

September 2017

Rural Builder®

The Business Management Magazine for Rural Contractors

www.ruralbuilder.com



**METALCON
PREVIEW**
Events &
Exhibitors

12 problem solving solutions

DOORS

HARDWARE



**HIRING
HELP**

COURTESY OF
UNCLE SAM

Reclaimed wood sets the tone for this new barn in Utah, with a PowerLift hydraulic door clad to match. Related article on page 32.



Strength in all Seasons

Since 1951, Plyco has stood by you and by their products. Plyco offers a complete line of entry doors 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.

METALCON
BOOTH #1009



PLYCO
CORPORATION

800.558.5895 • Fax: 800.257.5926 • www.plyco.com • Elkhart Lake, Wis.

Circle Reader Service #313

Rural Builder

Editor
Sharon Thatcher
sharon.thatcher@fwmedia.com
715-245-5767

VP Advertising Sales
Kevin D. Smith

Advertising Sales
Gary Reichert
gary.reichert@fwmedia.com
715-350-7080

Publication Design
Nicole MacMartin

Production Coordinators
Kathy Budsberg
kathy.budsberg@fwmedia.com
715-257-6020

Patti Kirchner
patricia.kirchner@fwmedia.com
715-318-0839

Subscription Services
386-246-3452

Office Phone
715-445-2214

Office Fax
715-445-4087

F+W MEDIA

Chief Executive Officer Thomas F.X. Beusse

Chief Operating Officer Joe Seibert

Chief Content Officer Steve Madden

Chief Technology Officer Joe Romello

SVP, General Manager- F+W Crafts Group
John Bolton

SVP, General Manager- F+W Fine Art, Writing and Design Groups David Pyle

SVP, General Manager- F+W Outdoors and Small Business Group Ray Chelstowski

Managing Director - F+W International
James Woolam

VP, General Counsel Robert Sporn

VP of Human Resources Gigi Healy

VP, Manufacturing & Logistics Phil Graham

Rural Builder (ISSN: 0888-3025) Volume 51 Number 6 is published monthly, except January, April, June and November, by Krause Publications, a division of F+W Media, Inc., 700 E. State Street, Iola, WI 54990-0001. Periodical postage paid at Iola, Wis., and at additional mailing offices. Canadian Agreement Number: 40665675. POSTMASTER: send address changes to Rural Builder, Circulation Department, PO Box 420235, Palm Coast, FL 32142. Copyright 2014 by F+W. Rural Builder and its logo are registered trademarks. Other names and logos referred to or displayed in editorial or advertising content may be trademarked or copyright. Rural Builder assumes no responsibility for unsolicited materials sent to it. Publisher and advertisers are not liable for typographical errors that may appear in prices or descriptions in advertisements. Mailed free to rural contractors and their suppliers throughout North America. Others may subscribe: \$29.98 for 1 year, \$55.98 for 2 years, and \$79.98 for 3 years in the U.S.; \$39.98 for 1 year, \$74.98 for 2 years in Canada.



32

FEATURES [SEPTEMBER 2017]

METALCON PREVIEW / 7

Vegas to Host 2017 Metal Construction Event
Companies With Must-See Products on Display

IN FOCUS / 20

Misconceptions About Safety:
What Every Post-Frame Builder Should Know

FRAME BUILDING EXPO EXHIBITORS / 22

A Preliminary List of Companies Planning to Be There

PRODUCT PROFILE / 32

Problem-Solving Solutions for Doors

PROJECT OF THE MONTH / 36

Crazy Cool Bifold Door Sidesteps Zoning Restriction

DEPARTMENTS

Industry News	4
People in the News.....	6
Index	30
Money Talk	38
Classifieds	40
New Products.....	42

OCTOBER PREVIEW

2018 Rural Builder
Buyers' Guide

7



E-MAIL THE EDITOR AT
sharon.thatcher@
fwmedia.com

Check our website at
www.ruralbuilder.com

BY RURAL BUILDER STAFF

■ ABC SUPPLY 35 AND STILL GROWING

ABC Supply (abcsupply.com) is celebrating 35 years in business and shows no signs of slowing down. Now with more than 700 branches nationwide, the company this year alone has opened branches in Bowling Green, Kentucky, Burleson, Texas, Elgin, Illinois, Colorado Springs, Colorado, Vancouver, Washington, Manchester, Connecticut, and Sterling, Virginia.

Also as part of its expansion, ABC Supply recently acquired the assets of Ohio-based Capstone Supply, LLC, a distributor of exterior building materials, primarily roofing and siding. Those assets will be incorporated into ABC's Columbus and Cincinnati branches.

ABC Supply is headquartered in Beloit, Wisconsin.

■ TFC RECEIVES CERTIFICATION FOR APS500

Triangle Fastener Corporation (trianglefastener.com) announces that its APS500 Advanced Polymer Sealant is now NSF Certified. NSF certification ensures that nonfood compounds are compliant to food safety regulations and is acceptable for use in the intended application.

■ GLULAM FIRE TEST RESULTS AVAILABLE

A new fire test report on the fire resistance rating of glulam beam to column connections in Type IV construction is available. The findings, offered by reThink Wood, support mass timber as a safe solution that meets, and in some cases exceeds, stringent fire safety standards for U.S. building design and construction. The full summary report is available for free download at reThinkWood.com.

■ SIMPSON STRONG-TIE DONATES TO WOOD-BASED PRODUCT ADVANCEMENTS

Simpson Strong-Tie (strongtie.com) has offered its support of Clemson University's Wood Utilization + Design Institute with a \$50,000 donation.

The Institute brings together industry professionals to design advances in wood-based products through education and training, product research and development, and development of technical and design solutions.

A representative from Simpson Strong-Tie will also serve on the institute's advisory board and work with other board members to shape the direction of the institute.

**We can take any ribbing
and make light of it.**

Match virtually any custom profile with SunSky in days.

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



More daylighting options. More easily.

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



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



Circle Reader Service #350

Stop by and visit us at:
BOOTH #936

My job is to make your job easier.

Every day ABC Supply associates from over 700 locations nationwide dedicate themselves to making your job easier. It starts with 24/7 access to pricing and order placement with ABC Connect and ends with your materials delivered accurately, complete and on time, every time.

- ✓ Competitive pricing, hassle-free returns.
- ✓ Deliveries complete and on time. Every time.
- ✓ Manufacturer Rewards Support™.
- ✓ 24/7 access to products, pricing and order placement.



Celebrating
35 years

Experience the ABC Supply Difference.

ROOFING • SIDING • WINDOWS • TOOLS • GUTTER • ACCESSORIES • AND MORE

abcsupply.com

Circle Reader Service #310





LAM-PLY TRUSS

The Truss That Will Carry The Load

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

Starwood Rafter Uses

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



Starwood Rafters, Inc.
 W24141 Starwood Lane
 Independence, WI 54747
 (715) 985-3117 • 888-525-5878
www.starwoodrafters.com

Circle Reader Service #375

BUILDING SOLUTIONS... For builders and contractors

Our interest is always your best interest. We provide decades of experience and expertise. We also take pride in our loyalty. You can depend on us to work for you. Because we're not just reliable, we're dedicated. And we don't compete against our builder partners. Varco Pruden offers superior products and service, including:

- Custom engineered and conventional steel designs
- Regional manufacturing proximity
- Cutting-edge technology and innovation
- Unequaled marketing tools and resources
- Experienced project management and field support



Let Varco Pruden show you how, together, we can add value to your business and your reputation with the latest in construction technology.



VP BUILDING SOLUTIONS
...one relationship at a time

Visit www.VP.com/ad/RB to get this free brochure "Building Success Through Commitment."

Circle Reader Service #301

people in the news

BY RURAL BUILDER STAFF

■ CANNONBALL:HNP, LLC, has named Brian



Byrd as National Account Sales Representative. Byrd comes to CannonBall from Midland Plastics, one of the oldest and largest plastic suppliers in the Midwest. He will manage

and develop CannonBall's domestic national account sales, with an eye on growing existing territories and expanding into new areas and channels.

■ RON WRIGHT, A SALES EXECUTIVE WITH



Construction Fasteners and SFS intec has died. Wright, Kansas City, Missouri, spent nearly 40 years in sales, many of them in management. He retired in 2007 but had

remained active in the industry with Martin Building Products. He also served as a board member for the Metal Building Manufacturing Association. He died July 23.

■ **CHARLES SUKUP, P.E.**, president of Sukup Manufacturing Company, has been named a 2017 Distinguished Alumni by the 132-year-old and world's largest engineering honor society, Tau Beta Pi. He is one of four who will receive the award in October.

Sukup was Sukup Manufacturing Company's first degreed engineer. After he became president in 1995, the family-owned business added portable grain dryers, grain bins for farm and commercial storage, and pre-engineered steel buildings to the products the company designed. This has grown the company to 10 times its size from when he took over.

Sukup has an interest in the world's food supply and has made several trips to Africa, most recently for the ASABE Conference on Global Food Security. Sukup Safe T Homes in Haiti provide safe shelter during natural disasters.

The Sukup family also made a leadership gift towards the construction of Sukup Hall at Iowa State University for the research and teaching facility in the agricultural and biosystems engineering department.



Vegas to Host 2017 Metal Construction Event

Better Ideas, Best Practices, New Technologies on Display

METALCON RETURNS to Vegas October 18-20. This is the 30th year for the event that provides professionals with the newest ideas and products for the metal construction industry.

In addition to the trade show, which includes booths from more than 250 leading companies, conference sessions each morning will offer a select mix of topics

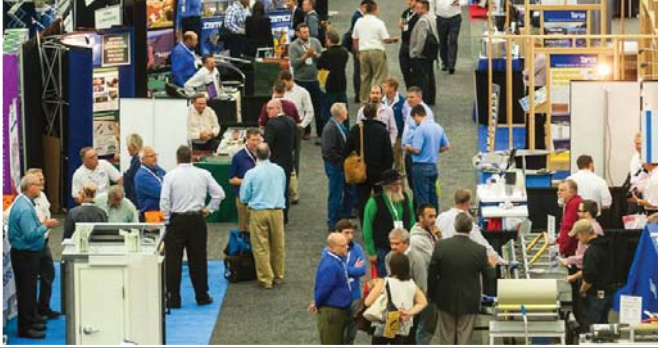
about market and workforce development, field techniques and the role of technology in the industry.

METALCON 2017 boasts a total of 16 conference programs repeated on both Wednesday and Thursday. At the core of

these sessions is the latest in field techniques and market opportunities. A major show highlight is the two-day metal roofing installation program, which offers attendees the chance to receive certification in the rapidly growing industry.

If you are looking for more concise demonstrations, the Learning Zone offers mini instruction sessions on roof





OCT. 18 - 20, 2017
METALCON
 A Future Built by Hand

LAS VEGAS, NEVADA
 INFORMATION AND REGISTRATION
 AT METALCON.COM

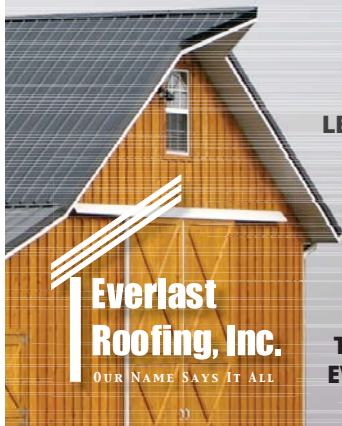


**ADDING MAGNESIUM
 TO OUR METAL:**

A SIMPLE CHANGE, SIGNIFICANT RESULTS.

THE NEXT GENERATION is here and more corrosion resistant than ever. *Simple changes with significant results* do not always require the re-invention of the wheel. We have taken the already proven Galvalume® steel which is protected by an alloy coating of zinc and aluminum and introduced magnesium to create Everlast Roofing's registered AZM® steel with Activate Technology. By introducing magnesium into the zinc-aluminum coating we improved the galvanic protection by "activating" the aluminum. The result is more efficient and more effective corrosion resistance.

**LEARN MORE ABOUT OUR
 NEW PROCESS NOW**



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

Colorbond®

**TOLL FREE: 888.339.0059
 EVERLASTROOFING.COM**

details, insulated metal wall panels, field techniques and product applications.

"Aces of Las Vegas" MCA/METALCON Roofing Championship Games are back, showcasing the most skilled contractors who will be vying for \$10,000 in cash prizes. New this year are the Innovation Stations. Scan each station throughout the exhibit hall to enter the drawing for a daily \$500 cash prize. Download the METALCON app in order to scan and navigate the floor.

Oktoberfest will also be back at METALCON 2017 after emerging as a hit last year. Participating booths will be offering complementary beer.

The second annual Triumph Awards will be taking place in the Westgate Resort Hotel on October 18th. The celebration honors metal industry professionals whose accomplishments demonstrate outstanding commitment to advancing the metal construction and building industries. The awards have expanded to seven categories including: Industry Champion of the Year, Industry Salesperson of the Year, Young Movers & Shakers, Media Executive/Journalist of the Year, Corporate Citizen of the Year, Emerging Business of the Year and Entrepreneur of the Year.

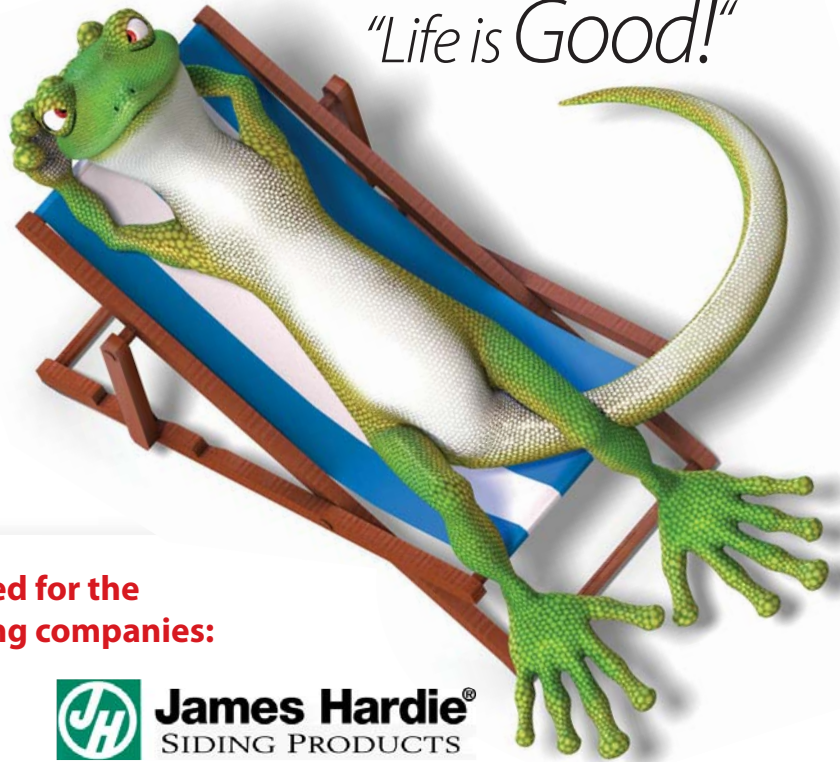
METALCON is a proud supporter of the America's Fund, a non-profit organization committed to providing much-needed support—financially, physically and emotionally to ill or injured veterans of the U.S. Armed Forces. **RB**

► To register go to www.metalcon.com.

Circle Reader Service #407

Add Some
COLOR
To Your Life!

"Life is Good!"



- Color matched nails save time and labor on prefinished jobs
- Engineered for both face and blind nailing applications
- Available in double hot dip galvanized coils, collated sticks and hand drive
- Hammer caps included with each 5-lb. box of hand driven nails to reduce paint chipping

Designed for the following companies:



James Hardie®
SIDING PRODUCTS



Fiber Cement Products by Plycem



SMARTSIDE®
BUILDING PRODUCTS TRIM & SIDING



5-lb. boxes of 8d (2-1/2") painted, hand-driven nails are kept in stock - 6 boxes per case.

If the installer prefers MAZE coil nails or MAZE stick nails for pneumatic nailers, we can paint those nails too.



Contact us for details on MAZE Painted Nails today!
800-435-5949 • mazenails.com

Circle Reader Service #306

Going to the Vegas Show?

Here are Some Companies With Must-See Products on Display at METALCON



AceClamp

Booth 1445
87 Spring Ln
Plainville, CT 06062
860.351.0686 (P); 860.351.0689 (F)
sales@pmcind.com
www.AceClamp.com

AceClamp is a "Made-in-the-USA" manufacturer of SSMR attachment systems serving a variety of industries from construction to alternative energy. Its brands include: AceClamp®, A-2 AceClamp®, Precision Snow-Guard® AceClamp solar kits and AceClamp® Snow-Rail systems. Both the AceClamp® and the A-2 AceClamp® can be used to secure SSMR attachments for solar panels and snow retention systems, as well as for signage, satellite dishes and HVAC. The PROOF is On the ROOF!™



Akzo Nobel Coatings Inc.

Booth 515
1313 Windsor Ave.
Columbus, OH 43122
614.298.1841
www.akzonobel.com/ccna

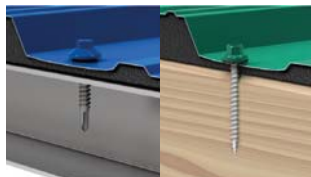
AkzoNobel manufactures high performance coil coatings for the pre-painted metal construction industry, serving the commercial, agricultural, architectural and residential markets. Coil coating products include Tri-nar, a 70 percent PVDF coating, and Ceram-A-Star1050, which is the industry-leading silicone-modified polyester coil coating. Both are available in Cool Chemistry formulations which help make projects more energy efficient and sustainable.



ATAS International Inc.

Booth 1815
6612 Snowdrift Rd.
Allentown, PA 18106
610.395.8445
info@atas.com
www.atas.com

ATAS International, Inc. is a leading manufacturer of metal roofing, wall cladding, ceilings, perimeter edge metal, and accessories. The ATAS portfolio features an expansive selection of products available in aluminum, steel, zinc, stainless steel, and copper. Standard profiles include standing seam and batten seam roof systems, metal shingles, shakes, tiles, and more. Choose from more than 30 stock colors with PVDF finish. Learn more about the ATAS product line, service offerings, and continuing education programs at www.atas.com.



Atlas Bolt & Screw

Booth 1624
1628 Troy Rd.
Ashland, OH 44805
800.321.6977
www.atlasfasteners.com

Atlas Bolt & Screw, the industry leader, has the widest metal and wood fastener selection, closures, venting, sealing and flashing solutions. Headquarters and manufacturing

is located in Ashland, Ohio, with secondary manufacturing and fully-staffed service facilities strategically located in Ashland, Ohio, Houston, Texas, Salem, Oregon and Flat Rock, North Carolina. Atlas Bolt & Screw provides its Partners longevity of proven performance, extreme customer focus, a vertically-integrated supply chain and innovative new products.

THE BRADBURY GROUP

The Bradbury Group

Booth 1123
1200 E. Cole
Moundridge, KS 67107
620.345.6394
www.bradburygroup.com

The Bradbury Group of companies make an extensive line of roll-forming equipment including panel and trim roll formers, folders, slitters, and recoil lines for the production of trim, gutter machines, insulated panel lines, and turnkey metal tile/shingle plants. It offers equipment options for the startup producer as well as the established manufacturer. Bradbury is known for cutting-edge technology and reliability built into every product.



Building Products Development

Booth 1320
1100 East Main St.
Logansport, IN 46947
866.766.3254 (P); 574.722.5543 (F)
sales@wegotclips.com
www.wegotclips.com

Building Products Development (BPD) is the world's leading manufacturer of metal roof clips and accessories for the metal construction industry. BPD provides a faster turnaround, flexibility for order revisions and expanded shipping capabilities for same-day shipping on most orders. If you don't see a clip that fits your panel, let us design one for you. Don't forget, BPD is now selling hat channels and fasteners, too! Call us today to find out more!



Breathe new life into your aging metal roofs

APPLIED SCIENCE

Dura Coat's PVDF field-applied coating revitalizes older metal roofs. Change colors for a whole new look.

DURA COAT PRODUCTS, INC.

RIVERSIDE, CALIFORNIA • (951) 341-6500
HUNTSVILLE, ALABAMA • (256) 350-4300
www.duracoatproducts.com

AXALTA COATING SYSTEMS
PHILADELPHIA, PA
www.axaltacs.com



DURA COAT PRODUCTS CAN GIVE THAT TIRED-LOOKING METAL ROOF A LIKE-NEW APPEARANCE. With our new Hydropon™ line that is field-applied with an HVLP sprayer and dries within two hours, you can change that unsightly old roof into something so appealing, you'll think it's new. Hydropon™ is Dura Coat's commercially-proven PVDF coating that can be applied to metal roofing and siding, plastic, wood, concrete, textiles and previously painted surfaces.

Hydropon™ uses Cool Pigments to repel heat, and like all Dura Coat coatings, has excellent adhesion, dirt, stain and mildew resistance, and excellent weatherability. With DC460 primer, you get the benefit of improved adhesion, extra substrate protection, and a smooth surface for top coats.

A south-western school roof had felt the effects of time. Dura Coat's Certified Field Applicators did a thorough power washing and brush scrubbing followed by a careful rinse. When completely dry, Hydropon™ was applied with airless sprayers. Two hours later, the roof looked new again.

To get more information about restoring your metal roof, contact Dura Coat Products at 951-341-6500, 256-350-4300 or email info@duracoatproducts.com.

METALCON
BOOTH #1225

Circle Reader Service #581



METALCON preview



CopperCraft

Booth 1031
300 Railhead Rd.
Ft. Worth, Texas 76106
800.486.2723
www.coppercraft.com

Look to CopperCraft for high quality, hand-crafted products. Experienced sheet metal craftsmen will fabricate custom products from your ideas and drawings or from our readily available selection including dormers, finials, spires and more. CopperCraft combines old world craftsmanship with modern-day technology and equipment to provide high quality, cost-advantage architectural products.



DECRA Roofing Systems, Inc.

Booth 321
1230 Railroad St.
Corona, CA 92882
www.decra.com
877.GO.DECRA
marketingcom@decra.com

DECRA® Roofing Systems, Inc., the company that invented the stone-coated steel roofing category and remains its leading manufacturer, is celebrating 60 years of excellence in successfully protecting residential and light commercial projects. DECRA is available in a wide variety of profiles and colors and includes a lifetime limited warranty, a 120 mph wind warranty and Class 4 impact resistance. Stop by booth 321 to find out how DECRA can help "JumpStart" your roofing business or visit www.decrajumpstart.com.



D.I. ROOF SEAMERS

Forming the Future Together.™

D.I. Roof Seamers

Booth 1115
Locations: Corinth, MS, Mesa, AZ, Niagara Falls, ON
888.343.0456 (P)
662.287.6744 (F)
sales@dimetalworks.com
www.diroofseamers.com

DI Roof Seamers is the largest dedicated manufacturer of quality roof seamers in the world! We offer a full line of Roof Seamers for rent or purchase, on-site consultation, training programs, technical support, hand tools and accessories, plus much more!



DURA COAT PRODUCTS

Booth 1225
5361 Via Ricardo
Riverside, CA, 92509
951.341.6500
www.duracoatproducts.com

Dura Coat Products specializes in quality coatings that provide a high ROI for commercial, farm and residential uses. Ceranamel XT-40SMP is a proprietary polyester that provides hardness combined with flexibility that is significantly more abrasion- and strain-resistant than conventional coatings. Ceranamel has excellent weathering and fade resistance properties. Durapon 70 is a PVDF formulation equal to or better than any

coating on the market. It has excellent weathering qualities, is flexible enough to handle post-forming operations and displays excellent resistance to installation scratching. Hydropon is a water-based, air-dry, field-applied PVDF that makes old roofs look new. All three coatings are energy efficient and meet Energy Star standards.



EDCO Products Inc.

Booth 731
8700 Excelsior Blvd.
Hopkins, MN 55343
800.593.2680
www.edcoproducts.com

EDCO Products is a leading manufacturer of exterior building products which includes a comprehensive line of siding, roofing, soffit, fascia, and gutter systems. The award-winning Infinity Textured Shake Roofing, the latest innovation from EDCO, is the next evolution of stone-coated roofing. The 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. All of our EDCO's products come with an unmatched lifetime limited, non-prorated warranty that includes material AND labor. Visit booth 731 during METALCON to learn more about EDCO and their award-winning products.

BOX TRACK

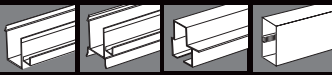
YOU'RE ON THE RIGHT TRACK WITH WESTERN™



CALL US WITH YOUR REQUIREMENTS TODAY.
WE'LL HELP YOU BUILD THE FUTURE.

(800) 553-5142 www.westernproductsinc.com

ALSO FROM WESTERN: 1 1/2" + 3 1/2" SLIDING ALUMINUM DOOR FRAMES



WESTERN™
PRODUCTS OF INDIANA

Circle Reader Service #374

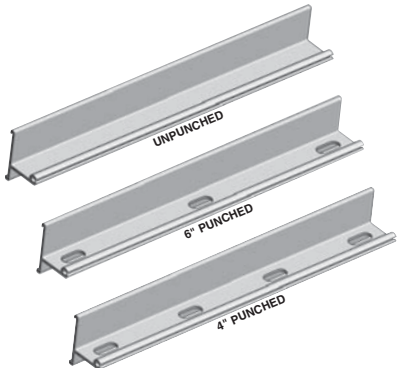
DYNA-GUARD®

METALCON
BOOTH #831

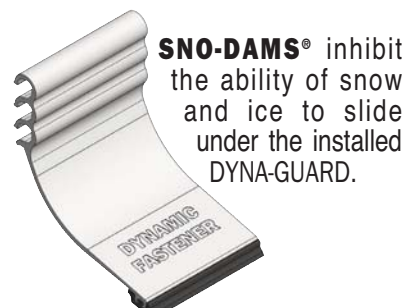


IT IS TIME FOR A **CHANGING OF THE GUARD**

DYNA-GUARD® snow retention system is designed to be installed on metal roofs. We are discontinuing the line of S-5!®/COLORGARD® and related products. Please call for our close-out prices on S-5!®



DYNA-GUARD is an 8' long extruded aluminum stick with a T-shaped profile stocked in: unpunched, 4" and 6" center punched. . . **AN EXCLUSIVE DYNA-GUARD ADVANTAGE!**



SNO-DAMS® inhibit the ability of snow and ice to slide under the installed DYNA-GUARD.



DYNA-GUARD® Snow Retention System installed on a metal roof.



DYNA-CLAMPS® are non-ferrous non-piercing clamps for various attachments to standing seam metal roofs.

- 1) DYNA-CLAMPS have undergone extensive testing by the esteemed Encon Technology, Tulsa, OK.
- 2) All DYNA-GUARD, DYNA-CLAMP and SNO-DAM items are extruded from aircraft quality, high tensile aluminum "6005A T61 Aluminum".
- 3) All of these components are proudly manufactured in the U.S.A.
- 4) Over the last 15 years, our factory has produced over **5 million pounds** of aluminum snow retention components for metal roofs.

Therefore, when you buy from us, you know that you are purchasing the highest quality parts manufactured by a proven veteran at supplying high quality snow retention components to our metal roof industry. Since we have a mutually exclusive relationship with our factory, you must purchase DYNA-GUARD and DYNA-CLAMPS to know that you're receiving the *true* time-tested results/benefits of dealing with our high quality factory.

We are factory-direct on all of these components. Therefore, our valuable contractor customers benefit by paying substantially lower prices. Our valuable O.E.M. customers benefit by eliminating minimum order quantities and by eliminating any lead-time – which can stretch out to unacceptable lengths of 4 or even up to 6 weeks with some of our competitors. O.E.M.'s; our huge inventory levels will translate into less of your cash tied up in your inventory and typically completely eliminate the frustration of dealing with needed items that are on backorder.

DYNAMIC FASTENER • 800-821-5448

S-5! and ColorGard are registered trademarks of Metal Roof Innovations Ltd. DYNA-GUARD, DYNA-CLAMP and SNO-DAM are registered trademarks of Dynamic Fastener Service Inc.

FABRAL

METAL WALL AND ROOF SYSTEMS

FABRAL

Booth 1031
3449 Hempland Rd.
Lancaster PA 17601
800.477.2741
www.fabral.com

Celebrating more than 50 years of service to the post-frame industry, Fabral is a leader in the metal wall and roof systems market with full technical support, and experienced sales and service that customers call "the best in the industry." High-performing profiles in gauges, substrates and finishes fit any design or budget, while in-house project engineering and complete system components help dealers and contractors get the job done right.



Flack Global Metals

Booth: 415
2600 N. Clark St., Suite 2600
Chicago, IL 60602
312.690.8000
www.flackglobalmetals.com

Flack Global Metals is The Next Generation Service Center. We've forgone the traditional service center business model that is challenged to deliver profitability due to significant fixed investments in equipment and capacity. Our nimble asset-light approach is rooted in market intelligence and global networks of vetted suppliers of material and processing. This flexibility allows us to develop customized solutions designed around how and when our customers buy metals, and where the product is ultimately needed.



Lakeside Construction Fasteners

Booth 1835
6476 Hwy. 135 N
Paragould, AR 72450
800.537.4160
www.lakeside-fasteners.com



Lakeside Construction Fasteners, a manufacturing and distribution company, offers multiple fastener-foam solutions for the metal building industry. The T17 Wood-X #10 x 1 inch to 4 inches is designed for decking substrate materials. The new ZMax high-low threads and pierce point allows the fastener to quickly penetrate the metal panel, and the head is guaranteed not to red rust for the life of the metal panel. Venting foam solutions include the SC110Vent, SV3 and SV2 Profile venting closure, ProGuard Seal and the new Ridge-X Vent. More than 100 sku's are in stock on roof boot flashings and many sealant products, including NovaFlex and Butyl Tape.



Lamtec Corporation

Booth 1743
5010 River Rd.
Mt. Bethel, PA 18343
800.852.6832
www.lamtec.com
sales@lamtec.com

Lamtec Corporation is a global supplier of insulation vapor retarders and facings to the leading manufacturers, laminators and fabricators of fiberglass, rockwool, foam board and tape. Our focus is the building products market, specifically the metal building, duct wrap, duct board, pipe, foam board/panel, tape and OEM insulation segments.



Leland Industries

Booth 1737
95 Commander Blvd.
Toronto, ON
M1S 3S9
800.263.3393
www.lelandindustries.com

Leland Industries—North America's #1 domestic manufacturer of fasteners, nuts and bolts. Leland Industries manufactures using only North American wire and North American labor. We have been keeping the business at home since 1984. Please visit us at Booth 1737 and find out what's new at Leland and how we can help your business.



Levi's Building Components

Booth 1338
137 Newport Rd.
Leola, PA 17540
www.levisbuildingcomponents.com
877.897.7020

The Snow Defender series is your quality choice for 'Made in the USA' snow retention, with more than 40 quick-ship color choices in four styles: 4500 and 1500 for exposed fastener panels, 6500 for standing seam roofing, and 55RF for vertical seam profiles using S-5! Clamps—all with 15-year warranties. Contact Levi's Building Components for quick service and expert advice. Levi's handy snow guard calculator is available online.



METALCON

A FUTURE BUILT BY HAND

OCTOBER 18 - 20, 2017

LAS VEGAS / NEVADA / USA

Las Vegas Convention Center

www.metalcon.com

Circle Reader Service #331





Novagard Solutions

Booth 1811
5109 Hamilton Ave.
Cleveland, OH 44114
800.380.0138
www.novagard.com
novagard@novagard.net

Novaflex Metal Roof Sealant is the premier sealant choice to the metal roofing industry. Its unbeatable adhesion, contractor-friendly workability and green characteristics are second to none.



PAC-CLAD | Petersen

Booth 1431
1005 Tonne Rd.
Elk Grove Village, IL 60007
800.722.2523
info@pac-clad.com
pac-clad.com

PAC-CLAD metal standing seam roof panels from Petersen are available in multiple profiles with varying seam heights. Options include with or without pencil ribs or striations, architectural (snap-connect) or structural (mechanically seamed) seams, and multiple gauges of steel and aluminum. Roof panels come in 45 standard colors in full 70 percent PVDF finish that carries a 30-year non-prorated finish warranty. Most colors meet LEED, Energy Star and Cool Roof Rating Council certification requirements. Weather-tight warranties are available.



Roof Hugger, LLC

Booth 1221
PO Box 1027, Odessa, FL
800.771.1711 (P); 877.202.2254 (F)
www.roofhugger.com

Roof Hugger, LLC is the foremost manufacturer of metal-over-metal structural sub-framing retrofit roof systems. With more than 80 million square feet of products installed since 1991 on existing metal roofs, the company sells to contractors and manufacturers throughout the United States and abroad. Our products are unique to the metal construction industry, where the existing metal roof remains in place and becomes part of the overall retrofit roof assembly with a new metal roof installed directly over the Roof Hugger sub-framing.



BUILT FOR POST FRAME

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



THE SABRE LATCH™

Offering Security For Your Sliding Doors

- Exterior Lockable Polished Stainless Steel Handle
- Zinc plated Center Case with Inside Handle
- Quick Mount Bracket design installs within minutes to MWI 3300 & 4400 Series Vertical Rail
- Interior Latch functions even when the Exterior Handle is locked
- BC87 Center Door Guide acts as receiver for Sabre Latch™ and provides drive over protection

The Sabre Slim®

- Offers the security of the Sabre Latch™, but utilizes standard 1.5" Quick Frame
- Installs within minutes to MWI 2200 Series Vertical Rail



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

www.mwicomponents.com



Circle Reader Service #308

INTRODUCING INTERIOR SLIDING DOOR HARDWARE SPOKE WHEEL KIT



Perfect for bedrooms, bathrooms and other living spaces

Offered in oil rubbed bronze

Designed and tested to follow ANSI/BHMA Grade 1 standards

Kits include 72" track, hangers, doorstops, anti-jump discs and floor guides

National
Hardware[®]

www.natman.com

Circle Reader Service #540

COMMERCIAL & RESIDENTIAL METAL ROOFING SNOW GUARDS



RELENTLESS SAFETY.

- 304 grade stainless steel will not corrode
- Superior Powder Coat Protection
- Excellent Fade Resistance
- EPDM rubber base - No Caulk Needed

FABRAL
METAL WALL AND ROOF SYSTEMS

Fabral.com | 800.884.4484

© 2017 Fabral

Circle Reader Service #393

METALCON preview

BY RURAL BUILDER STAFF

ST FASTENING SYSTEMS

BOOTH 715
6357 Reynolds Rd.
Tyler, TX 75708
800.352.4864
dquehl@stfastening.com
www.stfasteningsystems.com



ST FASTENING supplies steel-frame and post-frame screws for agricultural, commercial, industrial and residential metal roof applications.

Product strengths are drill quality and corrosion resistance, as showcased on the MAXX STEEL-BINDER and the KWIKSEAL WOODBINDER with Micro-Bit drill point. This point is more consistent than the sharp point Type 17 design and will drill multiple thickness of steel, while eliminating the metal "pigtailes" that can embed themselves in the rubber washer. The ZXL WOODBINDER micro-bit zinc-aluminum alloy molded head and the ST-XL WOODBINDER 304 SS cap, both carry 40-year warranties against red rust. Solid and vented foam closure strips, rubber pipe flashings, pancake and wafer head screws for standing seam roofs round out the product line.

VALSPAR

Booth 1715
PO Box 1461
Minneapolis, MN 55440
612.851.7598
www.valsparcoilextrusion.com



For more than 200 years, Valspar, a part of Sherwin-Williams Coil Coating, has been a leader in the art and science of coatings that excel in both beauty and function. The expansive range of superior coatings comes to life through a full palette of colors and surface textures to meet the most demanding environmental conditions and designs. Fluropon and WeatherXL are the latest in cutting-edge coating formulations. They are recognized for their durability and stronger protection against extreme weather. Ideal for commercial and residential metal roofing, agricultural and industrial buildings and metal wall panels, Valspar's coatings live up to their reputation.

EMAIL YOUR INFORMATION TO OUR READERS

- **REACH:** Rural Builder, Frame Building News and Metal Roofing Readers
- **TIMING:** Send when you want to coordinate with product releases, special events or trade shows
- **RESPONSE:** Prospects can click on the ad and respond to you immediately
- **ACCOUNTABILITY:** You get a report showing how many readers received, opened and clicked on your DEBs

CONTACT:

Gary Reichert
gary.reichert@fwmedia.com – 715-350-7080



MENTION THIS AD & YOUR SECOND DEB IS HALF PRICE

FABRAL[®]
METAL WALL AND ROOF SYSTEMS



**TRUSTED
THEN,
TRUSTED
NOW**

**Build with Confidence.
Build with Fabral.**

**Join us Wednesday during
Oktoberfest and find out how
Fabral can help you with
your next project.**

METALCON
BOOTH #1031

FABRAL.COM | 800.477.2741

© 2017 FABRAL

Circle Reader Service #393

Misconceptions About Safety

What Every Post-Frame Builder Should Know

Many rural builders tend to be lax in safety procedure because their work is often off the beaten path and presumably not visible to OSHA. Gary Auman, legal counsel for the National Frame Building Association provides some insight into why that is a dangerous assumption.

■ Are there any misconceptions about safety on the post-frame job site? Are there fewer safety hazards?

Auman: This is a loaded question. I think the biggest misconception by post-frame contractors is that OSHA has no interest in them because they are rural builders. Some believe that because they employ fewer than 10 employees OSHA does not apply to them. This is very wrong. From a safety compliance perspective OSHA has jurisdiction over any employer who employs one

or more people. There are different types of safety hazards on a post-frame site than some other construction sites. For example post-frame contractors will not encounter excavation hazards or tower crane hazards but post frame has probably more fall hazards and struck-by hazards than are experienced by other contractors. I find that many post-frame contractors take safety training for granted, so they are much more likely to be cited for failure to train their employees in hazard recognition.

■ Do you know what types of injuries are more common on post-frame job sites?

Auman: Post-frame contractors experience a higher number of injuries from falls and struck-by injuries and lacerations per capita than other contractors in other forms of construction.

■ Any new OSHA standards builders need to know about?

Auman: Post-frame contractors need to be very aware of the anti-retaliation provisions of the new electronic record-keeping standard as well as the requirements for

In Focus/Page 24



SNO GEM®
Raising the Bar in Snow Retention

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.

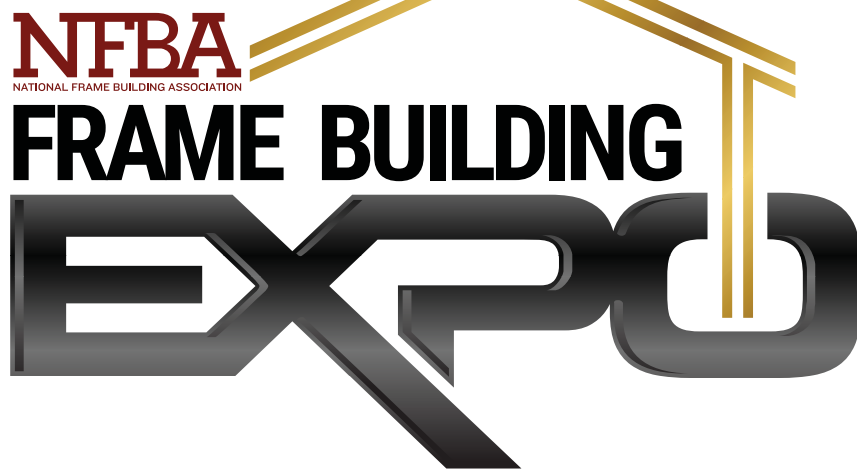
Starting with the Original Polycarbonate snow guard, Sno Gem® has grown to include multiple product lines for metal roofing and other roof systems.

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

888.SNO.GEMS • SNOGEM.COM • INFO@SNOGEM.COM

Circle Reader Service #482

METALCON
BOOTH #625



NFBA
NATIONAL FRAME BUILDING ASSOCIATION

FRAME BUILDING

EXPO

February 14-16, 2018
Columbus, Ohio
Hilton Columbus Downtown
and Greater Columbus Convention Center

Learn more at nfba.org.

NFBA
NATIONAL FRAME BUILDING ASSOCIATION

FRAME BUILDING

EXPO

2018
Feb
Great

THE FRAME BUILDING EXPO

Now in its 51st year, the 2018 Expo is shaping up to be bigger show. Exhibit space for the trade show is 90% sold-out. New

EXHIBITORS AS OF SEPTEMBER



BUILT FOR POST FRAME



A Moment in Time
 3GM Steel, Inc.
 A.J. Manufacturing, Inc.
 AB Martin Roofing Supply
 ABC (American Building Components)
 AG-CO, Inc.
 Akzo Nobel
 ASC Machine Tools, Inc.
 Atlas Bolt & Screw
 Axalta Coating Systems
 Bay Insulation Systems
 Becker Specialty Corporation
 Bestline Building Products
 Boral
 Borkholder Buildings
 Bradbury Group, The
 CannonBall: HNP, LLC
 Capital Forest Products
 Central States Manufacturing
 C.H.I. Overhead Doors
 Cidan
 Combilift
 Construction Maestro/Symun Systems
 Daystar System, LLC

DBC
 Direct Metals, Inc.
 East Coast Fasteners
 Eastside Machine
 Everlast Roofing, Inc.
 Extrutech Plastics
 Fabral
 Fasco America
 Fasteners Direct, LLC
 Filc USA, LLC
 Flack Global Metals
 Graber Post Buildings
 H & H Metal Products
 Henkel Corporation
 Hershey's Metal Meister
 Hitz Halter
 H-Pac Plastics, LLC
 I-Beam Sliding Doors
 Innovative Energy, Inc.
 Isaiah Industries, Inc.
 Janus International
 Klauer Manufacturing
 Kloeckner Metals
 KP Building Products

Lakeside Construc
 Leland Industries
 Lester Building Sy
 Levi's Building Co
 Liberty Steel
 LincSystems
 Mac Metal Sales,
 Marco Industries
 Marion Manufactu
 Maze Nails Comp
 McElroy Metal, In
 Menards, Inc.
 Metalforming, Inc
 Metal Rollforming
 Metal Roofing All
 Metal Sales Manu
 Mid-Columbia Lun
 Mill Steel Co.
 MiTex Internation
 MWI Components
 New Process Stee
 NOFP, Inc.
 North Star Metals
 Novagard Solution

Exhibitor Contact:
Gary Reichert - 715-350-7080
gary.reichert@fwmedia.com

See Us at the 8 Frame Building Expo February 14-16, 2018 Columbus Convention Center Columbus, Ohio

WHAT IS STILL GOING STRONG!

and better than the record-breaking Golden Anniversary
additions to educational programming are still being added.

This is one Expo you will **NOT** want to miss!

Fasteners	Ohio Timberland Products	Semmler Systems, Inc.
Systems, LLC	Overhead Door Corporation	SFS Intec, Inc.
Components	Tuftex	Silvercraft, LLC
	Paint Valley Parts, LTD	Silvermine Stone Company
	Palram Americas	Simpson Strong-Tie
	Paramount Metals	Snap-Z
Inc.	Perma-Column, Inc.	ST Fastening Systems
	Permanent Building Solutions	Stabilit America
ing	Planet Saver Industries, LLC	Steel Dynamics, Inc.
any	Plasti Fab, LTD	Stiletto Tools
c.	Plasti-Sleeve/Homework Design	Swenson Shear
	Plyco Corporation	Thermal Building Concepts
	Post Protector, Inc.	Timber Tech Engineering, Inc.
Systems	PowerLift Hydraulic Doors	Triangle Fastener Corp.
ance	Precoat Metals	Tru-Seam Metal Solutions
ufacturing	Premier Metals	United Steel Supply
umber	Progressive Metals, Inc.	Valspar Corporation
	Radiant Outfitters	Ventco, Inc.
	Richland Laminated Columns, LLC	Western Products of Indiana
	Rigidply Rafters	Wick Buildings
	Roper Whitney	
	Safe-Way Garage Door	
Mfg., Co.	Schweiss Doors	
ns	Scott Systems	



The Genuine. The Original.



**Attendee Registration:
Available Online Fall 2017
NFBA Contact: 800-557-6957**

BY SHARON THATCHER

In Focus/from Page 20

electronically filing their OSHA 300's by December 1st of this year if they employed a total of 20 or more employees in 2016. In addition, they need to be sure that they have a heat stress program in their safety program that covers the five points in the NIOSH criteria document. They need to

see that they are having the site supervisor monitor employee compliance with the program. I do not believe that post frame contractors should have too many issues with respirable crystalline silica unless they are doing a renovation on an older structure or are pouring concrete and then finishing it and creating dust.

While it is not a new standard, it is one that post frame frequently misses, and that is to have a qualified competent person make frequent and regular daily visits to the job site to identify and mitigate any safety hazards observed.

■ Can you provide any real-life situations where a company's failure to have a good safety program resulted in big losses?

Auman: Where should I begin? I am aware of several cases in which employees suffered fatal injuries from working in a high heat index environment because the employer did not take heat stress seriously and did not have a heat illness prevention program. This resulted in very high fines. In another case an employer had an employee lose a finger because he was working close to an unguarded fan without locking it out or guarding it before the work was performed. Here the employer received citations for failure to guard as well as failure to have a lockout/tag-out program. Perhaps the most notable citation was for failing to train the employee in hazard recognition and avoidance.

■ OSHA is less prevalent in rural areas, but surprises occur. Any stories you can share? (Perhaps a job site visible from a busy highway).

Auman: The example you gave is a good one. Post-frame contractors have grown complacent thinking that OSHA will never get to them because of the rural nature of their work. But we are becoming more visible to compliance officers in the situation you mentioned above. Also, as OSHA is in and on the news more and more, employees are becoming more aware of the agency and the ease with which they can file a safety complaint. I have seen several cases in post frame where OSHA got to a job site because of an employee safety complaint. In each of these cases the employer received a citation and penalty. As the size of penalties increase, the impact of fines on a post-frame contractor can be disastrous. Post-frame contractors need to remember that even if they determine the identity of the complainant, they may not take any action against him or her. **RB**



25 Celebrating years manufacturing great fastening systems

www.stfasteningsystems.com
Call Today! 800.352.4864
 for our new catalog or download at

©2017 Hargis Industries Inc. dba ST Fastening Systems. All rights reserved. Steelbinder, Woodbinder, Maxx Self Drill, KWIK-SEAL and Duraseal are registered trademarks of Hargis Industries Inc. dba ST Fastening Systems. Emseal is a registered trademark of Emseal Joint Systems LTD. Novaflex is a registered trademark of Foam Seal, Inc. Tacky Tape is a registered trademark of Illinois Tool Works, Inc.

METALCON
 BOOTH #715

Circle Reader Service #429

To some, sunglasses are a fashion accessory...

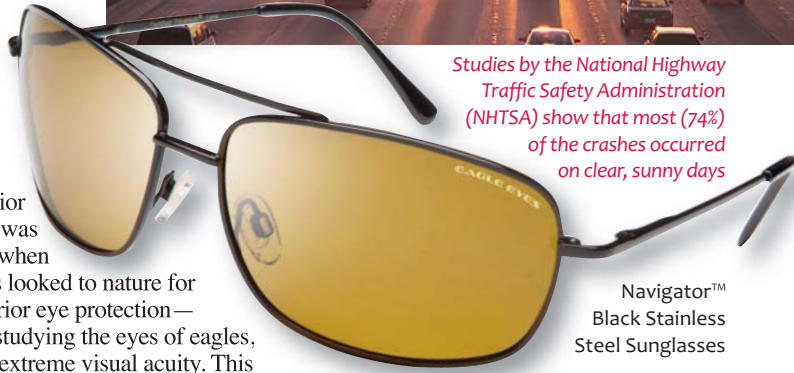
But When Driving, These Sunglasses May Save Your Life!

Drivers' Alert: Driving can expose you to more dangerous glare than any sunny day at the beach can... do you know how to protect yourself?

The sun rises and sets at peak travel periods, during the early morning and afternoon rush hours and many drivers find themselves temporarily blinded while driving directly into the glare of the sun. Deadly accidents are regularly caused by such blinding glare with danger arising from reflected light off another vehicle, the pavement, or even from waxed and oily windshields that can make matters worse. Early morning dew can exacerbate this situation. Yet, motorists struggle on despite being blinded by the sun's glare that can cause countless accidents every year.

Not all sunglasses are created equal. Protecting your eyes is serious business. With all the fancy fashion frames out there it can be easy to overlook what really matters—the lenses. So we did our research and looked to the very best in optic innovation and technology.

Sometimes it does take a rocket scientist. A NASA rocket scientist. Some ordinary sunglasses can obscure your vision by exposing your eyes to harmful UV rays, blue light, and reflective glare. They can also darken useful vision-enhancing light. But now, independent research conducted by scientists from NASA's Jet Propulsion Laboratory has brought forth ground-breaking technology to help protect human eyesight from the harmful effects of solar radiation



Studies by the National Highway Traffic Safety Administration (NHTSA) show that most (74%) of the crashes occurred on clear, sunny days

Navigator™ Black Stainless Steel Sunglasses

light. This superior lens technology was first discovered when NASA scientists looked to nature for a means to superior eye protection—specifically, by studying the eyes of eagles, known for their extreme visual acuity. This discovery resulted in what is now known as Eagle Eyes®.

The Only Sunglass Technology Certified by the Space Foundation for UV and Blue-Light Eye Protection. Eagle Eyes® features the most advanced eye protection technology ever created. The TriLenium® Lens Technology offers triple-filter polarization to block 99.9% UVA and UVB—plus the added benefit of blue-light eye protection. Eagle Eyes® is the only optic technology that has earned official recognition from the Space Certification Program for this remarkable technology. Now, that's proven science-based protection.

The finest optics: And buy one, get one FREE! Eagle Eyes® has the highest customer satisfaction of any item in our 20 year history. We are so excited for you to try the Eagle Eyes® breakthrough technology that we will give you a **second pair of Eagle Eyes® Navigator™ Sunglasses FREE—a \$99 value!**

That's two pairs to protect your eyes with the best technology available for less than the price of one pair of traditional sunglasses. You get a pair of Navigators with stainless steel black frames and the other with stainless steel gold, plus one hard zipper case and one micro-fiber drawstring cleaning pouch are included. Keep one pair in your pocket and one in your car.

Your satisfaction is 100% guaranteed. If you are not astounded with the Eagle Eyes® technology, enjoying clearer, sharper and more glare-free vision, simply return one pair within 30 days for a full refund of the purchase price. The other pair is yours to keep. No one else has such confidence in their optic technology. Don't leave your eyes in the hands of fashion designers, entrust them to the best scientific minds on earth. Wear your Eagle Eyes® Navigators

Receive the Navigator™ Gold Sunglasses (a \$99 value) **FREE!** just for trying the Navigator™ Black



Navigator™ Gold Stainless Steel Sunglasses



Certified EAGLE EYES® was developed from original NASA Optic technology and was recently inducted into the Space Foundation Technology Hall of Fame.

Fit-ons available for \$39+S&H
Black or Tortoise-Shell design



with absolute confidence, knowing your eyes are protected with technology that was born in space for the human race.

Eagle Eyes® Navigator™ Sunglasses ~~\$99~~

Offer Code Price **\$49** + S&P **Save \$50 PLUS receive the Navigator™ Gold absolutely FREE!—2 pairs for the price of one!**

1-800-333-2045

Your Insider Offer Code: EEN660-03

You must use this insider offer code to get our special price.

Stauer®

14101 Southcross Drive W., Dept. EEN660-03
Burnsville, Minnesota 55337
www.stauer.com



Rating of A+

† Special price only for customers using the offer code versus the price on Stauer.com without your offer code.

Smart Luxuries—Surprising Prices™



Slip on a pair of Eagle Eyes® and everything instantly appears more vivid and sharp. You'll immediately notice that your eyes are more comfortable and relaxed and you'll feel no need to squint. The scientifically designed sunglasses are not just fashion accessories—they are necessary to protect your eyes from those harmful rays produced by the sun during peak driving times.

Smaller Firms, Older Workers at Special Risk for Construction Fatalities

PANEL-TITE®
METAL-TO-WOOD SCREWS

The choice is yours!

METALCON
BOOTH #2015

Designed for fast installation and corrosion resistant performance.

- Available in #9, #10, #12, or #14 Diameter.
- Carbon Steel, Stainless Steel, or Stainless Steel Cap Heads.
- All fasteners can be painted with our Kalida Kote™ paint finish to your exact color match.
- Available with TRI-SEAL® coating formulated for treated lumber applications.

CALL NOW!



TRIANGLE FASTENER CORPORATION
www.trianglefastener.com | 800.486.1832

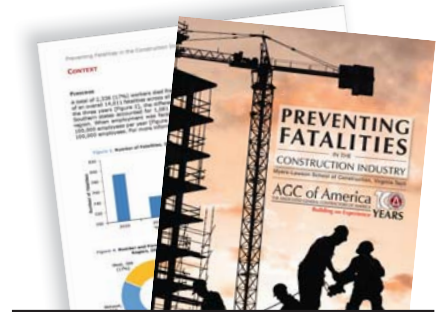
Circle Reader Service #425

SMALL CONSTRUCTION ESTABLISHMENTS with 1-9 employees accounted for 47 percent of fatalities in the years 2010-2012. And older workers were at greater risk than younger from dying in a construction-related accident.

Those findings were among several uncovered in a study commissioned by the Associated General Contractors of America and conducted by the Myers-Lawson School of Construction at Virginia Tech.

The study was the first of its kind on several levels to dive deeper into existing information on fatalities with an eye towards learning new methods of preventing worker fatalities. Data from the U.S. Bureau of Labor Statistics were used.

In review of establishment size, the 2012 Economic Census in the study noted that roughly 80 percent of construction establishments employ fewer than 10 people. They account for 25 percent of total construction workers and yet disproportionately account for 47 percent of all construction fatalities. Establishments with 10-49 employees, employing 34 percent of all



FREE DOWNLOAD!

The entire 30-page report, "Preventing Fatalities in the Construction Industry" which includes suggestions for potential action, can be downloaded free from the Associated General Contractors of America website: agc.org.

KNOW A CREW FOREMAN WHO DESERVES RECOGNITION?

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

All monthly winners are automatically nominated for the prestigious Crew Foreman of the Year award, which is presented at the annual Frame Building Expo Awards Luncheon and comes with an even larger cash prize!

Learn more at nfba.org/awards

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



BY SHARON THATCHER

construction workers, accounted for 18 percent of fatalities. Mid-sized establishments with 50-99 employees, employing 13 percent of construction workers, suffered 6 percent of fatalities. Large establishments, with more than 100 workers, with 28 percent of the construction workforce, had 12 percent of fatalities.

Another interesting finding relate to the age of workers. Younger, more inexperienced workers did not account for most fatalities. In

fact workers 35-54 years of age accounted for 50 percent of fatalities. Ratios suggest a steady increase in the fatality rate from the age of 35 on, with the peak among workers age 65 or more.

Some additional results of the study:

- Unlike previous studies, most fatalities in the years 2010-2012 occurred between 10 a.m. and 3 p.m., with a peak at noon. Previous studies found that occurrence of fatalities was most dominant between the hours of 9 a.m. and 1 p.m. and bottomed around noon.
- Falls remain the leading cause(33 percent) of deaths in construction, accounting for one-third of all fatalities. Falls were commonly from buildings, other structural elements and ladders.
- Southern states accounted for 46 percent of fatalities, more than twice that of any other region, even with employment numbers factored in. **RB**

INNOVATION and GROWTH



At Morton, we're dedicated to elevating the perception of our industry. We believe that post-frame construction is one of the most durable, versatile, and cost-effective solutions available. We continuously work to improve the way we're viewed through innovation and expansion into new market segments to continue our growth.

Our latest innovation, the Morton Foundation System®, demonstrates our commitment to advancement. This system utilizes concrete lower columns and removes wood from the ground while improving on the strength and durability of the structure. By offering this as standard on all Morton buildings, we have eliminated one of the common concerns customers have regarding the integrity of post-frame construction.

We are dedicated to ongoing innovation and growth to expand the opportunity for all.

If you would like to join our team of employee-owners who are focused on innovation, growth, and opportunity, visit mortonbuildings.com.



800-447-7436 • mortonbuildings.com

©2017 Morton Buildings, Inc. A listing of GC licenses available at mortonbuildings.com/licenses. Ref Code 284

\$afety Pays

Free online calculators to determine financial benefits of safety.

■ OSHA's Safety Pays tool (osha.gov) is an online calculator that uses data on workplace injury costs compiled by the National Council on Compensation Insurance Inc., to calculate the direct and indirect costs to your business. The tool allows you to select from among 40 types of injuries and illnesses. In addition to showing the direct and indirect costs of each injury, the tool calculates the additional sales revenue your business would need to generate to cover these costs.

■ ROI Calculate (safecalc.org) allows contractors to use their own cost data to calculate their potential return on investment from adopting a safer tool, material or work practice and includes specific examples of traditional methods compared to safer alternatives that can be modified to reflect a contractor's experience.

2017 GOLD & SILVER EAGLES



2017 \$5 Gold Eagle 1/10 oz. Fine Gold - Limit 10



2017 \$1 Silver Eagle 1 oz. Fine Silver - Limit 20

MONEY BACK GUARANTEE
You have a 15 day unconditional
money back guarantee.

**OFFICIAL GOLD & SILVER COINS
OF THE UNITED STATES OF AMERICA**

ONLY \$1 OVER DEALER COST

Due to heavy volume
we are taking orders
on a first-come,
first-served basis only.

CALL TODAY
1-877-227-COIN
1-877-227-2646

Price of \$1 over dealer cost at
time of transaction. Price
plus shipping and insurance.
Availability not guaranteed.
Coins enlarged to show
exquisite detail. Limit of 10
gold coins and 20 silver coins
per household.



CHECK OR MONEY ORDER



www.Aerlooms.com

Vault Code: MENGSE-2017

Please read important disclosures
found on www.Aerlooms.com



Looking for more information from companies featured in this issue?

Use the Reader Service card facing this page to get **FREE** information from our advertisers!

Free online info at www.bit.ly/info-rbfn

ADVERTISERS

RS #	Company	Page #	RS #	Company	Page #	RS #	Company	Page #
	A J Manufacturing, Inc.	22-23		Incremental Media, Inc.	31		Power Lift Hydraulic Doors	40
291	AB Martin	39		Klauer Manufacturing	22-23		Richland Laminated Columns	40
310	ABC Supply Company	5		Lakeside Construction Fasteners	22-23		Rigidply Rafters	22-23
459	AkzoNobel	43		Leland Industries	22-23	442	Roll Former Corporation	42
	American Eagle Reserve	29	392	Levi's Building Components	22-23, 35	429	ST Fastening Systems	22-23, 24
441	Aztec Washer Co.	34	339	Morton Buildings, Inc.	28		Safe-Way Garage Door	22-23
	Becker Specialty Corp.	22-23	308	MWI Components	16, 22-23	414	Schweiss Doors	40, 42
	Bradbury Group, The	22-23, 40		Marco Industries	22-23		Semmler Systems, Inc.	40
	Cannonball: HNP, LLC	22-23		Marion Manufacturing	40		Silvercraft, LLC	22-23
	Clark Industries	41	306	Maze Nails Company	9, 22-23	482	Sno Gem, Inc.	20
	Daystar System, LLC	40		McElroy Metal, Inc.	22-23	540	Spectrum Brands HHI	17
581	Dura Coat	11	584	Metal Rollforming Systems	22-23, 37	375	Starwood Rafters, Inc.	6
316	Dynamic Fastener	13	331	Metalcon	15		Stauer	25
407	Everlast Roofing, Inc.	8, 22-23	378	National Frame Building Assn.	21, 27		ThermalMax by Roof King LLC	40
	Extrutech Plastics	22-23, 40		Novagard Solutions	22-23	425	Triangle Fastener Corp.	26
393	Fabral	18, 19, 22-23		Overhead Door Corp.	22-23	301	VP Buildings, Inc.	6
	Fasco America	22-23		Paint Valley Parts, LTD	40	484	Valspar Corporation	22-23
	Fasteners Direct, LLC	22-23	350	Palram Americas	4, 22-23	464	Ventco, Inc.	20-23, 44
	Flack Global Metals	22-23		Plasti Fab, Ltd.	22-23	374	Western Products of Indiana	12
	Henkel Corporation	22-23	313	Plyco Corporation	2, 22-23	511	Wick Buildings	22-23, 37
512	I Beam Sliding Doors	22-23, 39						

NFBA Post-Frame Weekly

The e-Newsletter exclusively about post-frame construction

- Project features
- Technical articles
- Industry news
- How-to's and best practices
- Marketing ideas, and more

Sign up today for **FREE!**



www.constructionmagnet.com/sign-nfba-newsletter



ADVANCED HEARING AID TECHNOLOGY

For 82.2% Less*

"I was amazed! Sounds I hadn't heard in years came back to me!"

— Don W., Sherman, TX

How can a hearing aid that costs 82.2% less be every bit as good as one that sells for \$2,250 or more?

The answer: Although tremendous strides have been made in Advanced Hearing Aid Technology, those cost reductions have not been passed on to you. Until now...

MDHearingAid® uses the same kind of Advanced Hearing Aid Technology incorporated into hearing aids that cost thousands more at a small fraction of the price.

Over 100,000 satisfied **MDHearingAid** customers agree: High-quality, FDA-registered hearing aids don't have to cost a fortune. The fact is, you don't need to spend thousands for a hearing aid. **MDHearingAid** is a medical-grade hearing aid offering sophistication and high performance, and works right out of the box with no time-consuming "adjustment" appointments. You can contact a licensed hearing specialist conveniently on-line or by phone — even after your purchase at no cost. No other company provides such extensive support. Now that you know...why pay more?

MDHearingAid® 

DOCTOR DESIGNED | AUDIOLOGIST TESTED | FDA REGISTERED

*82.2% less when comparing **MDHearingAid AIR** to the average price of a mid-level hearing aid of \$2,250, according to a survey recently published by the *Hearing Review*.

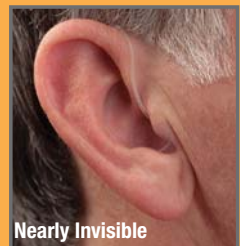


TAKE ADVANTAGE OF OUR 45-DAY RISK-FREE TRIAL!

Hearing is believing and we invite you to try this nearly invisible hearing aid with no annoying whistling or background noise for yourself. If you are not completely satisfied with your MDHearingAid, return it within 45 days for a **FULL REFUND**.

For the Lowest Price Call 1-800-746-0371

www.GetMDHearingAid.com



Nearly Invisible

BIG SOUND. TINY PRICE.

BATTERIES INCLUDED!
READY TO USE RIGHT OUT OF THE BOX!

Use Code **HF93**
and get **FREE Batteries for 1 Year**
Plus FREE Shipping

Proudly assembled in America!



©2017 MDHearingAid, Inc. All Rights Reserved.

BY SHARON THATCHER

Problem-Solving Solutions for Doors

12 IDEAS FROM 6 TOP SUPPLIERS

1. Sometimes Things Aren't What They Seem

Reclaimed wood helps to set a vintage tone to this new barn in Utah. It's an all-wood frame construction, 70 feet x 70 feet, covered with reclaimed wood. The wainscoting is ribbed steel with an antique finish.

The owner, who built the combination hobby shop and workshop himself, didn't want to ruin the look with shiny new doors, so he had them clad with the same knotty wood as the building itself.

The owner requested PowerLift Doors (powerliftdoors.com), noted Scott Douglas, national director of sales for PowerLift, because of the ease in cladding. "PowerLift doors can be built to be clad with any material: masonry, wood, glass, steel, aluminum, vinyl, translucent panels or any other material. Once the builder lets us know what the customer wants, we'll make sure the door is built to accommodate that particular cladding," he said.

Utilized on this project was one 20 feet x 14 feet PowerLift hydraulic door, and three 10 feet x 10 feet PowerLift hydraulic doors.



2. Which Door and Why?

If you're new to the construction business, you may not know all the common doors and the recommended uses. CannonBall:HNP (cnbhnp.com) helps out by answering some basic questions and offering some solutions.

What is a good layman's definition for a bale door?

A bale or loft door is a downsized hinged door panel, often created with crossbuck styling, used to cover openings that are up off the floor and placed higher on a wall surface.

What's a good application for it? Good for loft areas that need outdoor access and animal containment locations where the livestock require a level of socialization in their care.

What is a good layman's definition of a Dutch door?

A Dutch door is a steel-framed entrance system utilizing a four-hinged double-paneled door that splits horizontally in the middle, allowing for full or partial access into a building or animal stall.

What's a good application for Dutch doors?

Dutch doors are aesthetically good for classic barn/farmhouse styling—but functionally good for horses and livestock that require a level of socialization in their care.

What type of entry door should be used in a barn exposed to corrosive fumes?

Depending on customer and situational needs, areas with exposure to corrosive materials require entry door designs incorporating stainless steel, PVC, aluminum or fiberglass components.

What style of door would look fabulous on a wedding barn?

CannonBall's 2700-Series country slider doors include classic crossbuck styling,



BY SHARON THATCHER



Reclaimed wood used as door cladding helped unify the overall building design.



3.



MWI's Sabre Solo and Sabre Slim Lockable Latching Systems are built for heavy sliders. The heavy-door guide (top photo) is built with drive-over protection.

color matching to exterior décor, energy-efficient insulated panels and safety glass window lites with internal grids. As dual sliding doors, they can open wide to allow for grand entrances and easy in-flow/out-flow of guests.

What would we recommend for a customer looking for a rustic barn door design?

To go truly rustic, a CannonBall customer can pair the Urban Flat Track system with a custom-made, full-wood door created in an aged crossbuck style (available upon request). While the technology is more than a century old, heavy-duty flat track can hold up to 400 pounds per trolley pair—and can move a heavier wooden door panel with ease.

3. Lockable Solutions For Sliding Doors

Building owners wanted a sturdy lockable latch on their metal door sliders, so MWI Components (mwicomponents.com) answered the call. Both the Sabre Solo and the Sabre Slim Lockable Latching Systems are made for heavy-duty work.

Both are made with an exterior lockable polished stainless steel handle and zinc-plated center case for the inside handle. A Quick Mount Bracket design installs within minutes using the appropriate MWI vertical rail.

A lot of metal doors are made for heavy-duty drive-through, so MWI made the center door guides tough enough for drive-over protection while still allowing for a tight and secure fit for the latch receiver.

New in 2017, the Sabre Latch Lockable Latching System is designed for 3.5-inch single-panel sliding doors. The Sabre Slim is designed for 1.5-inch split or single-panel sliding doors.

4. Taking Doors To New Heights

There's no reason in this day of progressive post frame to have an attic access door that isn't as equally appealing and high-performance as all the rest of the doors in the structure. Knowing that builders were fabricating their own in absence of a solution, A.J. Manufacturing (ajdoors.com) took the access door to new heights with the introduction of an engineered solution.

Designed for buildings with an interior ceiling liner, the AJ Attic Access Door is a white 1-inch thick steel door panel with a white self-flashing pre-hung aluminum frame that can be mounted in trusses 24 inches or 48 inches on center. It has a hot-dipped galvanized G60 steel skin protecting the expanded polystyrene core.

White polyester painted steel sheet creates a seamless rigid panel with an insulating value of R6.5.



4.

product profile

BY SHARON THATCHER



5. These broiler houses on the Delmarva Peninsula, Delaware, feature large poultry end doors from Plyco. For ease of maneuverability, they are made of aluminum. The smaller walk doors are steel and are also made specifically for the ag industry. All doors have steel hardware. Photo courtesy of Northeast Agri Systems.

SEAL IT RIGHT, SEAL IT TIGHT! 35 Year Master Flash®

International Building Code® (IBC) • International Residential Code® (IRC)



**10 SIZES
FITS ROUND PIPES
UP TO 28-1/2 INCHES**

**35
YEAR
WARRANTY**

**Booth
#1940**

**WATCH THE
5 STEP VIDEO**

**IF YOUR FLASHING DOESN'T
HAVE A 35 YEAR WARRANTY,
NEITHER DOES YOUR ROOF**

Installation Video: <http://www.aztecwasher.com/installationvideos>



**PH: (858) - 513-4350 FAX: (858) - 513-4305
www.aztecwasher.com • info@aztecwasher.com**

Circle Reader Service #441

The master frame is fabricated of commercial quality 0.062 inch painted aluminum extrusions and is shipped completely assembled with stainless steel hinges and door attached.

Self-flashing frame extrusions are miter cornered and assembled with screws for strength. The door is mounted to the frame by two fixed-pin stainless steel hinges.

The door panel is reinforced at the pull handle location to provide maximum strength and performance. An egress pull cord is installed in the attic side of the panel.

5. Corrosion: A Door's Worst Enemy

In the rural building industry one of the biggest sources of corrosion is found in animal confinement structures due to the high ammonia content of waste. Doors and door hardware are particularly vulnerable.

Al Geisthardt, engineer for Plyco Corporation (plyco.com), notes that aluminum is a frequent choice for poultry houses because there is little physical impact. For swine, fiberglass and polyethylene are suggested, as well as stainless steel hinges, hardware and fasteners due to the physical impact and frequent pressure washing activities. In dairy, because sanitation is done on a regular basis, painted galvanized steel or stainless steel are recommended.

Stainless steel, however, works well in all cases. At Northeast Agri Systems, Lititz, Pennsylvania (neagri.com), which specializes in poultry and swine housing, stainless steel is used now almost exclusively, particularly in swine buildings. Part of it is a regional preference. A lot of the swine buildings in their northeastern U.S., territory are built over liquid manure pits. "That emits gases—hydrogen sulfide—and that's very corrosive to aluminum," David Newman, president, explained.

While it is in a builder's best interest to know what door

product profile

BY SHARON THATCHER



The surprise is not what's behind the door, it's the door itself.

6.

to ask for, or to expect, Steve Hershey, building manager for Northeast Agri, said the biggest point to remember is to rely on a door company that's experienced with making doors for the ag industry. "They are in very extreme environments," he said of ag doors. Going into a big box store and talking to just anyone or buying something off the shelf is likely not going to turn out well. "They just do not have the experience of what works and what does not when it comes to this," he added.

Most experienced builders know this, but for the newcomer Hershey suggested: "my advice would be to align with an experienced door supplier ... someone who makes ag doors and they should be able to recommend the right door for the right situation."

Aside from animal waste, a lot of corrosion can be found in the fertilizer industry: large bulk storage buildings, tanks or silos with accompanying custom mixing equipment are housed in buildings using either fiberglass or painted or gel-coated galvanized steel. "Sometimes aluminum is used and has acceptable performance," Al Geisthardt, Plyco, noted, adding: "Fiberglass is preferred, and all hinges and other hardware and fasteners are 304 stainless steel."

Fire rated doors for fertilizer facilities

are typically 1-1/2-hour or 3-hour rated door assemblies (between storage and office or garage) and are G90 galvanized steel, with zinc-rich primer and a hard 3 mil. polyurethane or epoxy finish paint.

6. Now You See It, Now You Don't

How do you store a 12-1/2 foot tall motorhome in a garage that is restricted to 8 feet in height by local ordinance? A Washington homeowner had a trick up his sleeve with the help of his architect, his contractor and Schweiss Doors (schweissdoors.com)

The trick was to create a big door that didn't look like a big door. The solution was to use a Schweiss bifold liftstrap door 12 feet wide with a 14 feet tall clear opening, making the total height of the door 16 feet, then customize the cladding with a regular garage door and masonite siding to make half of the door disappear when it was closed. The cladding was installed by the contractor.

Schweiss Doors supplied a heavy-duty bottom-drive motor to accommodate the additional weight of the cladding. It needed only two liftstraps to raise the additional weight. Autolatches, a remote opener and insulation put the finishing touches on the door.

See page 36 for more details about this unique door in our Project of the Month.

LEVI'S™

BUILDING COMPONENTS

When Quality Matters, SELECT THE BEST

Metal Roll Formers & Metal Roofing Distributors:



Call for your free samples TODAY!

(877) 897-7020

METAL TO WOOD FASTENERS

Fastgrip™

Safe. Secure. Sealed.



SNOW RETENTION SYSTEMS

Snow DEFENDER™

4500



METAL ROOFING ACCESSORIES

FloVent™

Metal Roofing Ridge Vent



Synthetic Roofing Underlayment



Metalcon Booth #1338

(877) 897-7020

137 Newport Rd, Leola PA 17540
levisbuildingcomponents.com

Circle Reader Service #392

'Crazy Cool' Bifold Door

Sidesteps Zoning Restriction for Unique Motorhome Garage

HERB KORTHUIS OF LYNDEN, WASHINGTON, WANTED TO HAVE A LARGE GARAGE ON HIS NEW HOME BUT HE RAN INTO A GLITCH WITH A LOCAL ZONING ORDINANCE. He was restricted to an 8 foot tall door, too short to fit his 12-1/2 foot tall Country Coach motorhome. Any larger garage door wouldn't conform to what the city wanted for the neighborhood.

Turning back the clock, a year or so earlier, Korthuis, knowing there were certain restrictions, talked to the developer before he bought a home lot on which to build. He asked him if he thought it would meet the requirement if he made a door that didn't look like a door. The developer said yes, but wanted to see what it would look like.

A vegetable farmer himself, Korthuis was visiting relatives in Iowa and took a trip to the Iowa State Fair where he visited the Schweiss Doors display and demonstration booth.

"After seeing the Schweiss Doors I said: 'that's exactly what I want for my motorhome garage door!'" He picked up some literature and took it home. He also visited a local airport where a friend owned a big Schweiss airpark hangar door so he could see a bifold liftstrap door first hand and get a general idea of how it operated. The gears started turning in his head and he was sure he could come up with a door that wouldn't look like a door.

He was convinced at that point that he was going forward with his idea for a motorhome garage door and made an appointment with Lynden, Washington, architect Mark Ouellette of Ouellette Residential Design, who had used Schweiss doors on several airplane hangars and agricultural build-

1. Korthuis had a contractor attach a conventional garage door front with windows to the bottom half of the Schweiss door frame and finished off the top with siding that exactly matched his new home.

2. Two patented Schweiss liftstraps and a heavy-duty bottom-drive motor easily lift the 16 foot RV Schweiss bifold garage door.

3. Hiding behind the deceptively-conventional door is the owner's 12-1/2 foot tall motorhome.



ings. The two discussed several options to conform to the zoning restrictions.

Ouellette and Korthuis eventually came up with a sketch of what they wanted and Korthuis approached the building inspector to get his opinion. The building inspector looked at the sketch and agreed that the door blended into the rest of the architecture of the home and conformed to the look of the neighborhood.

Ouellette's first idea was to use a downward ramp that went halfway into the ground using a conventional garage door. Then recalling what he had seen in the Schweiss Doors literature, he and Korthuis devised an alternative to make the top-half portion of the garage door exactly match the siding of the Korthuis home.

At one point Korthuis and Ouellette debated whether to use a Schweiss one-piece hydraulic door, but eventu-

ally decided to go with a bifold liftstrap door 12 feet wide with a 14 foot tall clear opening, making the total height of the door 16 feet. Korthuis decided to fasten a regular garage door without the tracks to the lower portion of the door frame. Masonite siding would go above that. With the added weight of the exterior cladding he asked Schweiss Doors to supply a heavy-duty bottom-drive motor. It needed only two liftstraps to raise the additional weight. Autolatches, a remote opener and insulation put the finishing touches on the door.

The contractor, John Schuten and his brother who worked in a metal shop, fastened a metal garage door with windows to the door frame. After some fine-tuning they finished the job. So what appears from the outside to be a 8 foot tall door is really a 16 foot door.

"I've always liked the Schweiss doors, but the Korthuis door is crazy cool,"

said Ouellette, noting that the vertical seam on the horizontal siding has a very tight tolerance. "John Schuten did a bang-up job cutting it on a bevel so the seam is virtually invisible. It locks up like a vault. Even when you stand right next to it you can barely see it. The finished product is better than I ever imagined."

"You have to really look to see the seam," added Korthuis. "The siding fits at a 22-1/2 degree angle and fits in there perfect."

Korthuis said that everyone who sees his garage door is amazed. Some of his acquaintances have indicated they are going to do the same when they build their homes. "The doors live up to my expectations," he said. "If I had to do it over, I would do it exactly the same, it turned out really well. It all goes to show you, if there's a will, there's a way." **RB**

Quality, Value & Service on Every Project

Your customer expects the best from you, and you should expect the same from your building partner.

Choose Wick Buildings to make sure you get all the quality, value and service you and your customers deserve. Join our team!



Learn more at:
WickBuildings.com
 800-356-9682



Circle Reader Service #511




The Affordable Rollforming Equipment Manufacturer

Metal Rollforming Systems designs and manufactures reliable and affordable rollforming equipment and accessories, making us a leader in rollforming equipment manufacturing. Our unsurpassed technical support is unlike any other in the industry, we work until the job is done. Our customer's success is our success. For more information, please contact us at 1.833.292.5302 or visit us online.

- Single & Double Deck Rollformers
- Trim Rollformers
- *NEW* Patriot Rollforming Line
- Coil Reels
- Precision Cut Slitting Lines
- Sheet Stackers
- Coil Upenders
- Ridge-Cap Press



Booth #1230

1.833.292.5302 www.mrsrollform.com

Circle Reader Service #584

Affordable Hiring

Courtesy of Uncle Sam

UNCLE SAM, THE IRS AND THE DEPARTMENT OF LABOR, ALL WANT TO HELP RURAL BUILDING BUSINESSES CUT THEIR LABOR COSTS.

The Workforce and Innovation and Opportunities Act of 2014 was created to help develop skilled workers, while the tax laws contain the often misunderstood and little-used Work Opportunity Tax Credit.

The Work Opportunity Tax Credit or WOTC is a long-standing income tax benefit that encourages employers to hire workers from within designated groups. And, the WOTC isn't chicken feed. The credit is generally equal to 40 percent of the newly-hired worker's first year wages of up to \$6,000, for a maximum credit of \$2,400 per worker. For disabled veterans, the credit may be available for the first \$24,000 of wages or up to \$9,600 per worker. Best of all, the tax credit, unlike a tax deduction, offsets the employer's final tax bill.

Although the WOTC is a federal tax credit, it is administered at the state level. The tax credit claimed by employers depends on the target group of the individual hired, the wages paid to that individual in the first year of employment and the number of hours worked by that individual.

Because lawmakers incentivize hiring, employers can claim the tax credit for a qualifying employee in their first year of hire. After all, staying on the job for more than a year is great, but the WOTC was designed to give people a chance at a job.

As mentioned, the tax credit, depending on the category of the person hired, allows a building business to claim between \$2,400 and \$9,600 per person. Businesses that do a lot of hiring—especially those hiring hourly workers—would benefit by attempting to determine whether job candidates fall within one of the targeted groups.

The groups targeted by Congress include those on government assistance programs, veterans, the disabled, felons and the long-term unemployed. Specifically, the 10 categories are:

- Qualified IV-A Temporary Assistance for Needy Families (TANF) recipients
- Unemployed veterans, including disabled veterans
- Ex-felons
- Designated community residents living in Empowerment Zones or Rural Renewal counties
- Vocational rehabilitation referrals

- Summer youth employees living in Empowerment Zones
- Food stamp (SNAP) recipients
- Supplemental Security Income (SSI) recipients
- Long-term family assistance recipients, and
- Qualified long-term unemployment recipients

For the TANF target group only, the credit is available to employers who hire members of this group for up to a two-year period. In the first year the building business claims a tax credit equal to 40 percent of the first-year wages, up to the maximum tax credit, if the individual works at least 400 hours. In the second year, an employer may claim a tax credit equal to 50 percent of the second-year wages, up to the maximum, if the individual works at least 400 hours.

For all other targeted groups, the credit is available to employers who hire members of the targeted groups based on the hours worked and the wages earned by the worker in the first year. If, for example, the individual works at least 120 hours, the employer may claim a tax credit equal to 25 percent of those first-year wages up to the maximum tax credit. If the individual works at least 400 hours, a tax credit equal to 40 percent (up to the maximum) may be claimed.

Once an employer finds WOTC-eligible workers, as with all things tax-related, proper forms and timely-filing is critical. The key document is IRS Form 8850, Pre-Screening Notice and Certification Request for the Work Opportunity Credit, to pre-screen employees.

The DOL's Employment and Training Administration or ETA is also involved. The completed and signed IRS and ETA forms are submitted to the proper state workforce agency (not the IRS or a federal agency) within 28 calendar days of the employee's start date.

Utilizing a Professional Employer Organization, or PEO, might be feasible. A PEO provides a service under which an employer can outsource employee management tasks. Until recently, claiming the WOTC as a client of a PEO remained a complex exercise. Fortunately, this changed thanks to an IRS program that allowed a PEO to become a "Certified" Professional Employer Organization, or CPEO, allowed to



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.

Overlooked

Tax laws contain the often misunderstood and little-used Work Opportunity Tax Credit.

offer value-added benefits to their clients while clearing up the question of who owned tax credits.

Several incentives, in addition to the WOTC, exist to ease the financial burden. They include:

Veteran Hire Incentives: The U.S. Department of Labor's Special Employer Incentives (SEI) Program connects qualified veterans with a specific role in a business. Employers are reimbursed for up to half the veteran's salary to cover certain supplies and equipment, additional instruction or training expenses and for any loss of production.

Disabled Access Credit: The Disabled Access Credit provides a non-refundable tax credit for building businesses incurring expenses for providing access to persons—employees or customers—with disabilities. Eligible is any business that earned \$1 million or less or had no more than 30 full-time employees in the previous tax year.

Barrier Removal Tax Deduction: The Architectural Barrier Removal Tax Deduction encourages businesses to remove architectural and transportation barriers to the mobility of

persons with disabilities and the elderly. Businesses may claim a tax deduction of up to \$15,000 a year for qualified expenses for items that must normally be capitalized.

Best of all, a business may use the Disabled Tax Credit and the architectural/transportation tax deductions together in the same tax year if the expenses meet the requirements of both provisions. To use both, the deduction is equal to the difference between the total expenditures and the amount of the credit claimed.

And, don't forget about resources such as:

Career One-Stop Business Centers: The American Job Centers offer a range of customized training options to meet a building business's needs and assist in recruiting, hiring, training or up-skilling the workforce. (careeronestop.org);

Registered Apprenticeship Quick-Start Toolkit: Apprenticeships offer a proven, high caliber training strategy for workers to learn the skills needed by today's employers and for businesses to grow and thrive in today's competitive environment. (doleta.gov/oa/employers/apprenticeship_toolkit.pdf)

Money Talk/Page 41

"CALL BACKS ELIMINATED"



DOORS THAT WORK!

www.IBEAMDOOR.COM



BOOTH #925

Circle Reader Service #512



GET THE LONG-LASTING, HEAVY-DUTY ABM PANEL

- OVER 30 COLORS WITH 40-YEAR WARRANTIES
- POWDER-COATED SCREWS TO MATCH
- 22 STANDARD TRIMS IN STOCK



MADE TO CUSTOM LENGTHS FROM 1' TO 48'

82 Garden Spot Rd. | Ephrata, PA 17522 | 717-445-6885
35 Ridge Rd. | Newville, PA 17241 | 717-776-5951 | www.abmartin.net

Circle Reader Service #291

classified ads

CALL 715-350-7080

140 BUILDING OPPORTUNITIES

**MOBILE HOME
ROOF OVER
BUSINESS FOR SALE**
ThermalMAX by RoofKing LLC

EST. 1982 BBB A+

CLIST WKY BUSINESS

573-243-5777

800-748-0645

160 DOORS & WINDOWS

Doors built for a lifetime.

- Every door built, delivered and installed by local professionals
- No lost headroom
- New or existing buildings



Visit us at Booth #1245

POWERLIFT
Hydraulic Doors



855-368-9595

www.PowerLiftDoors.com

SCHWEISS THE DOOR LEADER

DOORS

Booth #1148



HYDRAULIC - OR - BIFOLD
ONE-PIECE DOORS STRAP LIFT DOORS

507-426-8273



• AVIATION • SHOP DOORS

SCHWEISSDOORS.COM 507-426-8273

250 MISCELLANEOUS

DAY STAR™
High Performance Natural Lighting Systems

Call us today!
866-7-DAYSTAR

p 618-426-1868 • f 618-426-1888
14226 Highway 4 • Campbell Hill, IL 62916 16-2C



Wall and Ceiling
Panels
and FORMS

- Sanitary - Smooth
- Non-Porous
- Easy to Clean
- Perfect for Non-Food Contact Surfaces
- For Corrosive or High-Moisture Areas
- Made in the USA

View our New FORM Panel video on our website

888-818-0118

www.epioplastics.com
email: info@epioplastics.com

EXTRUTECH PLASTICS, INC.

400 ROLL FORMERS



THE BRADBURY GROUP

We Build Machines.
We Sell Solutions.

- | | |
|-------------------|-----------------------|
| Panel Lines | Portable Roll Formers |
| Purlin Lines | Insulated Panel Lines |
| Control Retrofits | Standing Seam Lines |
| Hydraulic Folders | Garage Door Lines |
| Trim Roll Formers | Slit & Recoil Lines |



Visit us at Booth #1123

www.bradburygroup.com 620.345.6394

400 ROLL FORMERS

Acu-Form
ROLL FORMING EQUIPMENT

- Ag Panel
- Post Cut Shear
- Pre Cut Shear
- Uncoiler
- Slitter
- Hemmer
- Trim Rollformer
- Wrapper
- Upender
- Perforator

We use D2 tool steel as a standard.

Phone (330) 674-4003 Fax (330) 674-4035

540 TIMBER COLUMNS

RICHLAND
LAMINATED COLUMNS LLC

"Your One Stop Pole Shop"

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

Superior Treatment • #1SYP Lumber

• 30% Stronger than 6x6 solid

8252 Greenwch, Ohio 44837

Call Today for Nearest Distributor, Wholesale Only

Phone: 419-895-0036 FAX: 419-895-0062

600 TOOLS/EQUIP DISTRIBUTOR



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

Booth #630

WE ADD THE VALUE TO METAL

1-888-865-8740 www.marionmanufacturing.com

Make Your Own Nail-Lam Column



BIG RED III

Total Fabricating System

Your One Stop Shop

Ph: 605-787-4765

jimsemmler1@msn.com

www.semmlerinc.com

See In Motion
www.semmlerinc.com/vid.php

FEATURE YOUR BUSINESS HERE! CONTACT GARY REICHERT

p: 715.350.7080 e: Gary.Reichert@fwmedia.com

600 TOOLS/EQUIP DISTRIBUTOR

Clark Industries, Inc.
 Since 1967 - Monett, Missouri



Considering equipment?
 Consider Clark.

- Roof & Floor Truss Presses
- Multi-Head Truss Presses
- Modular Truss Presses
- Shuttle Presses
- Jack Presses
- H.D. Chord Splicers
- Post & Column Machines
- Floor Truss Machines
- Electric Horizontal Stackers
- Electric Peak-up Stackers
- Conveyor Systems
- Custom Machinery

Call us toll free at: 800.743.9727
 or visit us on the web at: www.clark-ind.com

Money Talk/from Page 39

Incumbent Worker Training: Business-led state and local workforce boards offer training services to help businesses remain competitive by updating or enhancing the skills of their current workforce. On a limited basis, workforce boards can reimburse employers for the extraordinary costs of training new front-line hires through on-the-job and customized training. Information about this and other hiring incentives can be found on the website for the Department of Labor: (www.dol.gov).

There is no limit on the number of qualified individuals that a building business can hire, making the WOTC a significant option for any business that is willing to add a screening phase to their hiring process. Still, many businesses balk because of a concern about being accused of discrimination, that the administrative burden is too time-consuming, or uncertainty about whether the tax credit will be renewed by lawmakers.

Of more immediate downside of the WOTC is that it is only a temporary tax break. The WOTC was extended through 2019, giving employers several more years of tax incentives to hire eligible workers, including veterans. Will your building business join other employers who cut their business expenses and currently claim over \$1 billion in tax credits each year under the WOTC program? **RB**

ADVERTISE HERE!

CONTACT GARY REICHERT

P: 715.350.7080 E: GARY.REICHERT@FWMEDIA.COM



SIGN UP TODAY!

**NFBA
 Post-Frame
 Weekly**

E-Newsletter

**Roofer
 Express**

Bi-Weekly
 E-Newsletter

It's FREE!

Sign up to receive these great products, just go to **ConstructionMagNet.com**.

Get the latest news, tips and trends delivered right to your inbox.

**FRAME
 BUILDING
 NEWS**

**Rural
 Builder**

**METAL
 ROOFING
 MAGAZINE**



Scan this QR code with your smartphone to sign up now!

ConstructionMagNet.com

new products

BY RURAL BUILDER STAFF

CARRY TANKS FOR PORTABLE DIESEL STORAGE

JohnDow Industries (johndow.com), known for portable fuel handling equipment, recently introduced its new line of Diesel Carrytanks. The tanks are available in 58 and 106 gallon capacities and are designed to transport and transfer diesel fuel wherever it is needed. They provide the convenience of having a refueling station transportable anywhere and are perfect for the farm, construction, recreation, industrial, fleet, automotive and other markets.

These self-contained tanks come complete with a 12 volt pump, hose and automatic nozzle. Just hook-up to a 12 volt power source and start pumping. Strap the Carrytank to a vehicle or trailer for transport, or leave it in a convenient location on site.



SCHWEISS THE DOOR LEADER

DOORS

HYDRAULIC - OR - BIFOLD
ONE-PIECE DOORS **STRAP LIFT DOORS**

507-426-8273

Booth #1148

SCHWEISSDOORS.COM

Circle Reader Service #414

ROLL FORMER CORPORATION
 140 Independence Lane • Chalfont, PA 18914

We are now offering a
Universal Hemming Machine UH - 36

Use this "Multi Option" piece of machinery in conjunction with your Brake or Folder to save you time and money on all of your Trim Product needs.

Double Sided Hemming
 1/2" Hems /
 8" to 36" Coil Width

See At
MetalCon
 Booth #1530

Pick and Choose your Options

- Double Sided Hemming
- Flat or "Tear Drop" Hems — **Base Machine** — 1/2" Hem
- "Hem & Kick" - **Base Machine** — 5/8" kickout with 1/2" hem
- "PIPE LOCK" Hems (Double Sided)
- Slitting Knife (1) for increased production
- Perforation Dies (2) Sets maximum
- Small Stiffening Ribs (2) • "Valley Crease" Rolls

Call today at 215-997-2511 • Fax: 215-997-5544
www.rollformercorp.com

Circle Reader Service #442



AkzoNobel 


Proud to be a leader in sustainable innovation.

Sustainability is at the heart of everything we do at AkzoNobel. That's why we are proud to deliver a new generation of primer to the building products industry. Our new primer offers effective corrosion protection and is formulated without chrome, so it is safer for our employees and our planet.

METALCON
BOOTH #515

To learn more, visit:
www.akzonobel.com/ccna
or contact us at:
coil.coatings@akzonobel.com

Circle Reader Service #459



Superior Quality. Superior Value. Class A Fire Rated.

Proven performance for over 20 years.

Cut to fit—**Standing Seam** and
Screw-Down Panels in over
40 Profiles for Commercial, Agricultural
and Residential Metal Roofs.



ProfileVent... Preferred By Contractors

- Lifetime limited warranty
- Glue spots on screw-down panels prevent slipping during installation (most profiles)
- Fits under almost any ridge cap
- Fits roof pitch 2:12–20:12
- One person roll-out installation
- Won't crack, dent or rust during shipping or installation
- Miami-Dade approved Noa No.: 07-0626.08

ProfileVent[®]
THE RIDGE VENT CUT TO FIT

profilevent.com

Ask your roofing material supplier.

Available through SFS Intec Inc.

800.234.4533