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Grease the Gears

WINTER WANES AND SPRING AWAITS. Sharpen the tools, grease the gears and get ready for a busy year.

Unless something unforetold happens, the 2017 construction season is already shaping up nicely. We've been talking to builders and suppliers, and backlogs are increasing and jobs are piling up like cordwood. The problem in many areas, however, is employment. Builders can get more contracts than they can get workers to help complete them. Unemployment rates overall are down in the U.S., but still high in construction because people just aren't filling those jobs as rapidly as needed.

Aside from employment, if you are a builder still needing to fill your dance card for the construction season, we have some tips. We share them beginning on page 20. It's all about marketing your business. It's a painful topic for many builders who are more comfortable with hammers and screw guns, yet it is a business necessity if you own a business, or plan to own one some day.

Many building customers now use the internet to research what they want and to narrow down the choices of who they want to build for them. They may spend months or years planning, and you have to take a more proactive approach to selling yourself.

The products you use can help you in marketing your business. It may actually be one of the easiest parts of the marketing task because your suppliers most likely have materials to help educate you and in turn educate potential customers. While the customer will often focus on the overall look and feel of their new building, you may catch them unaware with your knowledge about the type and quality of the metal you use and why you use it, or the moisture retention products you use that will help keep their stored possessions dry. Knowledge is power, so use it to help get more customers.

For even more product knowledge check out the great suggestions offered for skylights and polycarbonate panels on page 14.

Also in this issue we proudly introduce our latest inductees to the *Rural Builder* Hall of Fame. We hope you will learn more about Glen Graber, Graber Post Buildings; Ken Guffey, Rigidply Rafters; and Joe Zulovich, University of Missouri, by reading their bios beginning on page 6. They have interesting histories.

It was only after the ballots were counted and the decision made that I learned that Ken and Joe both attended Penn State at the same time and studied under Harvey Manbeck, an early proponent and researcher for the post-frame industry.

Our Hall of Famers were inducted at the 2016 Frame Building Expo held in Nashville early in March. More about the expo will be shared in the April issue of *Frame Building News* and the May issue of *Rural Builder*.

A reminder that if you ever want to read back issues of our magazines, we have an online archive dating back through 2013. Visit us at ruralbuilder.com. **RB**



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■ CONSTRUCTION BACKLOG

In January, nonresidential activities accounted for more than 40 percent of net new construction jobs as compared to roughly 25 percent in 2016. This indicates relatively faster performance improvement in that part of the nation's construction sector.

With continued aggressive investment in commercial properties and still-low interest rates, the backlog is likely to continue to expand. That verdict is supported by the architecture billing index, a key industry leading indicator, that surged late last year in part because of growing confidence in the U.S. economy.

Unfortunately, the growth will also mean even more difficulting in finding suitable workers. "While the industry unemployment rate has been rising, there is no assurance that new entrants into the U.S. labor force possess the skills necessary to work on today's construction projects. This also likely implicates faster wage growth within the nation's construction workforce," noted ABC's chief economist Anirban Basu.

■ CONSTRUCTION UNEMPLOYMENT

Construction unemployment rates were down in 26 states in December 2016 as compared to December 2015. Two states, Iowa and Wisconsin, were unchanged for the year. The national NSA (Not Seasonally Adjusted) construction unemployment rate of 7.4 percent was down 0.1 percent.

The national NSA construction unemployment rate has fallen from the previous year's reading every month since October 2010. Since these industry-specific rates are not seasonally adjusted, it is most accurate to evaluate the national and state-level unemployment rates on a year-over-year basis.

Only two states—Arizona and Hawaii—posted a decline in their estimated NSA construction unemployment rates.

States with the lowest estimated NSA construction unemployment rates, lowest rate to highest:

1. Massachusetts
2. Colorado
3. Hawaii
4. New Hampshire
5. Virginia

States with the highest NSA construction unemployment rates, lowest to highest rates:

47. Alabama and New Mexico
48. Montana
49. Illinois and North Dakota
50. Alaska

Source: Analysis of U.S. Bureau of Labor Statistics data by the Associated Builders and Contractors



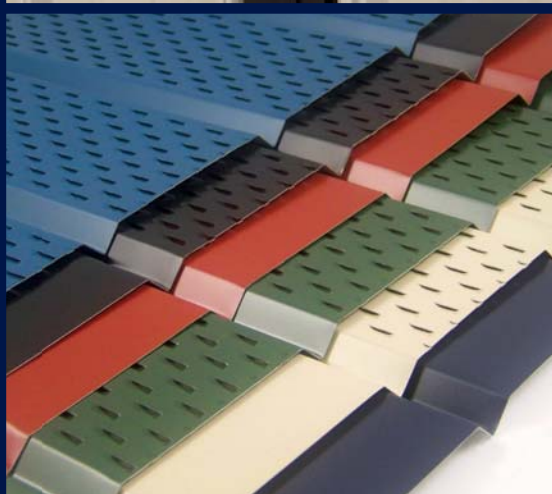
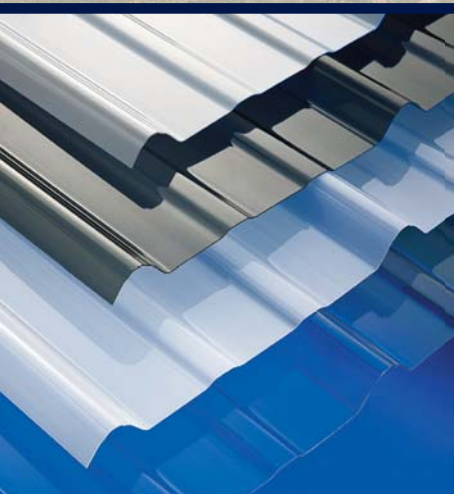
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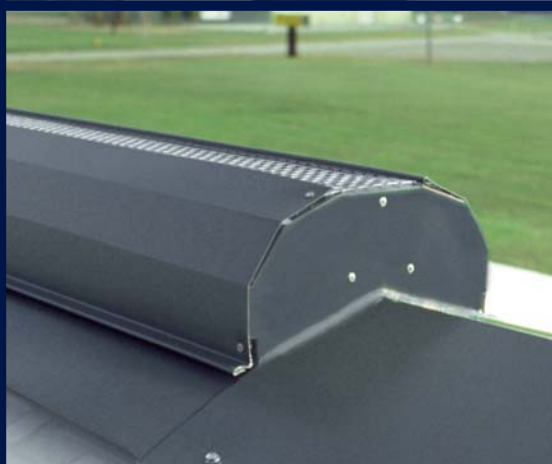
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RURAL BUILDER

HALL OF FAME

2017

The *Rural Builder* Hall of Fame inducted three new members at the 2017 Frame Building Expo in Nashville. *Rural Builder* oversees the nomination and balloting process, with inducted Hall of Fame members voting to select new members. Following are the new inductees.

GLEN S. GRABER

Owner, Graber Post Buildings Inc.



The story of Glen Graber and Graber Post Buildings is best told in his memoir: *A Mother's Prayer*. It describes in eloquent detail his life's journey growing up as the oldest of nine children in an Amish and Mennonite Community in Indiana.

It provides a look inside at how Glen was shaped by a father, Simon J., who was a hardworking carpenter

and farmer, though a bit rebellious in his adherence to church doctrine. And how he was inspired by a mother who died too young but with a prayer that her son would find a business that would help the family end their lifetime of financial challenges.

He began to make his own way in the world with only an 8th grade education. He spent his first years out of school helping his father on the farm and on construction sites. Serving in the military was not an option for a Mennonite, so during the Vietnam War, he enlisted as 1-W and was sent to work in a hospital in Terre Haute. He would assist the military as an orderly there for the next two years.

After his marriage to a childhood friend, Mary Jane, Glen scraped together a living with a string of jobs: butchering chickens, building pipeline, milking cows.

In 1971, he began his own carpentry business with family members and one outside employee. They would start the day doing farm work and continue from there to the job site.

By 1973, Graber was running a 3-man Amish crew and building post-frame buildings, a rather new industry at the time. "We were just trying to make a living, and our growth just kind of evolved over a long period of time," said Graber.

He chose a name for his business, Graber Post, and put up a sign at the end of the driveway. The first customer

stopped that very day, but he was looking to buy fence posts. The company was quickly renamed Graber Post Buildings.

In the early years, Glen would work with the crew during the day, rush home to shower and eat supper, then grab his briefcase and sell buildings to customers at night.

In 1976, he built a 60 by 244 foot building to house Graber Post Buildings Inc., on 11 acres of land sold to him by his father.

Graber began buying and selling building materials by the truckload to save costs. GPB used its own materials to build pole barns at lower cost, then sold the excess materials to other construction crews. This practice soon launched Graber Post Buildings into the retail and wholesale markets.

Subsequently, hardware store floor space was more than doubled, allowing Graber Post to add inventory, increase item depth and offer paint to its customers. Glen ceased being a sub contractor, and through a series of circumstances made GPB a one-stop post-frame package supplier.

Graber faced a lot of skepticism along the way, but like his father he was not afraid to do things differently. His business grew organically without job descriptions or organization charts and without taking out loans. If the company saw an opportunity, it figured out how to take advantage of it.

The years 2006 and 2007 were years of great expansion for the physical plant at Graber Post. After a devastating fire, new truss manufacturing and trim manufacturing facilities were built, giving GPB over 300,000 square feet of under-roof production area. In 2007, a new \$1 million state-of-the-art facility was built to house the company's offices, showroom, and hardware store.

Glen and Mary Jane expanded the Graber family with daughter Norma, son Jonathan, and a second daughter, Denise, as well as 10 grandchildren and one great-grandchild.

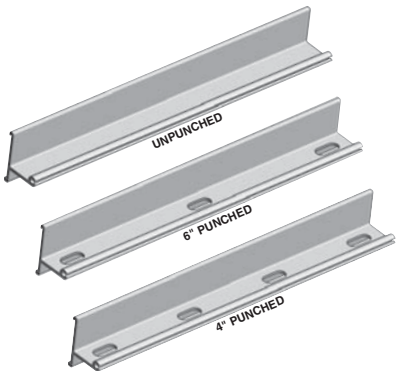
Graber was chosen to receive Indiana's Entrepreneur of the Year Award in 1993. He is still involved with the family business but has learned to enjoy winters in Florida. His hobbies include working on the farm and playing golf.

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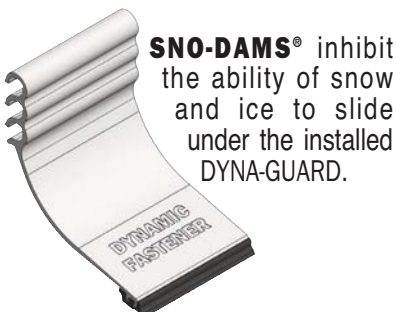


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KENNETH J. GUFFEY, P.E.

General Manager, Rigidply Rafters Inc.
President, Blue Chip Structures Inc.



Ken Guffey grew up on a dairy farm in Northern Pennsylvania, and enjoyed showing and marketing registered holsteins as a young man. His father was a Penn State Agricultural Extension Director and Dairy Specialist, so it was natural for Ken to attend Pennsylvania State University where he received B.S. and M.S. degrees in engineering under the guidance of Dr. Harvey Manbeck.

Just prior to completing his M.S. degree at Penn State, Guffey accepted a position at Fabral as an application engineer, where his role later expanded to product manager. It was at Fabral that he was introduced to Rigidply.

“Fabral’s biggest customer in the eastern United States was Rigidply Rafters Inc., owned by Arthur Shirk,” Guffey said. “Over time, Arthur and I had the opportunity to work together through some challenging situations and projects, and developed a strong friendship.

“After 10 years with Fabral,” Guffey continued, “and with a young family growing weary of their dad’s travel schedule, Arthur, Dick Taylor and myself founded Blue Chip Structures, Inc., a pre-engineered post-frame package building company. At the same time, I assumed the role of general manager for Rigidply Rafters Inc.”

Throughout his career Guffey served with many local, regional and national organizations including the NFBA and ASABE (American Society of Agricultural and Biological Engineers). He has authored and co-authored numerous articles and technical papers related to metal roofing and siding, as well as post-frame design and construction. He has also given seminars on a wide range of topics to the post-frame and residential construction industries, from builder seminars to training for building code officials. He is currently serving on the Technical & Research Committee of the NFBA.

Guffey is the primary author of Patent No. 5,295,338 for the structural horizontal metal roofing concept in the United States as well as several other countries; yet, he considers his most significant achievement his association with Rigidply Rafters Inc., “and the life-long relationships I have been fortunate to establish at Rigidply as well as with our customers and suppliers,” he said, explaining further: “At Rigidply and Blue Chip, we were able to develop, promote and establish a philosophy with our customers and our market area, that through uncompromising integrity, hard work, relentless persistence, and continuous education, you can design, market and sell quality products and services very competitively in even the most difficult market conditions. Simply, with the best people first, combined with the best products and services, you can and will attract the best customers and projects.”

The work has been gratifying, but it hasn’t always been easy.

“We experienced a significant structure fire not long after I started with Rigidply. Even though you work hard to establish relationships in your professional and personal life, and in many ways take these relationships somewhat for granted, difficult times are when you are surprised and humbled by the strength of these relationships. As we recovered from this setback, the help Rigidply received went well beyond any professional relationships—it was personal. Many people went above and beyond what we could have anticipated. This, combined with a strong faith, allowed us to recover quickly. Many relationships were strengthened, and remain that way today.”

Those relationships continue to help anchor him. “Post-frame is a competitive industry, and competition is a big motivator for me—I enjoy a good scrap—but, my greatest enjoyment comes from my faith, and from the people around me—others at Rigidply, customers and suppliers. I have been very fortunate in this regard, to have surrounded myself with the best and most capable people anywhere. In most ways, this award is about all the people in and around Rigidply, and not any one individual.”

To newcomers to the post-frame industry he advises: “You absolutely must know what you are doing. Get educated, do your job well, and build a structure or product as if it were a Christmas present for your Mom. Do not give up your integrity—it is hard to get it back.”



In most ways, this award is about all the people in and around Rigidply, and not any one individual.”

- Kenneth J. Guffey

He is concerned about the future of the industry. “Many of our buildings fall under only limited code jurisdiction, and minimum standards for our building components are almost non-existent in some cases. Further, it is simply too easy to jump in and out of our industry, both as a builder and as a manufacturer/supplier. Because of this wide-open approach, our industry tends to attract those who do not have the ability, knowledge or desire to follow minimum design and construction standards. Our industry will continue to struggle until it solves this issue and some type of accountability is established. The high road is always more narrow and difficult, but we need to improve the integrity of our industry to move it forward.”

Guffey is married to his “life-long best friend,” Lisa. They have two sons, Ryan (daughter-in-law Nicole), and Brandon (future daughter-in-law Alex).

When he isn’t with Rigidply, Guffey enjoys family fishing vacations to Canada. He also still owns the first car he ever drove.

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JOSEPH M. ZULOVICH

Extension Agricultural Engineer
University of Missouri-Columbia



An interest in engineering came early for Joe Zulovich, growing up on a dairy farm in northwestern Pennsylvania. Upon graduation from high school in 1978, he thought he would study engineering or veterinary medicine. Believing that only degrees in civil engineering and mechanical engineering were available, it was an epiphany to learn that his background in ag

could be married to engineering for a degree in ag engineering.

One of his early influencers at Pennsylvania State University was a trailblazer named Dr. Harvey Manbeck. Manbeck was doing some interesting things with post frame. “From an engineering side, his courses introduced me to the nuances of wood design and the post-frame industry,” said Zulovich. “The detailed understanding we have today of post frame was really at its infancy.”

It was an exciting time for the industry and Zulovich was eager to become part of it. At the same time, his studies and his career helped him to broaden his experience. For his masters degree he delved into ventilation heat recovery to lower energy cost. For his doctorate, he developed a temperature-humidity index for laying hens. At Iowa State University, where he was employed as a post doc, he took a close look at ventilation failures in swine facilities to determine required response times to recover ventilation and to determine minimum levels of ventilation needed if full recovery was not possible with standby power generation. Before his final move to the University of Missouri, he was an extension engineer at the University of Minnesota working on a grant-funded position to look at the engineering aspects of condensation and ventilation in residential housing.

By May 1991 Zulovich was ready to settle in at MU in Columbia. One of his earliest projects there was to develop flexible building plans for swine production. It required taking the diaphragm analysis system of the early 1990’s and blending it with the course knowledge base from Harvey Manbeck and stretching it out to accommodate long buildings.

“We (MO swine producers) know what we’re going to be doing with the building today, but how could we easily remodel today’s building for other swine production phases in the future: that was the challenge, how do we make it flexible,” he said.

Zulovich developed a fastener system for the MO-Flex Swine Building System, in which a post-frame building could be built on top of a continuous concrete foundation and yet provide the rigidity of a buried post. An article he co-authored with Neil Neador on continuous concrete foundations and the

MO-Flex was published in *Frame Building News* in 1995. (“For Post Frame Buildings: Continuous Concrete Foundations” is available for download at RuralBuilder.com under the Technical Resources tab. It is listed by the year, 1995).

His career often led Zulovich away from in-depth post-frame activities, but after some absence, he made a conscious decision about five years ago to return to his in-depth involvement with the NFBA and the post-frame industry. Last summer he accepted an invitation to serve on the Technology and Research Committee. With frame builders now venturing more into the small commercial building market, he believes there is a need for an engineering perspective he can offer. “We have to start addressing the environmental side, moisture and ventilation because, if there is a problem, the customer or the user of the building is probably going back to who built the building shell,” he said.



“It’s taking my skills and knowledge and trying to make the world a better place. It’s helping an individual to get a facility that best meets their needs and aspirations. It’s helping the builder deliver a quality product. And when you’re done, you can look at the building and say: I helped make that happen.”

- Joseph M. Zulovich

Part of his new post-frame involvement is becoming more familiar with the goals and expertise of ASHRAE (American Society of Heating, Refrigerating and Air-Conditioning Engineers) which sets the standards for larger buildings on the commercial side. “What I’m trying to do is tap into the information in that profession and be a conduit, to bring that knowledge and understanding to the rural builder and to the NFBA, to pull the understanding and knowledge that ASHRAE has for large commercial buildings and downsize those design processes for the little strip mall or the small office complex,” he said.

Why he does it is very simple: “It’s taking my skills and knowledge and trying to make the world a better place. It’s helping an individual to get a facility that best meets their needs and aspirations. It’s helping the builder deliver a quality product. And when you’re done, you can look at the building and say: I helped make that happen. There’s a tangible resolve.”

On a more personal note, Zulovich and his wife, Joyce, are the parents of two daughters: Jennifer, a junior in biochemistry at the University of Missouri, and Jill, a freshman in high school. When off-duty, Joe enjoys traveling with his family to different parts of the U.S. to take in the country’s diverse “treasures.” He also enjoys doing jigsaw puzzles and reading historical accounts to better understand “why things are the way they are.” **RB**



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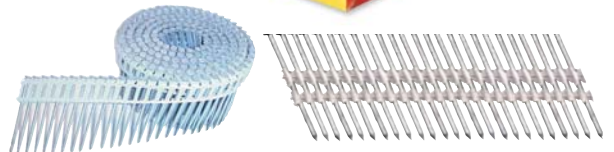
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Shedding Light on Natural Daylighting Systems

What you should know about skylights and polycarbonate panels

POLYCARBONATE PANELS

Some of you are old pros at installing and handling polycarbonate, but some of you may handle it so infrequently that sharing a few tips and tricks would be helpful to ensure a successful installation. Palram Americas offers the following:

On the Job Site

When storing the materials either in the yard or on a job site, it is important to stack shorter panels on top of longer panels and ensure they are on a flat surface that is equal to or longer than your longest panel. It is recommended that the panels be stored in a cool, dry area out of direct sunlight.

You may be wondering why the panels should not be stored in the sun. After all, they will be used on a building that is exposed to the sun. When the panels are stacked together, each panel layer acts as a magnifying glass under the sun's rays with nowhere for the solar heat build up to escape which can then warp the panel. Not to worry, the service temperature for polycarbonate is -4°F to 212°F, so it will perform beautifully on the building.

While polycarbonate is a very tough material, you'll want to avoid some handling mistakes, such as driving over the panels, folding the panels, dragging the panels on the ground or scraping panels against the structure or other sharp or rough objects. To keep your polycarbonate panels in pristine condition, use care when handling.

Installation Time

First, some safety tips. Never walk directly on a polycarbonate panel, even if they are fastened. Use scaffolds, ladders or crawl boards. Don't leave the panels unattended and unsecured on a structure.

If you are installing with metal panels, make sure your polycarbonate panel is an exact match to your metal panel. If the gaps between the major ribs and/or the minor ribs are too large, your installation will not be successful. Some manufacturers can match your panel exactly to ensure a smooth installation.

When installing, be sure to have the UV-protected side facing out. It is also recommended to install with a roof pitch equal to or greater than 1:12 and make sure you know the load ratings for the chosen panel with the configuration of your structure. Pre-drilling is required to allow for expansion and contraction. Polycarbonate expands and contracts at different rates than steel or aluminum. This needs to be accounted for in the installation to avoid cracks or buckles. Each profile usually has

a unique recommended fastening pattern either for best results, or to meet more stringent codes, such as the Florida Building Code. Consult the manufacturer of the panel for these details.

Do not use tek screws on the polycarbonate. EPDM-washed fasteners are often recommended for use on polycarbonate. Again, don't forget to pre-drill and don't over tighten the fasteners. A 100 percent silicone sealant or butyl rubber tape may be used to seal side laps and end laps. Of course, consult the installation instructions provided by the polycarbonate panel manufacturer for the best results.

Maintenance

Polycarbonate requires very little maintenance. However, the panel may need to be cleaned if pollen and other materials start to build up and affect your daylighting solution. The safest cleaning method includes using a sponge or cloth made from



Polycarbonate panels are tough, but care needs to be taken during installation.
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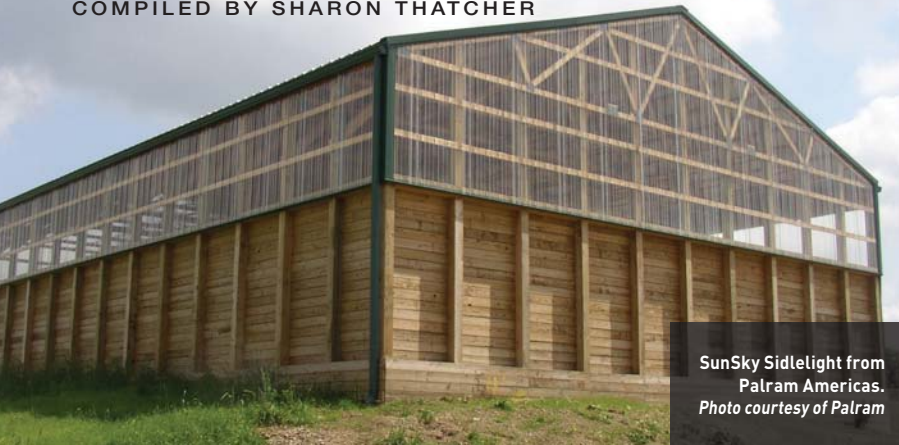
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tips & tricks

COMPILED BY SHARON THATCHER



SunSky Sidlelight from Palram Americas.
Photo courtesy of Palram

100 percent cotton and a mild dishwashing detergent. A power washer may be used, but be certain to use a wide spray tip to avoid damaging the panels.

SKYLIGHTS

Skylights are popular for commercial and residential applications, and for many good reasons. Studies have shown that they not only provide significant energy savings but can even help lift moods and productivity among building users.

Leakage however, was all too common in the forma-

tive years of skylights that continues to cause concerns for customers. Bay Insulation Systems, makers of the BayLight Prismatic Skylight, notes that a lot of progress has been made in the industry.

“Although complaints about leaking skylights were once valid, new designs and better flashing materials have largely put an end to water-infiltration worries,” noted a company spokesman, adding that most issues today are not the actual skylight system but the correct installation of the curb. “The installation of the curb that supports the BayLight must be followed to the letter,” he noted.

Kenneth Schlabach, DayStar Systems, said a common question from contractors is: Can we install them without expecting any leaks?

“One of the ways we address this is that we supply a roof curb with each unit that’s engineered especially for your building’s roof type,” Schlabach said. “All of our curbs are made in-house and we can design curbs for special needs. This eliminates many problems from the start.

“We also have a detailed (illustrated) installation manual sent with each job that shows recommended installation step-by-step,” he added. “We recommend reading this before

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starting. We also encourage them to call our toll free telephone number. We offer “live person” phone support for the installer.”

American Building Company echoes the need for careful installation planning. “Implementing daylighting goes beyond cutting a hole in a roof, but requires an integrated approach to be successful,” the company noted. “Effective daylighting requires decisions about the building form, location, climate, building components and lighting controls.”

Additionally ABC cautioned: “One thing to be careful of is that hail can cause major damage to a structure, more than \$1 billion in damages in the United States annually. The best way to prevent hail damage is to make sure your building’s roof and roof components are as impact resistant as possible.” **RB**

► WANT MORE INFORMATION ABOUT SKYLIGHTS? WE’VE POSTED ADDITIONAL ARTICLES ONLINE AT RURALBUILDER.COM



1

Skylight/Sidelight Sources

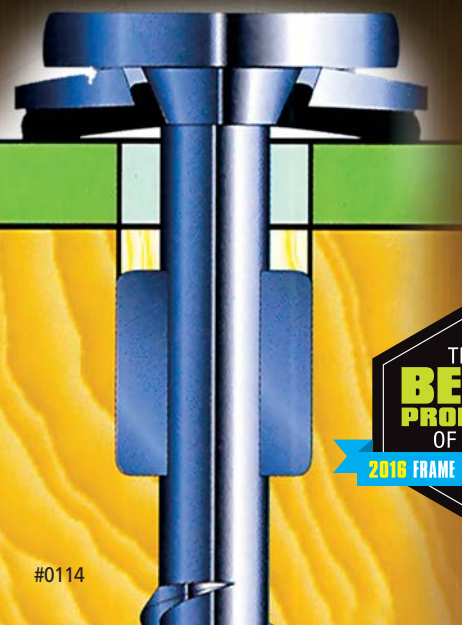
1. BAY INSULATION SYSTEMS / *CIRCLE 100*

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product profile

BY RURAL BUILDER STAFF

2. PALRAM AMERICAS / CIRCLE 101

Palram Americas offers SunSky polycarbonate panels for daylighting applications. Palram's proprietary MetalMatch technology allows for rapid matching of existing corrugated metal profiles. With co-extruded UV protection, SunSky is warranted for 10 years against loss of light transmission due to yellowing and damage due to hail.

3. AMERILUX INTERNATIONAL / CIRCLE 102

Available in clear, bronze, opal and softlite, LEXAN Greca polycarbonate corrugated sheet is perfect for skylight or sidelight applications. This corrugated sheet features a square-wave profile and has a high resistance to the harmful effects of weather: both in impact-strength to resist hail damage and in UV protection. The sheet's anti-drip/anti-fog coating carries away roof condensation, protecting what's below from moisture damage. It is a cost-effective way of incorporating daylighting into industrial and commercial buildings, allowing natural lighting in while keeping nature's elements out.

5. RESOLITE / CIRCLE 103

Resolite is offering a new line of Makrolon polycarbonate corrugated and multiwall panels. The corrugated panels were specifically designed for metal buildings as skylights and sidelights. They match most of the metal panel profiles on the U.S. market.



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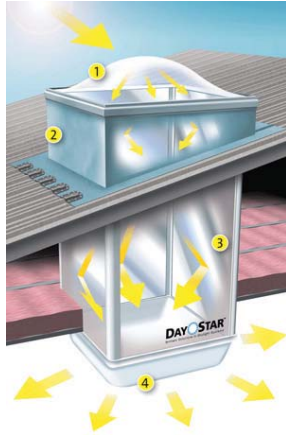
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6. DAYSTAR SYSTEMS LLC / CIRCLE 104

Utilizing unique technology, DayStar developed a completely natural lighting system for commercial applications, such as clinics, municipal buildings, schools, hangars, big box retail stores, manufacturing plants and warehouses. Directed through an ultra-reflective shaft, natural light is amplified and dispersed evenly, regardless of the size of the building, even on cloudy days. With more uniform diffusion, no glare and hot spots, DayStar's system also extends the amount of hours electric lights can be turned off, up to 9-1/2 hours per day, maximizing energy savings. Aesthetically appealing in open environments, the super-insulated light shaft requires no attic support walls and is available in custom lengths. DayStar's complete system includes: dome, light shaft, insulated steel or aluminum roof curb to match your roof pitch and rib design, and ceiling lens. All units are powder coated to match your roof color.



WINDOWS

1. PLYCO CORPORATION / CIRCLE 105

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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product profile

BY RURAL BUILDER STAFF



2. MWI COMPONENTS / CIRCLE 107

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 ½-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 the 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.

3. ONDULINE NORTH AMERICAN INC. / CIRCLE 108

Poly-Lite skylight/sidelight panels from Onduline bring natural light into buildings. The Poly-Lite comes in 9- and 12-inch profiles, 38 inches wide, in smoke, clear or white. Tuftex PVC ag-liner panels, for lining the walls and ceilings of agricultural structures, comes in corrugated 9-inch profiles, 38 inches wide, in black or white.



4. CANNONBALL:HNP / CIRCLE 109

CannonBall is announcing the availability of premium Impervia fiberglass windows from Pella Corporation. Created with Duracast pultruded fiberglass composite construction, the Impervia provides a robustness stronger than aluminum while maintaining the thermal properties of vinyl designs. Durable powder-coat finishes last inside and out for years with little care – and options like Energy Star and foam-insulated frames increase energy efficiency. Speak to your CannonBall sales representative about available colors and sizes.



5. A.J. MANUFACTURING INC. / CIRCLE 110

A.J. Manufacturing offers a complete line of durable high quality aluminum, Harmony vinyl and Main Street vinyl windows. Options include standard and custom colors, horizontal sliding, fixed lite, casement, single hung, double hung, architectural shapes, grids and low-E glass. White, brown, bronze, champagne, clay or custom-colored windows and trim will enhance the appearance of your next building.

6. BAY INSULATION SYSTEMS / CIRCLE 111

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Learn about the products you use to help differentiate yourself from competitors. Photo courtesy Getty Images

CENTRAL STATES MANUFACTURING

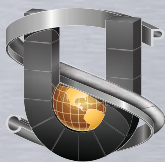
Every marketing professional will tell you that you should not sell on price, you should sell on quality: the quality of your work and the quality of the products you use. If your building is going to cost more than your competitor's, why should anyone buy from you? What about the products you use—what makes them worth paying more?

Adam Haynes, marketing manager for Central States Manufacturing, and his assistant advertising specialist, Jim Dotson, would love it if you asked them to help you provide the answers. In fact, two years ago they decided to create an entire marketing package, the Marketing Playbook, that lays out all the typical questions and answers needed. They even went a step further and designed it in a flexible, easy-to-follow format that prevents your eyes from glazing over from information-overload.

“Whenever you sit down in front of a homeowner and they’ve already looked at another contractor who may have a lower price but a lower quality product, we really want contractors to have a conversation with them and talk them through the value,” said Dotson.

Unfortunately, too many times not much is shared beyond a color chart, and Central States is trying to change that.

“We know that a lot of our customers (distributors) and a lot of their customers (contractors) are very good at what they do, but they aren’t necessarily experts at marketing, so we decided we would use our expertise



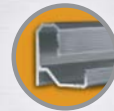
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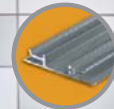
STP-M-CHANNEL



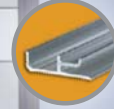
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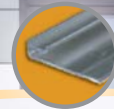
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in focus

BY SHARON THATCHER

to kind of fill in the gaps where they could get more customers and please those customers better. That was the idea behind the Marketing Playbook,” said Haynes.

The Playbook, introduced in 2016, helps to connect the dots between distributor, contractor and end user. Both Haynes and Dotson believe that most marketing attempts fail because one piece of literature is expected to communicate everything, but most times the purpose is not clearly defined. The Playbook has everything, but is labeled D (Distributors), C (Contractors) and E (End Users) in a step-by-step fashion so distributors and contractors can access the right information at the right step in the selling process.


During its creation Haynes said, “We were hoping that contractors would use [the materials] intentionally at different parts of the sales cycle, instead of walking into a guy’s place with a stack of materials, setting it on a desk and saying: here’s some literature, let me know if you have any questions.”

Is it working? Haynes and Dotson admit they’re not quite sure because they are one step removed from the process: they deal with their distributors and do as much as they can to make sure the distributor gets the information in the hands of the contractor.

Curious, Haynes and Dotson held a focus session with a group of small contractors in the Southeast to see how Central States marketing materials were being used. “In the Southeast



Central States Manufacturing has redesigned its marketing materials to make it easy for distributors and contractors to use and share with potential customers. Central States Manufacturing photo



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there's a ton of small roll formers and installer-sold-direct businesses, so we wanted to go downstream to get to our customers' customer. One of the things that surprised us is that the installers used our marketing materials to add legitimacy to their businesses," Haynes said. "They felt that going [into a sales call] with nice-looking materials told the homeowner: this is a legitimate contractor and he will do a good job."

Having the materials, however, and knowing when and how to use them is part of the battle Central States is hoping contractors will help them win. Concluded Dotson: "Everyone wants to go from 8 percent close to 15 percent close. It's not only done by working harder, it's also done by saying the right words at the right time."

DRIPSTOP

Chris Davis at DripStop (Fisc USA), believes that getting to the builder with more selling tools is helpful for all concerned. "To stay on top of things is tough for builders because their main job is to be out and away on a job site. Keeping up with what's new can be difficult," he said.

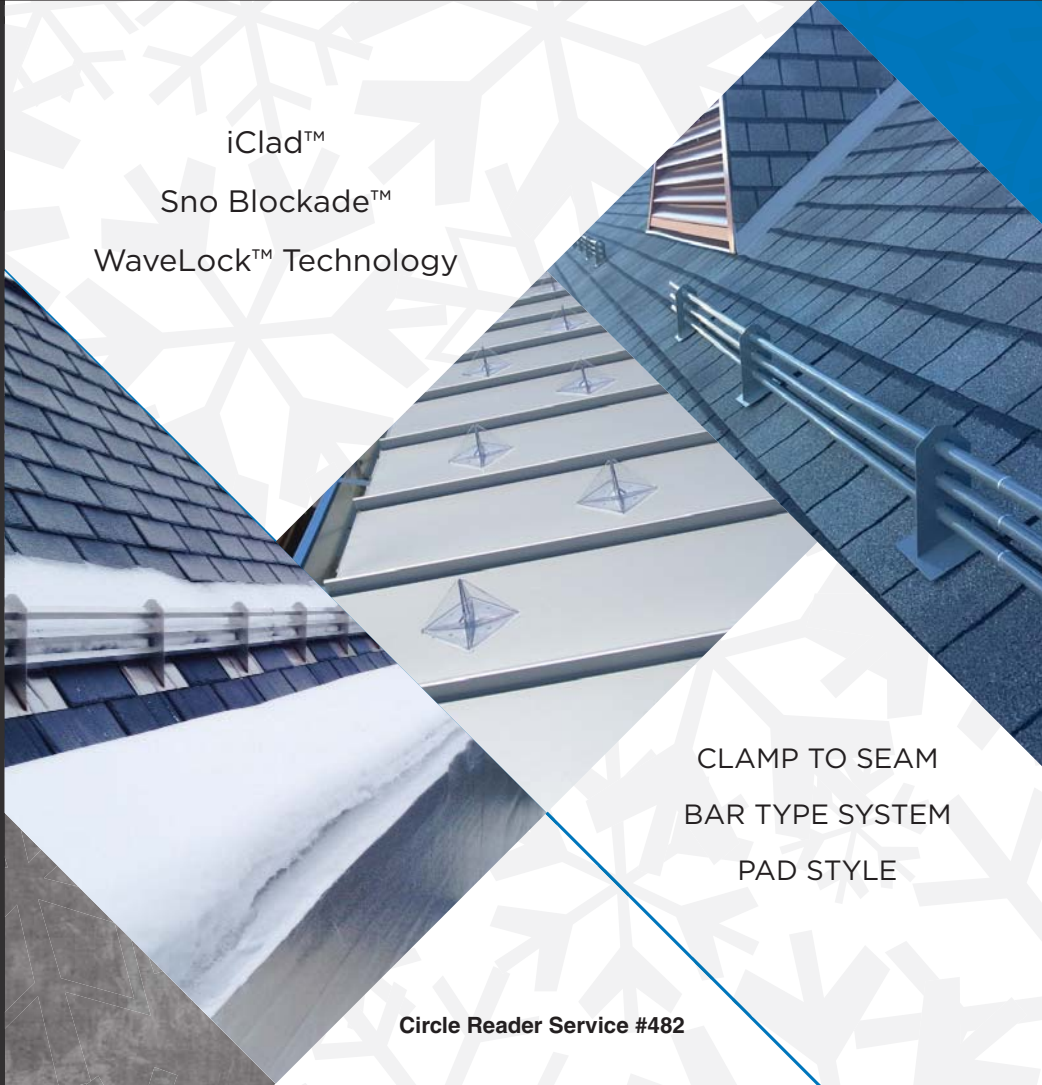
It doesn't help that DripStop solves a complicated issue that

many people don't understand.

"People don't really understand moisture, even with DripStop people don't understand why it works. I would say natural ventilation is one of the least understood yet crucial parts of the building process. We all assume it's going to work, but there's a myriad of factors that affect it. [Moisture control is] often neglected or handled incorrectly."

DripStop is a different way of handling condensation in metal buildings, and Davis has discovered that contractors will advocate for the product to their building customers if they understand it. His challenge is to help as many contractors understand it as possible. "For me, the best way is to get in front of builders and explain it to them, then they get it. And builders who try it once, generally go back to it again and again."

It's a niche market, best suited for unheated buildings in areas of the country prone to humidity fluctuations throughout the year. "If the builders understand what's in for them and the advantages to their customers, they'll generally buy it," Davis said, but "our product requires a little bit of information to know where the benefits are. The biggest use is ag buildings, livestock confinement, equipment storage buildings and self storage, places where you don't want it to rain on the inside."



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BY SHARON THATCHER

DripStop provides product literature through all its distributors. One piece is focused on the builder and a second one on the end user. While DripStop doesn't have a large marketing budget they are focused on getting their message across

to builders who in turn will help recruit the end user.

If you build in an area where moisture is a problem, Davis believes a condensation control product can be made into a selling advantage. "There's a lot of build-

ers who are fighting against low costs from other builders and as such they have to find a way to stand out. If they are just competing on price, even if they win they may lose. Builders who are up-to-date on what is new and different can differentiate themselves."



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CANNONBALL:HNP

At CannonBall:HNP, they are in the final stages of developing a new sliding door estimator that will help builders market CannonBall products to clients.

"As it stands, there are a great many details gathered by builders when defining the kind of sliding door they want to create for their project buildings," said Keith J. Thompson, director of product development. "The choices go beyond just height, width and weight; our customers have design preferences for their track, bracket and latching varieties."

The end user also will often request add-ons like specific hardware finishes, guide systems, stops and weather seals. "Making all those choices can be complicated," Thompson said. "Not having a level of product knowledge and expertise can lead to incorrect purchases that add cost and time to the project. Beyond this, simply going through the effort of finding all those part numbers in a price book, pulling together all the associated costs and creating an organized quote can become a lot of non-valued added work.

"CannonBall's sliding door estimator provides all those necessary project and product questions up front—and updates available options based on previous choices made," Thompson said. "It guides the user through what components are available, allows him to make or omit choices depending on his project and provides a full quote list of part numbers, descriptions, lengths, recommended quantities, piece prices and list prices. Whether you're an experience estimator or a first time user, you walk away with a full manifest list of components, amounts and list prices for the project at hand."

CannonBall expects the sliding door estimator to be available online this spring at cnbnhp.com. **RB**

Circle Reader Service #429

Marketing Advantages of Building Dealer Networks

IF YOU ARE A CONTRACTOR who would prefer to hire someone for your marketing, you might be best served by becoming an independent building dealer. Companies like Wick Buildings and Lester Building Systems have extensive tools designed just for you, and they provide ample opportunities for their partners (dealers/builders) to become well versed in what is available.

Even if you aren't one of their partners, however, you can probably learn a thing or two from discovering what they find important.

"Frankly, most of our dealers do not have time to market their business," said Stephanie Beste, brand manager for Lester Building Systems. "They're busy from sun up to sundown. We provide value because we can do a lot of marketing for them through our national advertising and our online presence. We also provide personalized marketing consulting free of charge to them. We help them focus on what will bring them the best bang for their buck."

This same kind of assistance is available at Wick Buildings, where Labecca Schott, marketing associate, noted: "A lot of the new builders coming on know that they need [marketing assistance], they need direction, and they look for assistance."

Wick Buildings and Lester Building Systems conduct training sessions several times a year and part of that training includes marketing. "New dealers try to attend the first training session after they have signed up to become a dealer," said Beste. "The training is four days long and they learn our pricing software, about our products, how we do business, and about our marketing programs."

Each dealer/builder also has an area manager assigned to them who can help with the marketing process.

The services available by dealer/builder networks like Wick Buildings and Lester

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Circle Reader Service #511

BY SHARON THATCHER

Building Systems run the gamut. If you plan to set up at a trade show, they can provide display boards, banner stands, literature and samples. There may or may not be costs attached, but if so, they are typically at-cost or discounted.

For newspaper or magazine advertising, the companies provide templates where you simply add your contact information, or they can assist with more personalized design.

Today, marketing is more complex with the addition of online options. Websites in

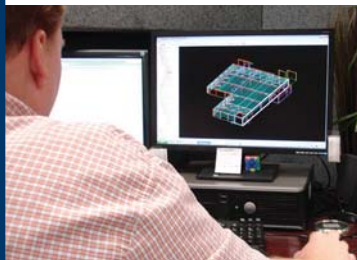
particular are considered a must-have and operating under the umbrella of a larger company can help lift some of the burden by integrating their larger message with your local message. "This is likely the most valuable tool for our dealers because they don't have the time, resources or knowledge to keep a website up to date. Our website is where we educate the consumer before they are ready to speak to a local dealer," said Beste.

Wick Buildings works with a professional web hosting service and offers its builders six templated websites that can be customized. These sites then link back to the Wick website which offers visitors special planning tools that would otherwise be too expensive for most independent builders to maintain.

Recognizing the importance of social media, Wick Buildings has made a concerted effort to include it in its marketing efforts. "We've put a lot of time and effort into social media the past two years," Schott noted.

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“We’ve been doing a lot of research and trying to help and educate our builders not to just marketing but the content you put out on social media and getting their value and investment out of it.”

In one particular case, a Wick builder posted project photos on Facebook that have been seen so far by 2.5 million Facebook members.

Just having someone guide you towards the right practice is helpful. Lester Building Systems and Wick Buildings encourages its dealers/builders to post construction photos on their social media sites. “Customers love seeing construction photos so that they know what to expect, and of course they love seeing the finished product! Customers dream about their building for years before they build,” said Beste. “Customers want to do business with people they know, like and trust. Social media is a way for customers to get to know us before they buy.”

You can also advertise on social media sites like Facebook, but Schott is quick to point out that it has to be done with special care. “You can spend a lot of dollars on Facebook, but where is the threshold, where do you get the engagement?” Schott and Bret Buelo, marketing manager at Wick Buildings, have researched the options vigorously for their builders. “We have switched our strategy to posting quality content, and we’ve seen an increase in overall reach with our Facebook page,” Schott said. “That information is always shared with our builders.”

CO-OP ADVERTISING

One unique opportunity available at Wick Buildings is something called co-op advertising. It allows builders to share some of the actual cost of advertising.

“When a builder first comes onboard, they get a set dollar amount of co-op dollars. If they use their co-op dollars within the first six months, we will give them an additional co-op dollar allowance and extend that co-op builder discount for another six months,” Schott explained.

After their first year’s set dollar allotment, builders are given an amount based on their annual sales. “So our builders who have a million dollars a year in sales get more co-op dollars than someone who has \$200,000 in sales,” Schott said.

Co-op dollars can be used with any type of marketing or advertising: newspapers, magazines, Yellow Pages, radio ads, shows and fairs, even online advertising. Said Schott: “Our hope behind that is our builders will see the value of marketing and advertising.” **RB**

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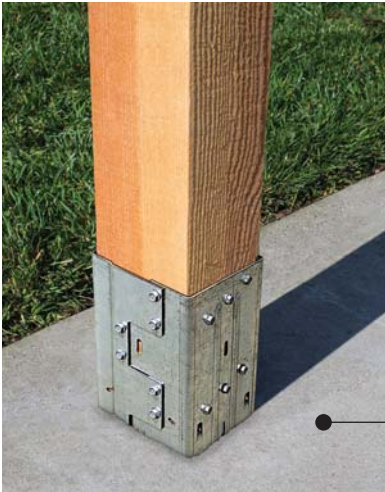
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Circle Reader Service #425



MOMENT RESISTANCE FOR WOODEN COLUMNS

The new patent-pending MPBZ moment post base by Simpson Strong-Tie is the first product of its kind to provide moment resistance for wooden columns or posts. This innovation reduces the need for knee bracing, providing designers and contractors greater design possibilities for outdoor structures. It is ideal for freestanding structures such as carports, fences and decks. It features an innovative, overlapping sleeve design, which encapsulates the post, keeping it from rotating around its base when lateral loads are applied from above.

The MPBZ's ability to withstand lateral loads greatly reduces or eliminates the need for diagonal knee bracing to provide more versatility in creating open-air structures with unobstructed views. The product is engineered and tested to save specifiers and contractors time and expense involved in designing, calculating, and ordering custom-fabricated parts. It is available off-the-shelf and has had extensive testing, so all the load information needed by designers is easily available. **For more information circle 135.**



PROFESSIONAL-GRADE BATTERY TECHNOLOGY

Bosch has answered the need for stronger and longer-lasting battery performance in high-load applications. The Bosch CORE18V Battery delivers up to 20 percent longer runtime than previous-generation Bosch 6.0 Ah batteries and up to 50 percent longer than 5.0 Ah cells in extreme applications. In addition, it's the most compact and light-weight high-power battery available.

The battery housing of Bosch CORE18V is designed to transfer more heat to the outer surface, resulting in up to 35 percent better cooling effect than previous CoolPack batteries. The updated CoolPack technology employed provides up to 135 percent longer battery life than batteries without CoolPack technology. Combined with reduced resistance and higher efficiency means that the battery is less likely to overheat during high-load applications.

Bosch CORE18V batteries provide 100 percent compatibility with all 18-volt Bosch Lithium-ion tools and chargers. Bosch is developing high-power tools to take full advantage of CORE battery technology. **For more information circle 136.**



COMPACT RECIPROCATING SAW

DEWALT's new 20V MAX XR Compact Reciprocating Saw (DCS367) features extreme runtime with an efficient brushless motor and is made in the USA. At only 14.5-inches in length, the saw's compact design allows it to fit in between 16-inch on-center studs and in other tight spaces. Additionally, it features a keyless 4-position blade clamp, ideal for flush cutting.

Although the saw is compact in size, it has the power to get the job done, achieving up to 2.5 times more runtime. This allows for long use in applications ranging from plumbing to demo work in residential and commercial construction. This saw features a variable speed trigger allowing the user to instantly control speed and a bright LED light helps to illuminate job site areas. **For more information circle 137.**



JOINT & TERMINATION SEALANT

New JTS 1 joint and termination sealant from Mule-Hide Products Co. allows contractors to quickly and easily seal large joints and roof termination bars—including those submerged under water—with no sagging or shrinking and minimal odor.

The 100 percent solids moisture-cure urethane sealant delivers excellent adhesion to EPDM and PVC membranes, concrete, masonry, wood, vinyl and other common building materials. Primer is required when using it on TPO membranes. It has a tack-free time of just 30 minutes.

The solids content of JTS 1 eliminates shrinking and sagging, therefore providing watertight closure of joints up to 2 inches wide and 1 inch deep. And when applied to vertical surfaces, the bead stays in place, rather than oozing down the joint. JTS 1 is available in eight colors.

For more information circle 138.

03/

MARCH

15-16, North/East Roofing Contractors Association (NERCA), Atlantic City, New Jersey, nerca.org

28-30, Mass Timber Conference, Portland, Oregon, masstimberconference.com

04/

APRIL

10-12, Introduction to Structural Design of Wood Buildings per the 2015 NDS, Virginia Tech University, Blacksburg, cpe.vt.edu/sdwnds/index

7-29 American Institute of Architects (AIA) Convention, Orlando, Florida, aia.org

05/

MAY

18-20, 48th Annual MBCEA Conference, New Orleans, mbcea.org

06/

JUNE

11-13, Western States Roofing Contractors Association (WSRCA) Expo, Las Vegas, wsrca.com

22-24, Florida Roofing and Sheet Metal Association Convention and Expo (FRSA), Orlando, floridarroof.com

10/

OCTOBER

18-20, METALCON, Las Vegas, metalcon.com



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Surviving an Audit

Rules to live by if the IRS comes knocking

ACCORDING TO THE CHAIRMAN of the House Small Business Committee, Steve Chabot, R-Ohio, the IRS audits the tax returns of far more small businesses than corporations. “Our current system is working against these small businesses, when it should be working for them,” Chabot said.

The IRS agrees, stating the highest number of audits for 2014 of individual tax returns with business income was in the lowest range of business returns, i.e. \$200,000 to \$400,000, amounting to 50 percent of all audits of upper-income individual returns. In other words, small proprietorships are in the audit cross hairs with the odds of a Schedule C business being audited nearly twice as great as a small incorporated business being audited.

Although the best time to prepare for a potential IRS examination is when the tax returns are prepared, there is some maneuvering room that may help reduce the odds of a rural building business—or its owners—being targeted for an audit.

Depending on what the examiner finds, more tax may be owed or the operation may be in the clear. Just because a tax return is selected for audit does not always suggest that an error has been made.

The steps that any building business owner or self-employed professional can take to avoid an IRS audit include:

- Hiring a professional. It’s easy for anyone to make mistakes if they try to prepare the tax returns themselves.
- Be honest. While some find it tempting to fib about income or expenses, it could come back to bite them.
- Review the numbers. Obviously, entering the numbers incorrectly will throw everything off. Thus, even with professionally prepared returns the numbers should always be reviewed.
- Watch the deductibles. Taking deductions can be tempting, especially for those who own their own business or are self-employed. If not done correctly, honestly, or if they are not legitimate they can be a huge red flag that leads to an audit.
- File electronically. When tax returns are filed electronically the risk of errors is greatly reduced. It helps to streamline the process and ensure that the information provided is recorded without any changes.

The Taxpayers Bill of Rights, part of the IRS Restructuring and Reform Act of 1998, requires the IRS to provide a written statement detailing the taxpayer’s rights and the IRS’s obligations during the audit, appeals, refund and collection processes.

Among the more important rights given any building business—or its owner—whose returns are targeted for an audit, is whether to be represented by a tax professional, or whether to attempt to answer the IRS’s questions alone. Another important consideration for everyone in business being audited is where to hold that meeting. Should the meeting be in the accountant’s office where all of the working documents are easily accessible? Should it be at the builder or contractor’s place of business, the place where all the records are kept, to demonstrate to the IRS auditor that there is nothing to hide and that the building operation is a legitimate one? Or, should the builder or contractor and/or the operation’s representative trudge down to the IRS office armed only with the specific documents and information requested by the IRS auditor? There is no one right answer.

Be aware that the IRS’s training manuals tell auditors not only what they should look for but also provides information about the results of audits of similar businesses within the same field. In other words, if the building business is audited, the IRS will likely investigate issues such as:

- Failing to file and pay taxes on time
- Forgetting about estimated tax payments
- Keeping poor records

And, other potential trouble spots such as:

- Are auto expenses claimed for the owner’s only car? Personal use of a business-deducted vehicle is so common that auditors expect to find it. If the car is operated for both business and pleasure and a high percentage of that use is claimed for business usage, good records (preferably a mileage log) are a necessity.
- Were all of the building operation’s receipts or sales reported? Failure to report significant business income—\$10,000 or more—means you should strongly consider hiring a tax pro to handle the audit.
- If the auditor finds evidence of large amounts of unreported income and it looks intentional, the IRS’s criminal investigation team may be called in. However, if there is any kind of halfway plausible explanation (“Someone must have forgotten to record



Mark Battersby has 40 years experience in small business issues, tax and financial matters. Contact him at 610-789-2480 or MCBatt12@Earthlink.net.

Best policy

Honesty and clarity go a long way toward preventing, dealing with and surviving an IRS audit.

September's sales"), jail will not be a worry. The auditor will probably just assess the additional tax that should have been paid in the first place, plus interest and a 20 percent penalty.

- Are payroll tax returns being filed and tax payments made for the operation's employees? Employment taxes are a routine part of every audit of small enterprises.

And last but not least, if the building operation uses "independent contractors," are they really employees? The IRS routinely conducts audits of businesses that hire independent contractors, because of the tax savings possible by calling workers "independent contractors" rather than the "employees" they should be labeled as. Similarly, a builder or contractor may find him- or herself re-labeled as an employee.

Any builder or contractor agreeing with the audit findings will be asked to sign the examination report or a similar form depending upon the type of audit conducted. If the findings are not agreeable, there are several avenues to appeal.

Among the appeal steps is the IRS's "Fast Track Settlement" (FTS) program that offers Small Business and Self-Employed taxpayers an opportunity to resolve tax disputes early in the examination process. Once an application is accepted, the IRS's goal is resolution within 60 days.

With FTS, a trained mediator attempts to reach agreement

between the IRS auditor and the taxpayer. The builder or contractor being audited retains full control over every decision made during the FTS process. In addition to using mediation to facilitate a settlement, the Appeals mediator has the authority to propose other settlement offers. Either party may agree to or deny the Appeals mediator's settlement proposal.

Surprisingly, from the initial screening for accuracy that each return receives until the final appeal has been exhausted, mistakes in the favor of the taxpayer are discovered about 25 percent of the time. The IRS is usually quite sympathetic to honest mistakes and willing to discuss underpayments of taxes that may result from the many so-called "gray" areas of our tax rules. They'll frequently negotiate the amount of tax due but, they don't like fraud.

Generally, all income taxes must be assessed within three years after the original return is filed. Unfortunately, tax may be assessed—or a court proceeding to collect tax may be commenced—at anytime if (1) the return is fake or fraudulent, (2) there is a willful attempt to evade tax or (3) no return is filed.

Honesty and clarity go a long way toward preventing, dealing with and surviving an IRS audit. Naturally, every builder and contractor should have a strategy for avoiding audits as well as for dealing with an IRS auditor. A fallback position should also be in place in case those strategies fail. **RB**



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people in the news

BY RURAL BUILDER STAFF



IVERSON

JAMES IVERSON HAS JOINED A.J. MANUFACTURING, INC.'S POST FRAME DIVISION. Iverson will be responsible for the continued growth of the division in the Eastern U.S. In this role he will travel extensively with the company's sales representatives, working closely with current and potential customers to improve their understanding of AJ products and services and to share ideas that can improve installation, performance and installed cost of doors and windows. He comes to AJ with more than 20 years of experience in the door and window industry, having worked for Anderson Corp., Weather Shield, and most recently Ply Gem.



PECK

CUSTOM ROLLFORMING CORPORATION, a member of The Bradbury Group of companies based in Moundridge, Kansas, has hired **Collin Peck** as its national accounts

manager. Peck will market and oversee the sales of CRC's custom roll-forming services. He brings more than nine years of experience in the metals distribution and manufacturing industry.



DOGRUYOL

CANER DOGRUYOL has been hired as a Business Development Manager for The Bradbury Group. Dogruyol, based in Kuopio, Finland, will market Bradbury's roll-forming and insulated panel equipment in the Nordic region, Eastern Europe, Middle East and Northern Africa. He has 16 years of experience as a sales manager and a project manager and has multiple language skills.

DAN KNIGHT HAS JOINED AXALTA COATING SYSTEMS in their industrial coatings segment as the vice president and general manager for Dura Coat Products.

Axalta purchased a majority stake in Dura Coat last summer and will acquire the remaining outstanding shares by January 2019, subject to regulatory approvals and other customary closing conditions. Well-known Dura Coat brands include Durapon, Ceramel and the XT series of specialty coatings.

Knight comes to Axalta with 25 years of experience in sales, marketing and R&D management in the coil and extrusion coatings markets. He will work directly with Dr. Myung K. Hong, president of Dura Coat Products, to continue to integrate the Dura Coat business into Axalta while working to expand the business both in North America and globally.



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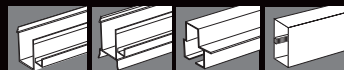
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project of the month

BY SHARON THATCHER



A wing-roofed hangar manufactured by Sukup Steel Buildings. Photo courtesy of Sukup

A Wing-Roofed Hangar Takes Off

AN INNOVATIVE WINGED ROOF that has taken off at airports is helping propel rapid growth by a relative newcomer to the steel buildings manufacturing industry, Sukup Steel Buildings.

The Sukup Winged Roof featured on the new Ames (Iowa) Municipal Airport hangar uses two barrel-vault sections, each sheltering half the area of the building. The offset wings “meet” over the center of the structure, connected by specially-designed trapezoidal supports. Between the supports there are large areas for windows. The 4-foot-tall “step rafters” enable a sturdy clerestory connection of the roof sections and provide lots of space for windows.

The winged roof design was first developed for use on an airport hangar at the Mason City (Iowa) Municipal Airport. It was the brainchild of Sukup Manufacturing Co. Chief Financial Officer Steve Sukup and his wife, Vicki.

PROJECT DETAILS:


AMES, IOWA, MUNICIPAL AIRPORT HANGAR

- **Building system:** Sukup Steel Buildings, Sheffield, Iowa
- **Builder:** Story Construction, Ames, Iowa
- **Size:** 11,400-square-foot hangar, 120 feet wide by 95 feet long
- **Wall Panels:** 26-gauge polar white-painted MSP panels. Bright red wainscot with a yellow accent band were used to match colors of Iowa State University, which is a primary client of the hangar.
- **Roof Panels:** 24-gauge Galvalume panels. Roof panels were rolled and radiused on-site using a portable standing-seam roof panel shaping machine. It saved time and money for the builder and ensured a more accurate fit.
- **Uses:** Besides planes used by visitors to the research park, the hangar will shelter aircraft of sports teams playing against the ISU Cyclones, and those used by entertainers and local business travelers.
- **Funding partners:** Story County, the City of Ames, the Ames Economic Development Commission, ISU, and private businesses

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NEWS

SPECIAL FEATURES

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project of the month

BY SHARON THATCHER

“The wings idea just seemed a natural for use on an airplane hangar,” Steve Sukup said, crediting Vicki with having an eye for great design.

The recent hangar projects, among others, help showcase the commercial building design capabilities of Sukup Steel Buildings, which started off mainly as a manufacturer of farm storage buildings. Both in 2015 and 2016, the number of commercial buildings surpassed the number of ag buildings.

“We have a rapidly-expanding and talented staff who can design buildings to meet most any need,” said Jeremy Woodland, department manager.

Also, the company has some of the newest and most sophisticated metal fabricating equipment available, said sales and service rep Jim Shipley, a 25-year veteran of the metal buildings industry. A PHI

An exterior view of the roofline offset.
Photo courtesy of Sukup



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Specially-designed trapezoidal supports anchor the offset.
Photo courtesy of Sukup

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project of the month

BY SHARON THATCHER

submerged arc pull-through welder can run widths ranging from 8- to 72-inches with flanges ranging from 5- to 16-inches. There are Peddinghaus saws for cutting and drilling plate and angle steel, and two Peddinghaus beam lines for sawing and drilling beams. The newer of the two can also cut slots, drill threads and scribe part numbers into beams.

The ASC purlin mill can produce C- and Z-shaped purlins and girts from 4- to 16-inches wide and switch profiles in just minutes, Shipley said, and the Jorns Eco-TwinMatic is the newest and most technologically-advanced trim folder in the industry.

The Sukup Winged Roof has proven to be an attractive option in a wide variety of industries, said Bill Mossie, the Sukup Steel Buildings engineer who designed supports for the Winged Roof. Besides airplane hangars, the Sukup Winged Roof was used on a Hamilton, Michigan, office/warehouse for an agricultural equipment dealer, on a fairgrounds building in Wisconsin, and has drawn interest from others seeking an eye-catching form.

Form meets function with the Winged Roof design, providing more natural lighting than available on traditional roofing.

The new hangar is one of two physical components of an Ames airport modernization project. Another will be a new terminal.



Two barrel vault sections meet over the center using a step-rafter connection.
Photo courtesy of Sukup

The design of the building ties into that of a building in the university's nearby research park, which is a destination for many of the airport users, Culhane said.

Since there are currently no de-icing capabilities at the airport, having a heated hangar will help keep winter departures on schedule, said Sukup's Nadine Wreghitt, who coordinated manufacturing of the building materials. **RB**

For more information on Sukup circle 150.

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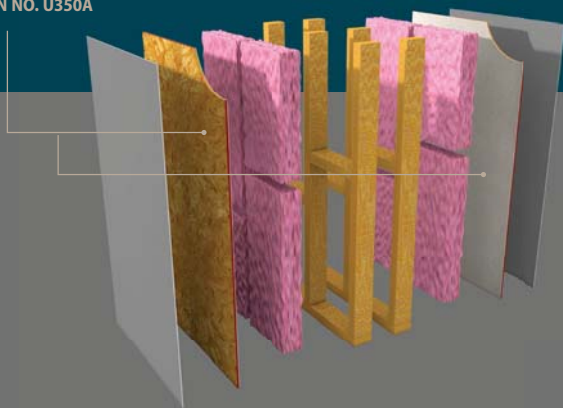
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