluminum applications, it is important for customers to understand which are most appropriate,” he said. “Having a combined team will ensure a unified approach to helping designers, specifiers and fabricators to select the optimal solution for their project.”

AkzoNobel-registered products for metal coil and extrusions include Trinar, Ceram-A-Star, Polydure, Ara-Bond, Interpon D3000, Interpon D2000 and Interpon D1000.

**For product information Circle 101.**

## ■ CENTRAL STATES MANUFACTURING BREAKS GROUND ON NEW FACILITY IN CLAYSBURG, PA

Central States Manufacturing has broken ground on a 50,000-square-foot manufacturing and warehouse facility in Martin J. Marasco Business Park near Claysburg, Pennsylvania. The company is expecting to create 50 new, full-time jobs over the next three years, and investing at least \$5.8 million on the project. This will be Central States Manufacturing’s 9th manufacturing facility.

“We are very excited to partner with Blair County to continue our growth of metal building components into the state of Pennsylvania,” Tim Ruger, vice president of operations, Central States Manufacturing said. “While we currently deliver in Pennsylvania, our new location in Claysburg will allow us to better serve our customers through shorter turnaround and a faster response time...”

Founded in 1988, Central States Manufacturing Inc. is a 100 percent employee-owned company which serves over 5,000 post-frame, commercial, residential and architectural customers in the United States and has more than 700 employee-owners. The company manufactures 11 metal roofing and wall panel profiles, along with trim, accessories and structural purlin. **For product information Circle 102.**

## ■ STEEL STRUCTURAL PRODUCTS APPOINTED EXCLUSIVE MANUFACTURER OF USG FRAMING COMPONENTS

Steel Structural Products (SSP), a division of Mill Steel Co., will now exclusively license and manufacture in the Midwest, Mid-South, Mid-Atlantic and Southeast United States, all USG shaft wall and area separation wall framing components. This includes: USG Shaft Wall System; USG Area Separation Wall; USG J-Runner; USG C-Runner; USG CH-Stud; USG H-Stud; USG E-Stud; and USG Jamb Strut

Manufacturing will begin in both the Jeffersonville, Indiana, and Birmingham, Alabama, facilities, which are deliberately located adjacent to Mill Steel Co.’s steel service center location. This enables SSP the ability to leverage Mill Steel’s processing services and freight carrier network. The strategic production positioning allows SSP to service the construction markets in its central and east central U.S. service areas. **For product information Circle 103.**



### Career Opportunities

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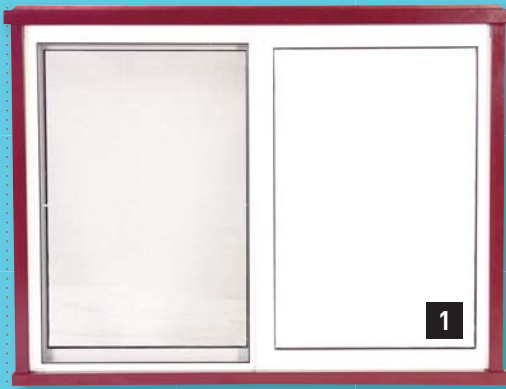
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# WINDOWS



## 1. AJ MANUFACTURING / CIRCLE 110

A.J. Manufacturing offers a complete line of durable high quality aluminum and vinyl windows. Options include horizontal sliding, fixed lite, casement, single hung, double hung, thermal, non-thermal, grids and Low-E glass. Transom windows and mullion kits to combine multiple windows create attractive architectural features. White, brown, bronze, clay or custom-colored shutters, windows and trim will enhance the appearance of your next building.

## 2. CANNONBALL:HNP / CIRCLE 111

The thermally-broken 2200-Series aluminum windows hold off winter's cold and are available in slider, hung, fixed and architectural shapes. Value models can be found in the 1200-Series' welded vinyl construction and wide assortment of horizontal sliding, single hung, 3-lite slider, fixed and architectural-shaped configurations. Specialty glass is available in both series upon request.

## 3. MWI COMPONENTS / CIRCLE 112

MWI Components is now offering a simple and strategic line of vinyl windows for the post-frame industry. Offered are single hung and horizontal sliders with 1/2-inch insulated glass, removable insect screens, durable completely-welded construction, UV stable white vinyl, cast/zinc-painted window locks, continuous spacer primary seal, interior weeping system and deluxe wool pile seals. The single hung option offers choice of with or without grids. The horizontal slider offers the option of with or without a built-in J-channel. Sizes and pricing are available upon request.



## 4. PLYCO CORPORATION / CIRCLE 113

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



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## supplier news

BY RURAL BUILDER STAFF

### ■ BECKERS GROUP PUBLISHES NEW SUSTAINABILITY REPORT

Beckers Group has issued its new Sustainability Report. This is the Group's fourth report and for the first time addresses the Global Reporting Initiative reporting level, GRI 4, and the respective stakeholder dialogue. As in previous years it offers company highlights, product and process developments, global goals and local initiatives.

The report also allows Beckers to review its sustainability initiatives and actions taken during 2015. **For product information Circle 104.**

### ■ BORAL DOUBLING MANUFACTURING CAPACITY TO KEEP UP WITH DEMAND

Boral is doubling the manufacturing capacity for its TruExterior Siding & Trim to help fulfill rapidly increasing demand for these exterior product lines.

The poly-ash siding and trim are manufactured in Salisbury, N.C., where Boral recently added a 120,000-square-foot finishing facility. The company said the expansion will ensure the company can keep up with the current pace of growth, and it will allow for continued product line development with Boral's Innovation Factory, including 8-inch and 10-inch bevel siding profiles coming this fall.

Along with the new facility and equipment, Boral is adding up to 23 new employees in Salisbury. **For product information Circle 105.**

## milestones

### ► MBCI KICKS OFF 40TH ANNIVERSARY CELEBRATION

MBCI officially kicked off its 40th anniversary celebration in May. It was marked by the launch of an interactive timeline, the first in a series of online activities commemorating the company's history.

"I am very proud to officially kick off our anniversary celebration," says Bill Coleman the company's president. "The success achieved over the past 40 years was only made possible by our employees, customers and partners, and throughout the year we will recognize our joint accomplishments."

In 1975, five men formulated the concept of Metal Building Components Inc. The concept was three fold: meet the needs of large and small contractors; make all customers feel important and welcome; and offer a quality product, at a competitive price, and in a timely manner. In July, 1976, MBCI became a reality and opened its doors for business with an 8,000 sq. ft. production facility and 1,500 sq. ft. of office space in Houston, Texas. Today, MBCI is a major player in the metal components industry with offices and manufacturing facilities strategically located throughout the United States. **RB**

IS YOUR COMPANY CELEBRATING AN ANNIVERSARY? LET US KNOW ABOUT IT. CONTACT SHARON.THATCHER@FWCOMMUNITY.COM.

# People in the news



**BRIAN PATRICK, ENGLERT INC.**

Brian Patrick has been promoted to Chief Operating Officer at Englert Inc. of Perth Amboy, NJ.

Patrick has been with Englert since April 2010 and a driving force in the modernization of Englert's manufacturing plant, offsite locations, and freight and shipping processes. He is currently working on a 3-year technology initiative, the M-5 computer system, which is going to touch all business segments from scheduling of materials, distribution, and the placement of orders.



**RICHARD BOLDING NATIONAL COATINGS CORP**

National Coatings Corporation has promoted Richard Bolding from Southeast Regional

Technical Representative to Sales and Technical Representative.

Bolding will continue to provide technical support to the southeast region of the U.S. while also focusing on sales efforts in northern Texas and Oklahoma. In this new position, he will be responsible for sales initiatives, providing education and technical aid on products and system applications, and building relationships with future and existing customers in his region.

**JASON WEBER, MAJOR INDUSTRIES INC.**

Jason Weber has been promoted to plant manager at Major Industries Inc. He previously was estimator and project leader with Major's inside sales group.

As plant manager, he will oversee day-to-day manufacturing operations, work with outside vendors and suppliers, and take a lead role in quality assurance and timely processing of customer orders.

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# WINNERS OF THE GOLD KEY OF EXCELLENCE



■ **EACH YEAR FOR THE PAST 34 YEARS,** *Rural Builder* has paused to identify and honor suppliers that are an integral part of the rural building market. The roles these companies play as product developers and services providers are vital to the growth of the industry and in helping to create buildings that are today stronger, greener and more usable than ever before.

The 55 companies were selected following a lengthy nomination and voting process online, by mail and by fax. Listed on this page are the names of all 55 and the number of awards they have earned throughout the years of the program. Learn more in the pages ahead as many of them share their histories, products and goals. **RB**

## 34 GOLD KEY AWARDS

CannonBall:HNP  
Klauer Manufacturing Co.  
McElroy Metal  
Plyco Corporation

## 33 GOLD KEY AWARDS

Maze Nails

## 32 GOLD KEY AWARDS

Fabral  
Sukup Manufacturing Co.  
Wick Buildings

## 30 GOLD KEY AWARDS

A.J. Manufacturing

## 28 GOLD KEY AWARDS

Dynamic Fastener

## 25 GOLD KEY AWARDS

Rigidply Rafters

## 22 GOLD KEY AWARDS

National Hardware

## 21 GOLD KEY AWARDS

Central States Manufacturing

## 20 GOLD KEY AWARDS

SFS intec

## 15 GOLD KEY AWARDS

Leland Industries

## 14 GOLD KEY AWARDS

Everlast Roofing  
Grabber Post Buildings  
MWI Components  
Palram Americas

## 12 GOLD KEY AWARDS

Atlas Bolt & Screw

## 11 GOLD KEY AWARDS

Starwood Rafters

## 10 GOLD KEY AWARDS

ABC Supply Co. Inc.  
Marco Industries  
Sealtite Building Fasteners  
Triangle Fastener Corp.

## 9 GOLD KEY AWARDS

Becker Specialty Corporation  
MAC Metal  
Western Products

## 7 GOLD KEY AWARDS

Levi's Building Components  
Post Protector  
Richland Laminated Columns LLC  
Valspar

## 6 GOLD KEY AWARDS

H&H Metal Products  
Mill Steel  
Schweiss Doors

## 5 GOLD KEY AWARDS

Akzo Nobel Coatings  
The Bradbury Co. Inc.  
Dura Coat Products Inc.  
Fasteners Direct  
Sno Gem Inc.  
Steel Dynamics  
Varco Pruden Buildings

## 4 GOLD KEY AWARDS

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DBCI  
SNOBAR

## 3 GOLD KEY AWARDS

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## 2 GOLD KEY AWARDS

Covertech Fabricating Inc.  
Direct Metals  
EDCO Products  
Metal Rollforming Systems  
MFM Building Products  
Novagard Solutions

## FIRST YEAR GOLD KEY AWARDS

Boral  
Hershey's the Metal Meister  
Shear-X



# ABC SUPPLY CO.

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■ For more than 30 years, ABC Supply has delivered the high-quality products and expert service that make it easier for contractors to grow their businesses. As the largest wholesale distributor of roofing in the United States and one of the nation's largest distributors of siding, windows and other select exterior building products, ABC constantly finds new ways to better serve customers.

ABC Supply's commitment to contractors starts with a team of more than 9,000 associates, all specially trained to tackle even the most challenging jobs with proven solutions. From material selection to order placement and delivery, associates consistently deliver accurate, seamless service from start to finish. This dedication was recently honored with ABC's 10th Gallup Great Workplace Award, which recognizes organizations with the most enthusiastic and committed workforces.

To complement the expert support provided in-store, ABC Supply recently introduced a new online program that provides access to ABC's products and pricing 24/7. ABC Connect allows contractors to build material lists, create estimates and submit orders in real time, whether they're working from the office, at home or from a job site. Customers can keep their businesses moving when and where it is convenient for them—not just during normal business hours.

ABC Supply is focused on giving customers unique tools that help them save time and money. ABC's Freedom Programs provide value-added marketing services that allow contractors to get the word out about their businesses through targeted mail, websites, marketing starter kits, job site signs or in-home finance.

Solution Centers in ABC branches feature comprehensive product displays, mak-



ing them an ideal place for contractors to review projects and samples with their customers. ABC Supply partners with industry-leading manufacturers to carry an assortment of roofing materials

for low-slope and steep-slope applications. ABC also carries a wide variety of siding, windows, doors, gutters and rainware and decking and railing products.

With more than 600 locations nationwide, ABC Supply provides easy access to support, products and expertise customers can't find anywhere else. In 2016 and beyond, ABC plans to continue its service area expansion to become an even stronger and more convenient partner to contractors. **RB**



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# AKZO NOBEL

W: [www.akzonobel.com/ccna](http://www.akzonobel.com/ccna) P: 614.298.1841



**■ AkzoNobel has a long history of providing high-quality coatings for the pre-painted metal construction industry, backed by solid research and proven through real world testing.** It has a complete portfolio of coil coating solutions designed for residential, agricultural, and commercial applications. AkzoNobel has always focused on giving its customers the best products possible, backed by rigorous testing and quality programs, and excellent customer support.

You can count on AkzoNobel's extensive portfolio of coatings to help give your company an edge in today's tough business climate. The company strives to deliver the highest quality finishes possible, knowing the reputations of its customers depend on this performance. AkzoNobel proudly stands behind everything it does, giving you the peace of mind of using proven

products and working with a company you can trust.

Production samples of AkzoNobel's coil coatings have been exposed for decades at weathering facilities in South Florida and other locations around the world. These samples are constantly being evaluated to ensure products are performing to the high levels expected of them.

CERAM-A-STAR® 1050 is the pre-painted metal industry's leading silicone-modified polyester (SMP) coating, with a proven history of performance that makes it an excellent choice for agricultural buildings and standard residential roofing.

Ceram-A-Star 1050 has been providing building and homeowners peace of mind by knowing they are buying the best SMP finish available. Its proprietary resin system, combined with the same high-quality pigments used in more

expensive coatings, give superior chalk and fade resistance as compared to similar coatings.

AkzoNobel's highest performing product is TRINAR®, a 70 percent PVDF coating system that provides unsurpassed performance for commercial, institutional, or high-end residential and agricultural projects. When you specify Trinar, you are getting color that lasts, thanks to its PVDF resin system, premium pigmentation, and combination of other proprietary resins. This unique resin chemistry and choice of pigments will give you a finish that is remarkably resistant to exterior weathering effects, such as fading and chalking. Trinar is the perfect choice for projects that require long-lasting performance, and is ideal for metal roofing, wall panels, siding, canopies, and fascia.

AkzoNobel is also committed to bringing you the latest

in aesthetic features, with the introduction of multiple new product lines in the past year that provide your project with the unique look you desire. Among the most notable are Trinar Mirage which brings brilliant colors to life with pigmentation that adjusts with your view; Ceram-A-Star Frost giving you a soft feel with a texture that is tough as nails; and Trinar AG which resists graffiti before it can set in. However, AkzoNobel is not stopping there, with even more new releases planned in the near future.

As the leading performer in the pre-painted metal industry, you can count on AkzoNobel to provide you with the highest quality products to meet your every need. **RB**





**In all seasons  
and climates,  
CERAM-A-STAR<sup>®</sup>  
1050 sets the  
standard.**

Consistent, reliable  
and proven  
performance  
that stands the  
test of time.

CERAM-A-STAR 1050 technology has stood up to the harshest of elements throughout years of real-world exposure. Providing you with superior chalk and fade resistance and industry-leading gloss retention. CERAM-A-STAR 1050 is in it for the long haul.

Discover CERAM-A-STAR 1050's benefits at  
[www.akzonobel.com/ccna](http://www.akzonobel.com/ccna)





# DURA COAT PRODUCTS INC.

W: www.duracoatproducts.com P: 951.341.6500; 256.350.4300



## Smart choices stem from good options.

Metal is magic. It can span rivers, support massive loads and buttress skyscrapers. Or it can soar. It can endure for centuries or through recycling, become new again and again.

But no matter how you use metal, you need coatings to seal, protect and beautify. The coatings you choose for your jobs will determine how successful the job is over time.

For construction uses, Dura Coat Products combines science and art in a full line of coating options that can literally cover all your needs. Through science, Dura Coat addresses durability and environment, and art focuses on long-term beauty. These characteristics are maintained in all our formulations.

For roofing and siding, we offer multiple choices. Here are the favorites.

**Durapon 70™** is a PVDF fluorocarbon that is harder and more flexible than other premium PVDF coatings on the market. It creates a surface that's exceptionally resistant to installation scratching, marring and transit abrasion, and has the flexibility to handle the most demanding post-forming operations. It also stands tough against the elements.

**Ceranamel XT-40S** is formulated with a super durable polyester resin that provides superior resistance to chalking, fading and weathering for building product applications. The silicone modified system uses only the highest

quality exterior grade ceramic pigmentation for long-term performance and cost-effective commercial, monumental and residential applications. It offers the best hardness, flex ratio and highest line speeds available in the industry.

**DC477 Global Primer**, or **DC410 Chrome-Free Primer**, imparts exceptional physical properties and corrosion protection for both Durapon and Ceranamel. The backer completes the system and provides excellent "wet stack" corrosion protection, and its internal lubricants assist roll forming.

### A BROAD LINE

Our products also include acrylics and urethanes along with specific formulations for curtainwalls, side panels, garage and entry doors, window and screen frames, HVAC, appliances, office furniture, transportations, AG sheet, T-bar and rain ware.

You're never at a loss for a good coating to fit your every requirement because Dura Coat focuses on only one thing: specialty coatings for steel, alu-

minum and galvanized metals. Our chemists are never disrupted by demands for DIY house and hobby paints.

Dura Coat also prioritizes service. We strive every day to insure that our products not only are delivered on time but that they also run at maximum efficiency on your coil coating lines and roll formers.

Quality Assurance technicians conduct rigorous tests to ensure the coatings are in full compliance with the specifications and standards. Products will not be released for shipping until these tests are completed and the standards met. You can count on Dura Coat quality, shipment after shipment.

As we maintain our focus on providing innovative, differentiated technology achieved through daily research and development, our coil coating performance continues to demonstrate that we are the right choice for your needs. For the right coatings for your jobs, call Dura Coat Products. **RB**



Specialty products require specialty coatings. Dura Coat Products has you covered.



## Full Coverage



### APPLIED SCIENCE

*Every application has unique requirements. Dura Coat Products has 30 years of meeting special application requisites.*

DURA COAT PRODUCTS, INC.

RIVERSIDE, CALIFORNIA  
(951) 341-6500

HUNTSVILLE, ALABAMA  
(256) 350-4300

[www.duracoatproducts.com](http://www.duracoatproducts.com)

VERSATILITY IS ONE OF METAL'S MANY ADVANTAGES. It can be used indoors and out, structurally or decoratively. Part of its versatility stems from the coating used to protect it.

How do you find the right metal coating? Ask Dura Coat Products, Inc., the company that just makes one thing — performance coatings for metal.

Roof and siding coatings require high durability and UV protection. For that we offer Durapon 70™, a premium PVDF, and Ceranamel™ XT-40S, a superior polyester. Both give long-term performance and resist chalking, fading and weathering for monumental, commercial and residential applications. Both comply with Energy Star, LEED 29 and Cool Roof standards.

### Applications. Let us count the ways.

For applications that don't require premium coatings, Dura Coat has a variety of options. If your application is outdoor, for products like screen and door frames, trim, truck trailer, entry, garage door or HVAC, we have what you need. For indoor appliances, office furniture, closet hardware, T-bar or lighting, Dura Coat can cover that base too. Solutions include high, medium and low gloss finishes in polyester, acrylic, urethane and primer formulations.

Whatever your need, we have you covered. One call, one order, one responsibility. Make your life easier and your products better. Call 951-341-6500 or 256-350-4300 or visit [www.duracoatproducts.com](http://www.duracoatproducts.com) for all your metal coating needs.



Circle Reader Service #581



**DYNAMIC FASTENER**

# DYNAMIC FASTENER

W: [www.dynamicfastener.com](http://www.dynamicfastener.com) P: 800.821.5448

**■ What is the definition of long life?** The answer varies greatly depending upon the subject. For instance, an African elephant on the Serengeti has a substantially longer life than a mosquito on your forearm.

Unfortunately for the contractor, the same nebulous and misleading signals are sent when some of Dynamic Fastener's competitors claim that their fasteners have a long life coating. Once again, "long life" is just a relative phrase.

To eliminate unnecessary concerns on behalf of its valued customers, Dynamic Fastener quantifies the meaning of "long life." Since Dyna-Coat premium screw coating passes the 1,000-hour salt spray test, the company proclaims "1,000 Hour" right next to the word Dyna-Coat. Rarely, if ever, does Dynamic Fastener see its competitors touting the tests that its screws pass. That is a suspicious omission.

To paraphrase the famous commercial, "What's on your fastener?", removing the uncertainty on this very important topic is easy. Specify Dyna-Coat 1,000-hour salt spray premium coating on all screw requirements.

Dyna-Coat is a premium organic polymer coating designed to provide corrosion resistance for metal fasteners. Fasteners that are coated with

Dyna-Coat exhibit excellent resistance to marring, chipping and abrasion. The color of the coated fastener is metallic silver. Dyna-Coat employs several forms of corrosion resistance, such as replacement, inhibition, envelopment and electrochemistry. These coated fasteners also have strong resistance against acid and alkaline chemicals.

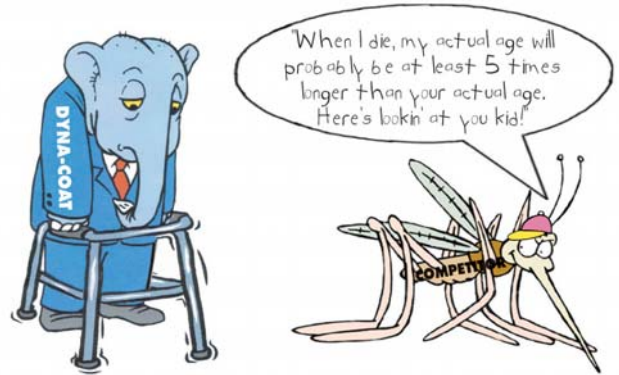
## SERVICE

Dynamic Fastener is proud to earn its 28th straight Gold Key of Excellence Award. That devotion from *Rural Builder* readers is no accident. The company's success rests on its dedication to service, evident in the following areas:

- Orders received by 3 p.m. CST will ship that day more than 99 percent of the time.
- Dynamic Fastener's buying power enables it to competitively and successfully sell nationwide. The company has more than 50,000 customers representing all 50 states and 15 foreign countries.

## CATALOG

Dynamic Fastener's free 132-page full-color *Tool and Fastener Hand Guide* covers fastener applications, engineering data, availability of types, size ranges and fastener materials. In addition to discussing screws and anchors, the guide provides prices and other information relating to flashings, sealants, insulation tapes, safety equipment, hand tools, power tools and more. **RB**



Just because they SAY it doesn't make it true. Make our competitors quantify their coating's life expectancy in WRITING – as we do without even being asked.

## DYNAMIC FASTENER

*Everything for the Metal Builder & Roofer™*

---

### 2016 TOOL & FASTENER HAND GUIDE

Over 99% of standard orders received by 4:00 p.m. CST will ship that *same day!*

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## 7 DYNAMIC FASTENER LOCATIONS

1. Raytown, Mo. (Main office)
2. St. Louis, Mo.
3. Memphis, Tenn.
4. St. Paul, Minn.
5. Houston, Texas
6. Melrose Park, Ill.
7. Las Vegas, Nev.



# DYNAMIC FASTENER

*Everything for the Metal Builder & Roofer™*



**FREE 132 Page Full Color Tool & Fastener Hand Guide provides prices, engineering data & details product offering.**

**DYNAMIC FASTENER** is specifically geared to handle the needs of the Rural Building Contractor. We provide in-house custom color painting of screws and rivets with just a one or two day (days, *NOT* weeks) lead time. **TENS OF THOUSANDS** of power tools are stocked and sold at the lowest prices. Highest quality, top name brand fasteners are stocked and sold at the lowest prices. Same day shipment on orders received by 4:00 p.m. CST. We are a supplier to the largest metal building manufacturers.

We want to be **YOUR** source for screws, anchors, flashings, **DYNA-GUARD™** snow retention system, safety equipment, hand tools, power tools and accessories.

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Call for your Free Full Color 132 Pg. Hand Guide. Better yet, call us for your next tool or fastener requirement. Discover for yourself why your peers enjoy doing business with our company!





# EVERLAST ROOFING INC.

W: [www.everlastroofing.com](http://www.everlastroofing.com) P: 888.339.0059



## ■ What Difference Does 20 Years Make?

For 20 years, Everlast has proven that results are measured through employee pride, customer satisfaction, continued growth and recognition as an industry leader.

Everlast, known as *the* innovative leader in the metal roofing and siding industry, is driven to manufacture the most technologically advanced and finest quality metal building components available in the industry. Proudly serving clientele throughout the New England, Mid-Atlantic and Mid-West regions of the United States, Everlast has always committed to pursuing scientific developments in metal roof systems to achieve new standards of performance and durability.

This commitment consistently makes Everlast a powerful innovator within the metal roofing industry. Their unparalleled Heat Forming™ process prevents microscopic paint cracks, enabling the use

of harder, more scratch resistant paints. Through unremitting product development and performance enhancement such as their Evercure™ Process and Synergy Paint System, Everlast has maintained the leadership position of offering the most corrosion resistant, color retention panel in the industry.

Always a pioneer, Everlast was the first to introduce the G100 galvanized coating for painted steel products and the first to introduce the trademarked innovative CECI (Cut Edge Corrosion Inhibitor) process. Everlast then launched the NEXT GENERATION of metal roofing through the OMNI series, again raising the bar on product quality. By introducing the Omni Enhanced Primer (OEP), which achieves enhanced performance and durability, the merging of this new technology with Everlast's already-

proven superior products and 27-gauge steel created a panel that achieves superior corrosion resistance and protection, enhanced color retention and moisture/abrasion resistance, excellent flexibility and a noticeably heavier strength.

Last but certainly not least, last summer, Everlast introduced its "Wrinkled Series," which provides the end-user with a textured paint finish that helps create a surface that has a timeless appearance, is tough and provides a scratch-resistant surface.

Twenty years has truly made a difference. So what's next? Stay tuned for a groundbreaking, industry-shattering new panel introduction from the company whose name says it all!

Everlast Roofing Inc. would like to sincerely thank its extended family of loyal customers and suppliers, and

to welcome its new customers to the family as it looks forward to continued service for many years to come.

### HONORS AND AWARDS

Everlast has received *Rural Builder's* Gold Key of Excellence Award consecutively since 2003, for excellence in product quality and service. Since 2005, the company has been the recipient of the Metal of Honor Award from *Metal Roofing Magazine* for ten consecutive years, for providing consistently high standards in serving the metal roofing industry.

*Everlast Roofing, their name says it all. RB*





# 2016 *Our BIGGEST Announcement Yet!*

20 Years has truly made a difference.

## *Stay Tuned...*

**Everlast  
Roofing, Inc.**  
OUR NAME SAYS IT ALL

2016 **RB**  
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**Toll Free: 888.339.0059**  
**[www.everlastroofing.com](http://www.everlastroofing.com)**



# GRABER POST BUILDINGS

**w:** www.graberpost.com **p:** 800.264.5013



■ Graber Post has come a long way from building pole barns with a single crew of four men, to now servicing 35 states daily. The company only provides the best quality products, sells them at a fair price, delivers them on-time, and offers unmatched customer service.

Graber Post Buildings also continues to add to its lineup of products and services. Along with various metal roofing products Graber offers, it is America's Exclusive

Distributor of EASY Shake metal roofing. Manufactured by Easy Building Products out of Ontario, Canada, this product is truly an investment engineered to last. This uniform step panel gives all the robust beauty and strength of slate roofing, with a fraction of the weight and install time. It can be custom cut to lengths up to 30 feet, significantly reducing the amount of seams and aiding in the prevention of leaks. This metal roofing panel is ideal for use on both residen-

tial and commercial buildings.

Perhaps the most advantageous factor for customers who visit Graber Post are the post-frame building packages. Graber Post Buildings is indeed a "One-Stop-Shop" for all materials post frame. GPB either manufactures or distributes every item needed for a total post-frame project, which means a customer can make one phone call and have a total post-frame package shipped right to the job site.

In addition to its 11<sup>th</sup> consecutive Gold Key Award (14 in

all), Graber Post was listed as a top growth company in 2013 within the ProSales Top 100.

Company founder Glen Graber said, "We thank all those who recommended us for these awards, and we especially thank our many loyal wholesale customers and distributors. We're blessed to be servicing some great people and businesses."

Dating back to 1973, Graber Post Buildings continues to satisfy customers from all over the Midwestern United States with second-to-none customer service and quality products. The "One-Stop-Shop" philosophy has always stayed true to its word and will continue to do so in the future. Saving customers time and money, time and time again, has been the key ingredient for Graber's success. **RB**

## ▶ PRODUCTS MANUFACTURED AND/OR DISTRIBUTED BY GPB

Roll Formed Metal – G-Rib, Commercial Grade, Standing Seam

3-Ply Laminated Posts

Wholesale Steel Coils

Metal Trim – Standard and Custom Pieces

Custom Truss Plant – Trusses up to 100' span

Doors – Entry and Overhead

Windows

Insulation

Metro Steel Shingles

EASY Shake Metal Roofing

Fasteners and Accessories

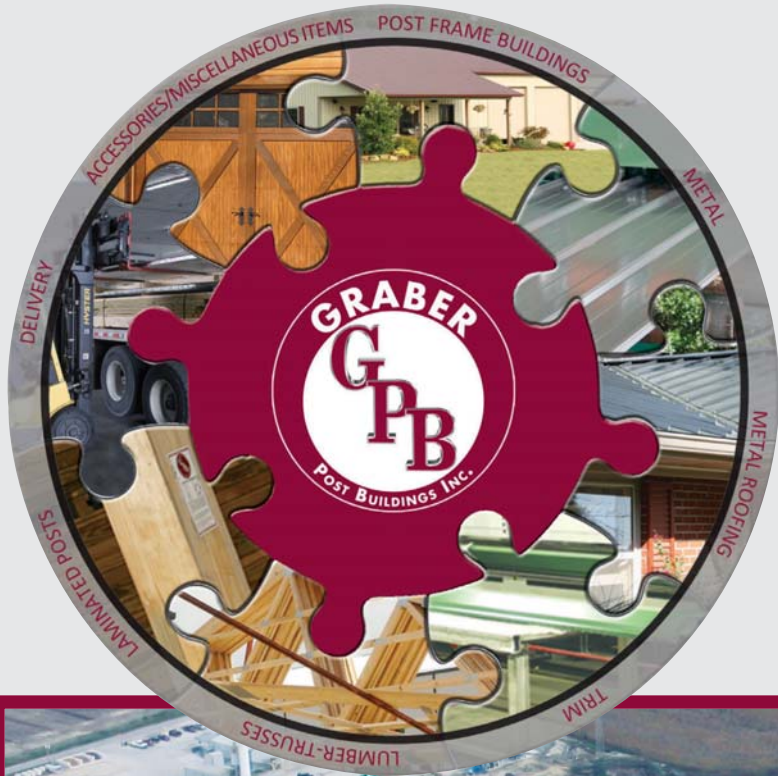
Complete Building Packages – One Call Does It All



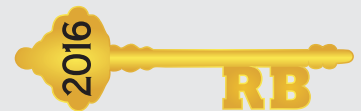
14 GOLD KEYS WON

# MISSING A PIECE OF THE PUZZLE?

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Save time and money and get all post frame materials in one ideal stop!



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Circle Reader Service #433





# HERSHEY'S THE METAL MEISTER

p: 877.289.3030



## ■ Sheet Metal Folding Machines

Hershey's the Metal Meister, LLC is a family-owned and operated company based in the prairies of central Illinois. The company is founded upon two basic values: first, that nothing we have is ours, it all belongs to the Lord, and we are only stewards striving to use earthly possessions while bringing honor and glory to our Maker. Secondly, we endeavor to treat each and every person the way we would like to be treated if we were in their shoes, with the knowledge that we have in our position.

Hershey's owns the North American patent rights to build the world's leading long folding machines: the Variobend USA. Between Hershey's and its sister company, ASCO GmbH from Germany, there are now more Variobend long folders manufactured worldwide per year than any other brand.

The Hershberger family has a background in both rollforming and machinery manufacturing, so we know

first hand the frustrations of having the bottleneck in your operation break down. We also know what it is like to have a superior European machine, yet not being able to get parts promptly or receiving knowledgeable technical support for the machine. So when the opportunity fell into our laps to purchase the patent rights to the most productive folder we have ever seen, we saw a prime opportunity to provide the best of both worlds to the American market. Now your company can have the advantage of the latest European engineering coupled with modifications by Americans. And since the entire Variobend USA folding machines are assembled from the ground up right here in Illinois, should you ever need a replacement part, rest assured that it is in stock and ready to be rushed to your facility!

Give us a call today! We will be happy to send you information as well as contact details for any of our customers so you can hear their stories directly! **RB**

*Wouldn't you like to join the ranks of our satisfied customers who are saying things like this?*

...

*"We love everything about [our Variobend] and can't say enough good things about it..."*

...

*"It is 'very much' more precise than the competitor folder we had before..."*

...

*"Thanks to Hershey's the Metal Meister we could not ask for a better experience or a better machine."*

...

*"I cannot imagine trying any other folder. Hershey's is the last company you will ever call for a new folder."*

...

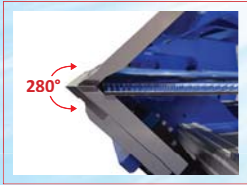
*"Customer service that has to be experienced to be believed. No equipment vendor has delivered the level of support as Hershey's the Metal Meister, LLC."*



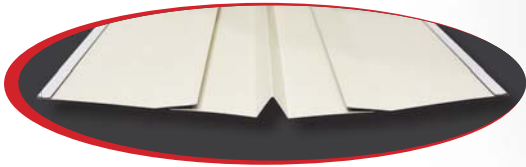
1 GOLD KEYS WON

Variobend  
USA

# SHEET METAL FOLDING MACHINES



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# LELAND INDUSTRIES

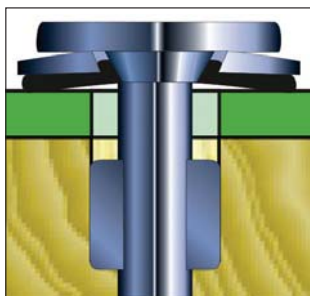
W: www.lelandindustries.com P: 800.263.3393



## ■ Innovation—The act of introducing something new.

### INTRODUCING LELAND'S NEWEST BRANCH LOCATION; TULSA, OKLAHOMA.

In March, 2016, Leland's newest branch opened in Tulsa. Ideally sited to service the Southwest, the sales office and warehouse, managed by Mark Rhine, will offer all the familiar Leland products for agricultural construction, metal building, commercial and industrial projects. We welcome the addition of Mark Rhine and his years of experience to the Leland Industries family.



Leland's patented "One-stepper".

Speaking of new, by now everyone in the business of installing steel cladding, colored or Galvalume, will have noticed the improvements in the warranties applied to the coatings being offered. Everyone it seems, except for the Fastener suppliers. After visiting the websites of five major fastener producers/suppliers, it was surprising to find that no supplier talked about a warranty to enhance the cladding producer's warranty.

It's not news that long-life warranties have become a standard offering from reputable panel manufacturers (roll formers). So, why is Leland Industries the only fastener manufacturer to offer not only a powder coating warranty, but to put that warranty in writing and then tell everyone that it "will last throughout the warranty period, as estab-

lished by the panel and/or paint manufacturer"?

### LELAND OFFERS THE ORIGINAL POWDER COATING FOR FASTENER HEADS.

Since 1996 Leland has been powder coating fastener heads, and under the heads where rust begins. More than 100 colors are available. Like most fastener manufacturers, Leland produces from carbon steel and also various grades of stainless steel material. Anyone who has assembled nuts and bolts in stainless material has likely experienced "galling"; a binding of the nut and bolt experienced during the tightening process. At times this can be severe enough to render tightening impossible. Conventional wisdom says to coat the threads with anti-seize

compound or oil the threads before assembly. Neither solution is satisfactory.

Leland's "Overview" brochure features a section on plating and coatings to protect and make fastener assembly easy. JS600 is a coating applied to all stainless steel fasteners produced by Leland. JS600 looks like zinc plating but acts to eliminate "galling" and actually allows "spin-fit" assembly of bolts and nuts. The next time you are assembling equipment using stainless nuts and bolts, remember; *if you had used Leland fasteners, you would be finished by now.*

Each year at this time, Leland states how proud we are of the consecutive years of "Gold Key" awards—this year 15—and we say, "Thanks" to you, the readers of Rural Builder magazine. We have said that Leland Industries is a responsible company, producing the best quality fasteners in the business. We have been rewarded for our dedication to quality and service by being "single sourced" by the agricultural storage industry for more than 30 years; a "unique accomplishment". We guarantee that the next 12 months will bring more "Innovation—the act of introducing something new"! Keep watching. **RB**





# There are two ways to build a hog barn.

**This Guy**  
Saved \$20.00\*  
on his fasteners.



**This Guy**  
Saved his  
bacon!



Invest in tomorrow  
with Leland long-life  
fasteners.



\* Savings based on a 40' x 60' building  
with 12' sidewalls

gold key awards



# MAZE NAILS

W: [www.mazenails.com](http://www.mazenails.com) P: 800.435.5949



■ Maze Nails is the exclusive manufacturer of **STORMGUARD Double Hot-Dipped Galvanized Nails with a lifetime warranty against rust.**

In business since 1848, Maze offers a full line of specialty nails in bulk for hand driving and in collated sticks and coils for popular pneumatic nailers.

Maze has been serving the post-frame industry for many years, providing painted rubber washer nails for corrugated roofing and siding.

Maze post-frame nails meet the all-important ASTM F 1667 specification.

In addition, Maze manufactures nails for fiber cement siding products, cedar and redwood sidings, fencing, decking and roofing.

Customers have come to identify Maze Nails with top-quality products, excellent customer service and quick dependable shipments.

And Maze Nails are proudly made in the USA in Peru, Illinois. See the information above to call toll free or to visit us online. **RB**

## ► KEY PERSONNEL AT MAZE NAILS

**ROELIF M. LOVELAND,**  
President & General  
Manager (37 Yrs.)

**KIM POHL,** Marketing  
Director (23 Yrs.)

**LEN KASPERSKI,**  
Assistant Sales Manager  
(19 Yrs.)

**LISA MARTIN,**  
Assistant Sales Manager  
(15 Yrs.)

**JAMIE KREISER,**  
Assistant Sales Manager  
(10 Yrs.)

**KYLE LOVELAND,**  
Assistant Sales Manager  
(8 Yrs.)



33 GOLD KEYS WON

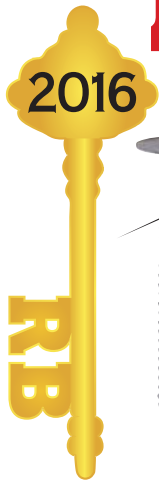


100%  
MADE IN THE USA



MAZE is the only nail manufacturer that can make that claim!

# Roofing Nails



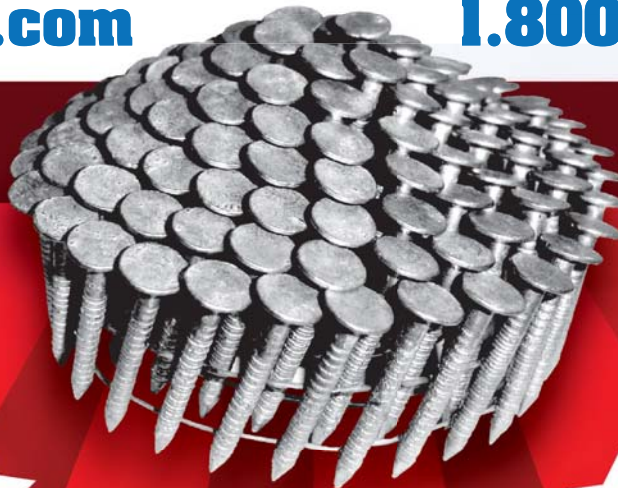
- ★ MAZE double hot-dipped galvanized ring shank roofing nails are **Miami-Dade County Approved!**
- ★ MAZE roofing nails are available in hand drive and coils for easy application!
- ★ MAZE roofing nails are available in both double hot-dipped galvanized and stainless steel!

[mazenails.com](http://mazenails.com)

1.800.435.5949

Miami-Dade County, Florida  
Notice of Acceptance (NOA)

No: 11-0425.09  
Expiration Date: 08/17/16





# NATIONAL HARDWARE

W: [www.natman.com](http://www.natman.com) P: 800.346.9445



## 4 Ways to use interior Sliding Doors:

1. Replacing pocket doors between bathrooms and closets
2. Installing sliding doors to provide privacy for home offices
3. Installing twin sliding doors to separate the kitchen, dining room, or living room
4. Installing sliding doors in small bedrooms or throughout the home

## INTRODUCING NATIONAL HARDWARE'S NEW LINE OF DECORATIVE INTERIOR SLIDING DOOR HARDWARE.

■ **National Hardware®**, the leading manufacturer of home hardware, now offers homeowners and designers an innovative line of interior sliding door kits. Transform your home's interior with this unique and versatile design that saves space and creates a decorative enclosure for any room. Available in popular finishes such as stainless steel and oil rubbed bronze, these kits complement any home design from contemporary and modern to transitional and traditional.

National Hardware is expanding the Decorative Interior Sliding Door Hardware collection with the NEW Horseshoe Shaped Kit and a complete line of accessories. This popular horseshoe kit offers a curved bracket design for a unique look and is available in oil rubbed bronze; perfect for adding that trendy barn-style aesthetic to your home's interior.

The accessories line includes decorative pulls in a variety of designs such as bar, round, flush and cup pulls. It also includes privacy hooks, specifically designed for use

on sliding doors, exemplifying the finite balance between functionality and décor.

### ABOUT NATIONAL HARDWARE

National Manufacturing Co. was started in 1901 as a small wagon company in Sterling, Illinois. The focus soon turned to manufacturing and selling general hardware and, over the course of the next century, National Hardware grew to be one of the leaders in builder's hardware. Today, the National Hardware brand has reached global status and offers more than 7,500 products. National Hardware focuses on providing the best hardware and service to our valued customers.

Interior sliding door kits and accessories are currently available at your local hardware store. **RB**



IT'S THE *Little Things*™

# ADD INSTANT CURB APPEAL

WITH THE LITTLE THINGS™ FROM NATIONAL HARDWARE



Get the Look: Carriage Doors featuring National Hardware®  
Spear Gate Kit and Decorative Gate Pull

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New decorative styles add rustic appeal to any gate, garage or door

---

Products feature decorative material, designs and powder coated texture

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Suited Spear and Arched designs

**National**  
Hardware®



Circle Reader Service #540

[www.natman.com](http://www.natman.com)

66303\_SN



# PLYCO CORPORATION

**w:** www.plyco.com **p:** 800.558.5895

■ Plyco Corporation is honored to have been chosen to receive its 34th Rural Builder Gold Key of Excellence award.

Plyco continues its commitment to providing high quality building products and excellent service for the construction industry.

Since 1951, Plyco has been a leading supplier of products to the post-frame, metal-frame and commercial construction industries. The corporate philosophy at Plyco is to dedicate itself to exceeding customer need and expectations. The company continues its effort toward improvement of this goal through pride in workmanship and service. As a result, Plyco has become a leader in the industry, offering

a full line of quality products supported by a direct employee sales team. Its innovative product delivery system provides customers what they need most—scheduled delivery of high quality products at a competitive cost.

Plyco is committed to developing and offering its customers new market-driven products that provide the builder a distinct advantage.

## DOORS:

Plyco provides an extensive variety of walk doors and service doors custom built to fit

your application needs. Plyco doors are engineered and tested for quality assurance and to surpass building code standards. Plyco offers doors designed for use in agricultural, out building, commercial and light industrial buildings.

## WINDOWS:

Builders choose Plyco windows for their durability, reliability and incredible value. The company's line of commercial, post-frame and residential windows offer the builder quality options for the building application. Being BUILT PLYCO STRONG means withstanding temperature changes and an annual barrage of rain and snow. A Plyco window must look great, function properly and add real value to its building.

## FASTENERS:

East Coast Fasteners is committed to providing the highest quality products and service to the post-frame and commercial construction industries. The company offers a variety of fasteners to deliver the best product for the specific project. East Coast Fasteners produces



durable, long-lasting fasteners for all combinations of building materials and is dedicated to producing the highest quality, long life and fastest drilling products.

East Coast Fasteners constantly tests and improves its products to assure they are delivering the best products available on the market. This attention to detail provides the strongest and most effective building components for fastening wood, aluminum, steel, roof deck, plywood, insulation and gutters available on the market.

## PRODUCTS FOR ALL BUILDING APPLICATIONS:

Plyco also manufactures a wide variety of cupolas, ridge vents, track and hardware, and horse stall systems. For many builders and contractors, Plyco provides one-stop distribution for the majority of their building component needs. **RB**



SINCE 1951

FASTENERS & CLOSURES  
RIDGE VENTS  
STALLS  
CHAMPION DOORS  
TRACK & HARDWARE  
COMPONENTS  
CUPOLAS  
WALK DOORS  
POST FRAME  
**BUILD PLYCO**  
DUTCH DOORS  
INSULATION  
WALL VENTS  
**STRONG**  
COMMERCIAL

## ONE WORD IN CONSTRUCTION EXCELLENCE

Since 1951, one word in the post frame and commercial construction industry has become synonymous with quality products and excellence in customer service – **PLYCO**. Plyco continues to stand by you and their commitment to providing a full line of products that surpass building codes and customer expectations. **Build PLYCO Strong**



# PLYCO

CORPORATION  
Elkhart Lake, Wis.

[www.plyco.com](http://www.plyco.com) • 800.558.5895

WINDOWS • WALK DOORS • WALL VENTS • RIDGE VENTS  
SLIDING DOOR TRACK • SLIDE DOOR RAILS • PLY-FOIL INSULATION  
HORSE STALLS • FASTENERS & CLOSURES • SPECIALTY PRODUCTS

NFBA  
BUILDING OF THE YEAR  
Supplier





# SHEAR-X

W: www.shear-x.com P: 800.300.9515

## Introducing new technology: Superior building strength against seismic and lateral wind loads

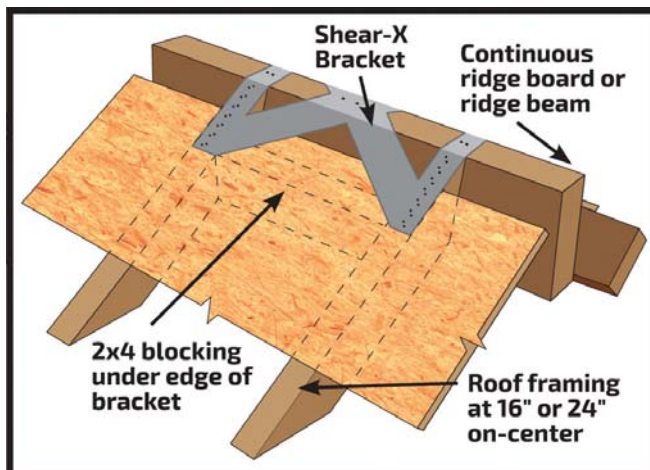
■ **This exciting new building technology is the first of its kind.** Nothing else has ever provided this degree of seismic and wind stability. Shear-X allows the use of continuous ridge vents in blocked diaphragms.

### ABOUT THE PRODUCT

Shear-X brackets are a galvanized steel bracket made from 33 mil ASTM A653 SS Grade 33 steel with a G90 zinc coating for corrosion resistance. Each bracket is connected through the roof sheathing to the roof framing members with minimum 0.131-inch diameter smooth shank nails. The nails must be long enough to penetrate at least 2 inches into the framing member. The nails are installed in holes pre drilled in the metal bracket. The bracket can be bent to accommodate any roof pitch

from flat to 12:12. The brackets are available in 16- and 24-inch widths to accommodate framing members spaced 16 inches and 24 inches o.c.

The Shear-X brackets are designed to transfer shear forces in roof diaphragms across the ridgeline. The brackets take the place of the connection between the roof sheathing and the continuous ridge board or ridge beam when used in blocked diaphragm applications. Shear-X brackets provide allowable shear force resistance capacities of 1,750-2,475 pounds depending on bracket size, framing method and roof pitch. **RB**



**Contact your Rep today!**

**KEVIN CUMMINGS** East Coast Mfr. Rep.  
 p: 540.623.5015  
 e: kblackdiamond@aol.com

**KELLY BERKOMPAS** California Mfr. Rep.  
 p: 949.294.5428  
 e: kellyberkompas@yahoo.com

Introducing Exciting New Technology

**SHEAR-X**™

**Thank you for attending the NFBA Tradeshow, especially those of you who stopped by our Shear-X booth and spent some time with us talking about our new patented product.**

If you want to learn more about the product, please go onto our website, **shear-x.com**. If you have any questions about **Shear-X**, you can call **800-300-9515** or ask your quality lumber yard to stock **Shear-X**.

Thanks again for your interest.

Sincerely,

Martin Rotter



**Garwood**  
MANUFACTURING CO., INC.

115 Lismore Avenue  
Glenside, PA 19038



DrJ Technical Evaluation Report #1509-03  
Patents Pending



# STEEL DYNAMICS

W: www.steeldynamics.com P: 800.799.8942

■ **Steel Dynamics is well on the way to completing a \$100 million expansion, and an expanded offering of value-added flat roll steel products, through the addition of coil painting and Galvalume® capabilities at their Columbus, MS steel mill.**

The most significant part of the expansion is the addition of a state-of-the-art continuous coil paint line, with an annual coating capacity of 250,000 tons. Painted production is likely to begin in Q4, 2016.

The Columbus paint line will utilize an improved design, similar to the company's existing world-class lines located in Indiana. The investment is a strategic step toward the SDI Flat Roll Group's further diversification into offering value-added coil products.

The additional width capability and vacuum degassing equipment will enable the Columbus facility to further broaden the company's pre-painted product offerings, by both physical aspect and geography. Steel Dynamics currently has two paint lines and the ability to produce Galvalume steel in Indiana. However, the

Columbus investment will allow the steelmaker to produce 72-inch wide steel and ship more practically into Southern markets, including Mexico.

The expansion will enable the Flat Roll Group to sell surface-critical, appliance-grade steel, as well as construction-related products, including applications such as roofing and siding components and standing seam profiles out to triple-wide painting. Other categories include painted steel used in heating and air conditioning units, appliances, garage doors, residential entry doors and lighting fixtures.

This growth project also includes the addition of equipment to an existing Columbus galvanizing line to enable production of Galvalume, or aluminum-zinc alloy coated flat roll steel. The combination of aluminum and zinc significantly enhances corrosion performance and solar reflectivity, making it the material of choice for premium metal roofing used in construction. Galvalume production will begin in Q3, 2016.

Steel Dynamics is the only domestic steel company to



have contiguous paint lines at steel production locations, offering painted steels directly to the customer. As a result of its supply chain efficiency, SDI's customers benefit from significantly reduced costs related to logistics, administrative management, coil yield, inventory, warranty claims and working capital. They offer the extraordinary peace of mind of one-stop shopping

and the best domestic warranty in the business. THE choice for distributors, roll formers, architects, contractors and end customers. **RB**

*Steel Dynamics Inc. is one of the largest domestic steel producers and metals recyclers in the United States based on estimated annual steel-making and metals recycling capability, with annual sales of \$7.6 billion in 2015, approximately 7,500 employees, and manufacturing facilities primarily located throughout the United States (including six electric-arc-furnace steel mills, 10 steel coating lines, an iron production facility, approximately 75 metals recycling locations and eight steel fabrication plants).*





## With the addition of our paint line and Galvalume® capacity, Steel Dynamics will have you covered *everywhere.*



Steel Dynamics is well on the way to completion of our new 72"-wide paint line and new Galvalume® capability at our 3.4 million ton Columbus, MS flat roll facility.

This major expansion will enable us to better serve our customers in the southern United States, the Plains states, and deep into Mexico. SDI - Columbus will produce a full range of sheet products, including for roofing and siding applications for the component, post-frame and architectural markets.

This will be the ideal geographic complement to our existing Galvalume® and painted coil capabilities at our locations near Louisville, and in northern Indiana.

As the only domestic steel producer operating its own paint lines, Steel Dynamics is able to offer unique advantages to our supply chain partners by eliminating the long lead times, yield loss and the extra coil handling and logistics costs associated with the toll-painting model... SDI = One-Stop Shopping.

With our growing commitment to this key market, we once again proudly accept the Rural Builder Gold Key Award in recognition of "suppliers who did the best job in meeting the customers' product and service needs."

SDI is grateful to our customer partners for their tremendous support. We are here, there and everywhere... for you.



(800) 799-8942

[www.steeldynamics.com](http://www.steeldynamics.com)

Circle Reader Service #462



# SUKUP MANUFACTURING CO.

W: www.sukup.com P: 641.892.4222



**Sukup Manufacturing Co.** is proud to be a Gold Key of Excellence Award winner for the 32nd year. The company is privileged to have spent more than 50 years providing grain drying, storage and handling equipment to protect and preserve the world's grain supply.

Sukup now also manufactures steel buildings to protect the tools that produce that grain supply.

The clear-span design of Sukup Steel Buildings allows the interior space to

be adapted to your customers' specific needs, whether room is needed to fold out a planter or partitions put up to create an office, shop or storage area.

### SUKUP STEEL BUILDINGS FEATURE:

- Clear-span construction.
- Pre-punched galvanized purlins and girts for a proper fit and faster installation.
- Straight or tapered columns.

- Wide range of exterior and trim colors to choose from.

The seams on Sukup standing seam roofs are mechanically-rolled to create a 360 degree Pittsburgh double-lock seam. This seam creates a durable, weather-tight seal. Movable roof clips allow the roof to expand and contract with temperature changes, preventing stress on the roof components. Sukup also manufactures a screw-down roof that is economical and easy to install.

Sukup Manufacturing Co. is the fastest-growing bin manufacturer in the world. It is also the world's largest family-owned and operated full-line grain handling and storage equipment manufacturer.

Located in Sheffield, Iowa, USA, Sukup has been engineering solutions to protect and preserve the world's

grain supply since 1963. Its product line includes farm and commercial grain bins, portable and tower dryers, centrifugal and axial fans and heaters, stirring machines, bin unloading equipment, and bin floors and supports. Sukup also makes a line of material handling equipment that includes bucket elevators, drag conveyors, chain loop conveyors, support structures, and catwalks. **RB**



# DESIGNED FOR YOU. DESIGNED TO LAST.



## Sukup

STEEL BUILDINGS



*An industrial strength building that's customizable, built to last, and weather-tight... Now THAT'S a Solution™!*

The clear span design of a Sukup Steel Building allows you to customize your building to fit your specific requirements. Whether you need an agricultural building to house livestock, materials, or large machinery, or you are looking for an industrial or commercial structure, you can have it with a Sukup Steel Building.

The seams on Sukup standing seam roofs are mechanically rolled in the field to create a 360° Pittsburgh double lock seam. This seam creates a durable weather-tight seal. Economical screw-down roofs are also available.



[www.sukup.com](http://www.sukup.com) ■ [info@sukup.com](mailto:info@sukup.com) ■ Sheffield, IA 50475-0677 ■ 641-892-4222

Circle Reader Service #345



# VALSPAR

w: [www.valsparcoilextrusion.com](http://www.valsparcoilextrusion.com) p: 888.306.2645



■ **Since 1806, Valspar has been dedicated to bringing customers the latest innovations, the finest quality, and the best customer service in the coatings industry.** Valspar's pioneering paints and coatings have enhanced buildings from residential, commercial, industrial, agricultural, architectural to iconic buildings and the world's best-known brands. As one of the largest global coatings manufacturers in the world, Valspar provides a wide range of coatings in several industries.

Valspar offers a full range of high-performance architectural coatings in PVDF, SMP, and polyester formulas. These superior coatings are available in a full palette of colors and surface textures to meet the most demanding environmental conditions and designs. Fluropon® is their flagship coating, containing 70 percent PVDF resins, and offering premium protection against harmful UV rays, chalk, fade and chemical deg-

radation. WeatherXL™, the next generation enhanced silicone polyester coating, offers even more advanced protection against weathering to ensure that your design lasts for years to come. Looking for performance you can see and feel? Check out Valspar's new WeatherXL Crinkle Finish coating for a new unique textured appearance. These high-quality coatings are extremely durable and have excellent film integrity and adhesion properties.

No matter what building component you need to protect—roofing, wall panels, canopies or fascia systems—Valspar has a coating solution to fit your unique needs. They are here to help you create a lasting impression for you and your customers. Valspar offers the color, confidence and collaboration needed to bring your building project to life.

Valspar understands the important role that color plays in building design. They have color experts that are knowl-

edgeable in color trends, color formulation and color services. Formulating the perfect color demands expertise, laboratory resources and testing proficiencies found nowhere else in the industry. They offer a full palette of colors to choose from or allow them to put their advanced color-matching technology to work for you to create your lasting impression.

Valspar provides a superior level of customer service to ensure that your project goes as smoothly as possible. From the color matching process to unmatched delivery speed, Valspar doesn't miss a beat when it comes to completing your project quickly and successfully while ensuring that it is beautiful, long-lasting, and functional. To do this, Valspar collaborates with your team to understand your project needs and create custom solutions that are guaranteed to perform.

While creating high-performing coatings that meet your needs is Valspar's number one priority, they work

hard to make sure that their coatings are environmentally friendly. Valspar has formed strong relationships with several green programs such as the Cool Roof Rating Council (CRRC), LEED and ENERGY STAR to develop testing methods, set product ratings, and weigh in on critical issues affecting both the environment and the coil and extrusion industry. Regardless of what your highest priority is—eco-friendliness, aesthetic, budget or performance—every factor should be taken into account when it comes to your project.

The scope of your vision should never be compromised. Which is why Valspar always delivers on a very straightforward promise: *If it matters, we're on it.® RB*



7 GOLD KEYS WON

**Uncoil your vision.**



Metal lets you bend your imagination to life. But for all of its flexibility, it will take a tough skin to preserve and protect your greatest accomplishments. Put your trust in the coatings that are engineered to endure the test of time and the elements. And with thousands of colors already formulated, have no doubt we have the right coating for your project. Find out which Valspar product is right for your job. Call 1-888-306-2645 to speak with an expert or visit [valsparcoilextrusion.com](http://valsparcoilextrusion.com).



Circle Reader Service #484

**valspar**  
if it matters, we're on it.®



# A.J. MANUFACTURING

W: www.ajdoor.com P: 800.328.9448

## QUALITY DOORS AND WINDOWS FOR THE POST-FRAME MARKET

DESIGNERS of bold solutions, DEVELOPERS of process and product innovation, CREATORS of exciting new ideas that meet the rigorous patent process, and LISTENERS to our customers, our partners, and the end-user of our products. This is what we do and has become our core competency.

Ben Franklin is credited for the quote “when you’re finished changing, you’re finished.” We embrace change and by listening to you, we move forward

with confidence in our products and service. One of our most significant commitments to change has been to become the manufacturer of our own vinyl windows. The HARMONY™ and MAIN STREET™ windows provide options for the entire range of post-frame building designs and demands. The importance of manufacturing our own product is revealed in several measureable areas:

**Quality control** – AJ windows are hand-crafted with the right balance of technology and craftsmanship. We control the material, the components, and the pro-

cess – we don’t leave it to others.

**Product Development** – AJ has expanded equipment and facilities once within the first year of our vinyl line and is planning on further expansion.

**Responsive** – AJ provides the fastest possible service, with in-house manufacturing and eliminates delays associated with outsourcing, buying and reselling, and damage or delays related to additional freight and handling. We understand the importance of short design/build cycles of the post-frame industry.

Like you, we’ve had to adapt and learn how to operate in a

changing marketplace, staying ahead of market trends and offering our customers the products they need to be successful. It’s become our business model in this industry as well as others we serve. From all of here at A.J. Manufacturing, thank you for the trust you’ve placed in us and our products. We appreciate the opportunity to be a partner to you. **RB**



## Patented EZ-V™ Trim System – The quick and easy way to trim your vinyl windows.

### Features:

- White or custom color matched
- Leak-free flashing
- Fully trimmed, requires no application of a J-channel
- Resistant to thermal expansion and contraction
- Saves time and installation labor



**Building Ideas**  
A.J. Manufacturing, Inc.  
1217 Oak Street  
Bloomer, WI 54724  
800.328.9448 www.ajdoor.com





# BECKER SPECIALTY CORPORATION

W: [www.beckers-group.com](http://www.beckers-group.com) P: 847.766.3555

■ **The Beckers Group** is a privately-owned, international coatings group with a leading position in its markets worldwide. Sustainability, design and innovation are an integral part of our long history spanning 150 years.

Beckers is a leading worldwide supplier of coil coatings, with an international organization that ensures global coordination and consistent product standards. We are flexible and innovative, and work in close cooperation with our customers.

Beckers coil coating products are in use at applicators all over the world. The increasing global expansion of Beckers' state-of-the-art factories and laboratories ensures attentive support for the needs of local markets, while offering a comprehensive portfolio of products to suit all your requirements.

Among our many innovations is the award-winning BeckryTherm, an energy-saving coatings system, available in super-durable polyester, silicone polyester, and PVDF. Further, the pallet of colors and finishes encompasses a wide range of colors, offered in both smooth and textured finishes.

For a complete list of product range offered, we invite you to contact us through your local Beckers sales representative, or directly at the number listed above, or by e-mail at [info-beckerspecialty@beckers-group.com](mailto:info-beckerspecialty@beckers-group.com). **RB**



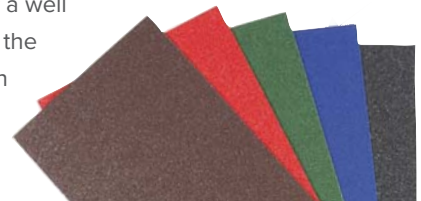
## BeckryTex

NEW TEXTURED PAINT SYSTEM



### Architectural low gloss anti-reflective coating

BeckryTex technology allows you to design unique and distinctive exterior textured finishes. A flexible, low gloss polyurethane coating, it is most often used on roofing for a well defined wrinkled look that creates the appearance of materials other than metal. A wide range of popular colors are available in this weather resistant product.



9 GOLD KEYS WON

## Beyond The Surface



**Becker Specialty Corporation**  
 2526 Delta Lane,  
 Elk Grove, IL 60007  
[info-beckerspecialty@beckers-group.com](mailto:info-beckerspecialty@beckers-group.com)  
 P: (847) 766-3555  
[www.beckers-group.com](http://www.beckers-group.com)

Circle Reader Service #338



# THE BRADBURY CO. INC.

W: [www.bradburygroup.com](http://www.bradburygroup.com) P: 620.345.6394

## BRADBURY MANUFACTURES AN EXTENSIVE LINE OF ROLL FORMING AND COIL PROCESSING EQUIPMENT TO THE METAL BUILDING AND ROOFING INDUSTRIES.

Product lines include a variety of roll formers for panels, insulated products, purlins, metal trim, and portable roll formers for various metal roofing profiles.

## TRIM MANUFACTURING EQUIPMENT

Bradbury's roster of trim shop equipment includes trim roll formers, long folders, slitter/shears, uncoilers and recoilers, stand-alone

sheet slitters, hemmers, formed ridge cap and various panel notch presses for transition trims.

## METAL PANEL ROLL FORMING LINES

The Bradbury Group's complete solutions for panel roll forming lines include the high production Bradbury B.O.S.S.™ Series, the Challenger Series for mid-level production requirements, and the Discovery Series, ideal for startup companies.

## CONCEALED FASTENER PANEL LINES

We offer concealed fastener

and standing seam roll forming lines that are capable of notching, punching, swaging and in-line sealant application. Available in plant or portable, on-the-fly shearing, or feed-to-stop operations.

## TECHNICAL SERVICE

Our staff has many years of service in the metal processing industry and is ready to assist you with your spare parts needs, service contracts and technical questions. We utilize the latest technology in remote diagnostics and offer a 24 hour/365 day service hotline. **RB**



### THE BRADBURY CO., INC.

1200 E. Cole  
Moundridge, KS 67107  
Fax: 620.345.6381

Email: [bradbury@bradburygroup.com](mailto:bradbury@bradburygroup.com)

Number of Employees: 320

Year founded: 1959



### Manufacturers of:

- Panel and Roofing Rollformers
- Trim Rollformers
- Hydraulic Folders
- Coil Processing Lines
- Precision Levelers
- Insulated Panel Lines

We Build Machines...  
We Sell Solutions



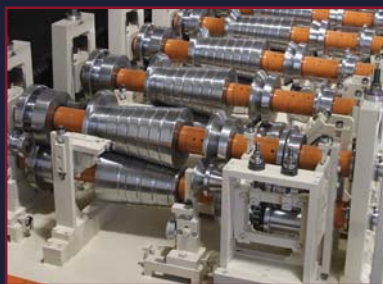
Metal Panel and Standing Seam Rollformers



Metal Shingle and Tile Lines



Trim Folders



Trim Rollformers



Recoiling Lines

[bradburygroup.com](http://bradburygroup.com)

THE BRADBURY GROUP

620.345.6394

Circle Reader Service #435



# COVERTECH FABRICATING

W: www.rfoil.com P: 800.837.8961

## Leading the Way

Covertech Fabricating Inc. is a manufacturer of extruded film (both Co-Ex and Monolayer) as well as a North American industry leader in the manufacturing and distribution of reflective-based insulation and radiant barriers, products known and sold under the brand name rFOIL™.

Established in 1990, our modern 107,000 square foot facility in Toronto, Canada provides in-depth consulting, extensive packaging options and a team of experienced support

specialists enabling Covertech to provide superior products and packaging solutions at a cost you can afford.

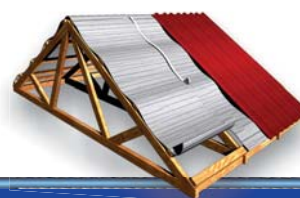
rFOIL is a patented technology designed to reduce radiant heat gain/loss and control interior condensation in post frame and metal building applications. Our approach to providing the top-of-the-line performance insulation products, along with our in-house insulation experts and nationwide distribution network makes us the preferred choice of the

building community.

rFOIL insulation materials are tested under the ASTM 1224 Standard Specifications for reflective insulation for building applications. Included in these criteria is a fire test. ASTM E84-09 and ASTM E2599 require reflective insulation to have a flame-spread rating of 25 or less, and a smoke development rating of 50 or less.

Covertech is a member of Reflective Insulation Manufacturers Association International (RIMA-I), the only worldwide trade association representing the reflect-

tive insulation, radiant barrier and interior radiant control coating industries. The Rima Verification program was established to identify reflective products that have fulfilled test requirements in accordance with the current applicable code standards. All Covertech products are Rima Verified. **RB**



- Blocks 96% of Radiant Heat Transfer
- Class 1 / A Fire-Rated (ASTM E84-09)
- Passes NFPA Full Room Burn Test
- Prevents Interior Condensation
- Puncture and Tear-Resistant
- UV-Resistant (ASTM G-155) 4000 hrs
- Unaffected by Humidity
- Will not Promote Mold and Mildew
- Easy to Handle and Install
- Custom Colors Available



rFOIL® is specifically designed to control heat gain or loss, and prevent interior condensation, in all types of post frame, metal and metal-clad buildings. rFOIL® reflective Insulation is a single or double layer of polyethylene bubbles bonded to and sandwiched between a radiant barrier metalized foil and white polyethylene sheet. Now available in custom colors.

Call Toll Free: 1-800-837-8961 or 416-798-1340  
Email: sales@rfoil.com Website: www.rfoil.com

gold key awards



# DIRECT METALS INC.

W: [www.directmetalsinc.com](http://www.directmetalsinc.com) P: 855-800-8878

## ■ Breaking the mold to provide quality and value.

Would your company benefit by offering light transmitting panels that are engineered for snow loads and tested for high winds on 5-foot centers?

Direct Metals Inc. is betting that you will and has expanded our translucent panel line to

include quality American-made translucent panels 93 percent thicker than the competition.

These new translucent polycarbonate in 1.5mm thick provide specific advantages over the old industry standard of imported 0.8mm thick panels. Benefits include longer warranties and expected product life cycles, product approvals and calculations for wind uplift and snow loads. Installers have noticed that the thicker sheets are considerably

easier to install, helping to save time and energy on the job site.

Direct Metals Inc has made these new thicker panels in 3/4-inch rib and R Panel available to our nationwide network of panel manufacturers and building products distributors. Please request a free product sample today at [samples@directmetalsinc.com](mailto:samples@directmetalsinc.com) and you too can help spread the word about these great new products.

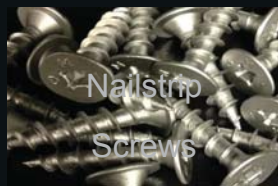
Together we can build stron-



ger buildings while building stronger relationships and stronger reputations. **RB**



Offering inventory management and same day shipping to panel manufacturers and building product distributors from coast to coast.



Nailstrip  
Screws



Post Frame  
Screws

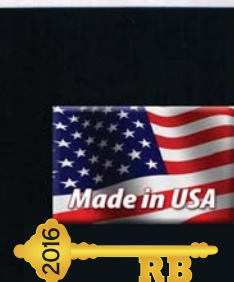


Daylighting



Insulation

New low cost  
high quality  
Vinyl windows  
code approved  
in every state.



Millions of fasteners in stock plus, Track and Trolley, Sliding Door Frame, Pipe Flashings, Closures, Ridge Ventilation, Sealants, Doors, Vinyl Windows, rFoil Insulation, PC Skylights, Tapcons, PVC Liner, Panel Clips, and more.

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Circle Reader Service #530



# EDCO PRODUCTS

W: [www.edcoproducts.com](http://www.edcoproducts.com) P: 800.593.2680

## EDCO Products introduces new roofing line – Infiniti Roofing



EDCO Products Inc. is proud of our 70 years of ongoing commitment to exterior product innovations that continue to set new standards within our industry

with proprietary HD finishes and 4-way lock technology. It is with great pleasure that we announce our newest innovation; the all-new Infiniti Roofing line from EDCO.

*The highlights of this product include:*

- Multi-tone layering, natural shading
- Lifetime warranty for beauty and protection
- Permanent thermal-fused texture
- Whisper Quiet™ technology
- Eco-performance with “Cool Roof” technology

Infiniti Roofing is the latest addition to an already robust lineup of roofing products offered by EDCO: ArrowLine, the “gold standard” in metal roofing; Generations, which adds a variety of colors and highlights to ArrowLine; and now Infiniti, which brings deep colors and enhanced texture to our award-winning roofing collection. **RB**



# Infiniti Roofing



Introducing **Infiniti** Roofing from EDCO, the most trusted name in home exteriors. **Infiniti's** innovative technology delivers natural beauty, unmatched durability, and lasting all-weather protection.

- **Multi-tone layering, natural shading**
- **Lifetime warranty for beauty and protection**
- **Permanent thermal-fused texture**
- **Whisper Quiet™ technology**
- **Eco-performance with “Cool Roof” technology**

*Call us or visit us online today!*



**800.593.2680**  
EDCOproducts.com



**EDCO**  
YOUR PARTNER IN EXTERIOR SOLUTIONS™



# FASTENERS DIRECT LLC

w: [www.fastenersdirectllc.com](http://www.fastenersdirectllc.com) p: 800.450.3986



Fasteners Direct LLC gives roll formers an advantage with a full line of industry-leading parts and award-winning service. Its Surloc anti-backout screw pierces a 29 gauge panel faster and installs quicker, and it also looks better than any screw on the market. The same can be said of its FMX line of self-drilling screws with the new Torpedo drill point.

Fasteners Direct LLC provides one-stop shopping for screws, rivets, closure, caulk, Deks brand flashing, Condensestop condensation control, and strippable film. Everything the discerning roll former needs ships the same or the next day from the middle of America.

Roll formers are encouraged to request samples and see for themselves if the products are better.

They will likely find that they can save money too! **RB**



Post Frame



You have tried  
the rest –  
Now call the **BEST!**



Residential



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Toll Free:

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Accessories

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Circle Reader Service #507



# H&H METAL PRODUCTS

W: [www.hhmetalproducts.com](http://www.hhmetalproducts.com) P: 888.773.8325

**H&H METAL PRODUCTS' CORE BUSINESS IS METAL ROOFING AND SIDING PRODUCTS FOR RESIDENTIAL, POST-FRAME AND ARCHITECTURAL APPLICATIONS.** It is a family owned and operated business, and it understands how crucial it is to get the job done right.



H&H Metal Products invests only in the best people, equipment and inventory. State-of-the-art equipment allows H&H Metal

Products to produce crisp, clean, uniform products every time. Staff and management at H&H Metal Products boast over 200 years of combined building industry experience.

Check out Condenstop for controlling condensation in construction. This innovative solution continues to gain in popularity. The absorptive membrane is effective and affordable, making Condenstop a must on your next metal roofing project.

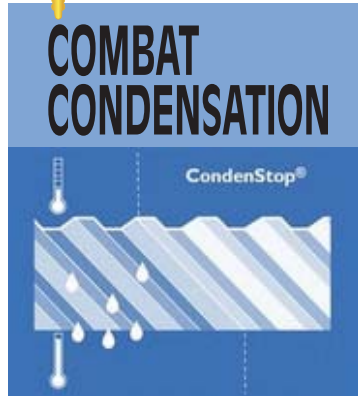
H&H Metal Products is proud of its Gold Key of Excellence Award and would like to thank



its customers for making it happen: another example of how H&H Metal

Products strives to improve its customer relationships. **RB**

2016 **CondenStop®**  
Proven Technology for Controlling Condensation on Metal Roofing



Condenstop® is a highly absorbent-layered fleece material containing millions of micro spheres that absorb and contain condensed water. It prevents dripping inside the building until the water evaporates.

Proudly standing behind Condenstop is H&H Metal Products, Inc. Our company manufactures and distributes quality metal roofing and siding products for post-frame buildings, architectural projects, and the ever-growing residential roofing market. We've grown to become a successful company by focusing on one main goal - customer satisfaction.

Others may claim to be customer focused, but at H&H Metal Products the proof is in our reputation. Our production team and sales force have over 100 years of combined experience and expertise. H&H Metal Products takes a great pride in our ability to consistently complete orders accurately and ship on-time deliveries. Contact us today about the latest trends, uses, and advantages of steel roofing and siding products and how these products can be utilized to complete your next project.

- Factory-applied to Metal Roofing.
- Significantly reduces labor costs.
- Bacteria and Mold resistant.

- Fire resistant and reduces noise.
- Performs better than vapor barriers.
- 20 Year Limited Warranty.

Condenstop® is a highly absorbent layered fleece material containing millions of micro spheres that absorb and contain condensed water. CondenStop® prevents dripping inside the building until the water evaporates. CondenStop's® self-adhesive backing is factory applied to all H&H Metal Product's metal roof panels making job site installation quicker.

For more information contact H&H Metal Products at (888) 773-8325  
Visit [www.hhmetalproducts.com/condenstop](http://www.hhmetalproducts.com/condenstop)



Condenstop® is a registered trade mark of LANTOR Construction Int

2016 **RB**  
6 GOLD KEYS WON

Circle Reader Service #295



# KLAUER MANUFACTURING CO.

w: www.klauer.com p: 563.582.7201



**■ Klauer Manufacturing has been a trusted leader in the sheet metal building products industry since 1870.**

Located on the banks of the Mississippi River, in Dubuque, Iowa, Klauer is a family-owned business operated by fourth and fifth generation family members.

From its two locations in Dubuque, Klauer Manufacturing Company produces a wide variety of products servicing the residential, agricultural and commercial construction markets. Products are manufactured from steel and aluminum, both in mill, and with more than 150 pre-painted color finishes.

From roofing, rainware and siding, to metal building components, Klauer Manufacturing Company is proud to offer products that are of the highest quality available and distributed throughout the United States.

## K-RIB ROOFING AND SIDING

*Toughness with Peace of Mind for years to come...*

- Variety of profiles to meet any needs. Our popular Frontier, Suburban and Heartland profiles are available in 18 colors. The K-Rib family also includes 1-1/4" and 2-1/2" corrugated roofing panel, "R" panel, "PBR" panel and liner panel in steel and diamond-embossed aluminum, along with sound-deadening perforated liner panel.
- Full hard, true gauge hot-dipped galvanized steel for strength and durability.
- Siliconized polyester paint system recognized for remarkable color and gloss retention, as well as superior chalk and fade resistance. Energy Star rated with a 40 year warranty.
- Complete line of trim and accessories in hundreds of profiles in standard and specialized shapes.

**THE K-RIB PANEL FAMILY PROFILES:**

**FRONTIER:**  
36° COVERAGE  
9" / 11/16"

**SUBURBAN:**  
36° COVERAGE  
9" / 3/4"

**HEARTLAND:**  
36° COVERAGE  
3" / 1/2"

**R-PANEL:**  
36° COVERAGE  
12" / 3/4" / 1" / 3/16" / 1-7/16" / 1-1/4"

**PBR-PANEL:**  
36° COVERAGE  
12" / 3/4" / 1" / 3/16" / 1-7/16" / 1-1/4"

**1-1/4" CORRUGATED:**  
24° COVERAGE  
1/4" / 1-1/4" / 1/4"

**2-1/2" CORRUGATED:**  
24° COVERAGE  
1/2" / 2-2/3"

- Vented aluminum soffit in all K-Rib colors, along with our Ridgulator roof ventilation products make for a complete ventilation system. **RB**

► Circle Reader Service Card 150.





# LEVI'S BUILDING COMPONENTS

W: [www.levisbuildingcomponents.com](http://www.levisbuildingcomponents.com) P: 877.897.7020

## 38 YEARS OF FISHER FAMILY LEADERSHIP

- Mailing address: 137 Newport Road, Leola, PA, 17540
- E-mail: [info@levisbuildingcomponents.com](mailto:info@levisbuildingcomponents.com)
- Fax: 717-656-2558
- Number of employees: 20 to 30
- Year founded: 1978

Levi's Building Components was founded in 1978 by Levi Fisher in a small shop in Bird-in-Hand, Pennsylvania. In 1995 the company's growth allowed movement to its present site.

Now the nationally-recognized metal roofing product supplier is under the guidance of Levi's son, Steve. Steve has grown up in the business, working in every facet of the company.

What's important to Levi's is building honest relationships with our customers, providing quality products, reliable service and quick shipping.

Levi's has increased many of its product warranties and stands behind all of its products.

The Snow Defender line of stainless steel snow guards have a 15 year warranty. They are made in the USA and are widely regarded as one of the best performing snow guards in the industry. Levi's provides more than 40 quick-ship colors to match the most popular metal roof colors used in the field.

Their fastener line consists of Fastgrip, ProCap, ProZ and Metalgrip brand names. New products just introduced this year include Low Profile Pancake Head Screws, Dekfast Washers and Deck Screws.

This is the 7th time Levi's has been recognized with the Gold Key. Company President Steve Fisher credits this recognition with Levi's loyal customer base. "We strive each day to serve our customers with the best products, customer service and fast shipping," said Steve, adding: "We have been blessed by the relationships we've formed with our customers."



## When Quality Matters SELECT THE BEST

**SNOW RETENTION SYSTEMS**

MADE IN USA

SNOW DEFENDER 4500

15 YEAR WARRANTY

**METAL TO WOOD FASTENERS**

AVAILABLE IN ANY COLOR

**Fastgrip**

50 YEAR WARRANTY STAINLESS STEEL

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# MFM BUILDING PRODUCTS

W: www.mfmbp.com P: 800.882.7663

## WINDOW WRAP®

SELF-ADHERING WATERPROOFING MEMBRANE

### Self-Adhering Weather Barriers for Windows and Doors

- Eliminate Leaks
- Seal Out Moisture
- Self-Sealing
- Easy to Apply
- Extended Warranties
- Save Time and Money!

#### A Family of Professional Solutions!

##### WindowWrap® PSX-20

- Patented Design
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- Resists UV Degradation for 180 Days

##### WindowWrap® PowerBond™

- Aggressive Patented PowerBond Adhesive
- Aluminized Polymer Surface
- Adheres in Cold Temperatures to 25°F

##### WindowWrap® Flex

- Designed for Curved Surfaces
- Polyethylene Crepe Film
- Excellent Flexibility

##### WindowWrap® Flex PowerBond™

- Aggressive Patented PowerBond Adhesive
- Polyethylene Crepe Film
- Adheres in Cold Temperatures to 25°F

##### WindowWrap® White

- Multi-Purpose Tape
- White Polymer Film



WindowWrap® PSX-20, WindowWrap® PowerBond™ and WindowWrap® White comply with AAMA 711-07 standards and ICC-ES AC148, Report ICC-ES ESR-2783.

Patent Nos. 6,479,119 / 6,627,017 / 8,603,629

All WindowWrap® products are self-adhering and self-sealing around nails, screws and staples.



525 Orange St. • Coshocton, OH 43812  
800-882-7663 • www.mfmbp.com

Circle Reader Service #412



### SELF-ADHERING WINDOW FLASHING TAPES

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

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

AAMA-711 WindowWrap PSX-20, WindowWrap PowerBond and WindowWrap White comply with AAMA 711 window flashing standards and meet ICC-ES AC148, Report ESR 2783. Meeting these industry standards offers a level of quality assurance for the building contractor. **RB**



2 GOLD KEYS WON



BUILT FOR POST FRAME

# MWI COMPONENTS

**w:** www.mwicomponents.com **p:** 800.360.6467

■ **MWI Components has provided specialized metal products for the post-frame building industry for more than 30 years.** MWI will always pledge to provide quick delivery, excellent service and innovative products that make a customer's job easier.

MWI is a leading manufacturer of equine accessories, producing stalls, Dutch doors and sliding doors. With an in-house powder coat paint line offering 35 unique colors, customers no longer have to settle for white doors or black stalls.

MWI Components manu-

factures a complete line of round and square track and hardware for all industrial, post frame, farm and commercial buildings. In late 2006, MWI purchased the slide door track and hardware division of Lawrence Hardware, the original creator of square track slide door systems. This enables MWI to offer a complete selection of American-made round and square track and hardware.

MWI Components is proud to offer The Sabre Latch™, a cost-effective sliding door latching system with an innovative lockable latch option for MWI's

3.5-inch door system. The exterior handles are sleek polished stainless steel and feature a dual keyed entry system. For exclusive use with the BC87, a heavy-duty, zinc plated Center Door Guide providing drive-over protection. Additional length of the BC87 Center Guide provides twice the amount of side wall engagement and lift retention as competitor's guides. The Sabre Latch™ system will keep your building safe while not sacrificing style.

New to MWI Components in 2016 is a complete line of vinyl windows. Offering single hung and horizontal sliders with 1/2-

inch insulated glass, removable insect screens, with or without a built-in J-channel, welded construction, UV-stable white vinyl, zinc painted window locks.

We appreciate the customers who have supported MWI Components over the years and look forward to growing, along with those customers, in the future. **RB**



BUILT FOR POST FRAME

**THE INDUSTRY'S LEADING MANUFACTURER OF  
SLIDING DOOR TRACK AND HARDWARE**



## **THE SABRE LATCH®** Offering Security For Your Sliding Doors

- Exterior Lockable Polished Stainless Steel Handle
- Zinc plated Center Case with Inside Handle
- Quick Mount Bracket design installs within minutes to MWI 3300 Series Vertical Rail
- Interior latch functions even when the exterior handle is locked

### **BC87 - Center Door Guide**

- Heavy 1/4" thick Zinc Plated Steel construction provides drive over protection
- Acts as the receiver for the Sabre Latch®, ensuring a complete and secure coupling
- Universally mounts to a variety of applications



1015 32nd Ave West • Spencer, Iowa 51301  
ph: 800-360-6467 • FAX: 800-361-3452  
www.mwicomponents.com



gold key awards



# MAC METAL

W: [www.macmetalsales.com](http://www.macmetalsales.com) P: 800.887.5964

Winning its ninth Gold Key of Excellence award is a great honor for MAC Metal. The company is pleased to be recognized as one of the top companies in the industry and is thankful to the dedicated customers that have made this happen.

Established in 1989, MAC Metal serves an eight-state region from its headquarters in South Central Kentucky, focusing on the post-frame, commercial and residential markets.

MAC Metal provides 29

gauge MAC-RIB panel, 26 gauge Hi-RIB panel, and 26 gauge MAC-LOC panel.

The company's newest manufacturing facility is located in Brookville, Pennsylvania. Featuring a full line of trim and accessories in stock, this

location gives MAC Metal even more flexibility and a larger service area.

Quality service and satisfaction continues to be the goals this company keeps in focus as it serves its customers with dedicated delivery routes and the fastest order turn-around time in the industry. **RB**



# coming to a farm near you



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Pennsylvania

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84 Womeldorf Ln. Brookville, PA 15825 | Phone: 814.849.1966 Fax: 814.849.1968

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# MRS METAL ROLLFORMING SYSTEMS

W: [www.mrsrollform.com](http://www.mrsrollform.com) P: 888.284.6794

■ **Metal Rollforming Systems is excited and honored to receive its second Gold Key award.** MRS has been producing rollformers since 1993 and strives to create the best rollformer for our customers.

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

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

We pride ourselves on our technical support for our customers. Our customers' success is our success. Our business

is based largely on repeat customers and referrals, and we are honored that our customers speak so highly of us. We live under the philosophy that "service is the lifeblood of our organization. Everything flows from it and is nourished by it. Customer service is not a department, it's an attitude." We strive to make the best experience for our customers and to make them confident they've purchased the right rollformer from the right company.

Metal Rollforming Systems has grown from a single man building rollformers to a

50-person crew. Our complete in-house design and production allows our team to keep precision control over each aspect of the manufacturing process. This assures us that each rollformer is done right and will be reliable for our customers for many years to come. **RB**



## The Affordable Rollforming Equipment Manufacturer



Metal Rollforming Systems' complete manufacturing line includes:

- Titan & Signature Rollforming Lines
- Patriot Rollforming Line
- Single & Multi-Trim Rollformers
- Hemming Rollformers
- Precision-Cut Slitting Lines
- Upenders
- Sheet Stackers
- Ridge Cap Press
- and much more!



4511 North Freya Street Spokane, WA 99217 888.284.6794 [www.mrsrollform.com](http://www.mrsrollform.com)



# MILL STEEL

**w:** www.millsteel.com **p:** 800.247.6455

■ **Mill Steel Co.**, headquartered in Grand Rapids, Michigan, has been in business for more than 55 years and is committed to executing superior service with integrity. Operating on principles of reliability, accountability, and a people-first culture, Mill Steel has become one of North America's premier flat-rolled steel products distributors. Comprised of 27 production lines across processing locations in Grand Rapids and Melvindale (Detroit), Michigan; Birmingham, Alabama; Anderson and Jeffersonville, Indiana, Mill Steel guarantees quick turnarounds of pre-painted steel or bare steel for customized color match. Mill Steel's wide distribution network, expert processing team, and outstanding customer service align to meet demand in an ever-growing market, and to ensure that you get the best product, every time. **RB**

## MILL STEEL OFFERS:

- Gold-standard Akzo 1050 and Valspar Weather XL cool chemistry systems, standard.
- Galvanized stock for supply to the steel stud trade as well as painted material for purlins.
- Dedicated metallurgists, engineers, and paint experts with decades of experience in painted building products, coating systems, substrates, grades, and processing.

- Extensive on-hand inventory of the colors you need, precisely when you need them, and at prices that meet or beat market rates.
- A suite of hands-on services designed to make sure your business runs without disruption.



6 GOLD KEYS WON

# MILL STEEL C O M P A N Y

## A TRUE SERVICE CENTER

In-house service capabilities  
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Flexible Delivery  
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NOVAGARD  
Solutions.

# NOVAGARD SOLUTIONS

w: www.novagard.com p: 800.380.0138

■ **Novagard Solutions is honored to be a recipient of the 2016 Gold Key Award for the second year in a row!** Along with this privilege, we received the 2016 Best Product Award at the NFBA Expo this year for our premier Metal Roof Sealant.

For the last 38 years, Novagard Solutions has been a leading manufacturer in the silicone sealant business, and the Novaflex Metal Roof Sealant is one of the reasons why we continue to achieve such success. The Novaflex Metal Roof product is formulated for easy

application, especially in cold weather with extrusion temperatures ranging from -20°F to 120°F. It becomes tack free in 10-15 minutes and completely cured within 48 hours. The exclusive formula gives the sealant enhanced weather and UV resistance, one of the key features of this product. This specific chemistry improves the long-term weatherability, flexibility and adhesion to a variety of substrates.

Novaflex Metal Roof Sealant is designed for sealing and bonding around wood, aluminum, metal, masonry, PVC and

others substrates. Contractors have used this product successfully on flashing, trim, termination bars, lap joints, downspouts and gutters, in addition to metal roofs, buildings and panels, as well. The versatility that comes with using Novaflex Metal Roof Sealant is a huge reason why so many contractors use it and recommend it for all their jobs. **RB**



## NOVAFLEX SILICONE

When You Want The Seal to Last

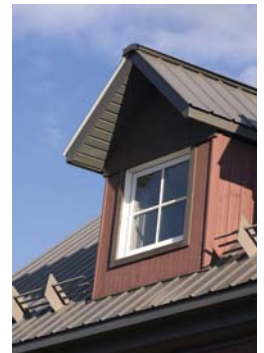
### Metal Roof Sealant

*The flexible seal that lasts as long as the roof!*

Recipient of the  
2015 Gold Key Of Excellence  
Award



www.novagard.com



gold key awards



# PALRAM AMERICAS

w: [www.PalramAmericas.com](http://www.PalramAmericas.com) p: 800.999.9459 fax: 610.285.9928

■ With more than 50 years of experience, Palram Americas, a leading manufacturer of Polycarbonate and PVC sheets, draws inspiration from market trends and customer requirements to create innovative solutions that are tailored to a variety of applications. This constant innovation brings products and technology to the market that benefits the entire supply chain from the distributor to the end user.

Palram Americas takes pride in the cutting-edge

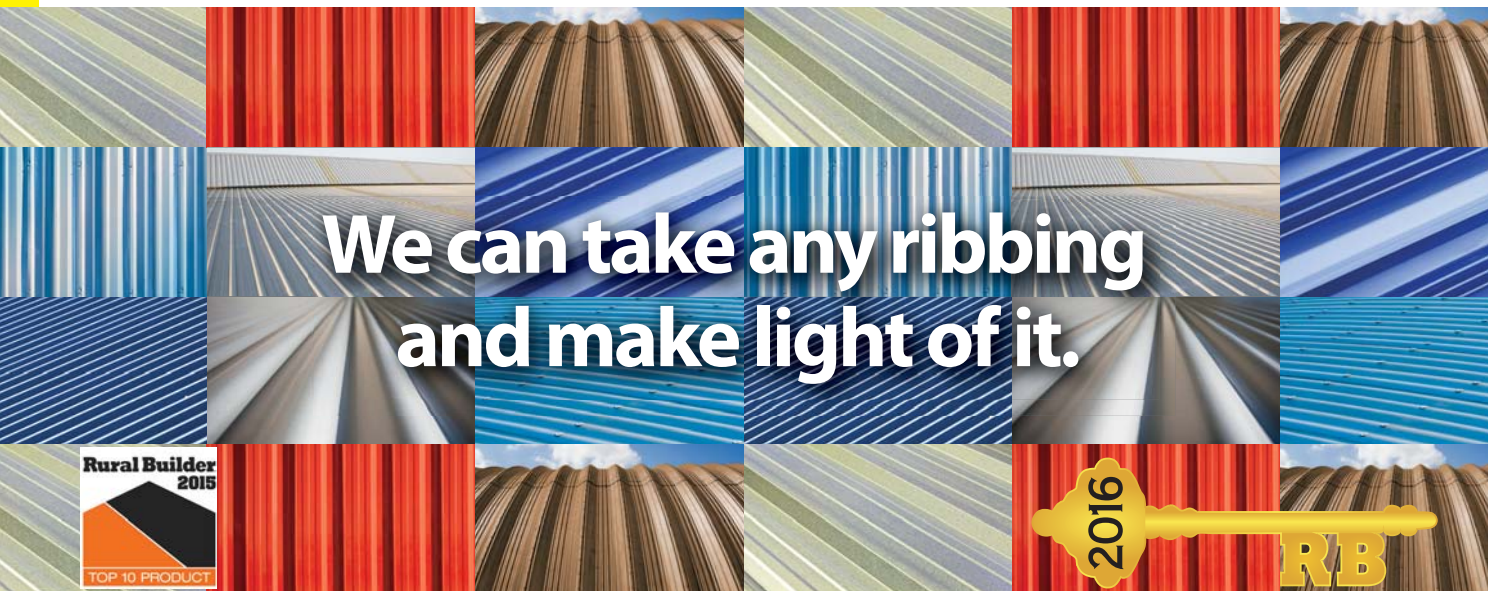
solutions it has brought to the metal building industry. With energy costs rapidly rising, architects and engineers are working harder to reduce the carbon footprint of their building designs. Natural daylighting options have become the standard in many guides and certification programs for energy reduction. Palram's proprietary MetalMatch™ technology allows the rapid creation of SUNSKY® polycarbonate panels to match virtually any existing metal profile. This technology is excellent for areas where electricity is not

economically feasible (i.e. agricultural outbuildings), as well as in high-end projects that can benefit from the beauty of natural daylighting. Palram continues to help builders achieve maximum productivity and excellent job quality.

Other available products include AG-TUF™ and AG-TUF™ UV, the bright white PVC liner panels created for use in agricultural applications such as hog enclosures, dairy operations and much more. The liner panels have a high chemical resistance and are easy to install and clean

with conventional methods.

Palram Americas is proud to receive another Gold Key of Excellence award and pledges to continue to provide customers with solutions that are creative, flexible, unique and competitive while continuing the highest standards of service. **RB**



### Match virtually any custom profile with SunSky in days.

Get the leading corrugated polycarbonate delivered fast to fit most any metal profile with SunSky® MetalMatch™ technology. So you can add value and more daylight to projects in as little as two weeks. And MetalMatch is available at an extremely attractive price.



### More daylighting options. More easily.

SunSky's first-in-class durability, high performance and superior light transmission are ideal for roof, side and skylight applications. So you can expand unique design possibilities, reduce energy costs, and enhance environments with more natural light. Available in several opacities,



including Soft White, SunSky is backed by a 10-year warranty. To learn more, contact your local distributor or call **800-999-9459**. Or visit us at [www.PalramAmericas.com/MyProfile](http://www.PalramAmericas.com/MyProfile). We'll take the perfect ribbing and make it even better.



Circle Reader Service #350



# POST PROTECTOR

W: www.postprotector.com P: 570.624.7030

■ **Post Protector is always honored to receive a Gold Key of Excellence Award.**

We humbly thank our customers for recognizing us as an industry leader.

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

Post Protector is an effective, slide-on, “barrier system” that allows the post to be put in the ground, without ground contact.

It addresses post longevity and chemical migration concerns.

Skirt-Board Protector works in conjunction with Post Protector to achieve a “NO SOIL CONTACT” post-frame foundation!

Skirt-Board Protector simply “snaps” over the bottom edge of the 2x without fasteners and lays flat!

It’s a fact that wood in soil-contact is not the optimum environment for that wood. So why continue to build your founda-

tions that way?

Post Protector and Skirt-Board Protector deliver a “no soil-contact” foundation while retaining the simplicity, affordability, speed, and strength of typical “post-in-ground” construction technique.

Our products provide a scientifically proven effective “additional layer of protection” for treated wood that the post-frame consumers embrace.

Here’s what one chemical preservative manufacturer

has to say about adding “barrier” protection: “Barrier” protection will substantially increase the lifespan of any pole by protecting it from fungal and insect attack far more effectively than a preservative treatment alone can achieve while preventing preservatives from leaching into the environment.” **RB**



**Traditional Post Frame Technique...**

**NO Soil-Contact!**

**POST protector or Grade GUARD**

**SKIRT BOARD protector**

**KEEP IT SIMPLE**

**Sensible, Affordable, and Proven Effective “Barrier” Protection**

“Decay can be prevented if soil fungi are excluded from wood contact”

Dr. Albin Baecker, Wood Scientist

2016 RB

SOIL CONTACT, SOIL FUNGI, POST DECAY, CHEMICAL LEACHING, BRAINER



# RICHLAND LAMINATED COLUMNS LLC

8252 Greenwich, Ohio 44837 p: 419.895.0036 fax: 419.895.0062



■ At Richland Laminated Columns we are committed to helping builders meet the growing demand for post-frame products. We've been growing right alongside the ever-changing industry, completing our third major expansion last year since our founding in 2005.

Last year, we added nearly 19,000 square feet of warehouse space at our headquarters in

Greenwich, Ohio. This year we are focused on updating machinery and adding employees.

Richland Laminated, which started as a one-man operation, has expanded to 16 employees. We also now have two delivery trucks, one equipped with a Moffett piggyback lift for drop-site deliveries.

Our company started modestly around one product, the

Richland Laminated Column. Owner Elmer Sensenig was just a 19-year-old post-frame builder who developed the product to meet his own needs. He envisioned that other builders could be helped by his product, so he built post-frame buildings by day, and promoted his business by night.

Of course today, laminated columns are an industry standard and Richland Laminated Columns is a full-time business manufacturing its own columns. Now, however, we are also a franchise owner for Perma-Columns and we manufacture Perma-Columns for builders in Ohio and surrounding states. Call your local lumber yard to find your nearest wholesale distributor.

As the needs of post-frame builders increase, so will the diversity of what we offer. What we pledge to remain unchanged is our determination to be "Your One Stop Pole Shop," using service, honesty and old-school values as our cornerstones.

We have been truly blessed

with a strong and healthy business and we credit the Good Lord, our dedicated employees and our expanding list of loyal customers for this success.

Thank you from everyone at Richland Laminated Columns for our 7th consecutive Gold Key of Excellence Award. **RB**

## RICHLAND LAMINATED COLUMNS:

Distributor of Sturdi Wall and Sturdi Wall Plus Brackets, Post Protectors, The Footing Pad, and Concrete Post Pads

Manufacturer of quality laminated columns and Richland Perma-Columns:

- 3-ply, 4-ply, 2x6, 2x8
- 100% treated or untreated
- Superior Treatment
- #1SYP Lumber
- 30% stronger than 6x6 solid.

► Circle Reader Service Card 151.





# RIGIDPLY RAFTERS INC.

W: [www.rigidply.com](http://www.rigidply.com) P: 717.866.6581

## AMONG THE PRODUCTS AVAILABLE FROM RIGIDPLY:

1. The original and industry-best Glulam Post
2. Roof and floor trusses
3. Glulam beams and arches
4. T&G lumber and decking
5. Complete line of post-frame building materials
6. Crane and engineering services



■ It all began in the basement of Chester Shirk's home. The year was 1954. Now 60-plus years later, Rigidply Rafters Inc. is still owned by the Shirk family.

Rigidply continues to manufacture metal-plated wood trusses and glue-laminated structural wood timbers and arches. Operating two facilities, located in Richland, Pennsylvania, and Oakland, Maryland, Rigidply has become one of the largest suppliers of post-frame building materials in the east.

The Rigidply Rafters' team continuously strives for excellence, and takes great pride in its unprecedented customer loyalty. It enjoys many customer relationships which have spanned more than four decades, several generations and many bumps in the economy. Everyone at Rigidply Rafters remains fully committed to serving its customers and providing the finest products available. **RB**



[www.rigidply.com](http://www.rigidply.com)

Manufactures of:  
Glulam Posts, Beams,  
Heavy Timber Trusses,  
Bridges, Pavilions,  
Arches



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Ph: (717) 866-6581 - Fx: (717) 866-7237

[www.rigidply.com](http://www.rigidply.com)

Circle Reader Service #382

## gold key awards



# S-5!

W: [www.S-5.com](http://www.S-5.com) P: 888.825.3432

■ **S-5! is the international authority on metal roof accessory attachments.** Its innovative product designs have revolutionized the metal roofing industry with mounting solutions offering unmatched strength and longevity. S-5! produces extraordinarily versatile clamps and brackets that fit every major metal roof profile, including corrugated and trapezoidal.

S-5! VersaBracket and CorruBracket product lines

allow just about anything to be easily mounted to exposed-fastened roofs, providing permanent attachment of countless ancillary items, including signs/banners, walkways and HVAC, etc. The latest exposed-fastened bracket is the versatile ProteaBracket designed to fit trapezoidal sheet profiles with and without intermediate insulation. ProteaBracket features an adjustable attachment base and multiple solar module attachment options to accommodate varying

widths and heights.

S-5! snow retention systems can be engineered on a site-specific basis, and are well-known for providing unrivaled holding strength while maintaining the clean, colorful appearance of the roof. We also innovated the globally popular, UL listed S-5-PV Kit, a rail-free, DirectAttached mounting system for solar module installation on metal roofs.

S-5! products are installed on over 1.6 mil-

lion roofs worldwide and trusted by engineers for critical holding strength, by architects for sleek design aesthetics, by roofers for zero-penetration technology, and by contractors for easy installation and reduced labor costs. **RB**



# 1.6 Million Roofs



1,600,000 metal roofs around the world utilize S-5!® attachment solutions to mount ancillary items. Perhaps this is because S-5! clamps install faster and easier than any other attachment solution available on the market today. Or perhaps it's because our patented round-point, zero-penetration setscrews maintain the roof's integrity and preserve the panel manufacturer's warranty. We suspect it's because with holding strength measured in tons and dependability measured in decades, roofing professionals can't afford NOT to use S-5!

**1.6 million metal roofs and counting.**  
**Always choose the best solution. Always choose S-5!**

To learn more about S-5!® products, go to:  
[www.S-5.com/millionAprMR](http://www.S-5.com/millionAprMR) or call 888-825-3432

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**S-5!**  
The Right Way!

Snow Retention | Wind Performance | Fall Protection | Utility Attachment

Circle Reader Service #450



# SCHWEISS DOORS

W: www.schweissdoors.com P: 800.746.8273



Schweiss Hydraulic doors are popular in the agricultural, aviation, commercial and industrial door markets. For dependability Schweiss hydraulic doors are the best on the market.

## Schweiss Doors engineers easy-to-grease wrap-around hinge

■ The engineering team at Schweiss Doors has developed an easy-to-grease hinge for hydraulic doors.

The new hinge design with grease zerks on every hinge allows users to easily grease hinges from the underside of the doorframe without having to remove the top rubber weatherseal.

The wrap-around hinge brackets connect directly to the vertical push tubes for added strength. Schweiss Doors door frames are designed with double push tubes directly to the header tube. The advantage of

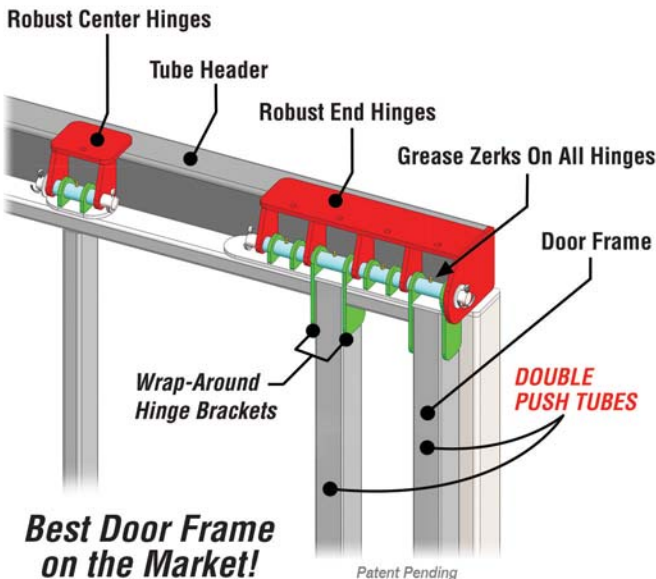
double push tubes is that forces of the hydraulic cylinders are evenly distributed to the door frame and the new wrap-around hinges. The double push tubes provide extra support against forces imposed by hydraulic cylinders used to open and close the door.



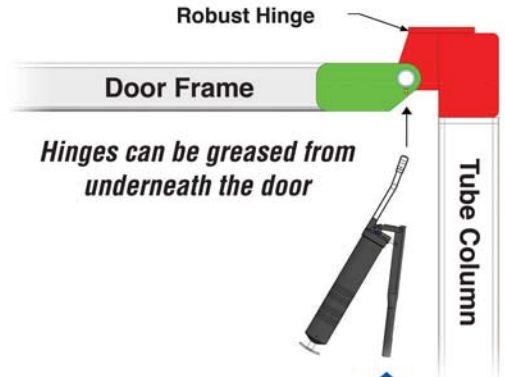
## SCHWEISS "ONE-PIECE" HYDRAULIC DOORS

# BETTER, STRONGER HINGE DESIGN

The Hinge Makes The Door



Best Door Frame on the Market!



SCHWEISS is the only manufacturer to offer hinges that can be greased from underneath the door without removing the top weather seal.





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# SEALTITE BUILDING FASTENERS

W: [www.sealtite.com](http://www.sealtite.com) P: 800.352.4864



SEALTITE BUILDING FASTENERS is a leading supplier of threaded fasteners for the pre-engineered metal

building and post-frame building industries. Product is shipped from two convenient service centers in Tyler, Texas

and Cincinnati, Ohio.

The heart of the Sealtite product line is the MAXX STEELBINDER self-drilling screw. Its drill point design consistently penetrates high tensile steel with no "point walking."

In 2016, Sealtite introduced its next generation KWIKSEAL WOODBINDER with micro-bit technology. The new drill point is more consistent than a conventional sharp point. It will drill multiple thicknesses of steel often found at ridge cap applications and eliminates the metal pigtails formed by sharp points. The drill point is married to the unique KwikSeal thread design, which generates excellent holding strength in all wood substrates.

A commitment to corrosion resistance is equally important to Sealtite. Zinc plating and chromate sealer is standard on all metal building and post-frame building screws. State-of-the-art POWDERFUL powder coating paint is an environment-friendly process that utilizes no chemical solvents and provides a tough barrier coat shell that is three times more corrosion resistant than traditional wet paint processes.

Also new in 2016, all galvanized fasteners will now have DURASEAL PLUS as a standard feature. This coating will withstand more than 100 cycles of Kesternich Cabinet corrosion-chamber testing, equal to the protection of the powder coat paint system. For metal roofs offering a 40 year or longer written warranty, Sealtite manufactures its ZXL product line.

STEELBINDER and WOODBINDER ZAMAC 5 zinc aluminum alloy molded head drill screws and wood screws are an option for lifetime protection against red rust. A written warranty is available upon request. Other SEALTITE accessory products include pipe flashings, solid and vented foam closures and rolls, sealants and caulk, wafer and pancake screws for standing seam roofs and snow retention devices.

SEALTITE would like to thank the readers of *Rural Builder* magazine for awarding it a GOLD KEY OF EXCELLENCE award for 2016. Our commitment to quality products will never waver. **RB**



## MB™ New Micro-Bit™ Engineering Patent Pending

### Stronger, More Consistent, Drill Point



The #1 complaint regarding sharp point screws is that they often drill slowly or not at all. SEALTITE has married its metal building fastener technology into its new KWIKSEAL® MB™ with micro-bit engineering. This KWIKSEAL® MB™ will eliminate the slow drill or no drill complaint. The transition thread will still generate superior holding strength in all wood substrates. The point will generate small metal shavings & eliminate the long "pigtail" prevalent with sharp point screws. It all adds up to a cleaner, more consistent application.



**Easy Multi-Layer Penetration**

The MICRO-BIT will penetrate multiple thicknesses of metal panel often found at ridge cap applications more consistently than sharp point screws.



**Eliminates Slow or No Drill**



**No Pig Tails**

**Call Today 800-352-4864**

Most powder colors of the 10 x 1", 10 x 1 1/2", & 10 x 2" KWIKSEAL & ZXL WOODBINDER are available with the micro-bit point. The 10 x 2 1/2", 10 x 3", & 12 x 3/4" Stitch will be available 3rd quarter 2016



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Circle Reader Service #429

gold key awards



# SNO GEM, INC.

W: [www.snogem.com](http://www.snogem.com) P: 888.SNO.GEMS (766.4367)



■ **Sno Gem, Inc.**, would like to thank everyone whose vote of confidence led to a *Rural Builder* Gold Key of Excellence Award for the fifth consecutive year.

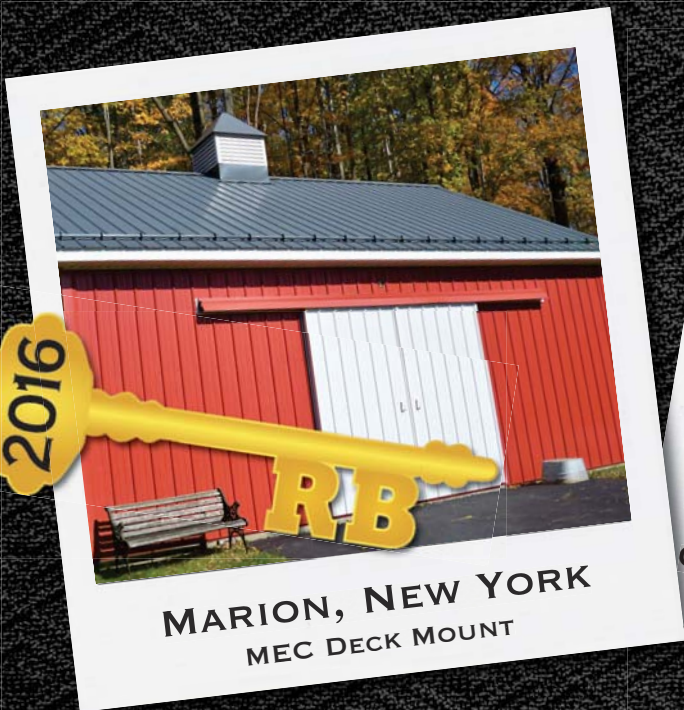
Sno Gem® is a company grounded in family pride, leveraging more than 100 years of combined experience in architectural sheet metal and roofing innovation. From the original polycarbonate snow guard that launched the Sno Gem® name in 1994, to the latest iClad™ and Sno Blockade™ snow retention systems, the company continues to provide new options in snow guard solutions. Both the iClad™ (fence/rail) and Sno Blockade™ (bar) systems utilize our new Sno

Cube™ clamps with patent-pending WaveLock™ Technology ensuring a secure system. Head over to our newly redesigned website for more information on our full line of products.

We hope to continue to earn your trust in the years to come as we strive to engineer additional safety options for standing seam metal roofing in our belief that “*Snow Should Only Fall Once*™.” **RB**



[info@snogem.com](mailto:info@snogem.com)  
888-SNO-GEMS | [snogem.com](http://snogem.com)





# SNOBAR

w: [www.sno-bar.com](http://www.sno-bar.com) p: 800.711.9724

■ **What separates SNOBAR from other snow retention manufacturers?** SNOBAR does not sell products to be installed on the MOST roofs, or measure success by the number of jobs sold; they sell products to be the best system installed on the owner's roof.

There is a reason why SNOBAR offers a free "lifetime" warranty on material and performance. It is not because the company sells the most products, it is because they take care of one customer at a time. SNOBAR designs each and every project sold, taking the time to

determine what the customer needs. This is one of the reasons the company has so few distributors—personal attention and a hands-on approach to each customer's needs are SNOBAR's priorities. Having too many distributors equals fighting over that sale. This could lead to getting an improper design and possibly leading to system failure.

SNOBAR offers systems for standing seam metal roofs, exposed fastened roofs, membrane/TPO roofs and shingle roofs. All of its systems are offered in non-corrosive, stainless steel or can be painted to

match just about any color in today's market.

SNOBAR has been around for more than 20 years with millions of lineal feet in place and that's the reason they stand behind their products with a lifetime materials and performance warranty.

Most of the competition has to use multiple clamping devices to attach their systems to standing seam roofs. With SNOBAR's systems, their distributors only have to carry a few clamps that work on 95 percent of the standing seam roofs in today's market. SNOBAR's clamps are all one-

piece clamps, which contractors love because they don't have to fumble around with multi-piece clamps slowing down the installation process.

Want to corral snow up on your roof? SNOBAR's full line of snow management products includes the patented two-bar system, one of the easiest systems to install in today's market. **RB**



## THE SOLUTION IN PREVENTING AVALANCHING SNOW

**"Free" Design Assistance**  
**"Free" Lifetime Warranty**



Don't be fooled, **SNOBAR** is the first patented snow bar system which works on most roof types.

- \* Fastest to install.
- \* We may not be the cheapest but we have the best quality and service.
- \* **SNOBAR** has four clamps for standing seam roofs in lieu of a whole alphabet to get the job done.
- \* Major components can be painted to match the roof.
- \* Our bars drop into our clamps.
- \* Optional Ice Stoppers can be added after the fact.



**SNOBAR.com | 800.711.9724**



# STARWOOD RAFTERS

W: [www.starwoodrafters.com](http://www.starwoodrafters.com) P: 888.525.5878

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

In the early 1970s, they developed the Lam-Ply Truss, combining plywood, glu-lams and dimensional lumber to make a truss that is stronger than a conventional web truss. This allows the builder to space them farther apart to reduce erection time and labor costs. This design also limits bird nesting and improves ventilation in livestock facilities.

## WE PRODUCE:

- Lam-Ply Truss
- Gambrel Lam-Ply Truss
- Mono Lam-Ply Truss
- I-Lam Beam
- Laminated gothic arches
- Timber and specialty trusses made to customers' designs



11 GOLD KEYS WON

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

Today Joseph's sons, Corey Wozney and Steve Wozney, and his son-in-law, Randy Sluga, operate the company. Still in Independence, Wisconsin, Starwood Rafters now ships products anywhere in the U.S. Starwood Rafters' biggest asset is its ability to be flexible to meet its customers' needs. There is no job too big or too small. **RB**



## LAM-PLY TRUSS

### The Truss That Will Carry The Load

- Spans up to 72 ft.
- Spacings up to 12 ft. on center, depending on the load you desire
- Bird Nesting Control
- Better Ventilation & Visibility
- No Feed Alley Post Obstruction
- Additional Ceiling Height



#### Starwood Rafter Uses

- Pole Sheds
- Free Stalls
- Pavillion Shelters
- Machinery Storage
- Riding Arenas
- Solar Barns



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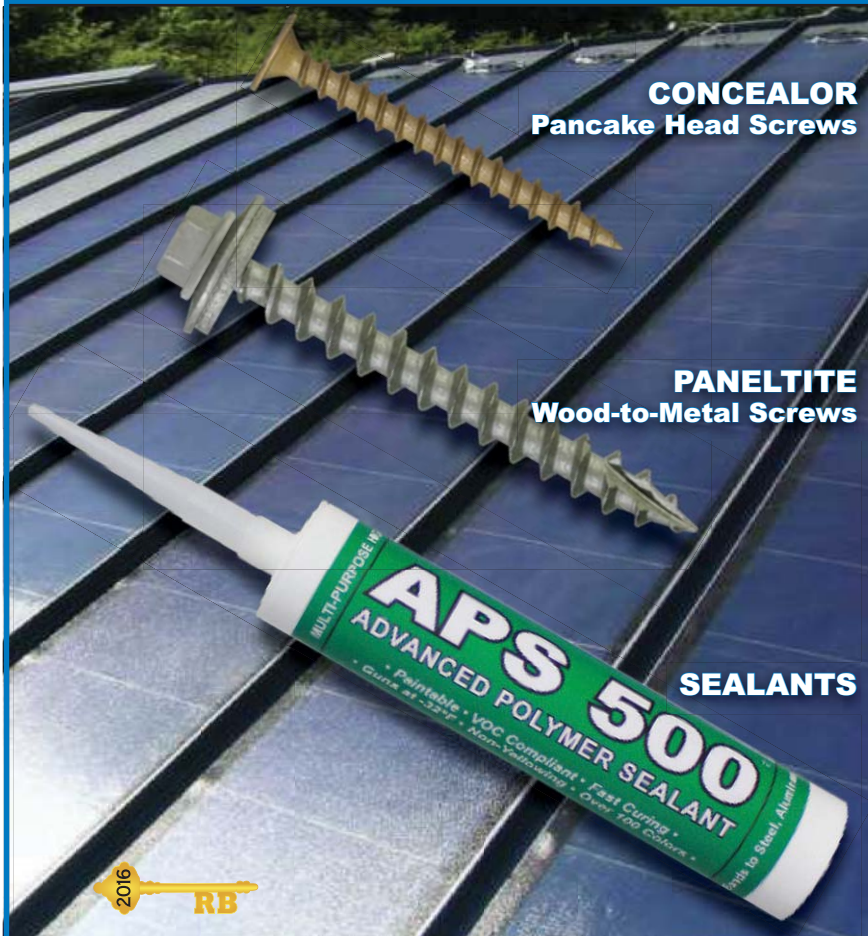
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# TRIANGLE FASTENER CORP.

W: [www.trianglefastener.com](http://www.trianglefastener.com) P: 800.486.1832

## CONSTRUCT BETTER AND FASTER



**CONCEALOR**  
Pancake Head Screws

**PANELTITE**  
Wood-to-Metal Screws

**SEALANTS**



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**SINCE 1977**  
23 LOCATIONS NATIONWIDE

We've designed and engineered our products for easy installation and long-life performance.

Find what you need **ON-THE-GO...**  
Using our **FASTENER LOOKUP TOOL!**

(FOR ACCESS, VISIT OUR WEBSITE)



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Triangle Fastener Corporation provides standard and specialty fasteners, tools, sealants, and accessories for the roofing industry from 23 locations. Additionally, we offer job-site support, custom painted screws, rivets and metal closure, and we can help you select the correct fastener for your application.

We design our fasteners for ease of installation and long-life.

### PANEL-TITE® METAL-TO-WOOD SCREWS



Fasten metal panels, trim, or flashings to wood substrates. Choose from #9, #10, #12, and #14 diameters in lengths up to 3 inches long. Panel-Tite comes standard with our TRI-SEAL® 1,000-hour salt spray coating on all of our carbon steel screws. For extra long-life applications, we offer a 304 stainless steel or a 304 stainless steel cap head Panel-Tite.

### CONCEALOR® PANCAKE HEAD SCREWS



We have the largest selection of sizes in the roofing industry. Select from #10, #12, #14, and ¼-inch diameters and lengths up to 9 inches long for attaching clips over rigid insulation. Concealor comes with a square recess for optimal driving stability, and many sizes are long-life coated with our Tri-Seal coating for use in treated lumber.

### BLAZER® WITH VRT® BACK-OUT RESISTANT THREAD



For fastening metal roof laps and trim, we offer our patented back-out resistant thread, VRT Technology. The VRT (Vibration Resistant Thread) keeps the fastener tighter in applications where expansion, contraction, and vibration are a concern. Independent tests verify that VRT produces over 2-1/2 times more back-out resistance than a standard thread. **RB**



10 GOLD KEYS WON



# VARCO PRUDEN BUILDINGS

W: www.vp.com P: 901.748.8000



■ **Varco Pruden Buildings is a division of BlueScope Buildings North America, Inc.** Through advanced engineering and proprietary building systems and products, Varco Pruden (VP) provides innovative building solutions worldwide for commercial and industrial applications, including offices, warehouses, schools, manufacturing and retail projects. As one of the most specified providers of steel buildings, VP products meet requirements for U.S. Army Corps of Engineers, Underwriters Laboratories, Energy Star, Cool Roof Ratings Council, Quasar (Canada), Miami-Dade County Commission and Factory Mutual.

Headquartered in Memphis, Tennessee, the company markets its products through a network of nearly 1,000 authorized builders within the U.S. and Canada. VP is a member of the Canadian Sheet Steel Building Institute, the U.S. Green Building Council and a founding member of the Metal Building Manufacturers Association. Varco Pruden Buildings—Building Solutions...One relationship at a time. **RB**



*The building suppliers you can trust focus on*

## BUILDING STRONG RELATIONSHIPS.



The most solid foundation upon which to build a partnership is trust. That's why, for more than 60 years, Varco Pruden has focused on creating relationships that last. Our interest is always your best interest. While we offer decades of experience and expertise, constantly educating ourselves on your environment and consumers, we also take pride in our loyalty and value our credibility. You can depend on us to work for you. Because we're not just reliable, we're dedicated. And we never compete against our builder partners.

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# WESTERN PRODUCTS

W: [www.westernproductsinc.com](http://www.westernproductsinc.com) P: 800.553.5142

Whether you use box track or round track, you'll find the strength, shape and size you desire in door tracks, hangers, trolleys, brackets, sliding door accessories, door frames and horse stalls from Western Products.

Choose from Western's box track options of 400 pound to 1,000 pound capacity, or its round track at 600 pound capacity. Discover the convenience of Western's complete product line.

Western is known for its customer service and customer loyalty. Most of its track orders are

shipped from inventory within three to five business days.

Quality, service and pricing are important to this family-owned and operated company and has been since 1929.

A lot has changed since then, but not its commitment to service its customers.

Call Western Products today, and build a future together. **RB**



**BOX and ROUND TRACK**

**HORSE STALLS and ACCESSORIES**

**1-1/2" + 3-1/2" SLIDING ALUMINUM DOOR FRAMES**

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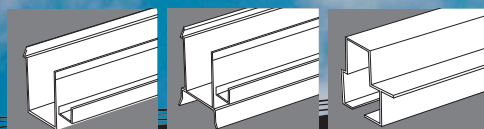


## ROUND TRACK

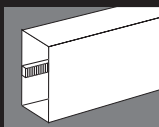
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# WICK BUILDINGS

W: www.wickbuildings.com P: 800.356.9682

■ **Wick Buildings provides custom designed and engineered buildings through a network of independent builders for agricultural, commercial, suburban and equine use.** With more than 72,000 buildings constructed over the past 62 years, Wick Buildings knows what it takes to create a building that will stand the test of time — and all that Mother Nature cares to send its way.

**Flexible design.** One of Wick Buildings' biggest advantages is design flexibility both outside and inside. In addition to large clear-span capability of 100 feet in width, Wick's engineered wood-frame buildings can incorporate interior build-outs and the addition of wings and leans-to provide additional space.

**Energy efficiency.** Energy efficiency is a hallmark of Wick Buildings. Many wall and roof steel "cool colors" can be selected with sun reflectivity in mind to reduce roof temperatures up to 100° F. With several ceiling insulation options and insulated flush wall configurations, interiors are cozy, draft-free and ready for interior build-out.

**Customization.** Wick works with independent builders to customize each design around the needs of the buyer and local building codes. Wick Buildings' design staff can customize the design and provide engineer-stamped plans for code approvals.

**High quality materials.** High tensile steel (82,000 PSI) on the exterior is the starting point to ensure durability and impact resistance against hail and wind-blown objects. A G-90 zinc coating is applied for excellent corrosion resistance and finished with Ceram-a-Star 1050 Paint System for long-lasting beauty. Under that durable skin is a structure with all structural compo-

nents utilizing Machine Stress Rated (MSR) or Machine Evaluated Lumber

(MEL) — to make sure each Wick building will stand the test of time! **RB**

## Exceptional Value and Service

Wick Buildings has been helping Midwest farmers, families and businesses by providing long-lasting, low-maintenance buildings since 1954!

Buildings with quality and value... and no compromises. Join our team!

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**WickBuildings.com**



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# Two New Exterior Options. No New Subs.



## Boral Versetta Stone®

Boral Versetta Stone® mortarless stone veneer panels offer the authentic beauty of traditional stone masonry and install easily with a nailing flange. No-hassle installation and no clean up make Boral Versetta Stone® an ideal choice for both interior and exterior stone accents.

## Boral TruExterior® Siding & Trim

An entirely new category of exterior building products, Boral TruExterior® Siding and Trim solve the moisture- and movement-related issues commonly seen with other materials on the market. Offering superior performance, remarkable workability and a lasting look, Boral TruExterior® Products are truly like no other.

## ■ Post-Frame Marketing & Economic Summit set for Sept. 28-29

A Post-Frame Marketing & Economic Summit for suppliers and contractors will be held September 28-29 at the Westin O'Hare in Rosemont, Illinois.

The summit is sponsored by the National Frame Building Association and is designed to promote discussions and to provide networking opportunities of mutual benefit to suppliers and contractors.

Speakers will include:

**Connor Lokar**, an economist at ITR Economics. He provides economic consulting services for small businesses, trade associations, and Fortune 500 companies;

**Alan R. Gitelson**, Ph.D., Loyola University Chicago. He serves as a reviewer for professional journals and publishers, has testified at U.S. Senate hearings on regulatory policy, and has published and presented numerous professional articles, chapters, and papers in scholarly journals and at academic conferences;

**Robert J. Wills**, P.E., who oversees the Construction Market programs in commercial buildings, residential construction, and the transportation/infrastructure markets, including the AISI Construction Technical Program;

And, **Randy Giggard**, managing director of FMI's Research Services Group. He is responsible for the design and performance of market research engagements and related activities including economic analysis and modeling.

Registration information is available online at NFBA.org.

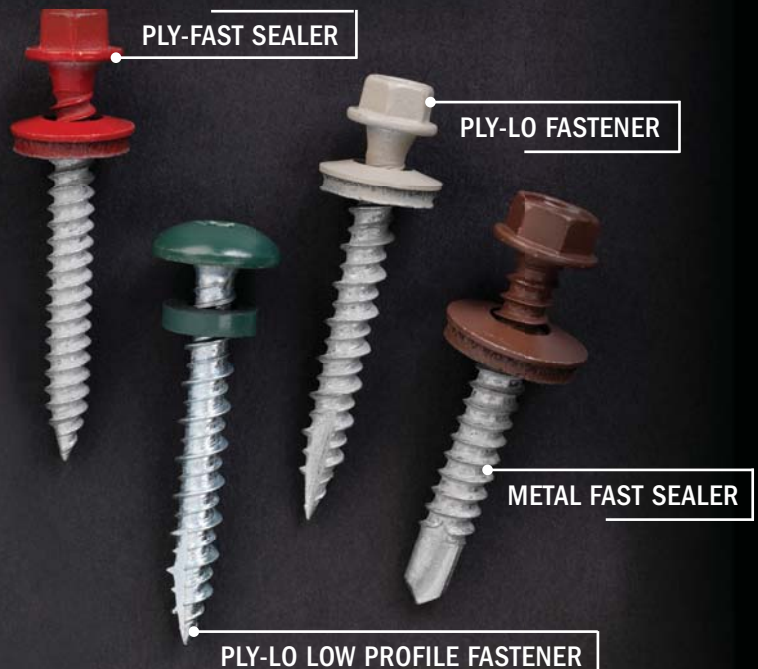
## ■ Article on seismic design coefficients for steel-clad wood-frame shear walls

A new technology article has been added to the Technical Resources library on RuralBuilder.com. The article, "Development of Seismic Design Coefficients for Steel-Clad Wood-Framed Shear Walls" examines the results of a study funded by the National Frame Building Association to test and analyze steel-clad wood-framed shear walls to develop seismic design coefficients needed by designers of post-frame buildings.

You can download the entire article, written by Khoi D. Mai, PhD; Donald A. Bender, PhD, PE; and J. Daniel Dolan, PhD, PE, by going to RuralBuilder.com. The Technical Resources tab is located under The Industry navigation bar at the top of the page.

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BY RURAL BUILDER STAFF

## Free guide explains sound isolation and noise control for steel buildings

In designing and constructing modern buildings, sound control is vital in ensuring acoustical comfort and productivity for occupants. A new resource, *Facts for Steel Buildings #4: Sound Isolation and Noise Control*, available as a free download from AISC, provides building owners and designers with a basic understanding of these issues and useful tools for addressing them efficiently and economically.

The 25-page document was written by Benjamin Markham and Eric Ungar, P.E., Sc.D., both with Acentech, Cambridge, Massachusetts. The information presented is applicable to buildings of all structural types, but the focus regarding some details is on steel structures. It is important to note that it is not the material types and the framing systems that establish the acoustical performance of a building, but how the relevant building elements are selected and assembled. Thus, the desired acoustical performance of a building can be achieved by appropriate design while framing and materials can be chosen on the basis of the usual considerations, such as structural efficiency, design flexibility, cost, schedule and environmental impacts.

The latest article on sound isolation and noise control is one of four now available for free download through the AISC.

## Discovering a cure for concrete cancer

Researchers at the University of British Columbia, Okanagan Campus, have discovered a cure for concrete cancer utilizing discarded glass.

Concrete cancer is a chemical reaction that leads to the degradation of concrete.

“Researchers have been looking for a long time for ways to reliably make use of glass in concrete construction, and we believe that this research represents a significant advancement in that search,” said Associate Professor of Engineering Shahria Alam in a university press release.

In their study, Alam and co-researcher, Anant Parghi found that by adding a water-based, synthetic rubber polymer, fly ash, and silica powder to the concrete mixture, they were able to effectively neutralize negative chemical reactions.

“By partially replacing cement with polymer, fly ash and glass powder, we were able to produce concrete that was more than 60 percent stronger than what was previously believed possible,” says Parghi. “Though further testing is needed to assess long-term stability, it now looks like we can replace up to 25 percent of the cement materials that had to be mined for cement production, with glass.”

Alam and Parghi’s study was recently published in the journal *Construction and Building Materials*.



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## ◀ Researchers create see-through wood

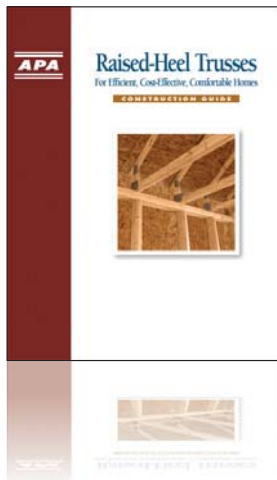
A team of researchers at the University of Maryland, College Park, has discovered a way to make wood transparent.

Materials scientist Liangbing Hu and his team removed the molecule, lignin, in a block of linden that makes it rigid and dark in color. Left with a colorless cellulose cell structure, it was filled with epoxy, creating a version of wood that is mostly see-through. Results of the study was published in the journal *Advanced Materials*.

What good is having wood transparent? In a news story on the University of Maryland Energy Research Center website, it was speculated that it could be useful for fancy building materials and for light-based electronic systems. Hu said the wood exhibits high haze—the quality of scattering light—making it comfortable to look at, as well as to aid solar cells in trapping light for absorption by solar panels.

## ■ New APA guide offers advantages of raised-heel trusses

A new guide published by APA – *The Engineered Wood Association* describes how builders can increase the structural and energy performance of a home with a raised-heel truss construction system.



A raised-heel truss is identical to a conventional truss except that it is raised higher, with a “heel” that extends up from the top of the wall and elevates the truss at the building’s edges. Raising the truss higher has two big advantages over typical truss construction: it simplifies attic ventilation and it leaves ample room for insulation above exterior wall top plates. With the added space, the truss doesn’t compress attic insulation over the top plate and compromise its insulation value, a common weakness of conventional truss systems.

The energy code allows for use of less insulation for the entire ceiling system when a raised-heel truss system is used. In addition to aiding builders in reducing material costs while increasing energy efficiency, Home Energy Rating (HERS) studies indicate that with consistent ceiling insulation, the home maintains a more stable interior temperature, resulting in a noticeably more comfortable home and lower utility bills.


The system also features structural advantages, according to APA. Wall systems that combine raised-heel trusses with overlapping continuous plywood or oriented strand board (OSB) sheathing have better resistance to lateral forces, such as high winds or seismic activity, than those fastened with conventional wall-to-truss connections.

*Raised-Heel Trusses for Efficient, Cost Effective, Comfortable Homes*, Form R330 is available for free download from the APA website. Printed copies of the guide are also available for a nominal fee.

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BY JOHN SHOWALTER, P.E.

# Don't get "all shook up!"

Wood construction can handle high wind and seismic forces

The following article is a summary of a more comprehensive article by Showalter available online at ruralbuilder.com. It can be found on the Technical Resources page under "The Industry" navigation tab.

**YEARS OF RESEARCH, REAL-LIFE EVENTS AND BUILDING CODE DEVELOPMENT HAVE PROVEN THAT WOOD-FRAME STRUCTURES CAN MEET OR EXCEED THE MOST DEMANDING DESIGN REQUIREMENTS FOR HIGH WIND AND SEISMIC FORCES.** Wood buildings tend to have numerous nail connections—especially in the shear walls and diaphragms—that have inherent ductility. This allows them to dissipate energy when faced with the sudden loads of an earthquake or high wind event.

These facts continue to be recognized in the design community, and the following changes reflected in the "2015 Special Design Provisions for Wind and Seismic (SDPWS)" standard provide a brief overview of the more significant enhancements:

- Clarification of open front structures and cantilevered diaphragm provisions (Arguably the primary change reflected in the 2015 SDPWS)
- Updated horizontal shear distribution terms and torsional irregularity provisions consistent with ASCE 7-10
- Clarification of high-aspect-ratio perforated shear-wall adjustments
- New section on uplift force resisting systems
- New section outlining anchorage of concrete/masonry walls to wood diaphragms
- Inclusion of minimum depth for framing/blocking in high load diaphragms
- Clarification of framing substitutions, a two 2x (nominal) replacing a 3x nominal
- Addition of minimum-end distance for anchor bolts in plates/sills

Several self-study courses awarding free continuing education credits are available on this topic in the education section of the AWC website:



- "STD415 – 2015 Special Design Provisions for Wind and Seismic Overview and Changes"
- "STD415-A – 2015 Special Design Provisions for Wind and Seismic"

The 2015 SDPWS is available for download on the American Wood Council website, [www.awc.org](http://www.awc.org). **RB**

**John "Buddy" Showalter, P.E.**, joined the American Wood Council (AWC) in 1992, and currently serves as vice president of technology transfer. He can be reached at [bshowalter@awc.org](mailto:bshowalter@awc.org).

◀ The Special Design Provisions for Wind and Seismic standard provides criteria for proportioning, designing, and detailing engineered wood systems, members, and connections in lateral force resisting systems.

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08/AUGUST

10, Wisconsin Frame Builders Association 27th Annual Golf Outing, FoxFire Golf & Waupaca Ale House; wisconsinframebuilders.org

09/SEPTEMBER

15-18, American Society of Concrete Contractors Annual Conference, Minneapolis, MN; asconline.org

28-29, Post-Frame Marketing & Economic Summit, Rosemont, IL; nfba.org

## new products

BY RURAL BUILDER STAFF



### ZINC CAP HEAD SCREWS FROM TFC

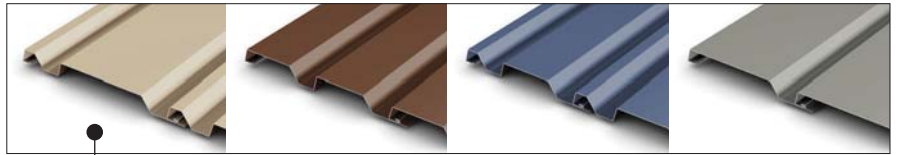
Triangle Fastener Corporation has launched a complete line of corrosion-resistant zinc head screws.

Available on their BLAZER drill screws, these fasteners come in a large variety of lengths and diameters and are a preferred screw for use in many warranted roof systems.

The ZAMAC-5 zinc alloy head provides superior strength and will not red rust. The carbon steel shank is Tri-Seal 1,000 hours salt spray coated which increases the resistance by more than 20 times compared to zinc plated screws. An EPDM sealing washer provides exceptional sealing and weathering capabilities.

It comes as #12 size 1/4 inch diameter in Blazer-3 and Blazer-5 drill points, and in lengths up to 4 inches long. The 1/4 inch Blazer-1 lap/stitch screw and #17 Type AB comes standard with patented VRT technology to increase back-out resistance.

► For more information circle 155.



### NEW METAL WALL PANELS FROM PAC-CLAD

Four metal wall panels have been added to PAC-CLAD's Precision Series. With a 1 3/8-in. depth, the four new profiles create deep shadow lines for dramatic building exteriors. The new 12B, 12S, 16B and 16C feature uniform locking mechanisms, allowing them to be combined to create unique multi-pattern designs. The panels can be installed either horizontally or vertically, and to maximum lengths of 20 feet (longer lengths will be available soon). The panels can be specified for either commercial or residential applications.

For equipment screen and parking deck applications, aluminum wall panels can be perforated to provide required airflow or ornamentation. Perforation is available in a nearly endless variety of hole sizes and patterns.

The four new Precision Series wall panels are extensively tested to meet ASTM standards, and are available in .032, .040, .050 aluminum, or 24 and 22 gauge galvanized steel. The wall panels are offered with either concealed fastener or clip attachment systems. Specific availability may vary at each Petersen facility.

► For more information circle 156.

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► For more information circle 157.

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