

INSIDE: AFFORDABLE WAYS TO ATTRACT WORKERS!

July 2017

Rural Builder®

The Business Management Magazine for Rural Contractors

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+
**CONTROL
YOUR
GROWTH**
USE CAUTION
BEFORE
EXPANSION

**LUMBER
TARIFF**
AND HOW IT
IMPACTS POST
FRAME

35TH ANNUAL

**GOLD KEY
AWARDS**



54 Companies
Make Favorite
Suppliers List **P.19**

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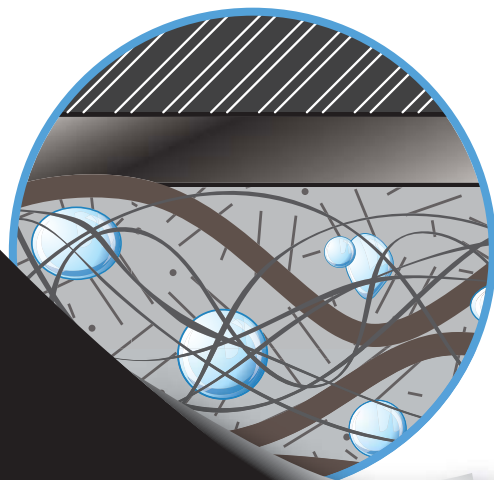


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[ON THE COVER] Photo provided by Gold Key winner Rigidply Rafters (page 76). Cover design by Nicole MacMartin.

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Back and Forward

In school, studying history wasn't something that I particularly enjoyed, but today I find looking back an interesting exercise in comparison. Older builders can certainly relate to this because of all the changes made in building designs, building materials and tools, safety requirements, codes ... the list goes on and on.

Because this is our annual Gold Key issue I decided to take a look back at the very first Gold Key issue published 35 years ago in 1983. There were 27 rural construction suppliers honored that year. An amazing number are still in business despite many ups and downs in business conditions, though in some instances with new names or new affiliations.

Thirty-five years ago, our publication was heavily tied to farm buildings and the farm economy, reflected by some of the companies on the first list. As builders expanded their horizons, so did their association with companies that filled the product niches of their expanding world of construction.

For the historical record, here are the names of the first 27 *Rural Builder* Gold Key of Excellence winners:

Acorn Equipment Corporation, Agri-Aide Ventilation Co., Inc., Alumax Building Products, Cannon Ball Building Hardware, The Celotex Corporation.

Chore-Time Equipment, Clopay Corporation, Construction Fasteners Inc., Deniston Company, Dickson Weatherproof Nail Company, Dyrotech Industries.

Energy Panel Structures, Fabral-Alcan Building Products, Georgia-Pacific Corporation, Grain Systems Inc., HNP Industries, Klauer Manufacturing Company.

Lumbermate, Maze Nails/Div. W.H. Maze Company, McElroy Metal Mill, National Manufacturing Company, National Steel Corporation/Granite City.

Plyco Corporation, Starline Products Inc., Sudenga Inc., United Steel Products Inc., and Wick Buildings.

It's fun to look at the past, but important to stay focused on the present with an eye on the future. In 2017 we are honoring 54 companies and we hope you will take the time to learn more about them in the pages ahead.

Along the way, check out some interesting articles we've included in this issue on the Canadian softwood lumber tariff, affordable ways to attract workers, tips on growing your company cautiously, several new products, and a project that used textured metal to make a statement. **RB**



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MARKET PULSE

► CONSTRUCTION UNEMPLOYMENT

Construction employment increased by 11,000 jobs in May to the highest level since October 2008. As well, average weekly hours set a series high for May as contractors struggled to find enough workers to meet demand for projects. "Construction firms continued adding new jobs at a faster rate than the broader economy during the past year as demand for their services remains strong," said Ken Simonson, chief economist for the Associated General Contractors of America, who crunched the government numbers. "Even so, they had to keep employees on the job for more hours because they could not find enough qualified people to hire."

Construction employment totaled 6,881,000 in May, a gain of 11,000 from the April total and an increase of 191,000 or 2.9 percent from a year ago. The year-over-year growth rate was almost double the 1.6 percent rise in total nonfarm payroll employment. The sector's unemployment rate in May was 5.3 percent, up slightly from 5.2 percent a year ago but one of the lowest May levels in decades.

The economist further noted that average weekly hours in construction rose to 39.9, the highest May figure since the series began in 2006. Average hourly earnings in the industry climbed to \$28.55, an increase of 2.2 percent from a year earlier. Construction pays nearly 9 percent more per hour than the average nonfarm private sector job in the United States, which pays \$26.22 on average per hour.

Source: Associated General Contractors of America

► NEW HOME SALES

United States: May housing starts (released June 16 by the U.S. Department of Commerce) decreased 5.5 percent. Single-family starts decreased 3.9 percent, while multi-family decreased by 9.7 percent. Total U.S. permits, an indicator of future construction, decreased by 4.9 percent (Seasonably Adjusted Annual Rate):

- Northeast (0.0%)
- Midwest (- 9.2%)
- South (- 8.8%)
- West (+ 1.3%)

Canada: May housing starts (released June 8 by the Canada Mortgage and Housing Corp.) decreased 8.8 percent from April (SAAR). Total urban starts decreased by 10.2 percent; total rural starts increased 9.8 percent.

- Atlantic Provinces (- 14.9%)
- Quebec (- 24.6%)
- Ontario (- 28.1%)
- Prairie Provinces (+ 21.1%)
- British Columbia (+ 5.5%)

Source: Summary provided by SBCA

IMPORTANT WARNING FROM METAL PLUS, LLC!



There are Anchor Point companies that have added a make shift upper arm to accommodate a plank in an attempt to imitate Metal Plus Product Line Of standing Seam Metal Roofing Brackets. The rumor is, these anchor points with their make shift upper arms, are just as good as our Metal Plus Brackets. Wrong!

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Building Your Business With Controlled Growth

Practice Caution Before and During Expansion

JUST AS A TODDLER LEARNS TO walk incrementally by scooting, crawling, falling down, and pulling himself up on a piece of furniture, small businesses experiencing growth need to inch their way towards expansion and increased profits.

“This is where companies tend to hit the wall,” says Michael Collins, managing director of Building Industry Advisors, Chicago. “You need to make sure that the business model is set up so growth turns out to be profitable.”

In 2011, following the horrible economy of 2008-9, Collins says many businesses started experiencing favorable revenue numbers and took that good news as a sign to expand and grow. But doing so without proper planning and expert advice resulted in companies on the brink of failure due to an inability to perform successfully or having inflexible lending relationships.

For example, if a company experiences five percent growth, will that company remain profitable if an additional crew needs to be hired or an expensive piece of equipment needs to be purchased?

Several different issues need to be addressed in order to come out of the experience on top, asserts Collins. Just a few pieces of advice include:

- Take a careful look at your current financial relationships. Make sure those relationships are poised to grow with you. Collins says working with your current lender is easier than starting from scratch with a new one. On the other hand, it might be time to shop around if you're not happy with your lender or if that lender is not prepared to grow with you.

- “Don't surprise your lender.” Collins stresses the importance of detailed, accurate, high quality, transparent financial reports. These

might include monthly statements (preferred to quarterly), audited or reviewed statements, profitability by product line, independent accountants and continuous inventory rather than estimated inventory. During the difficult times after 2008, he says some businesses were reticent to talk with lenders because there were fears of credit lines being pulled, but today transparency is key.

- Make sure you're equipped to take on expanding financial responsibilities by hiring or upgrading employees who are charged with making this happen. “You don't want to expand your financial relationships unless you have repay capabilities,” says Collins. This might mean making a payables clerk a true controller or changing a controller to a CFO. “This will resonate with lenders,” says Collins. “It shows that you are ready to handle the growth, or you may not get the capital you require.”

- Make sure you have a team in place to process the additional business. If the owner has concentrated on sales and business development, it might be time for a sales manager to be hired to help. If someone spends a lot of time on fixing equipment, an operations manager could be needed. “Ask department heads, ‘if we expand, where would the bottleneck be?’ Would it be a particular saw or piece of equipment, or personnel processes?” asks Collins.

- If you do hire a CFO or purchase a big piece of equipment, will you be prepared for leaner times? Soft patches need to be anticipated as they happen in any business, according to Collins.

Collins also recommends becoming more attractive to lenders by strengthening your financial value prior to going to a capital provider. One of the strategies he recommends is doing a thorough examination of your current customer base. “If you're giving your customers 45 or 60 days to pay, you are acting as a small bank for those customers,” he says. He adds that those extra 10 days can make a difference in terms of freeing up money. He says these customers might have been given a break during leaner times and you probably won't lose them over the new terms.

“Tell customers you are trying to get on a more normal footing and are going back to regular 30-day terms,” says Collins.

This is also a good time to look at customers who might not be worth the difficulties you experience with them. Those customers who regularly pay late and might have been given lower prices due to being a legacy customer become more of a liability than an asset. Collins advises cutting them loose as a measure to tighten your customer base. “Even if they pay on time, look at the opportunity cost of working with *them* rather than the *other* guy. You are getting less financial benefit from that one difficult customer.”

He said that many companies putting together a business plan fail to address key aspects important to a capital provider, such as: financial projections, full

“Many companies putting together a business plan fail to address key aspects important to a capital provider...”

historical financials (balance sheet, cash flow statement, accounts payable and receivable aging reports), business overview and history, detailed descriptions of products, descriptions of trends and trends driving demand in the market served, and strategies for growth.

Some common mistakes to avoid when considering an expansion include increasing earnings by cutting employee benefits (see related article on page 8), scaling back customer services, decreasing advertising and marketing or eliminating training and development, says Collins. In reality, he asserts

“Expert advice when contemplating growth is critical and not intuitive. Just because you have done well does not mean you’ll be able to profitably capitalize on that growth...”

that maximizing your company’s value and strengthening its position may involve doing just the opposite: increasing the sales force through an ongoing recruitment program as well as developing programs that aid in employee retention.

Expert advice when contemplating growth is critical and not intuitive, says Collins. Just because you have done well does not mean you’ll be able to profitably capitalize on that growth, and finding that delicate balance is challenging. Fortunately, the strength of the current market provides an additional safety net. **RB**

Michael Collins began his career at A. G. Edwards & Sons in 1994 and in 1995 became an investment advisor at what was Dean Witter Reynolds. Several years after that company’s merger with Morgan Stanley, he joined the high net worth client division of Morgan Stanley. He co-found-

ed Building Industry Advisors in 2012 and currently leads his firm’s efforts in mergers and acquisition advisory and raising capital for building products companies.

He focuses on the building materials distribution and window and door segments, areas in which he has conducted

extensive research. This includes publishing the “Foreign Competition Report” for the U.S. Building Products Industry, speaking at numerous industry meetings, and writing monthly articles for Door & Window Market magazine, ProSales magazine and other publications.

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Affordable Ways to Attract Workers

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HOW CAN ANY RURAL BUILDING business hope to compete for the dwindling number of skilled workers available in today's marketplace? Most importantly, how can any building operation keep the workers that are so essential to its success and afford to compete for new workers to help it grow?

Surprisingly, survey after survey shows that it is not money alone that attracts new workers and keeps existing employees on the job. It is the benefits. The value of many fringe benefits can be excluded from an employee's income. And, so long as our tax laws are followed closely, every smart builder can afford to offer fringe benefits.

Although perks or benefits play an important role in the lives of employees as well as their families no employer should ignore cash. Determining the appropriate level of cash compensation needed to attract and retain workers means employers should get a sense of what their competition is doing to bring in high-quality employees.

Keep in mind that people like being paid—and not just cash salaries but also those all-important “bonuses.” Bonuses are a great way to reward the kind of performance an employer is looking for. If the building operation establishes objectives that people will be rewarded for reaching or achieving, that's exactly what they will do.

Obviously, cash compensation including bonuses is really important. However, unlike many fringe benefits, bonuses and awards must be included in an employee's taxable income.

Should the bonus or award be in the form of goods or services, employees must include the fair market value in their income. The same applies to holiday gifts. Employees who receive turkeys, hams or other similar items of nominal value from their employers at Christmas or other holidays may exclude the value of the gift from their income.

Fortunately, while so-called “fringe benefits” are a form of pay other than money, many are specifically excluded from the worker's taxable income. Many builders have discovered that benefits (things that if the employee purchased for themselves would be considered personal or family expenses), are well-proven motivators.

Fringe benefits are rewards given to employees for their service and play a crucial role in employee retention and recruiting. These benefits can include paid life insurance, dependent care assistance and group insurance among other perks. And now,

thanks to our unique tax laws, every smart builder and contractor can not only afford to offer fringe benefits to their workers, they may even be able to benefit themselves.

Among the benefits or “perks” most often chosen by employees, only one—education or personal development—actually costs the employer. Training and education are vitally important for every builder and contractor in order to ensure the success and continued profitability of the building operation. Remember, however, the cost of providing many employee benefits is often tax deductible.

Those training and educational expenses, whether paid for by the builder/employer, by a supplier or equipment distributor, subsidized or sponsored by an industry group or association can be considered fringe benefits because they are, for the most part, tax-free to the recipient.

When education is offered as a fringe benefit by an employer, the payments received by an employee for tuition, fees, books, supplies, etc., under the employer's educational assistance program may be excluded from the employee's income up to \$5,250 per year.

No matter which specific benefits employees may be clamoring for, or which benefits the competition is offering, every employer needs to assess how those benefits will impact their building business. If popular benefits such as generous time-off policies or health insurance are offered, the operation is going to be able to attract—and keep—more and better employees. But will those benefits be worth their cost?

While each employee has different needs, the recent trend has been pointing toward health insurance as the most important and highly-valued benefit for employees. While required for larger employers, health insurance is tax-deductible to the employer and tax-free for the employee. Many builders and contractors, even those not required to provide health insurance, can often purchase it at a lower cost than the employee would ordinarily pay for an individual policy.

Some builders have discovered that, especially if they employ a lot of part timers, health benefits may not be that important because the employee is getting health benefits from another source (from another full-time job, through a spouse's employer, or through a parent's health insurance).

Many builders and contractors may qualify



Mark Battersby has more than 35 years experience in small business issues, tax and financial matters. Contact him at 610-789-2480 or MCBatt12@Earthlink.net.

de minimis benefit

Any property or service that is so small in value that accounting for it is unreasonable or administratively impractical.

for the so-called “Small Employer Tax Credit” to offset the costs of providing health insurance to their employees. Until the controversial Affordable Care Act is repealed and replaced, the tax credit, a direct reduction in the building operation’s tax bill, will reach 50 percent.

So-called “de minimis” benefits may be worth little or nothing in the eyes of our lawmakers, but can go a long way toward making an employee happy—without an accompanying tax bill. Under the rules, employees may exclude from their gross income the value of fringe benefits that qualify as de minimis.

De minimis fringe benefits mean any property or service that is so small in value that accounting for it is unreasonable or administratively impractical. And don’t forget what the tax rules label “qualified transportation fringe benefits.” With only a few exceptions, employees can ignore the value of qualified transportation fringes such as employer-provided

transportation between home and work, a transit pass, qualified parking, or even cash reimbursement of any of the above employee expenses.

Recognizing the effort made by a worker or his or her contribution to the profitability of the business is often included on a list of economical benefits offered by employers. They’re not always inexpensive to the recipient, however.

Unlike many fringe benefits, bonuses and awards must be included in an employee’s taxable income. Should the bonus or award be in the form of goods or services, employees must include the fair market value in their income. The same applies to holiday gifts. Employees who receive turkeys, hams or other similar items of nominal value from their employers at Christmas or other holidays may exclude the value of the gift from their income.

Many small-businesses mistakenly believe they cannot afford to offer ben-

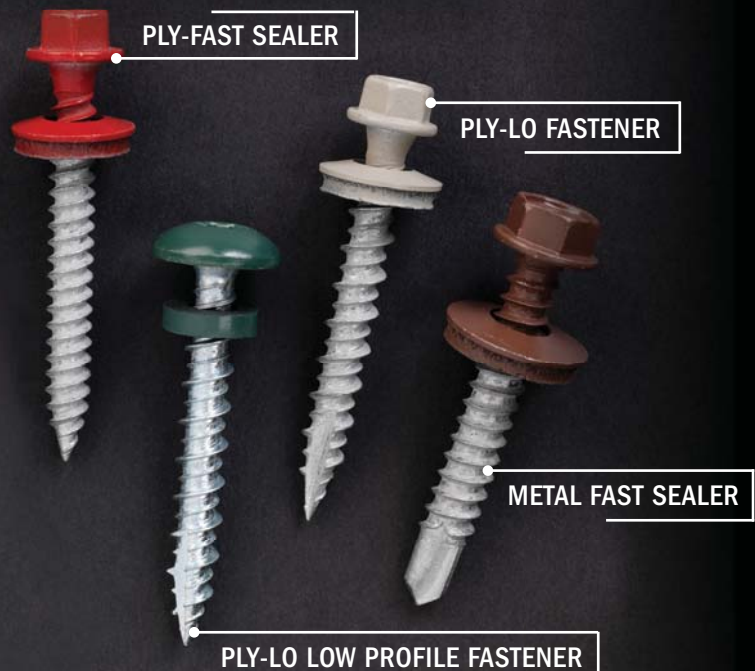
efits. However, while going without benefits may boost the building operation’s bottom line in the short run, a “penny-wise” philosophy could strangle the business’s chances for long-term prosperity.

Unfortunately, complications often arise as soon as a building business begins offering benefits. And don’t think nobody will notice. The IRS can discover in an audit what the building operation is doing that doesn’t comply with regulations. So, too, can the U.S. Department of Labor, which has recently been beefing up its audit activities. Either way, a mistake can be very expensive, resulting in the loss of tax benefits, retroactively, and penalties can also be imposed.

It is ironic that in this day and age of escalating costs and increased competition for good, qualified employees, many of the benefits that most reward both the building business’s employees and its owners, are often the ones which cost the least. **RB**

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Rural Builders Caught in Cross-fire Between Milk and Lumber

SOME RURAL BUILDERS are caught in the crossfire of two disputes between the U.S. and Canada. One deals with milk and the other with softwood lumber. Both issues could impact builders in pricing and in a further lack of farm-building demand.

The two issues collided in April when the normally-friendly neighbors volleyed attacks through actions that is impacting trade between the two nations. On April 24, the U.S. announced that it was imposing a tariff on Canadian softwood lumber imports partly in response to an

action by Canada to cut off U.S. exports of certain dairy products to Canada. The announcement on dairy caused consternation among affected farmers in the Upper Midwest—also facing a declining market for dairy—who feared

► **CONTINUED ON PAGE 12**

Your Feedback About the Lumber Tariff

When the tariff on Canadian lumber tariff was announced on April 24, it was met with wide national news coverage. It quickly quieted, but *Rural Builder* wanted to know what guys in the industry felt: was the tariff a good thing or a bad thing? Was it necessary?

We opened up discussion with a web-based online survey. Although the sampling is too small to create a definitive conclusion, here are the results.

An ongoing trade dispute between the United States and Canada over softwood lumber pricing has resulted in a new tariff (tax) of up to 24% imposed by the Trump administration on Canadian softwood lumber entering the United States. Do you anticipate that this action will impact your business?

Yes: 65.52% **No:** 34.48%

How will it affect your business?

Answers: “[It will] increase raw material costs, reduce margins.”

“Make locals more competitive.”

“Higher prices will make [building] unaffordable for some people”

“Higher prices will slow production.”

“I have to buy a lot now to avoid price increase.”

“Higher lumber prices will drive up our prices and make it harder to sell [building] jobs.”

“Probably not as much on the post-frame side of our business, but on the residential side I feel like it will affect us to a certain degree. The reason for that is because of the increase of

all building material prices in the first quarter, and then you add 20 percent on the framing package. All of a sudden that \$300,000 house you had planned on building becomes \$30,000 more than what you had a budget for. It will make people take another look.”

Do you favor the tariff?

No: 65.52% **Yes:** 34.48%

Why or why not?

Answers: “It’s a two-way street. Harsher tariffs on Canada will result in the same action the other direction on products that are ‘dumped’ into Canada.”

“I firmly believe in the free market system. Capitalism needs freer trade not tariffs.”

“I will lose customers and I can retire!”

“Most of the lumber companies are U.S. owned. I think they are trying to combat transfer pricing.”

“The customer will end up paying for more.”

“The tariff announced is a result of ongoing negotiations lasting well over a year (i.e. Trump has NOTHING to do with it) ... This has already been priced into the market so any price changes SHOULD be minimal and short term. MUCH to do about NOTHING (at one point in the negotiations there was talk of the tariff being well over 50 percent.”

“Too much government intervention.”

“It’s about time. The Canadian lumber industry is subsidized and they dump lumber in the U.S.”

How the Lumber Tariff Impacts the Post-Frame Industry

On April 25, United States Commerce Secretary Wilbur Ross broke down in a news briefing the details of the Trump administration's countervailing duties on imports of Canadian softwood lumber. Ross described the move as "the culmination of actually a couple of decades of disputes between the United States and Canada," saying the tariffs will be enforced immediately and "retroactively" going back 90 days.

This move is ostensibly in response to a petition from American lumber producers, who have long complained Canada's system of "stumpage" (charges for logging on Canada's government-owned lands) amounts to an unfair subsidy. The forests used by the Canadian lumber industry happen to be largely government owned.

The United States has never managed to prove Canada's pricing is unfair: it has lost four prior legal challenges at the World Trade Organization over the past 34 years. But American lumber producers continue to complain, and American governments continue to launch futile legal action against Canada in response to their complaints. Viewed in this light, this move simply looks like yet another attempt to pacify American lumber producers.

How much lumber actually is produced in Canada for the United States' marketplace? Roughly 30 percent of the lumber used in the United States is imported from Canada, between five and six billion dollars annually! Put into perspective, this is nothing short of a tax which will pump a billion or so dollars a year into the United States Treasury annually. The extra billion dollars, will mitigate the United States Federal deficit for about 12 hours!

Now this could be reduced to the height of ridiculousness by saying it is only a bit over three dollars for every man, woman and child in the United States, per year—however all of these people are not current potential post-frame building customers.

Let's take a look at what is happening to the 200,000 or so potential post-frame building clients who invest in new buildings each year.

Plucking \$35,000 from the air as a median price for a new post-frame building (sans concrete, electrical, plumbing and HVAC), about \$20,000 is the cost to the builder or DIYer for materials. Of this about 1/3rd will be lumber or items (such as prefabricated wood trusses) which are manufactured from wood.

The tariff is going to impact the cost of the lumber for this average post-frame building by over a thousand dollars!

An argument has been proffered that the price of homes will be unchanged by the tariff impacts. Maybe a high-volume home builder can eat this kind of an increase. The post-frame industry—not so much. The gross profit margins on lumber along the path to the end consumer remain small, three to five percent to the lumber wholesaler; 15-20 percent to the lumber yard; 25 percent to the builder. All of these steps have wages, overhead, equipment, etc., to pay for before a true net profit ever appears. In many cases lumberyards have been selling lumber at a loss for the past decade, making what little profit they do obtain from other value-added items.

Those who have been buying lumber on a regular basis saw the shift in market prices well before the announcement of the tariff. The mills on both sides of the border saw it coming months in advance and prices went up accordingly. In the first three weeks of February, lumber prices climbed at a pace of five percent per week—with some items up as much as 30 percent!

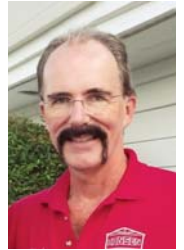
In the early 2000's we did find some ways to mitigate the impacts of the tariff which was then in effect. If you are in the post-frame industry within say 500 miles of the border with Canada, one or both of these strategies may be effective for you.

Order prefabricated metal plate connected trusses in Canada.

Lumber which has been incorporated into a product in Canada can be shipped into the United States without being slapped with the tariff. Not only does this save the impact of the tariff (around 5-8 percent of the finished product), but also allows the imbalance in the worth of the respective dollars to be taken advantage of. The value of the Canadian Loonie (dollar) is roughly 75 cents U.S. currently.

In the early 2000's we placed hundreds of truss orders annually in Canada. One downside—the Canadian truck drivers are not allowed to operate cranes of any sort in the United States, meaning that additional equipment (or humans) become a requirement to offload.

At the same time, lumber which had been cut for components could also be shipped duty free. We would have 2x lumber which would be incorporated into buildings as bookshelf girts or recessed



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 hansenpolebuildings.com/blog/.

Imports

Roughly 30 percent of the lumber used in the United States is imported from Canada.

behind the hammer

BY MIKE MOMB

purlins cut with a slight angle on one end, which we (or DIYers) would trim off at the jobsite.

These savings (especially if multiple buildings of materials are shipped at one time) more than cover the costs of shipping from Canada to Northern United States locations.

The clients that builders or post-frame building suppliers have been working with for an extended time period are the ones who have the greatest sticker shock. The post-frame building which seemed so affordable last fall, has now had an extra

thousand or more dollars tacked onto the bill. Many of these folks will either further delay investment, will downsize or cut features, or just not build at all rather than chipping in for the extra costs.

Those who are just entering the market for a new post-frame building have no historical basis to reflect back upon as to what their new building “should” cost. These are going to be the people who will continue to fuel, for the most part, the engine which drives the post-frame industry! **RB**

► MILK AND LUMBER CONTINUED FROM PAGE 10

they would be driven out of business if other markets for their milk were not quickly found.

Farm building has been a sluggish market for rural builders in recent years, but a further decline in demand in some regions is certainly not welcome news.

The timber issue is one that dates back several decades to the early 1980s.

The U.S. has made repeated accusations that the Canadian lumber industry is government-subsidized, leading to unfair competition for U.S. lumber companies.

The subsidy issue is tied to how each country handles forest management and stumpage rates. In Canada, companies pay an annual fee to the government to harvest trees that are grown primarily on publicly-owned lands. In the United States, most logging is done on private lands at a cost determined by

the market. As a result, U.S. producers claim trees from public lands constitute a government subsidy and consequently Canadian companies can afford to sell their lumber cheaper.

Prior to the tariff they also claimed that Canada was “dumping lumber” into the U.S. market at unfairly low prices.

The two countries have managed to reach agreement throughout the years but the last formal agreement expired in 2015. A quick resolution is not expected. **RB**

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Paint and Coatings for Metal

PAINTS



1

1. AKZONOBEL / CIRCLE 101

AkzoNobel makes a complete line of high-performance coil coatings to meet the ever-changing needs of the building products industry. Both Trinar, a 70 percent PVDF coating, and Ceram-A-Star 1050, the industry leading SMP coil coating, are available in Cool Chemistry formulations. The Cool Chemistry Series of coatings comply with Energy Star guidelines and can contribute to points in LEED, which help make your projects more energy efficient and sustainable.

2. BECKER SPECIALTY CORPORATION / CIRCLE 102

BeckryTex is an architectural low-gloss anti-reflective coating. BeckryTex technology allows you to design unique and distinctive exterior textured finishes. BeckryTex is a warranted, highly durable polyester coating system, most often used on roofing for a well-defined wrinkled look that creates the appearance of materials other than metal. BeckryTex is Energy Star Qualified, and offered in a wide range of popular colors.



2



3

3. DURA COAT PRODUCTS / CIRCLE 103

Dura Coat Products specializes in quality coatings that provide a high ROI for commercial, farm and residential uses. Ceramel XT-40SMP is a proprietary polyester that provides hardness combined with flexibility that is significantly more abrasion- and strain-resistant than conventional coatings. Ceramic pigmentation prompted the name. Ceramel has excellent weathering and fade resistance properties. Durapon 70 is a PVDF formulation. It has excellent weathering qualities, is flexible enough to handle post-forming operations and displays excellent resistance to installation scratching, scuffing and transit abrasion. Both coatings meet Energy Star standards.



4

4. VALSPAR / CIRCLE 104

Valspar offers a full range of high-performance architectural metal coatings in PVDF, SMP and polyester formulas. They are available in a full palette of colors and surface textures. Fluropon is Valspar's flagship coating, containing 70 percent PVDF resins, and offering premium protection against harmful UV rays, chalk, fade and chemical degradation. WeatherXL, the next generation enhanced silicone polyester coating, offers protection against weathering to ensure that your design lasts for years to come. Valspar's WeatherXL Crinkle Finish coating offers a unique textured appearance. Each coating is extremely durable and has excellent film integrity and adhesion properties.

product profile

BY RURAL BUILDER STAFF

COATINGS

5. EPDM / CIRCLE 105

Liquid Rubber is the world's only liquid EPDM. It withstands ponding water 365 days a year. With more than a 25-year history of success, this one-coat system has been the choice of thousands of customers. Its unique curing properties is what makes the product outperform in the coatings industry. Through a unique catalyst the product cross-links, allowing it to chemically cure to the substrate it is applied to.

6. NATIONWIDE PROTECTIVE COATING MFG. / CIRCLE 106

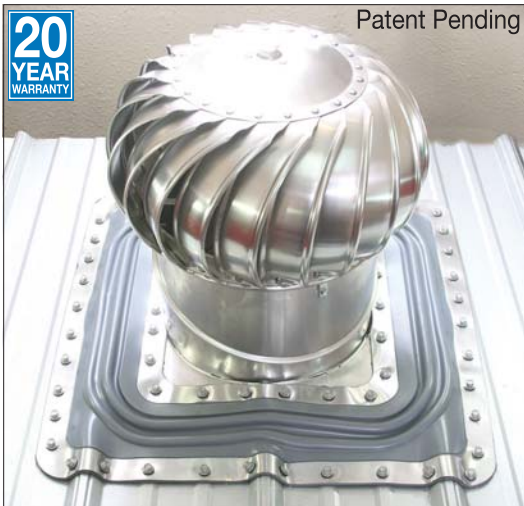
PermaKote is a bright white, elastomeric waterproofing acrylic, insulating ceramic, protective Energy Star roof coating. It is designed as an energy-saving high-reflectivity roof coating that protects and extends the life of most any metal or other sloped roofing surface. It has a high-build formula that possesses waterproofing, insulating and soundproofing properties that beautifies and protects. Most any color is available. PermaKote offers a 12 year warranty and is one of more than 100 quality products manufactured by Nationwide Protective Coating Mfg. Inc. of Sarasota, Florida.



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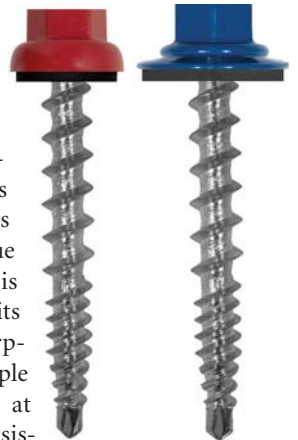
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CORRECTION

ST FASTENING SYSTEMS is now standard with its WOODBINDER MB micro-bit point on all metal-to-wood fasteners. This next generation point has replaced the sharp point that was incorrectly shown in the May issue of *Rural Builder*. This MB point is proven to be more consistent in its drilling ability than standard sharp-point fasteners. It will drill multiple thicknesses of steel often found at ridge cap applications more consistently than sharp points. It virtually eliminates the metal pigtail that can embed itself in the EPDM rubber washer. CIRCLE 107



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■ “ASK THE EXPERT” ON RIMA WEBSITE

The Reflective Insulation Manufacturers Association International (RIMA-I) has added an “Ask The Expert” function to its website. Designed for everything from individual consumer installs to technical information for architects, engineers, contractors, building code officials and others in the construction industry, you now can send your specific questions directly through the site located at rimainternational.org. Look for the friendly “Expert” icon shown here.



There are other ways to reach out and discover more about the association and industry by visiting RIMA-I’s Facebook page. RIMA-I has two groups where new information is posted regularly and inquiries are exchanged. One group, “*Reflective Insulation Manufacturers Association International*” is where you can find association news and information. The second group is called “*Radiant Barrier & Reflective Insulation*” where more technical discussions are shared. If you have an interest in reflective insulation, radiant barriers and interior control coatings (IRCCs), join these groups for ongoing news and information.

■ NORTH TEXAS HAIL INVESTIGATION FINDINGS

RICOWI’s (Roofing Industry Committee on Weather Issues) Hail Investigation Report of the April 11, 2016 North

Texas hailstorm has been published. The purpose of the project was to document the effects of hail impact on a variety of roofing products, and to describe roof assembly performance and modes of damage related to hailstone sizes.

RICOWI sent 10 teams into the field to inspect hail damage. Teams were comprised of engineers, roofing material specialists, researchers and roofing consultants. The teams examined over 175 roofing systems during a four-day period.

RICOWI’s Chairman, Richard Olson stated, “The 2016 North Texas Hail Investigation was the third industry-wide hail research program conducted by RICOWI, Inc. to assess field damage from a major hailstorm in the United States. The storm selected was based on the criteria of having been declared an insurance catastrophe by Property Claim Service (an insurance services company) and having hailstones larger than 1.5 inches in diameter in a region of five square miles or greater in a previously defined area. The North Texas area was targeted due to its concentration of hail damage.”

■ FOUNDATION DESIGN REVISIONS

The American Society of Agricultural and Biological Engineers (ASABE) announces a new project to revise ANSI/ASAE EP486.2, Shallow Post and Pier Foundation Design.

The revision will include a new procedure for estimating foundation lateral load capacity, along with other minor updates.

Conformance to ASABE standards is voluntary, except where required by state, provincial, or other governmental requirements, and the documents are developed by consensus in accordance with procedures approved by the American National Standards Institute.

A current listing of all ASABE standards projects can be found on the ASABE web site at asabe.org/projects.

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Beautiful Deception

Achieving the Look of Wood with the Easy Maintenance of Metal

THE OPTIONS APPEAR ENDLESS as metal manufacturers develop new textures, mattes and prints for making metal more appealing to a wider range of consumers. A related article in the May issue of *Rural Builder* outlined this trend. This issue we look at a specific project.

A low-maintenance building with the vintage look of board and batten were the owners' goals for this office and storage building near New Auburn, Wisconsin. It houses the offices of Paul Prince Construction LLC and Lisa Prince-Architect Wisconsin. It was built and designed by the husband and wife team using wood-frame construction, the method they are most accustomed to working with as custom home builders. Because they are not familiar to working with metal, however, they employed L&M Builders, also of New Auburn, for the metal installation. The metal was acquired through Hixwood Metal, Stanley, Wisconsin.

The textured black finish of the metal wall and roof panel, a coating from Beckers called BeckryTex, is a significant part of what distinguishes the building. Lisa Prince explained the selection. "I didn't want the wall panel to be shiny, I just wanted it to be good looking, a flat finish," she said. "It kind of fools you into thinking that you're looking at board and batten, that you're looking at an old wooden barn, not metal."

It was the Prince's first venture into metal and they like the idea that it will require less maintenance. "We have a cedar-



Metal was used on this New Auburn, Wisconsin, building to save on the maintenance typically needed for wood-frame structures.

sided barn for the horses, and it's all wood, all cedar, and you have to keep that up," Lisa noted, adding: "While the cedar is beautiful, it turns black unless you keep up with staining and finishing."

There is not much call for residential homes with metal wall panels so far, but the Princes have noticed an uptick in interest for metal roofing and they do expect to use metal for a new venture they are about to embark upon in tiny home construction. It's a trend they believe holds promise for guest cabins in their tourism-destination area. Because so many people who have driven passed their new building have inquired about the roof and wall panel, they plan to include it in their plans for the tiny homes. "We'll definitely be using it for that," she said. **RB**

Motorists driving by the new Paul Prince Construction LLC office and storage building have responded well to its inspiring good looks.



PROJECT DETAILS:

- **Project:** Office and storage, 54 foot wide, 64 foot long, with 6 foot wide porch and lean-to
- **Architect:** Lisa Prince-Architect, Wisconsin
- **Builder:** Paul Prince Construction LLC, New Auburn, Wisconsin
- **Building System:** Wood frame
- **Metal Panels, Wall:** SR-16, 26 gauge with Beckers BeckryTex coating in textured black. **Roof:** SR-16, 26 gauge with Beckers BeckryTex coating in black. Metal panel acquired through Hixwood Metal, Stanley, Wisconsin.
- **Metal Installation:** L&M Builders, New Auburn, Wisconsin
- **Doors:** C.H.I. Overhead Doors
- **Windows:** Windsor double hung

MORE ABOUT BECKERS BECKRYTEX

In the late 1970s, safety-conscious Sweden implemented new legislation defining minimum friction levels for the “slipperiness” of coil coated roofing materials. Coil coatings had to pass a special test to gain certification. One solution was to reduce gloss with flattening agents. At the same time, a small volume of “wrinkle finish” paint for an indoor application had been developed by one of Becker Specialty Corporation’s partners in the United States. Granges Aluminum conducted a trial with the American product at one of its production lines.

The coating exhibited excellent non-slip properties. In 1981 a customer in Europe introduced it as a standard product for non-reflective sidings. That same year, the façade of Becker’s own Marsta factory in Sweden became an impressive reference application for what has become to be known as BeckryTex.

Swedish Steel SSAB initiated the production of BeckryTex coated roofing tiles, followed by Finland’s Rautaruukki.

By the mid 1980’s BeckryTex was established and popular in the Nordic countries, and Nordic countries were exporting considerable volumes of BeckryTex coated sheet to Poland, where it became a fashionable and popular roofing material.

Today BeckryTex coated coil continues to be one of the preferred materials for residential roofing in Central and Eastern Europe.

In late 2011 BeckryTex was introduced to the North American market and has grown tremendously as a roofing option, also expanding into wall and interior applications. **RB**

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BY RURAL BUILDER STAFF

REPAIR OR REPLACE?

Finding a neutral resource for expert information on roofing has been difficult until now. A new, one-stop information source, the *RICOWI Best Practice Roofing Guide*, aims to make determining whether a roof should be repaired or replaced much easier for home and business owners, inspectors, code officials, roofing consultants, contractors, and insurance professionals.

A joint, voluntary initiative led by the Roofing Industry Committee on Weather Issues (RICOWI), the Insurance Institute for Business & Home Safety (IBHS) and several roofing industry associations, has resulted in a new guide developed in cooperation with manufacturers, roofing consultants, inspectors and insurers.

“Particularly following a bad storm, home and business owners can receive a significant amount of information about the condition of their roof from inspectors, contractors, insurance adjusters and even friends and neighbors,” said Joan Cook, RICOWI executive director. “Our goal is to provide a clear summary of the available information on best practices and create consistent guidance from a variety of professionals. Simply put, we want to eliminate confusion for roof owners and ensure that best practices are widely known and followed.”

Julie Rochman, president and CEO of IBHS added, “The roof is a home or business’s first and most important line of defense against severe weather events. Getting the roof right is incredibly important to the integrity, durability and resilience of the entire structure.”

The *RICOWI Best Practice Roofing Guide* is a web-based, free electronic resource. It can be easily accessed via the Internet by laptops, smartphones and tablets, and will be updated as more materials are provided by project partners, code changes are made, materials are enhanced or new materials are introduced, and as installation practices evolve and improve. It is available at disastersafety.org.

WHITE PAPER ON RETROFIT OPTIONS

The Metal Building Manufacturers Association released the white paper, “Comparison of Retrofit Systems Over Existing Metal Roofs” by Brian Gardiner FRCI, RRC, CCS. This paper provides a detailed comparison of two options for putting a new roof layer over an existing metal roof.

“With the popularity of retrofit roofing growing, there is a need for objective information to educate roofers and building owners about the code requirements for re-covering roofs,” notes Dan Walker, MBMA Associate General Manager. “This paper helps to fill that gap.”

The author first looks at the building code requirements in the International Building Code (IBC) and International Existing Building Code (IEBC). The paper explores the specific sections and provisions of both codes that come into play before moving on to the building and design considerations.

There are a number of design considerations that should be

accounted for when deciding which retrofit option is best. These include the existing support structure of the building, secondary structural member deflection, existing metal roof properties, ponding water, fastening the retrofit roof to the existing structure, drag load and fire rating. The paper provides details about both metal roof and single-ply retrofits for each of these considerations.

“This white paper provides important information about the options for retrofitting a metal roof,” notes W. Lee Shoemaker Ph.D., PE, MBMA’s director of research and engineering. “Before undertaking a project of this nature, it is important to research all the information available before making any decision. This paper is a good place to start.”

Download the free white paper at mbma.com/media/MetalRoofRetrofits.pdf.

people in the news

NEW PRESIDENT AT ATLAS BOLT & SCREW

Don Bratcher was promoted to president of Atlas Bolt and Screw effective June 1. Bratcher has complete responsibility for all Atlas’s North American activities including the branches in Ashland, Ohio, Flat Rock, North Carolina, Salem, Oregon, Houston, Texas and the manufacturing plant and corporate offices in Ashland, Ohio.

He joined Atlas in April of 2015 as the Business Unit Manager for the Wood Segment and has overseen many programs to drive significant improvements in both operations and customer service.

Bratcher’s career spans more than 25 years with Butler Manufacturing. At Butler, he successfully managed commercial activities for 16 years and then transitioned to a general manager’s role with full profit and loss and operational responsibility for the company’s western region.

Mike Hartley, President Construction Fasteners Group, a Marmon Engineered Components Company, commented: “There are many exciting projects underway at Atlas that are planned to position the business for continued growth and success for years to come. Executing these projects properly will require strong leadership and the attention and talents of the many people in the Atlas organization. I am personally excited about the opportunities for Atlas with the support of Don’s leadership.”

Bratcher replaces Randy Ridenour who retired late last year.



DON BRATCHER



WINNERS OF THE 35TH ANNUAL GOLD KEY OF EXCELLENCE

■ **THE TRADITION STARTED IN 1983.** Farm Building News, the original name for *Rural Builder* magazine, decided to begin an award that would recognize suppliers to the rural building industry. Editor/Publisher Frank D. Lessiter asked his magazine readers to answer just two important questions: 'Which suppliers did the best job in meeting our product and service needs?' and 'Why is this so?'

We continued that simplistic nomination process to arrive at our 2017 winners, but thanks to technology, we added online voting, e-mail and fax as well as the original process of paper nominations.

The first year, 27 suppliers were recognized. This year, we doubled the number to 54.

Lessiter said in his inaugural note: "...it is hoped that these awards will not only honor present excellence and professionalism, but will also help perpetuate and further develop these same qualities among all suppliers in our great industry." Some things are just too good to change and in 2017 we completely agree.

Read more in the pages ahead as many of the companies share additional information about their products and services. **RB**

35 GOLD KEY AWARDS

CannonBall:HNP
Klauer Manufacturing Co.
McElroy Metal
Plyco Corporation

34 GOLD KEY AWARDS

Maze Nails

33 GOLD KEY AWARDS

Fabral
Sukup Manufacturing Co.
Wick Buildings

32 GOLD KEY AWARDS

Metal Sales Manufacturing

31 GOLD KEY AWARDS

A.J. Manufacturing
American Building Components

29 GOLD KEY AWARDS

Dynamic Fastener

26 GOLD KEY AWARDS

Rigidply Rafters

23 GOLD KEY AWARDS

National Hardware

22 GOLD KEY AWARDS

Central States Manufacturing
Energy Panel Structures

21 GOLD KEY AWARDS

SFS intec

20 GOLD KEY AWARDS

Holmes Lumber

16 GOLD KEY AWARDS

Leland Industries
Lester Building Systems

15 GOLD KEY AWARDS

Everlast Roofing
Graber Post Buildings
MWI Components
Palram Americas

12 GOLD KEY AWARDS

Walters Buildings

11 GOLD KEY AWARDS

ABC Supply Co. Inc.
Marco Industries
ST Fastening Systems
Triangle Fastener Corp.

10 GOLD KEY AWARDS

Becker Specialty Corporation
North Star Metals Manufacturing
Western Products

9 GOLD KEY AWARDS

Simpson Strong-Tie

8 GOLD KEY AWARDS

Levi's Building Components
Richland Laminated Columns LLC
Valspar

7 GOLD KEY AWARDS

H&H Metal Products

6 GOLD KEY AWARDS

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The Bradbury Co. Inc.
Dura Coat Products Inc.
Fasteners Direct
Perma-Column
Sno Gem Inc.
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Direct Metals
EDCO Products
Firestone Building Products
MFM Building Products
Novagard Solutions

2 GOLD KEY AWARDS

Hershey's Metalmeister



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■ For more than 35 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 12,000 associates, all specially trained to tackle even the most challenging jobs with proven solutions. From mate-

rial selection to order placement and delivery, associates consistently deliver accurate, seamless service from start to finish. This dedication was recently honored with ABC's 11th Gallup Great Workplace Award, which recognizes organizations with the most enthusiastic and committed work forces.

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, making 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 700 locations nationwide, ABC Supply provides easy access to support, products and expertise that customers can't find anywhere else. In 2017 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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Sustainable Innovation in Metal Coatings

At AkzoNobel, we are dedicated to creating a protected, colorful world, and we strive to accomplish this by providing the best performing products, reliable service and sustainable innovation. Indeed, innovation and sustainability are among our core principles and are at the heart of everything we do.

For more than 50 years AkzoNobel has supplied the building products industry with high performance coil coatings and, in that time, we have delivered many sustainable innovations. For example, we were the first major coil coatings manufacturer to remove lead from our formulations. We also introduced Cool Chemistry® for energy efficiency, and we supply coatings that meet the strenuous standards for LEED, ENERGY STAR and Living Building Challenge.

Our latest efforts in sustainable innovation have been focused on the elimination of chromium from our primer formulations. Hexavalent chromium [Cr(VI)] pigments, such as strontium chromate, are used in a variety of primers due to their effective anti-corrosive properties and their versatility among different resin systems.

However, modern research has led to concerns about the safety of Cr(VI)-containing materials as Cr(VI) is currently classified as a Material of Concern. The World Health Organization (WHO) and United States Environmental Protection Agency (EPA) recognize the potential hazard of Cr(VI) and have placed limits on the acceptable amount of chromium in drinking water. The European Union (EU) has moved more aggressively and has banned the use of strontium chromate. A “sunset date” of January 22, 2019 has been established, and under current EU REACH regulations, the use of, including coating with, Cr(VI)-containing materials is prohibited in the region after this date.

Guided by our commitment to sus-

tainability and our obligation to keep employees safe, AkzoNobel scientists have been working on the development of primers that do not contain chromium (chrome free primers). We have commercialized chrome free primers for the Architectural Extrusion and Domestic Appliance markets in North America and for all markets in Europe. All of these chrome free primers are successfully meeting the demanding requirements of their respective markets.

Most recently, we have introduced a strontium chromate free primer developed especially for the Building Products market in North America. Here are some of the notable features of this new product:

- Specially formulated for building products applications, such as metal roofing, siding and garage doors
- Formulated to perform on Galvalume and HDG with standard pretreatments
- Compatible with all current backers and topcoats, with no change to the color or appearance of the topcoat
- Compatible with current chromated primers for easy conversion on the coating line
- Applies like current chromated primers, with no change to line speeds, film thickness, PMT, viscosity or volume solids

The research and development efforts for this new primer have been underway for over two decades. In creating our a strontium chromate free formulation, AkzoNobel tested over 30 chrome free anti-corrosive pigments and conducted evaluations over multiple substrates and pretreatments.

We have amassed nearly 20 years of performance data, encompassing accelerated testing and natural weathering in various environments, including South Florida and high corrosion coastal areas. The data shows the performance of our

chrome free primer is comparable to that of current chromated primers, providing excellent corrosion resistance and flexibility.

Since the early 1970’s AkzoNobel has continuously advanced primer technology to meet the market need for greater durability and flexibility. Today we are delighted to offer a primer that is state-of-the-art technology but also is sustainable and eco-friendly.

Contact us for more information about our chrome free primers and other sustainable innovations.

AkzoNobel manufactures high-performance coatings to meet the needs of the metal construction industry. Our products include TRINAR®, which is a 70 percent PVDF coating, and CERAM-A-STAR® 1050, which is the benchmark of SMP paint systems. AkzoNobel coatings are widely specified for their excellent performance, durability, and color and gloss retention.

RB

Chrome free primers by AkzoNobel

- ✓ A safer and more sustainable alternative to traditional primers
- ✓ Specially formulated with premium anti-corrosive pigments to ensure effective application and long-term protection
- ✓ Demonstrated performance that is comparable to primers containing Cr(VI)
- ✓ Backed by AkzoNobel’s expert technical support and trusted warranty
- ✓ An opportunity to be at the forefront of sustainable innovation



6 GOLD KEYS WON

Proud to be a leader in sustainable innovation.



Sustainability is more than just a catch-phrase for AkzoNobel. We are constantly looking for ways to eliminate materials of concern and decrease the use of non-renewable resources in our products while continuing to provide industry-leading performance. So you can be assured our next generation products are safer for the environment, our customers, and our employees and deliver the reliability you've come to expect.

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coil.coatings@akzonobel.com

Circle Reader Service #459





CANNONBALL:HNP

w: www.cnbhnp.com p: 800.766.2825

■ **CANNONBALL:HNP IS A LEADING SUPPLIER OF COMPONENTS FOR THE POST FRAME AND METAL BUILDING INDUSTRIES.** For more than 100 years, builders have relied on CannonBall for versatile design, affordable pricing, personalized support and quality products.

Door Track Systems, Sliding Doors & Accessories

The original producer of round track and trolley sliding door systems, CannonBall offers the most complete line of round track products and accessories. Brands like industry-standard Keyhole™ track, easy install Quick Track™, heavy-duty Tubular track and many specialty lines allow for the widest possible variety of sliding door configurations. Kwik Frame™ and Bigg Frame™ complete door systems also take the guesswork out of building sliding doors from scratch—all the while providing superior quality at an affordable price.

“The door track system market continues to grow in interesting directions,” said Jeff Rastocan, CannonBall’s general manager. “This century-old

hardware is prime to connect with current technologies and open new doors for builders and retrofiters. As this marriage continues to evolve, we want to make sure CannonBall stays at the forefront of design and innovation.”

Entry Doors & Accessories

CannonBall’s entry door lineup continues to grow with its customers’ needs for variety, quality and functionality. Following the success of its premium 1900-Series commercial door launch, the company debuted its latest line—the updated 1700-Series economy door—at 2017’s NFBA Frame Building Expo.

“Our customers really helped drive this product: from drawing board to manufacturing line,” said Rastocan. “As ag designs expand into a variety of building projects, we saw

a growing need for commercial looks but not all the commercial features of a premium product. Our new 1700-Series models bridge this gap perfectly with 24-gauge steel skin panels—paired with economical jamb choices like 16-gauge steel or moisture/corrosion-resistant aluminum. Whatever the project needs, the 1700-Series has it covered.”

Capped-edge 1800-Series and specialty design 2000-Series doors are also available for projects needing sturdy ag door coverage, thermal break options, fire rated models and a full range of door accessories.

Building Materials & Construction Hardware

CannonBall distributes building materials like Duraclad™ interlocking wall and ceiling liner panels—the latest innovation from Palram Americas. With its multi-wall structure, interlocking tongue and groove design and chemical resistant materials, Duraclad offers

rigidity, strength, easy installation and sanitary maintenance for interior cladding projects.

“Palram is nationally recognized for its high quality polycarbonate and PVC sheeting products,” said Rastocan. “Their expansion into interior cladding offers our customers one more reason to choose excellent materials and functionality in their paneling projects.”

Along with Palram sheeting, CannonBall offers popular building material like EMSEAL® closure tape, fasteners, door accessories, security hardware, hinges and much more. Custom accessories like Dutch doors, cupolas, horse stall systems, roll-up doors, windows and ventilation systems round out the wide variety of products available. **RB**



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PVC LINER PANELS

Waterproof, rust-proof
& chemical resistant
surface

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high-gloss finish

Concealed
fasteners &
heavy duty
flanges

Multi-wall panel
structure for added
strength and rigidity

"Tongue-&-Groove"
sides interlock for simple,
rapid installation



Speak with your CannonBall Sales Representative
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Circle Reader Service #386



CENTRAL STATES

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Get a quick quote for those customers who are just kicking the tires on a metal roof.

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- **Quickbooks Integration**
Once Quickbooks is setup to work with CentralLink, syncing invoices happens automatically. It just takes 5 minutes to get every thing setup and you're in business.

■ For more information contact your Central States salesperson or go online to www.centralstatesmfg.com/centrallink. **RB**





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gold key awards



DURA COAT PRODUCTS INC.

w: www.duracoatproducts.com p: 951.341.6500; 256.350.4300



Coverage at Every Level

Ceranamel

From siding to roofing, your projects are fully covered with the multiple capabilities of Ceranamel polyester coatings.

Ceranamel's ceramic/porcelain-like finish is designed to meet a range of needs for construction. Formulated with a unique polymer resin, XT-40 S has a harder, more abrasion-resistant finish than other polyester coatings. With its outstanding weathering characteristics, Ceranamel is the cost-effective choice for light commercial, residential and agricultural applications, and is ideal for roofing, shingles and tiles. That's why a nationwide network of roll formers, installers and contractors insist on the company's coatings for roofing and siding.

A Systems approach

With Dura Coat's systems approach, ultimate performance comes from a primer and top coat that are developed to work together perfectly. The result is enhanced performance at all levels that benefit the coater, the roll former, the installer and the project owner.

Hard as nails

It starts with DC 477, a universal primer that works well under all topcoats and provides improved adhesion to difficult substrates. When a top coat like XT-40S Ceranamel is applied over DC 477, its tough surface reduces transit abrasion, handling and installation damage.

Historically, silicone-modified polyester finishes are not known for hardness or flexibility. Dura Coat's

Research Center solved that problem with a polymer resin that proved to be the answer to harder, more flexible and significantly more abrasion and stain resistant coatings than other polyester coatings on the market.

Ceranamel has excellent film flexibility and its weathering, chalk and fade resistance properties are superb. The formulation uses the highest quality exterior grade cool pigmentation that complies with the Cool Roof Rating Council. The coating also complies with Energy Star and LEED 29 standards.

Commodity applications

XT-20, -20S and XT-10 are ideally suited for applications such as roofing, trim coil, HVAC and office furniture. Other applications include truck/trailer and garage door.

A wide selection of pre-made colors are available with a range of gloss finishes.

Productive partnering

A good partner provides accurate color matching, repeatability, fast turnaround, field support and help developing new products. One of our customers said, "Dura Coat is willing to come to the table, willing to make paints, willing to run trials with us. We make their commitment part of our everyday thinking." And warranties, up to 40 years, are part of that solid commitment.

Dura Coat is an Axalta Coating Systems Company. **RB**



Dura Coat Products has a coating that's ideal for every project and budget.



One Call. Many Solutions.

APPLIED SCIENCE

Clockwise from left: field-applied water-based Hydropon; premium Durapon 70 PVDF for Monumental applications and Ceranamel, a versatile family of polyesters. At bottom: Residential is a growth market for coil-coated metals.

DURA COAT PRODUCTS, INC.

RIVERSIDE, CALIFORNIA
 (951) 341-6500

HUNTSVILLE, ALABAMA
 (256) 350-4300



www.duracoatproducts.com



JUGGLING VARIOUS PROJECTS, MEETING ASSORTED PARAMETERS AND MANAGING DIFFERENT BUDGETS IS CHALLENGING. But selecting best solutions for each job is One-Call Simple. The choices and alternatives available from Dura Coat Products gives you multiple options for your coil-coating needs.

Durapon 70 For first string performance, Durapon 70™ (PVDF) is outstanding for monumental, roofing and side panels, corrosive exposures and thick film applications. It is harder and more flexible than other premium PVDF coatings.

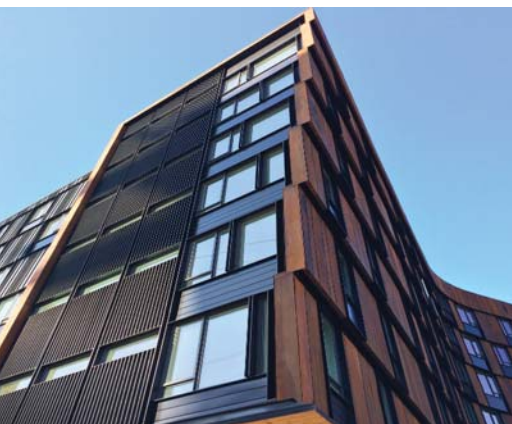
XT-40S Ceranamel Or you can go with High Durability Ceranamel™ XT40S that performs well in all outdoor environments with its ceramic/porcelain-type finish. Both coatings meet Cool Roof and Energy Star criteria and are available in various gloss finishes.

For commodity applications, Ceranamel XT-10 and -20 are ideal for garage door, rain ware, window and door frames and T-bar applications.

hydropon. To extend the life of older metal roofing and siding that has faded and chalked, or for a brand new look, Hydropon is a field-applied, water-based, air-dry coating that makes old roofing look new again. It is so versatile it can even be applied to wood, concrete, Hardie Board or elastomeric-coated roofing.

You can call on the Dura Coat Products, an Axalta Coating Systems Company, for its many solutions and coating specialists to help with all your coating needs. For more information about the full line of exceptional coatings, **call 951-341-6500 or 256-350-4300 or email info@duracoatproducts.com**. Your choice.

Circle Reader Service #581



DYNAMIC FASTENER

DYNAMIC FASTENER

W: 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.

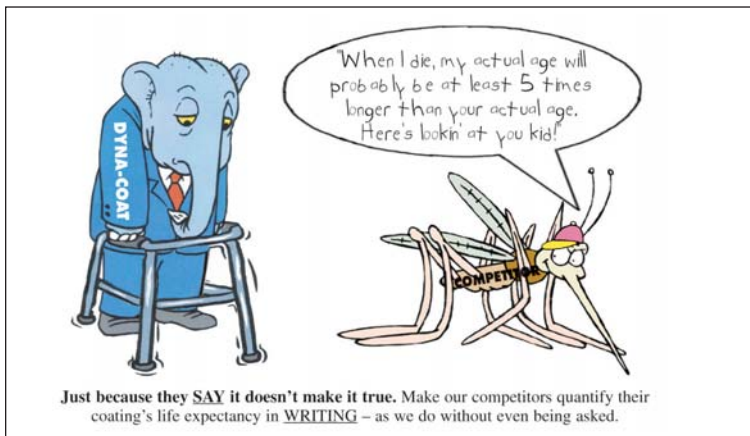
Service

Dynamic Fastener is proud to earn its 29th 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 4 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**



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5. Houston, Texas
6. Melrose Park, Ill.
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DYNAMIC FASTENER

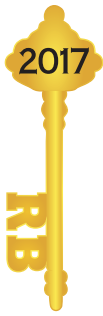
Everything for the Metal Builder & Roofer™

2017 TOOL & FASTENER HAND GUIDE

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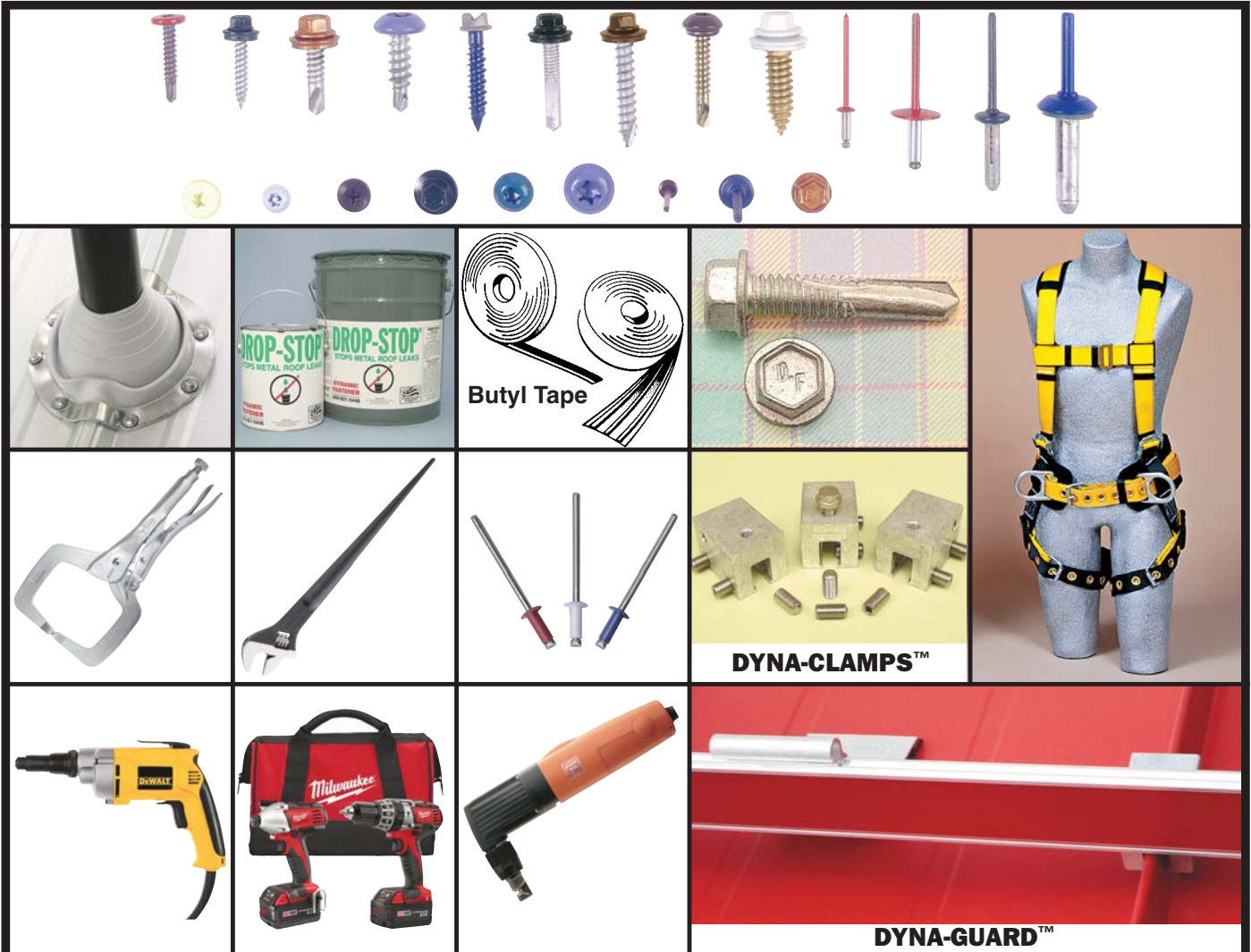
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EVERLAST ROOFING INC.

W: www.everlastroofing.com P: 888.339.0059



■ FOR TWENTY YEARS, EVERLAST ROOFING HAS CONTINUED TO PUSH THE METAL BUILDING COMPONENT INDUSTRY FORWARD WITH CUTTING EDGE PRODUCTS AND MANUFACTURING TECHNIQUES.

The tradition of innovation began in the late 1990s when Everlast responded to market demands for a stronger panel that wouldn't rust at tension bends. Their response was the enhanced Everlast II exposed fastener panel that's heat-formed to allow flexibility at the bends.

The Everlast II® panel is still heat-formed today and further testing has shown Everlast has even more ways to provide their customers with premium products that will last for decades. The promise to their customers is to continue to push boundaries in producing superior performing products. It's this promise that has led to the introduction of its next generation product featuring AZM® with Activate Technology and COLORBOND®.

AZM with Activate Technology takes the traditional Aluminum and Zinc coating and introduces magnesium. Magnesium forms a chemical reaction with aluminum, mobilizing the aluminum to help form the self-sealing, protective barrier in the most vulnerable spots such as scratches and cut edges.

To ensure the durability and reputation



of the next generation, a comprehensive testing program was conducted that included a series of accelerated laboratory corrosion tests, as well as a real-world outdoor exposure tests. These tests ensured that corrosion protection provided by AZM is superior to that provided by original Galvalume® and galvanized steel.

ColorBond is the direct result of extensive research and development to formulate a superior paint system against weather and UV penetration. The proprietary technology in this paint system was perfected over 50 years by BlueScope Steel in conjunction with some of the world's leading paint

companies. The system uses specific pre-treatments, a polymer primer and a ceramic (inorganic)-containing finish coat; oven cured to improve adhesion, peeling, chipping, cracking and film integrity.

ColorBond has been tested in some of the harshest regions where corrosive environments and high solar intensity take its high toll on painted products.


ColorBond is a registered trademark of BlueScope Steel Limited.

This next generation is available exclusively from Everlast Roofing in their two most popular series, the OMNI® Series and Lynx Series; in a through-fastened Everlast II or Everdrain® profile. The crisp, clean appearance, and multitude of color options make it the perfect roofing and siding material for architectural, agricultural, industrial, commercial and residential buildings.

Honors and Awards

Everlast has received *Rural Builder's* Gold Key of Excellence Award for 15 consecutive years, starting in 2003, for excellence in product quality and service. The company has also been the recipient of the Metal of Honor Award from *Metal Roofing Magazine* for 13 consecutive years, starting in 2005, for consistently high standards in serving the metal roofing industry.

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



Welcome To The Next Generation Of Durability



Colorbond®
COLORBOND® is a registered trade mark
of BlueScope Steel Limited.

Tried and tested in the harshest environments.

Everlast Roofing, Inc. is proud to introduce you to Colorbond®, a proprietary paint system which provides superior protection and resistance against weather and UV exposure. Developed by Bluescope Steel through extensive research and real-world application, Colorbond surpasses all other pre-painted steel in both field-testing and real world applications for over 50 years. Exclusively available through Everlast Roofing in the U.S.A., Colorbond® comes in 17 long-lasting colors. The addition of Colorbond®'s proven paint system to Everlast's well-known durable and innovative metal roofing and siding, Everlast Roofing can confidently say that "Our Name Says It All".

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Circle Reader Service #407

FABRAL
METAL WALL AND ROOF SYSTEMS

W: www.fabral.com P: 800.477.2741



■ This year, in honor of the company's 50-year history, Fabral is poised to introduce a variety of products into its already expansive portfolio. Already introduced in 2017 is a full line of specialty coatings ranging from standard stock colors addressing expanding color preferences to more specialized prints that are trending nationally.

Cor-ten AZP® has been released into the marketplace and is a substrate with the look of rusted and aged metal, designed to appeal to customers looking for a more rustic look.

Another addition to the portfolio is the Crinkle finish, providing surfaces with dynamic depth and texture.

Fabral not only focuses on the outward aesthetics of the products it offers, they also focus on increasing the function. This year they entered into a partnership with a flexible solar panel manufacturer to factory-install solar panels onto their standing seam roof panels. By installing the solar panels in a controlled environment they are able to ensure panels are applied correctly to maximize their performance.

Fabral understands that there are many decisions for today's builders to make with a wide array of products and quality in the marketplace. They strive to set aside some of the worry by maintaining its 50-year reputation as a reliable one-stop provider of quality products that meet the creative needs of today's savvy building customers.

Fabral is part of OmniMax International, Inc., one of North America's largest suppliers of building products. The OmniMax family of companies also includes CopperCraft, a specialty copper metal manufacturer of high quality, handcrafted and machined products for commercial and residential applications.

Fabral manufacturing facilities include the original location in Lancaster, Pennsylvania, as well as Jackson and Tifton, Georgia; Gridley, Illinois; St. Joseph, Minnesota; Marshfield, Wisconsin; Cedar City, Utah; Spokane, Washington, and a CopperCraft and Fabral plant in Ft. Worth, Texas. **RB**



33 GOLD KEYS WON

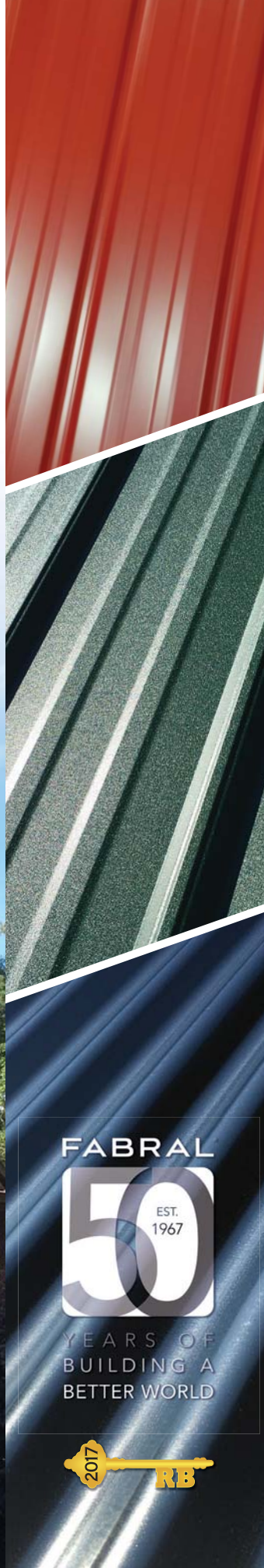
FABRAL[®]

METAL WALL AND ROOF SYSTEMS

Build with confidence. Build with Fabral.

For 50 years knowledgeable contractors have relied on Fabral quality, engineering and service. And now, with new products and innovations in materials, coatings and technologies, contractors can create buildings that both they, and their customers, can rely on.

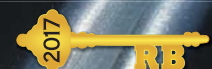
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FABRAL



YEARS OF
BUILDING A
BETTER WORLD



2016 Project of the Year - Residential Winner: Orion Associates

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Circle Reader Service #393

gold key awards



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 residential 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 12th consecutive Gold Key Award (15 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

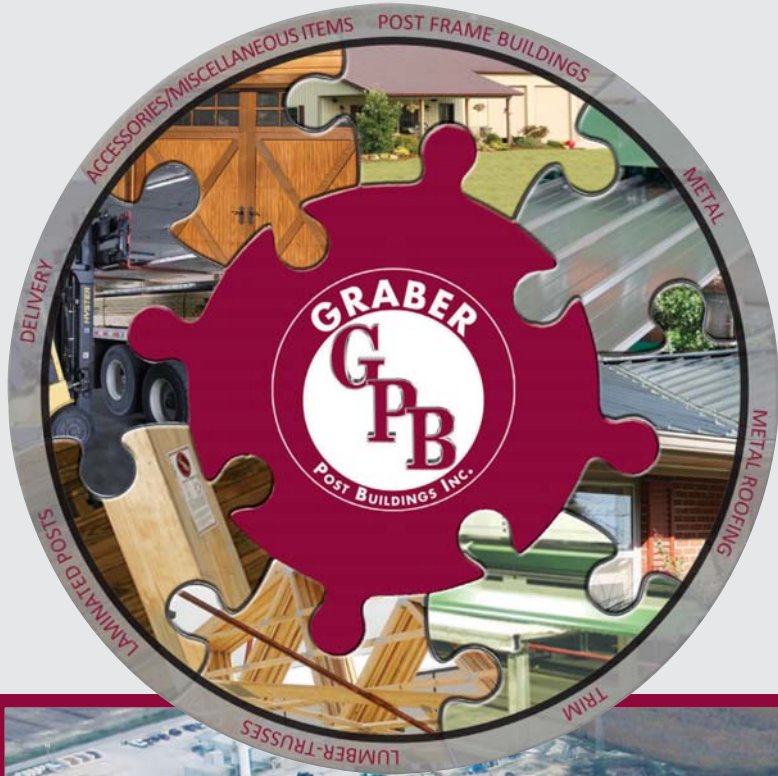
2017
RB

15 GOLD KEYS WON



MISSING A PIECE OF THE PUZZLE?

Contact us today and grow your business with us!



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



■ **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; our primary mission is to touch souls for Christ. Secondly, we endeavor to treat each and every person the way we would like to be treated if we were in their shoes, all 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 machine, 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 firsthand the frustrations of having a critical machine 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 arose 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 American-driven modification. And since the entire line of 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 rush to your facility!

Innovative Value

The continuing value we place on innovation is underscored by how our software has recently evolved based on customer feedback. Our standard easy-to-learn interface will get you up and running quickly, and we now have in-house software developers to fine-tune programs to meet customer needs.

Speed and Accuracy

Our machines all use servo-driven ball screw backgauges for dependable, highly accurate performance. Every time. Independent tests have shown our machines to be 40 percent faster than the nearest competitor. See how these and other features can benefit your business today and provide immediate ROI.

Our machine quality speaks for itself—we are in 20 states and two Canadian provinces and continue to expand. But it is our dedicated, industry-best customer service that keeps our customers' buyers coming back again and again. Our friendly, knowledgeable customer service reps can remote in and solve many problems quickly over the phone. And our service techs can be on the road to your business in a few hours to solve more complex issues.

Partner with us

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**



Speed. Accuracy. Service.

Variobend USA



A Unique Hybrid of European Design & American Manufacturing

This patented, unique and cutting edge bending system not only offers flexibility and dramatically reduces material handling but is also capable of bending unique profiles like never before!



Single
and
Double

SHEET METAL

FOLDING MACHINES

From Imagination to Fabrication!

Hear What Our Customers Say

Our double folder has exceeded our expectations, more than doubling our trim output. We are very happy to work with Hershey's, finally a company that has as strong a commitment to service as we do. Hershey's has been a great partner in our success. They are dedicated to customer service and innovation so that our one time purchase is a long term relationship where they continually improve their folder and increase our productivity. I cannot imagine trying any other folder, Hershey's is the last company you will ever call for a new folder.



Matt Roelfs, Owner
Iowa Steel Masters
Ackley, IA
515-689-3871

Owned a Variobend USA S2180P single folder, traded in for a Variobend USA D2188S double folder.



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We are here to assist you!*



LELAND INDUSTRIES

W: www.lelandindustries.com P: 800.263.3393

■ Innovation—The act of introducing something new.

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 offers all the familiar Leland products for agricultural construction, metal building, commercial and industrial projects.

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.

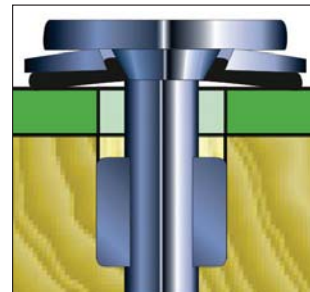
It's not news that long-life warranties have become a standard offering from reputable panel manufacturers (roll formers). So, why is Leland Industries the only fastener manufacturer to offer not only a powder coating warranty, but to put that warranty in writing and then tell everyone that it "will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

duces 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"



Leland's patented "One-stepper".

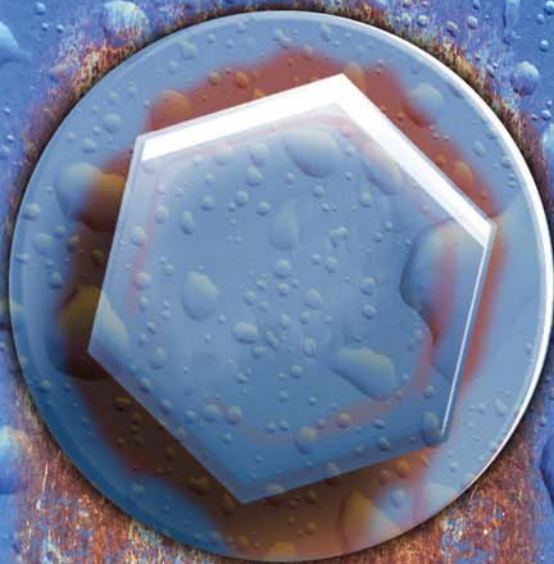
assembly of bolts and nuts. The next time you are assembling equipment using stainless nuts and bolts, remember; **if you had used Leland fasteners, you would be finished by now.**

Each year at this time, Leland states how proud we are of the consecutive years of "Gold Key" awards—this year 16—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

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www.lelandindustries.com
1 800 263-3393 North America Wide



MAZE NAILS

W: 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 (38 Yrs.)

KIM POHL,
Marketing Director (24 Yrs.)

LEN KASPERSKI,
Assistant Sales Manager (20 Yrs.)

LISA MARTIN,
Assistant Sales Manager (16 Yrs.)

JAMIE KREISER,
Assistant Sales Manager (11 Yrs.)

KYLE LOVELAND,
Assistant Sales Manager (9 Yrs.)





WANNA RELAX?

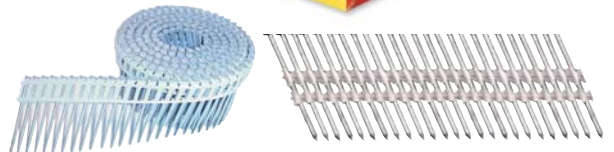
Call backs on rusty nails can be **COSTLY!**

MAZE NAILS can save you way more than **15 minutes** of headache by using our top quality hot dipped galvanized nails on your *siding, decking and fencing* projects.



Don't let your fencing project look like this...

- Maze **STORMGUARD**[®] double hot dipped galvanized nails provide superior corrosion resistance in the field!
- Maze Nails are made from high carbon steel (unlike import nails) preventing breaks, bends and snaps!



Division of
W. H. Maze Company

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NAIL IT ONCE. NAIL IT RIGHT.[®]





BUILT FOR POST FRAME

MWI COMPONENTS

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

■ **MWI Components, honored with our 15th consecutive Gold Key of Excellence, would like to thank customers for their confidence and support.** 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 manufactures cupolas in a variety of sizes, offering 24x24, 36x36, 48x48, 66x66 inch square, 48- and 84-inch octagon cupolas.



Our Ridg-Vent® roof ventilators come in six different styles with wider flange options available. Soffit is available in either steel or aluminum and we also offer four different trim profiles. We provide pre-painted steel products in more than 100 colors and can match almost any metal building color available.

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 manufactures 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.

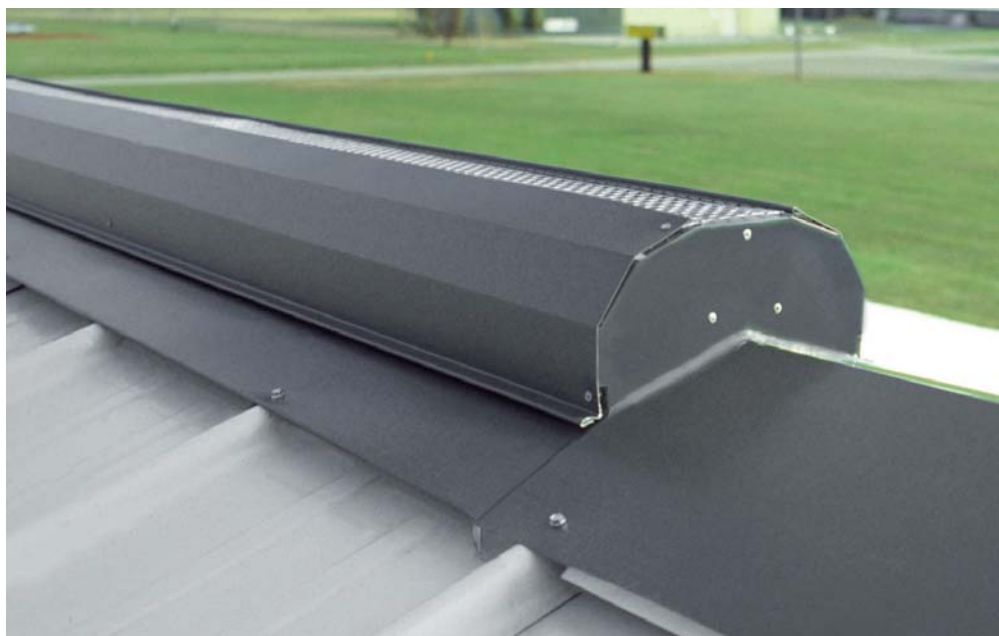
MWI Components is proud to offer The Sabre Latch™, a cost-effective sliding door latching system that offers an innovative lockable latch option for either MWI's 3.5" or 1.5" Door Systems. The exterior handles are sleek polished stainless steel and

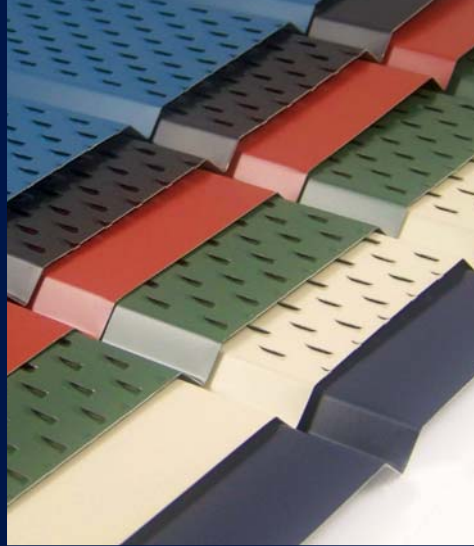
feature a dual keyed entry system. For exclusive use with the BC87, a heavy-duty, zinc plated center door guide providing drive-over protection. Additional length of the BC87 Center Guide provides twice the amount of side wall engagement and lift retention as competitor's guides. The Sabre Latch™ system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

New to MWI Components as of 2016 is a complete line of vinyl windows. Offering single hung and horizontal sliders with 1/2" insulated glass, removable insect screens, with or without a built in J-Channel, welded construction, UV stable white vinyl, zinc painted window locks.

MWI also offers PVC, polycarbonate, Tempshield™ Insulation, Uni-Vent II™, Uni-Vent III and Uni-Seal material, ideal for use in new construction or retrofit installation. Our products are recognized for their thermal performance, easy installation, versatility, price and environmental friendliness.

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 AND
SUPPLIER OF POST FRAME BUILDING ACCESSORIES***

Since 1985 MWI Components has been manufacturing quality products for the Post Frame Industry, right here in Northwest Iowa.

***WE CAN TAKE CARE OF ALL YOUR
POST FRAME NEEDS***

Why Look Any Further?



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Circle Reader Service #308



NORTH STAR METALS

W: www.northstarmetals.com P: 888.279.3322

■ **North Star Metals is a manufacturer of metal roofing, siding, trim and components, which started in 1995.** The company has grown steadily over the years while maintaining a reputation for unmatched quality and service.

At North Star, we strive to fully satisfy the customer's needs, and always invest in the most advanced technologies and techniques to improve the entire range of products offered.

PANELS—At North Star we offer a variety of panels to meet our customer's needs.

Our Five Star series is 3/4" tall and 9" on center through-fastened panel. These panels are available in 29 gauge and 26 gauge. The Five Star series also comes with a clear coat edge PCI, or preventative corrosion inhibitor.

Our En-Dura Star series is 11/4" tall and 12" on center through-fastened panel. Panels for this series are available in 26, 24 and 22 gauge.

Also in our product line

are 1-1/2" snap lock standing seam panels. We offer both Snap Star, clip, and Loc Star, nail, that are cut to length and pre-notched to provide significant job-site time savings. Panels are available in 26 and 24 gauge.

Another panel offered by North Star is our NS-18 panel. This is a 2-1/2" mechanical trapezoidal standing seam panel. It is available in 24 and 22 gauge. NS-18 panels can be job site roll formed, and up to 250' in length.

All of the panels offered at North Star have proven themselves to perfectly complement our customer's needs, whether it be in residential, commercial, industrial or agricultural markets.

Many of these products are offered with North Star's Integral Condensation Control fabric adhered to the panel, as well as being warm formed to achieve the maximum lifespan potential of the paint system.

Panels are available in a range of materials from copper to stainless, and are avail-

able with Valspar Fluoropon and Weather XL paint systems in a wide variety of colors.

SOFFIT—North Star also has roll-formed and cut-to-length soffit solutions in its lineup. Both V-groove and flush wall panel soffits are available in vented and smooth profiles up to 16 inches in width. These products are offered with aluminum and steel substrates.

TRIMS—North Star has greatly increased the offerings of dedicated architectural folded products. These include not only the standard trims and flashings for roof details, but also fascias and extenders with splice plates.

CUSTOM FOLDING—North Star has recently added a new 32' Twinmatic Brake to our expansive brake selection. This has been added to ensure the ability to meet the customer's custom folding needs as the company grows. The field-experienced, highly skilled operators of these machines are capable of producing excellent accuracy on one-off parts, as well as the consistency needed for higher quantity production. This combination affords North Star the ability to create any panel, trim or part that a customer may require.

Whether designing new solutions or creating exact matches for existing products, the job can be painless with assistance from the employees of North Star.

CUSTOM SLITTING/BLANKING—North Star has the in-house ability to accurately slit and recoil or blank a wide range of materials and thicknesses, whether from its own broad material offerings or from a customer-supplied coil.

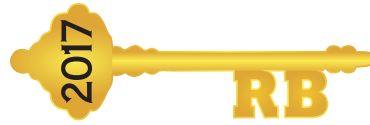
DELIVERY—North Star is increasing its specialized fleet so as to serve its customers even better than before. It aims high with a professional, well kept, custom designed fleet so that it may satisfy its customers as well as *their* customers with available job-site delivery.

Moffett-equipped tractor-trailers and roll-off capable one-ton trucks deliver product exactly where it is needed with the goal to do its part in maximizing job-site efficiency.

At North Star, we strive to provide unsurpassed service from quote to delivery. This is because North Star believes that customer satisfaction is paramount in business. Customer service, beyond providing first-rate product, has been essential for all past successes and will be especially vital for North Star's future growth.

North Star wishes to thank those that helped the company earn this Gold Key award. **RB**





We will go to great lengths for you!



At North Star, our job site roll form equipment is capable of producing panels up to 250'! Pictured is a job we finished for Frederick Steel in Cincinnati, Ohio. Our standing seam panels were over 210' long for this job. North Star will always strive to provide the products of the best quality with service to match. We carefully grow our company while investing in the best and most advanced tools to aid our helpful sales staff, field experienced production operators and professional delivery crew. Our diverse product line shows the same level of care for the customer, with features that provide time savings on the jobsite that add to the value of our products without sacrificing performance for the end user. Contact us today to learn more; Call us today to discover how these features can benefit your next customers project and bottom line. PO Box 309 Gnadenhutten, OH 44629 Toll Free 888-279-3322 • Fax 740-254-4282

www.northstarmetals.com



PLYCO CORPORATION

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

■ **Plyco Corporation is honored to have been chosen to receive its 35th 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.

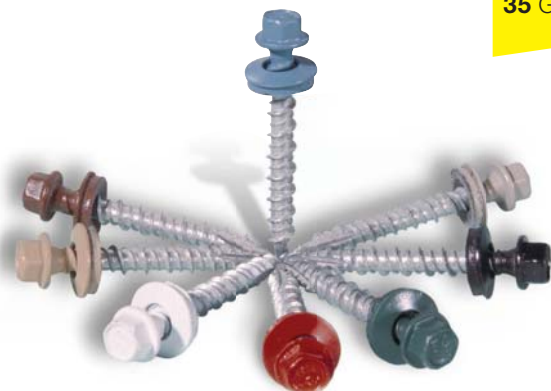
Fasteners:

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



BUILD PLYCO STRONG

- DOORS • WINDOWS • FASTENERS & CLOSURES
- CUPOLAS • COMPONENTS • STALLS • INSULATION



Since 1951, Plyco has stood by you and by their products. Plyco offers a complete line of products that surpass building codes and customer expectations. At Plyco, we've become the leader by delivering the quality products you and your customers demand. **Build Plyco Strong.**



PLYCO

CORPORATION

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gold key awards



NATIONAL HARDWARE

w: www.natman.com p: 800.346.9445



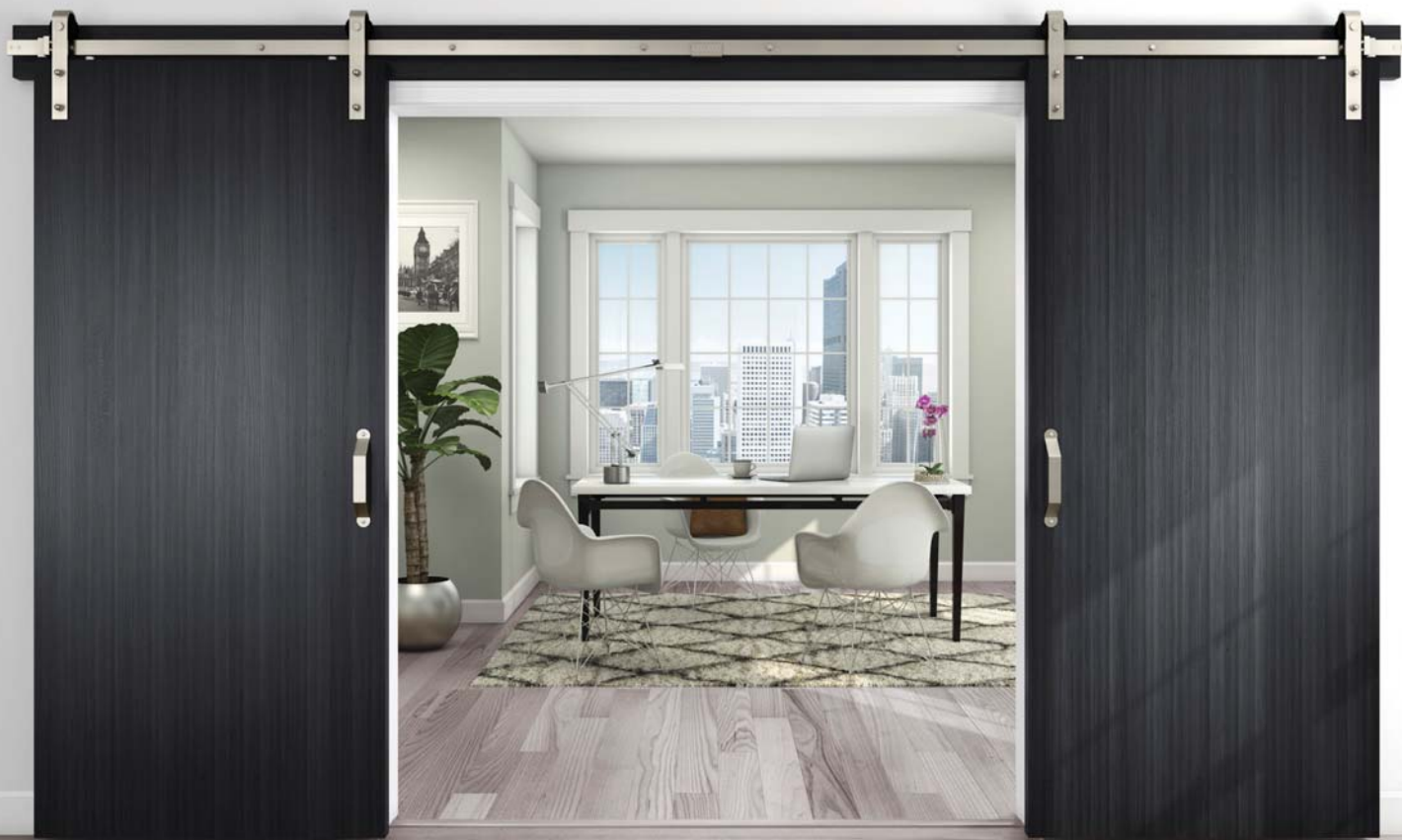
■ Inspiration through innovation

National Hardware is a leader in builders hardware with more than 15 product categories and over 5,500 products. We focus on providing the best hardware and service to our valued customers, and are dedicated to inspiring and educating builders, homeowners and DIYers through high quality, innovative products. **RB**



2017
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INTRODUCING INTERIOR SLIDING DOOR HARDWARE RUSTIC HORSESHOE KIT



Perfect for bedrooms, bathrooms and other living spaces

Offered in Oil Rubbed Bronze, Stainless Steel, and Satin Nickel

Designed and tested to follow ANSI/BHMA Grade 1 standards

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STEEL DYNAMICS

W: www.steeldynamics.com P: 800.799.8942



Steel Dynamics ‘Broadens’ Product Offerings

EVER SINCE Steel Dynamics began operations a little more than two decades ago, the company’s goals have included being a low-cost leader in the steel-making industry and to continually diversify its product offerings to serve a wider range of customers. SDI continues to achieve those goals and to expand through organic growth and acquisition.

SDI recently added two exciting capabilities at its Columbus, Mississippi, flat-roll steelmaking facility, capabilities that are important to customers in several markets, including those in the construction industry. With a \$100 million investment at Columbus, SDI has built a state-of-the-industry continuous-coil paint line and created the ability to produce Galvalume®.

What’s more, SDI is painting and metallic-coating flat-roll steel in widths up to 72-plus inches, the widest dimension available in North America. Steel in this extra-wide dimension is a tremendous advantage for customers that want to source triple-wide substrate

for applications up to 24 inches wide. The paint line has an annual capacity to finish 250,000 tons of flat-rolled steel, including painting Galvalume and acrylic-coated Galvalume.

Over the past several years, SDI has accumulated considerable experience in painting and metallic-coating flat-rolled steel at its Butler, Indiana, steel-making complex and at its finishing complex at Jeffersonville, Indiana. SDI brought in several of the seasoned pros from those operations to establish and lead the new capabilities at Columbus.

In addition to adding to SDI’s already-diverse portfolio, extra-wide Galvalume and painted products are the type of products SDI wants to produce at its Columbus Division. Beyond value-added products for the construction industry, Columbus is making surface-critical, appliance-grade steel, the kind used in heating and air-conditioning units, residential entry doors, and lighting fixtures. The new painting and metallic-coating capabilities at

Columbus will also increase SDI’s geographical reach into markets in the South and Mexico.

SDI remains the only steel-maker in North America to paint its own steel, providing customers with a simplified supply chain—all the way from the scrap incorporated to the finished product. This full-service supply arrangement gives customers better control over quality, delivery and cost. And, customers can save money on transportation costs to third-party toll coaters while eliminating administrative costs and unpredictable yield losses.

“Because of our experience in this area, we were able to hit the ground running with the production of Galvalume and the new paint line at Columbus,” says Don Switzer, manager of sales for the SDI Flat Roll Group’s Columbus Division. “Construction was completed ahead of schedule, and the startup phase is well underway.”

“Earning another Gold Key from Rural Builder dem-

onstrates how we continue to provide value to the construction industry and other markets, something we’ve been doing now for years,” Switzer adds. “Our ongoing goal is to continue to improve the way we serve that industry through new and enhanced products and top-notch customer service.”

Steel Dynamics, now the fourth largest domestic steel-maker and a Fortune 500 company, began production at its greenfield flat-roll mill near Butler, Indiana in 1995. The company now consists of six mills making flat-rolled steel, structural shapes, rail, bars and other products. SDI also includes one of North America’s largest metals-recycling companies, several steel-fabrication facilities, and other metals-related endeavors. **RB**



WHO HAS THE THREE NEWEST PAINT LINES IN NORTH AMERICA?

STEEL DYNAMICS.

With the newest addition to the family in Columbus, Mississippi, in the heart of the South, we now offer the widest painted and GALVALUME® steel sheet available in North America—72+ inches. Led by a team of experienced professionals, we've built a brand new, state-of-the-art paint line at Columbus to join our facilities at Butler and Jeffersonville, Indiana, in bringing you the finest painted and metallic-coated products around. You can improve and simplify your supply chain with extra-wide SDI steel. Find out how Steel Dynamics can help you achieve a best-in-show finish for your painted steel needs.

**Call us today to see us earn
our colors at Columbus.**



Columbus Division

1945 Airport Road
Columbus, Mississippi 39703
(866) 369-3047

Butler Division

4500 County Road 59
Butler, Indiana 46721
(800) 799-8942

The Techs

GalvTech
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Pittsburgh, Pennsylvania 15207
(412) 464-5000

MetalTech
2400 Second Avenue
Pittsburgh, Pennsylvania 15219
(412) 464-5000

NexTech
300 Braddock Avenue
Turtle Creek, Pennsylvania 15145
(412) 464-5000



steeldynamics.com



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 33rd year. The company, founded in 1963, is privileged to have spent more than 50 years manufacturing steel products. Steel buildings were added to its product line in 2011.

The addition of Sukup Steel Buildings has allowed the company to more fully provide for all of the producer's needs. Not only are Sukup Steel Buildings perfect for a shop or machine shed, but now they also make "hopper buildings" to make grain loading more efficient.

The new "hopper buildings" really bring together several state-of-the-art grain handling and storage technologies of Sukup Manufacturing Co. and its

Sukup Steel Buildings division. "It really shows off a lot of what we do," said Sukup's CFO, Steve Sukup.

Sukup is IAS AC472 accredited and a member of the Metal Building Manufacturers Association (MBMA).

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 area, 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. In addition to its line of steel buildings, the 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.



STEEL BUILDINGS



ACCREDITED
AC472



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.

Why Purchase A **SUKUP STEEL BUILDING?**

- Clear Span up to 200'
- Purlins, Girts, and Eave Struts are pre-punched to ensure proper fit & faster installation.
- Factory Welded Clips mean fewer pieces & bolts, lowering construction costs.
- Purlins, Girts, and Eave Struts are galvanized for long life.

Find your local Sukup Dealer:
www.sukup.com/Dealer-Locator



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VALSPAR

w: 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 WeatherXL Crinkle Finish coating for a 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, aesthetics, 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**



WHERE OTHERS FADE
**WE
STAND
OUR
GROUND**

valspar® ARCHITECTURAL
METAL COATINGS



Valspar coatings are guaranteed to resist chalking and fading like a mother and leave the competition crying for mommy. We don't treat our coatings with kid gloves. We put them through the wringer and are always innovating. And then we beat the crap out of them. Because that's how to make color tough enough to look its best after Nature's thrown down her worst.

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gold key awards



A.J. MANUFACTURING INC.

W: www.ajdoor.com P: 800.328.9448

Quality doors and windows for the post-frame market

A.J. Manufacturing is honored to be recognized with the Gold Key Award and would like to thank their loyal customers and recognize their dedicated employees for this honor.

Recent introductions of the R88 Responder Door™, EZ-v™ for vinyl windows, Niagara Column Brackets™, R41 and R51 Responder Doors, Harmony™ Vinyl Windows, the Partner Door™, Main Street Vinyl Windows, Accutrac and the Stainless Steel Responder™ SST are examples of A.J.'s commitment to innovation and improvement in the post-frame industry.

In a never-ending effort to improve quality and performance while holding costs in-line, A.J. employs the latest technology in materials processing, state-of-the-art production equipment, a highly trained workforce and good old-fashioned A.J. innovation.

A.J. is proud of and thankful for the collaborative relationships they've developed with their customers and the trust that those customers have in A.J.'s products and services. A.J. appreciates the opportunity to be an innovative partner to the post-frame industry and looks forward to meeting the continuously expand-

ing needs of the industry. With your help, A.J. plans on **Building Ideas** for the next 50 years and beyond.

Quality materials, on-time shipments, exceptional customer service, innovative designs, product improvements and a dedication to excellence are the principles that go into A.J.'s promise to continue to deliver value beyond customers' expectations. **RB**



Protection Against the Elements

Lite Commercial 5100 & 7100 Steel Walk Doors



9-Lite Crossbuck

9-Lite

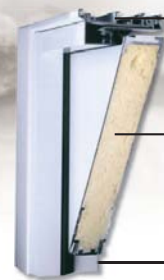


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6-Panel

Vent-Lite

Standard



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■ **Based in Pennsylvania**, A.B. Martin Roofing Supply is a family-owned and family-operated manufacturer and supplier of long-lasting building materials since 1947. It supplies builders and contractors with the highest quality lumber, insulation, fasteners, horse stall components, snow retention, building materials and metal panels.

A.B. Martin serves Pennsylvania, New York, Maine, Vermont, New Hampshire, Connecticut, Massachusetts, Rhode Island, New Jersey, Delaware, Maryland, Virginia, West Virginia and the surrounding states.

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SPECIALTY CORPORATION

W: www.beckers-group.com P: 847.766.3555

■ BECKRY®TEX WRINKLE FINISHES TAKES COATINGS TO NEW DEPTHS



Beckers' BeckryTex is a super durable polyester architectural coating system. The result of over 30 years of research and development conducted by the Beckers Group, BeckryTex offers a series

of unique textured coatings with an ultra low-gloss finish that will enhance the aesthetic of any roofing project in the commercial, residential and industrial metal roofing markets. The coating system can also serve as an exciting alternative for cladding and interior finishes.

BeckryTex wrinkle coatings are unconventional in comparison to the standard flat finishes typically used in manufacturing metal roofs. The distinctive appearance provided by the textured coating system increases the appeal of a project, creating an eye-catching masterpiece that is sure to attract the attention of architects and property developers alike.

The formulation of BeckryTex offers a plethora of benefits. In addition to the unique appearance produced by the textured coatings, BeckryTex is comprised of a combination of inorganic pigments and a high durability polyester resin system that gives the coating an exceptional color and gloss retention. Applied over a corrosion resistant primer, BeckryTex offers unparalleled film integrity, mitigating concerns of cracking, flaking or peeling of the coating system. Additionally, BeckryTex is easy to form while still maintaining a structure that is resistant to dirt pickup and cracking.

BeckryTex meets the requirements of AAMA 2604-10 and 2605-11 (color dependent), and is warranted for 40 years adhesion / film integrity and 30 years for chalk and fade. **RB**



About Beckers

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

TAKING COATINGS TO NEW DEPTHS

Beckry®Tex textured wrinkle coatings are a unique, low gloss option designed for any architectural project. For over 30+ years, Beckers' super durable resin system has provided excellent weatherability, durability and flexibility making it the perfect solution for metal roofing and standing seam panels. Beckry®Tex is easy to form while still maintaining structure that is resistant to cracking and dirt pickup and is an exciting alternative to traditional flat finishes.



www.beckers-group.com

2526 Delta Lane, Elk Grove, IL 60007 | P: 847-766-3555
info-beckersspecialty@beckers-group.com



THE BRADBURY CO. INC.

W: www.bradburygroup.com P: 620.345.6394

Bradbury manufactures an extensive line of roll forming and coil processing equipment for the metal building and roofing industry. 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



Number of Employees: 320
Year Founded: 1959



diagnostics, and offer a 24 hour/365-day service hotline RB



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



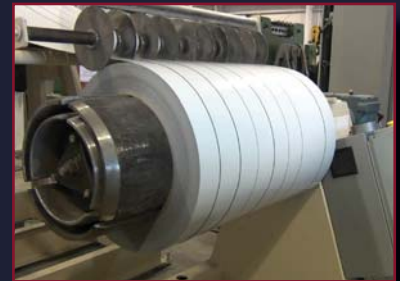
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How strong are your translucent products?

DMI is continually working to bring innovative products to exceed customer expectations of performance in harsh climates. From long-life fasteners to premium daylighting products, DMI is bringing performance engineered building solutions to our nationwide network of panel manufacturers and building product distributors.

New translucent polycarbonate ridge cap is available in a 2mm thickness that is

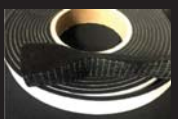
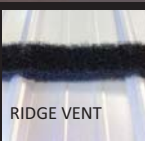
strong and rigid. The 2mm translucent cap eliminates the need for center point purlin support!

This new translucent ridge cap joins our line of 1.5mm (0.06") thick translucent panels to provide top of the market performance. These 1.5mm panels are available in 12' lengths in 3/4" rib and R-panel profiles. Technical support, including snow load and wind loading calculations are available to aid in the specification of these

high-performance products. Please request a free sample today at samples@directmetalsinc.com and you too can help spread the word about these great new products. Together we can build strong buildings while building stronger relationships and stronger reputations. **RB**



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W: www.edcoproducts.com P: 800.593.2680



■ **AT EDCO PRODUCTS INC., WE CARE ABOUT OUR CUSTOMERS AND WILL STOP AT NOTHING UNTIL COMPLETE SATISFACTION IS ACHIEVED.** For more than 70 years, we have delivered industry-leading innovation, quality and service, and that will never change.

The award-winning Infiniti Textured Shake Roofing, our latest innovation from EDCO is the next evolution of stone-coated roofing. Our proprietary thermal-fused particle technology, available in seven colors, provides a textured panel with unmatched style and performance. This new technology will not chip, crack or peel, which means that your roof will never have areas where moisture can penetrate resulting in mold and damage to the underlayment.

In addition to Infiniti, EDCO's ArrowLine Shake and Slate and Generations roofing products add a variety of colors and highlights to give any roof the style and beauty that a homeowner or business desires.

All of our roofing products come with an unmatched lifetime limited, non-prorated warranty. **RB**



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Infiniti Roofing from EDCO is setting a new standard for how a quality roof should look and perform. **Infiniti's** innovative technology delivers natural beauty and lasting all-weather protection.

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Infiniti Roofing



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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 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**



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the rest –
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H&H METAL PRODUCTS

W: 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 more than 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**

2017
CondenStop®
 Proven Technology for Controlling Condensation on Metal Roofing

COMBAT CONDENSATION



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.

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- 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



Condenstop® is a registered trade mark of LANTOR Construction d

2017
RB
 7 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.
- Vented aluminum soffit in all K-Rib colors, along with our Ridgolator roof ventilation products make for a complete ventilation system. **RB**

► **Circle Reader Service Card 150.**

THE K-RIB PANEL FAMILY PROFILES:

The diagram illustrates seven different K-Rib panel profiles with their respective dimensions and coverage labels:

- FRONTIER:** 36" COVERAGE, 9" width, 11/16" height.
- SUBURBAN:** 36" COVERAGE, 9" width, 3/4" height.
- HEARTLAND:** 36" COVERAGE, 1-3/4" width, 1/2" height.
- R-PANEL:** 36" COVERAGE, 12" width, 3/4" height, 1" depth, 1-7/16" width, 3/16" height, 1-1/4" height.
- PBR-PANEL:** 36" COVERAGE, 12" width, 3/4" height, 1" depth, 1-7/16" width, 3/16" height, 1-1/4" height.
- 1-1/4" CORRUGATED:** 24" COVERAGE, 1/4" height.
- 2-1/2" CORRUGATED:** 24" COVERAGE, 1/2" height, 2-2/3" width.



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■ **Lester Building Systems is celebrating 70 years of building dreams!** Since 1947, Lester Building Systems has been delivering our customers the pride and peace of mind that comes from owning a Lester engineered building. With their vision, our design team and our local construction experts collaborate to bring their dream building to life. Customers can expect a professional, hassle-free experience and a building that will stand the test of time.

Our new, exclusive Eclipse Roof System® is sleek, easy to install, a fraction the cost of standing seam and provides leak-free performance. Try it on your next project—new construction or re-roofing.

Lester Buildings is continually looking for long-term dealer partnerships. We want dedicated dealers who provide top-notch customer service. We want to get to know you! Please visit LesterBuildings.com/Dealers to start the conversation. **RB**



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■ **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 has 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.

Levi's fastener line consists of Fastgrip, ProCap, ProZ and Metalgrip brand names. Newer introductions include low-profile pancake head screws, Dekfast washers and deck screws.

This is the 8th 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

39 Years Of Fisher Family Leadership

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



8 GOLD KEYS WON

and fast shipping," said Steve, adding: "We have been blessed by the relationships we've formed with our customers." **RB**

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SNOW RETENTION SYSTEMS



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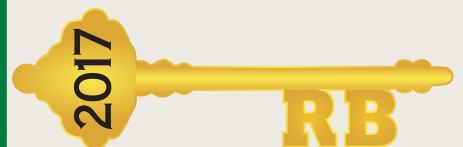


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Ensure they withstand the test of time!

Your buildings are your legacy and inferior substrates, paint coatings and outdated manufacturing processes from your supplier can blemish your reputation. Strengthen your Legacy with McElroy Metal!

EDGE-RUST INHIBITOR

A clear-coat rust inhibitor is factory-applied to the cut ends of Post Frame panels. This inhibitor deters rusting of the exposed edge.



Environmental tests show extensive corrosion along cut end of panel without Edge-Rust Inhibitor.



Minimal corrosion is detected along cut end of panel with Edge-Rust Inhibitor.

KYNAR 500® (PVDF) PERFORMANCE AND AESTHETICS for the Long Run!

Day one, colors were the same. 8 years later, note the fading and chalking of the Siliconized Polyester.

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Siliconized
Polyester

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Easy-to-Install Starter Course Saves You Time and Money!

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Adheres direct to deck along roof edges.

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Tough mineral surface with reinforced fiberglass mat.

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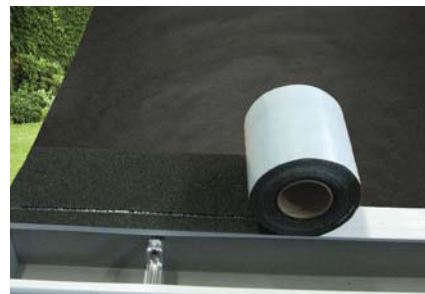
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Fast and Simple Shingle Starter Product

MFM ShingleStarter™ is a self-adhering, self-sealing waterproofing membrane that eliminates the need to cut shingle tabs, saving the contractor valuable time, material and labor costs. The membrane aggressively bonds to the roofing substrate and features a sealing strip to prevent shingle uplift at the roof edge. ShingleStarter can be used with traditional 3-tab or architectural shingle styles.



ShingleStarter is a 50-mil granulated product that comes in a 7.2” x 33.5’ pre-packaged roll. Product meets ASTM D 1970, Florida Building Code FL 11842.1, ICC-ES ESR 1737 and is Miami-Dade County Approved. ShingleStarter can be left exposed for 30 days and comes with a 5-year warranty.

Free product samples, technical literature, approvals, installation instructions and more are available by calling or visiting the website. **RB**



3 GOLD KEYS WON

Circle Reader Service #412

NOVAGARD SOLUTIONS

W: www.novagard.com P: 800.380.0138

■ **Novagard Solutions is honored to be a recipient of the 2017 Gold Key Award for the third year in a row!** Along with this privilege, we were in the Top 5 in the 2017 Best Product Award at the NFBA Expo this year for our premier Metal Roof Sealant.

Novagard Solutions has been a leading manufacturer in the silicone sealant business for years 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 formula gives the sealant improved weather and UV resistance, which is one of the key features of this product. This specific chemistry improves the long-term weatherability, flexibility and adhesion to a variety of 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**



Metal Roof Sealant

The flexible seal that lasts as long as the roof!



**Recipient of the
2017 Gold Key Of Excellence Award
3rd YEAR IN A ROW!!**

www.novagard.com





PALRAM AMERICAS

w: 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. This constant innovation brings products and technology to the market that benefit the entire supply chain from the distributor to the end user.

The latest addition to the Palram product line is DURACLAD™, the interlocking PVC liner panel. While Palram is not the

first to offer such a product, we created a better design. DURACLAD's inner walls are up to 20 percent thicker than the competition, resulting in DURACLAD being stronger by design. In addition, the trim pieces are a compression fit, resulting in greater resistance to water infiltration. The bright white color with a smooth surface provides additional light reflectance and an easy-to-clean surface.

For daylighting solutions, Palram offers the ever-popular SUNSKY® polycarbonate panels with a co-extruded UV layer. Along with its high

impact resistance, SUNSKY won't bloom or crack like FRP, is lightweight, and maintains excellent load ratings. In addition, 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 projects that can benefit from natural daylighting.

Other available products include AG-TUF™ and AG-TUF™ UV, the bright white corrugated 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 the highest standards of products and service. **RB**



Smooth, bright white surface is chemical, mold, bacterial, and water resistant



Warrantied for 20 years, and easy to maintain

Stronger by design.

NEW Duraclad PVC Interlocking Panels



DuraClad is stronger than other PVC liner panels with thicker inner walls



Secure tongue and groove design with hidden fasteners for easy installation that allows for expansion and contraction

Easy-to-install, low-maintenance protection for any environment.

Palram, the most trusted name in PVC and PC quality, now offers Duraclad PVC interlocking liner panels. Tough, water-resistant and rigid, Duraclad can withstand the harsh conditions required for agricultural and commercial applications. Duraclad's attractive, high-gloss finish is easy to

sanitize and also reflects light in low-lighting conditions. Built to last, Duraclad panels are

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- Dairy, Hog & Poultry Farms
- Fisheries
- Laboratories
- Car and Truck Washes
- Chemical Processing Plants
- Laundromats
- Laundromats and more
- Food Processing

backed by an industry best 20-year warranty. To learn more or receive free samples and literature, visit www.PalramAmericas.com/Duraclad or call 800-999-9459. And put strength on your side.



From the makers of **SUNSKY & AG-TUF**
Polycarbonate Daylighting PVC Siding & Liner Panels



RICHLAND LAMINATED COLUMNS LLC

8252 Greenwich, Ohio 44837 **p:** 419.895.0036 **fax:** 419.895.0062

■ It has been a very good year so far at Richland Laminated Columns and the excitement continues to build. With three major expansions since our founding in 2005, we are continuing our journey to fulfill our promise to be “Your One Stop Pole Shop.”

Today, Richland Laminated is progressing rapidly towards building its first factory outside its home base of Greenwich, Ohio. In August, a new distribution and manufacturing factory will be operating in Linton, Indiana. This additional location will help speed delivery of

Richland Laminated Columns to customers in the region.

Richland Laminated, however, long ago expanded beyond columns, offering a growing list of items for foundation durability: Sturdi Wall and Strudi Wall Plus Brackets, Post Protectors, The Footing Pad, Concrete Post Pads and Perma-Columns.

Those products will soon be joined by GreenPosts from Planet Saver Industries. Richland Laminated has partnered with Planet Saver to be the official manufacturer and distributor of GreenPosts for a five-state area. New equipment will

be installed for the process and customers can begin expecting Richland Laminated Columns with GreenPosts in October.

Richland Laminated, which started as a one-man operation, has also now expanded to 17 employees. We have four semi delivery trucks, two of them equipped with a Moffett piggy-back lift for drop-site deliveries.

Owner Elmer Sensenig was just a 19-year-old post-frame builder when he developed his own laminated columns. He envisioned that other builders could be helped by his product and today Richland Laminated

Columns is an industry standard. As the needs of post-frame builders increase, so will the diversity of what we offer, using service, honesty and old-school values as our business 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. **RB**



Your One Stop Pole Shop

Why Use Richland Laminated Columns?

- Stronger** - over 30% stronger vs. solid sawn.
- Still CCA** - more consistent and complete below ground .60 pcf CCA treatment.
- Lighter** - kiln dried after treating.
- Eliminates** - crackling, splitting, checking and twisting.
- Structural** - Glu-Laminated Fingerjoints and Nailed & Glued Laminations - no butt-joints!

Distributor of Sturdi Wall and Sturdi Wall Plus Brackets
 Manufacturer of Quality Laminated Columns
 and Richland Perma-Columns:

- 3-Ply, 4-Ply, 2+6, 2+8 100% Treated or Non Treated
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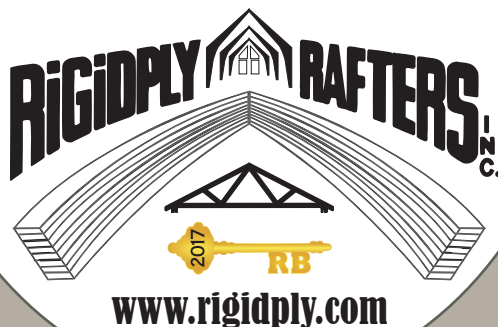
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S-5!

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Always innovating, S-5! recently introduced two new product lines.

The RibBracket I-IV is shaped to provide a perfect fit to most common trapezoidal roofs. It has no moving parts and is flexible enough to fit varying trapezoidal widths. The DualGard snow retention system uses two 1-inch pipes to keep snow and ice in place while it melts safely. DualGard can be painted, powder coated or anodized to match virtually any metal roofing system. It's mounted with S-5! mini clamps, is

available with two sizes of snow clips for every roof type and can fit virtually any seam profile.

S-5! VersaBracket and CorruBracket product lines allow just about anything to be easily mounted to exposed-fastener roofs, providing permanent attachment of countless ancillary items, including signs/banners, walkways, HVAC, etc.

S-5! snow retentions systems can be engineered on a site-specific basis and are well-known for providing unrivaled strength while

maintaining the clean colorful appearance of the roof. S-5! 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 more than 1.9 million roofs worldwide and trusted by engineers for critical holding strength, by architects for sleek aesthetics, by roofers for zero-penetration and by contractors for easy installation and reduced mounding costs.

S-5! recently relaunched

its website featuring the New Master Snow Retention Calculator. More than 150 metal roofing manufacturers are listed on the site as compatible components with S-5! systems. Projects also may obtain an Engineered Stamp on the site for ColorGard certifications run through the calculator. **RB**



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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!

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W: 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 sixth consecutive year.*

Since its founding in 1994, Sno Gem® has grown to become an internationally-respected provider of innovative, high quality snow retention systems for metal roofing. Starting with the original polycarbonate snow guard, Sno Gem has grown to include multiple product lines for metal roofing and other roof systems.

In 2014 the company leveraged its over 30 years of experience in the architectural sheet metal and roofing market to develop a family of roof accessory attachment clamps. Made from aircraft-grade aluminum, the new clamps can be used to attach virtually anything to metal roof surfaces without penetrating or

piercing the metal.

These clamps include the Gem Clamp™, Sno Cube™ and Sno Blockade Cube™ which are used to attach our exciting and innovative Gem Series, iClad™ and Sno Blockade™ snow retention systems, respectively. Sno Gem's clamps are available for all of the most common types of standing seam metal roofs.

To learn more about the company's flagship snow retention products and systems, or its new attachment line, contact a company representative or visit online. **RB**



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■ **ST Fastening Systems is a leading supplier of threaded fasteners for the pre-engineered metal building, post-frame building and residential metal roofing industries.** Products ship from two service centers in Tyler, Texas and Cincinnati, Ohio.

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

The KWIKSEAL WOODBINDER MB with micro-bit technology has a drill point that 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 combined with the unique KwikSeal thread design, which generates excellent holding strength in all wood substrates.

A commitment to corrosion resistance is equally important. Zinc plating and chromate sealer is standard on all metal building and post-frame building screws. POWDERFUL powder coating paint is an environment friendly process that utilizes no chemical solvents and provides a tough barrier coat shell three times more corrosion resistant than traditional wet paint processes. All galvanized fasteners now have DURASEAL PLUS coating that withstands 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, ST Fastening manufactures its ZXL WOODBINDER Zamac 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. The ZXL is quickly establishing itself as the next generation fastener for metal panels. Building owners and contractors now demand a fastener that will last as long as the metal panel.

In addition, the WOODBINDER HSS full hard Stainless Steel MB micro-bit point for metal roofing has hardened threads and point and easily penetrates 29 and 26 gauge high tensile steel with no pre-drilling. This

fastener also carries a written warranty against red rust. Other ST Fastening 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. **RB**



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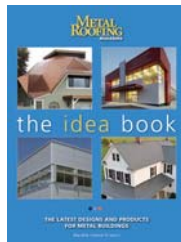


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► For more information circle 155.



S-5! RIBBRACKET I-IV

RibBracket I-IV products from s-5! are shaped to provide a perfect fit to most common trapezoidal roof shapes.

Thoroughly tested for strength, RibBracket I-IV has no moving parts and is flexible enough to fit varying trapezoidal widths. A higher profile ensures more space between the roof and any devices attached to the roof, while the four attachment points offer greater holding strength.

RibBracket I-IV is designed for convenient wire management and ease of installation for a solar system. RibBracket I-IV and the accompanying fasteners come with a factory-applied EPDM rubber gasket seal attached. The S-5! reservoir conceals the bracket EPDM from UV exposure, preventing drying and cracking.

With four different shapes, RibBracket I-IV can properly fit the vast majority of trapezoid profiles found globally.

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KwikFlash from Atlas Bolt & Screw Co., is a quick weather-proofing flashing designed for difficult areas such as skylights, square and round ducts, parapet walls, and in areas where traditional lead flashings are used. It is compatible with most materials and can be successfully flashed between brick, fibre cement, galvanized steel, aluminum, stainless steel and concrete. Flashing dissimilar roof profiles such as a house roof to a verandah is no problem, and KwikFlash dresses well to all metal and tile profiles.

KwikFlash consists of aluminum stretch-netting cast in environmentally-friendly lead-free polymer rubber which allows it to take a form set while remaining flexible, malleable and stretchable. A fully self-adhesive butyl layer underneath the rubber polymer is protected and backed by a release sheet removed during installation. No fasteners are required.

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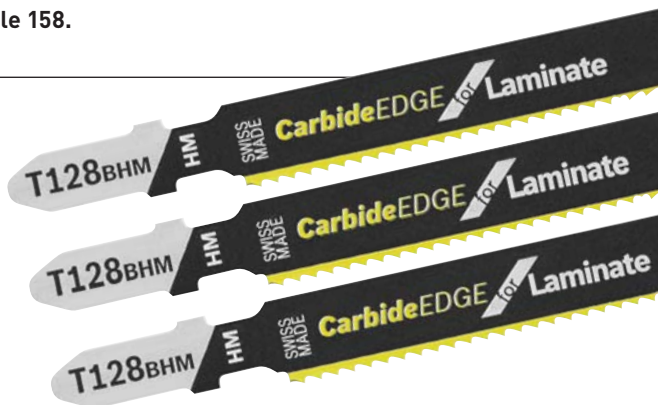
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JIG SAW BLADES CUT OUT FOR THE TOUGH STUFF

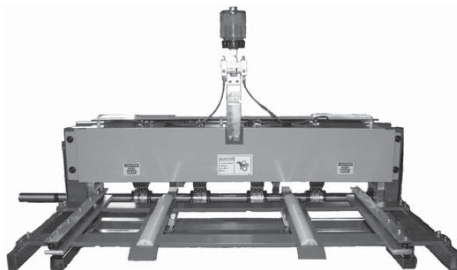
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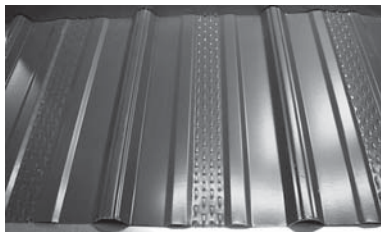
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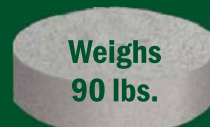
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08/

AUGUST

28-29, Post-Frame Marketing & Economic Summit, Indianapolis, IN, nfbfa.org

09/

SEPTEMBER

5-8, Self Storage Association Fall Conference & Tradeshow, Las Vegas, NV, selfstorage.org

25-27, National Coil Coating Association Fall Meeting, coilcoating.org

10/

OCTOBER

16-18, Midwest Roofing Contractors Annual Conference, St. Louis, Mo.

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

24-27, BCMC Show (Building Component Manufacturers Conference), Omaha, NE; www.bcmcshow.com

25-27, Remodeling Show/Deck Expo/JLV Nashville, remodelingdeck.com

11/

NOVEMBER

16-18, Design-Build Conference & Expo, Philadelphia, designbuildexpo.com

25-27, Remodeling Show/Deck Expo/JLV Nashville, remodelingdeck.com

8-10, Greenbuild International Conference & Expo, Boston, greenbuildexpo.com

29-Dec. 1, Construct Canada, Toronto, constructcanada.com

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new products

BY RURAL BUILDER STAFF

EASY SPLICE CONNECTIONS FOR HYDRAULIC DOORS

Schweiss engineers have come up with a one-of-a-kind splice connection that allows Schweiss doors to be broken down, shipped and easily assembled at a fraction of the cost.

The highly engineered, patent-pending Splice Connection allows the installer to easily slide both hydraulic door sections together and secure corresponding splice plates with bolts. No welding is necessary and the splice connection is literally self-aligning for effortless and quick field assembly.

Customers will like the fact that the door can be easily shipped or picked up from the factory without costly over-width permits.

► For more information circle 160.

2017 PRODUCTS CATALOG FROM MCELROY

McElroy Metal has updated its company product catalog.

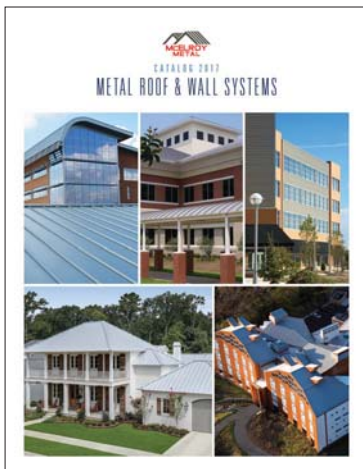
The 36-page catalog features the entire McElroy Metal line of construction products and components for the architectural metal construction industry.

The new catalog includes detailed information on the 138T and 238T symmetrical standing seam roof recover systems as well as

engineered retrofit systems that adapt an existing roof's structural support system, whether constructed of steel, concrete or wood.

Among the other newer company offerings featured are insulated metal panels under the name of Green Span Profiles, a joint venture IMP manufacturing company.

► For more information circle 161.



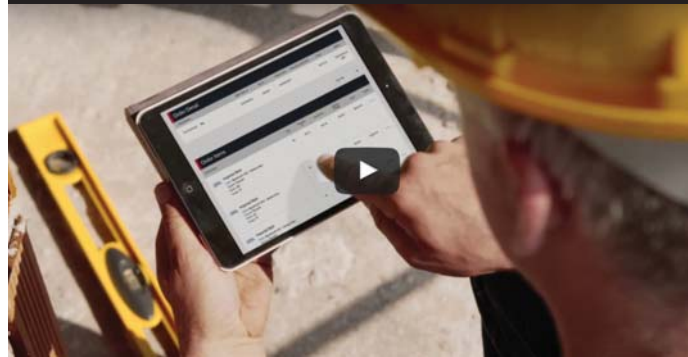
ABC'S NEW ONLINE ORDERING TOOL

American Building Components has launched a new online ordering tool—a faster, more efficient way for customers to order metal roof and wall panels, trim and accessories.

Accessible 24 hours a day, seven days a week, our customers can access the online store anytime anywhere and on any device to build quotes with accurate pricing, create and place orders online, check quote and order status and manage company accounts.

Additional features include the ability to select multiple panel lengths within a single quote or order, convenient shipping methods, and multiple payment options including invoice, COD or credit card

► For more information circle 162.

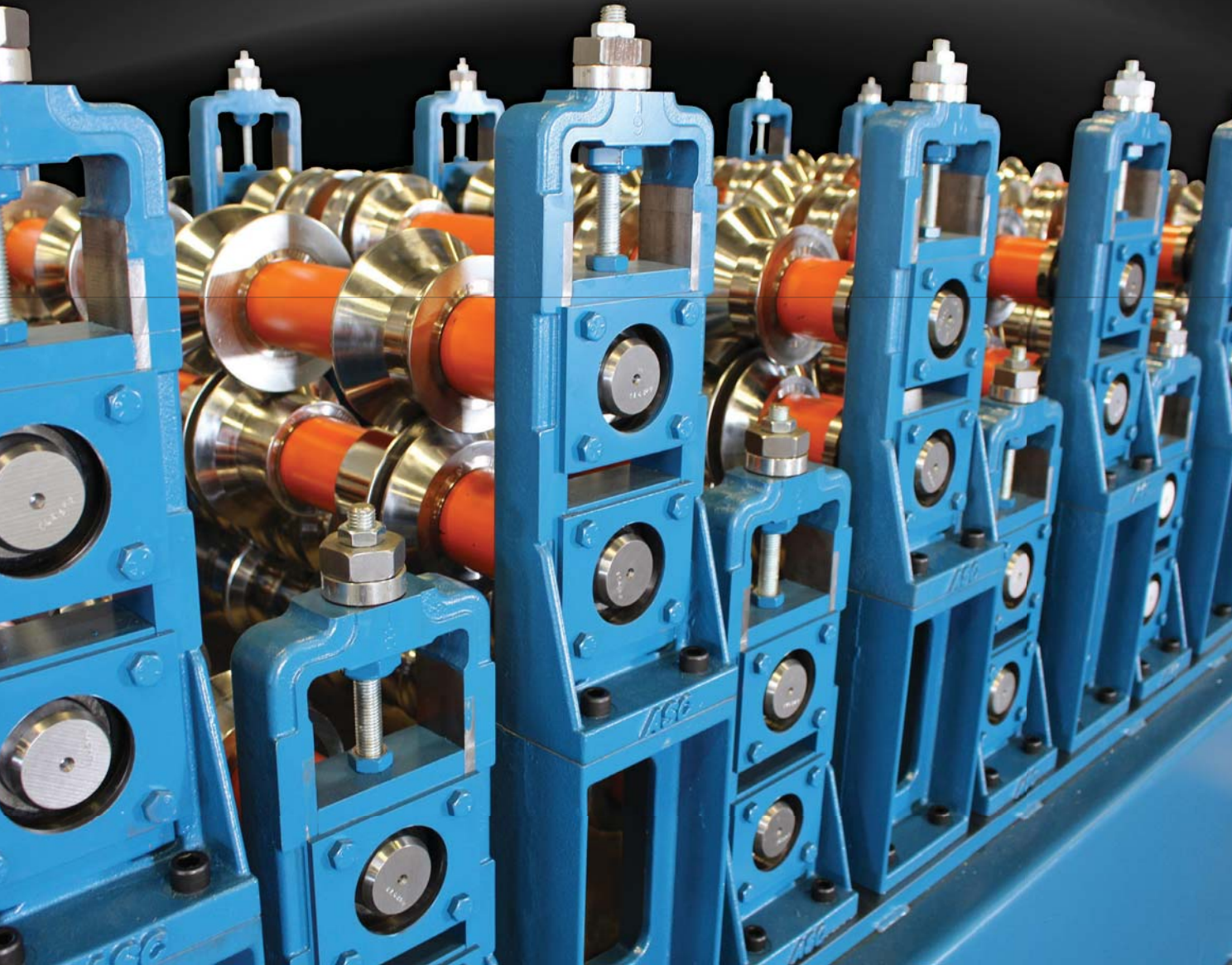


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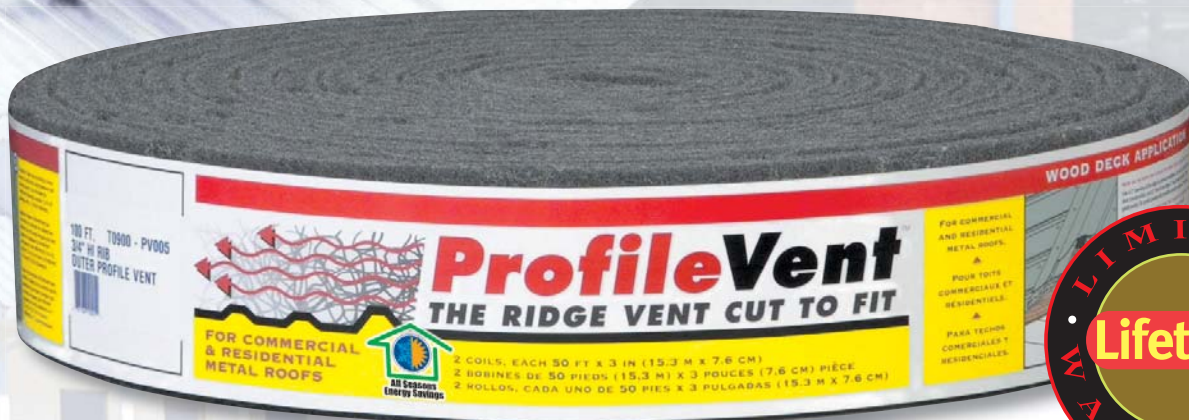
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