

October 2017

# Rural Builder

The Business Management Magazine for Contractors  
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# MARKET PULSE

## ► MOMENTUM INDEX FALLS

The Dodge Momentum Index fell in September, moving 8.4 percent lower from the revised August reading. The Momentum Index is a measure of nonresidential building projects in initial planning, and has shown to lead construction spending for nonresidential buildings by a full year. The institutional building component fell 11.5 percent from August, while the commercial building component fell 6.1 percent. The overall Momentum Index has lost ground for four consecutive months, but Dodge said this alone should not be seen as a predictor of a turn in building markets. Prior to the previous peak of the Momentum Index in January 2008 it had suffered similar significant declines, only to rebound and post strong gains in subsequent months. Economic growth remains solid, and building market fundamentals are supportive of further growth.

Source: Dodge Data & Analytics

## ► LABOR SHORTAGE COULD AFFECT HURRICANE REPAIR

The ongoing labor shortage in the construction industry is expected to challenge rebuilding efforts in the Southeast and Gulf Coast which were pummeled by Hurricanes Harvey and Irma in early September.

Noted ConstructionDive.com: "AccuWeather estimates that damage from Hurricane Irma will be about \$100 billion and Hurricane Harvey about \$190 billion. "Together, AccuWeather predicts these two disasters amount to 1.5 of a percentage point of the GDP, which will about equal and therefore counter the natural growth of the economy for the period of mid-August through the end of the fourth quarter," said AccuWeather Founder, President and Chairman Dr. Joel N. Myers.

According to a recent survey by the Associated General Contractors of America, 70 percent of the country's contractors are having trouble finding enough skilled workers to meet demand and roughly the same share (67 percent) said it will be more difficult to find the necessary help as the year progresses."

The surge in activity throughout the Gulf Coast and the Southeast is expected to push up prices for building materials, specifically lumber, PVC, drywall and roofing.

Source: constructiondive.com



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■ ANOTHER MARKET SHARE GAIN FOR METAL

The Metal Roofing Alliance (MetalRoofing.com) reports another market share gain for metal in the residential retrofit market. New independent research conducted by Dodge Data & Analytics on behalf of the MRA shows the total market share of

metal roofing gained another 3 points in 2016, growing from an 11 percent market share in 2015 to 14 percent in 2016. Metal roofing is second only to asphalt shingle roofing in the remodeling market.

The metal roofing market share in the

remodeling market has increased in six of the nine census regions. The Pacific, East South Central and Mid Atlantic regions show advances in metal roofing greater than 6 points.

The region with the largest market share is the East South Central region (Alabama, Kentucky, Mississippi, Tennessee) with 30 percent of homes being re-roofed with metal.

In the New England region (Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont and New England) data reveals that metal roofing increased 3 points to 12 percent market share.

The East North Central region (Illinois, Indiana, Michigan, Ohio, Wisconsin), data shows metal roofing increasing 4 points to 13 percent market share.

Asphalt had a 64 percent market share in 2015 and was down to 59 percent in 2016.

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■ SUKUP MFG. PLEDGES SUPPORT OF ISU FEED MILL AND GRAIN SCIENCE COMPLEX

Sukup Manufacturing Co. has committed \$2 million in in-kind gifts towards a new feed mill and grain science complex at Iowa State University, Ames, Iowa. The complex is envisioned to include a feed mill tower, feed milling and mixing structures, Sukup grain storage bins, and a one-story classroom and laboratory building.

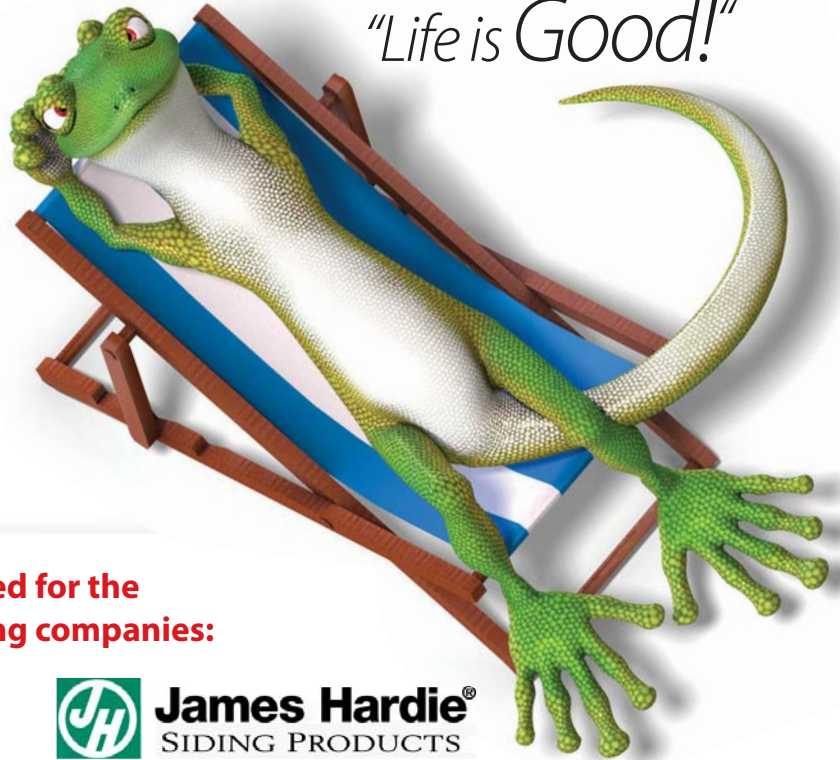
The new facility will provide hands-on learning for students across several agricultural programs at Iowa State, including a new minor in feed and grain technology.

In addition to Sukup's pledge, Kent Corporation is committing \$8 million and the Iowa Corn Promotion Board is committing \$4 million towards the project. These are the first gifts announced towards the \$21.2 million complex, which will be funded entirely through private giving.

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Circle Reader Service #306

# Preparing to Hang Up Your Hard Hat?

Tips on how to plan ahead for your business transition

**IF YOU OWN A \$300,000 HOUSE AND WANT TO SELL IT, THE GAME PLAN IS PRETTY CLEAR:** contact your realtor, do needed repairs, clean your basement, get advice on comparables in your neighborhood, and seek out expert opinions regarding a realistic asking price.

Despite changes in the real estate market (such as online listings), chances are you've sold a house before and you have some experience in the process.

But it's completely different if you're contemplating selling your business. You've probably never done this before and the thought of it is stressful, overwhelming and fraught with emotion.

"If your business is worth \$10 million, you probably don't know these same things," according to Brad Mart of the BridgePoint Company, a management consulting and mergers and acquisition company in northern Indiana that helps businesses make significant transitions in a thoughtful, planned manner. "If you want to retire in the next five years, you need to be planning now and taking action quickly."

While an employee can give two weeks' notice and move to Florida, Mart said that the process is much more complicated for a business contemplating a sale. "We tell businesses to start planning at the minimum two years ahead of the sale."

Of particular concern for the construction industry, Mart says, is the fact that if there is an adjustment in the economy, it will show up first in construction. "The chance of a hiccup in the next year and a half is greater than zero," he adds. "The chance of a 2.5 to 3.5-year hiccup occurring is high. You don't want to roll the dice with something you've spent 20 years building." Getting your company in the right position for a sale cannot be emphasized enough, according to Mart.

There are different considerations if a family member or an employee are interested in owning the business, says Mart.

## GLENN HOCHSTETLER-PLANNING FOR THE FUTURE

Glenn Hochstetler of Hochstetler Buildings Inc. in Plain City, Ohio, is a case in point. While he's not ready to sell the business right now, he's at the age where he's starting to think about it and anticipates a sale several years in the future. He's put together a team consisting of his accountant, his attorney and a financial advisor to design a plan so that everything will be set up when he is ready for the change.

"Timing is critical too," says Hochstetler. "Right now I am trying to be careful, getting things in place and doing some realistic transition planning." He's seen others retire and has learned quite a bit about what it takes to do it successfully and in an intelligent, planned manner. He's attended seminars through the National Frame Building Association, particularly those of the late Jack Miller, who ran a successful construc-

tion consulting firm, and realized he wants to be active once he retires. "No matter where you're at, life is only meaningful as long as there is something left to do," Hochstetler quoted Miller as saying.

His children are grown and doing well away from the business. While he and his wife, Deb, have worked together at Hochstetler Buildings, he wants to have more time enjoying life apart from the daily responsibilities of running a construction business. Married in 1980, Deb takes care of the financial end of the business and he says has been an important part of its success.

He wants to spend more time with his wife traveling and enjoying nature and doing outdoor activities such as motorcycling, hunting and fishing. He envisions himself keeping busy leasing out buildings and making other investments that he will manage.

## WHAT'S A BUSINESS TO DO?

With nearly 11,000 baby boomers retiring each day, Mart, of Bridgepoint, emphasizes the importance of being able to tell a positive growth story at the time of a sale. "We (at Bridgepoint) have to be able to tell their story and why the business can be even more profitable in the future. An accountant can't do that," he adds.

Recognition that the process of preparing for an eventual sale can be painful and emotional is something that Mart says they are used to dealing with. "It is gut-wrenching for the business owner. They are under more scrutiny than they have ever been under and have had more questions thrown at them than ever before."

And emotionally, Mart says it is difficult for business owners to let go and realize that the company they have labored to build and grow is going to be going away.

The Small Business Administration estimates that 50 percent of all small businesses are owned by someone aged 50 or older. Potentially, then, 28 million small business owners need to start thinking about making a change and they need to do it right away. That's a lot of businesses that are going to be affected.

Hochstetler says he has taken several steps along the way towards an eventual change to make sure the business is in good shape when a sale might occur down the road. "I worked hard to make sure that the company is totally debt free," he says. He also made sure that equipment and facilities were updated, that it purchased newer equipment that did not need to be repaired, and instituted job-site efficiencies to maximize profit.

"There is so much work out there, we focus on getting the right projects and making sure we are not overextended. There

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## in focus

BY KATHY JONAS



is a fine line. If we are overextended everyone suffers,” says Hochstetler. In terms of modernization and technology, he adds that there is always more to keep up with, but he strives to keep up to date.

Mart says a business that has improved performance will be able to sell their company much faster than one that has not taken measures to maximize value. Bridgepoint works with business owners to identify and communicate company goals and objectives. Once that is done, it works with management to identify, prioritize and execute key objectives to achieve success quickly.

### WHEN THE TIME IS RIGHT TO SELL

A survey by CNBC and the Financial Planning Association stated that while 78 percent of small business owners plan to sell their business, only 30 percent of those have a written succession plan in place. Mart and companies like BridgePoint are there to help make the process a smooth one and one with a favorable result.

A two-page handout given to clients approaches a sale with a timeframe of five to six months (recognizing that this timeframe is highly individual and could last as long as 18 months with variances due to many factors, including the economy). At month one and two, objectives are discussed, an industry analysis is conducted, the company

is analyzed and potential buyers are identified and assessed. During that initial phase, a draft of a two-page teaser and a 20-page offering memorandum is written and 25 or more potential buyers are identified.

At the five or six month date, hopefully there will be negotiations of a transaction price and terms of the sale, as well as development of a purchase agreement.

“We like to take a targeted approach,” said Mart. “We spend a lot of time getting to know the buyer, doing research on the company and its history and developing a strategy.”

Confidentiality is the name of the game when it comes to selling a business, according to Mart, noting it is a challenge and a risk. They work to qualify people in advance, before sharing information, and obtain non-disclosure agreements.

The entire process is “labor intensive” with the realization that the sale might not go through.

Hochstetler understands all these concerns, but felt a buy/sell agreement was necessary in order to move forward when the time presented itself. “I’m working hard at doing some realistic transition planning,” he says. “It will be set up when we are ready.”

He also is keenly aware of the anxiety that this kind of planning can cause longtime employees. “We want to ensure that those who have dedicated many years with Hochstetler Buildings will be part of the future of the company.” **RB**



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# Selling Out Without Selling Out

How to protect your business as you relinquish control

**SOONER OR LATER, EVERYONE WANTS TO RETIRE.** For those who own a closely-held or family rural building business, in addition to ensuring there will be enough money to retire, building business owners, shareholders and partners should think about what will happen to the business when they are no longer in control.

Many who have invested a great deal of time, money and energy into their building business want to see the business continue and flourish after their departure. For them, strategies for selling out without actually selling *outright* allows the building business to remain in the hands of the family or key employees while the principal begins easing out, relinquishing control as desired.

One strategy—the **family limited partnership**—has, over the years, proven itself an extremely valuable tool for both business and estate planning. Typically, a FLP is formed by the older generation, usually the parents, who contribute assets to the partnership in return for both general partnership units and limited partnership units. The parents can then embark on a plan of giving unlimited partnership units to their children and grandchildren while retaining the general partnership units that actually control the partnership.

Selling the building business to its employees using an **Employee Stock Ownership Plan** (ESOP) allows the sale proceeds to be rolled over on a tax-deferred basis. In addition to being an excellent exit strategy with significant tax savings for the owners, shareholders and members of the building business, ESOPs are great for motivating and rewarding employees—and for taking advantage of incentives to borrow money for acquiring new assets in pretax dollars.

The ESOP can borrow money to buy out the owner's stake in the business. If, after the stock purchase, the ESOP holds more than 30 percent of the business's shares, the owner can defer capital-gains taxes by investing the proceeds in Qualified Replacement Property or QRP such as stocks, bonds and certain retirement accounts, to help provide income during retirement.

Obviously, if the goal is to move ownership of the business to future generations, the best time is in the early stages of the operation when values are low. Selling stock in the building business that qualifies as small business stock, qualifies the profits (resulting when it is sold) for a lower tax rate—50 or 100

percent exclusion on the gain. The trick is meeting the definition of small business stock and it is easier if the business was set up with that in mind.

The size of the tax bill when selling out depends largely on the structure of the business, whether the business is being sold as a set of assets or as an entity. In the eyes of the IRS, selling the business involves selling a collection of assets—including real property, equipment, inventory and goodwill.

Whether structured as a taxable asset or as a stock transaction, it is important for both parties to decide on the sale's structure before agreeing on the terms of the transaction. Buyers generally prefer purchasing assets because (1) they can obtain a step-up in the book value or basis of the purchased assets for larger tax deductions in the future and (2) there is little or no risk that the buyer will assume any unknown seller liabilities.

Sellers, of course, usually prefer to sell stock in order to obtain clear, long-term capital gain treatment for the sale proceeds. A seller holding stock in an incorporated building business (or in some S corporations such as those subject to built-in gains rules) may, in effect, be forced to sell stock because an asset sale would be subject to tax at both the corporate and the shareholder level.

In a stock sale, the buyer gets no step-up in the book value of the building business's assets. Therefore, the buyer will presumably pay the seller less for a stock transaction than an asset deal. What's more, in a stock transaction, sellers are often required to indemnify buyers for liabilities that are not expressly assumed.

Selling an equity interest in a pass-through entity such as an LLC, S corporation or partnership, can often be treated as an asset sale even though it appears on its face to be a "stock" sale. This type of transaction is treated as an asset sale for tax purposes with the buyer getting a step-up in the basis or book value of the assets, even though, technically, they acquired stock. The seller would be treated as selling the individual assets of the S corporation with a portion of the gain treated as ordinary income. A similar result occurs if interests in an LLC or partnership are transferred to a buyer.

An "installment" sale is a method that allows any capital gain to be partially deferred to future tax years. Installment sales require a buyer to make regular payments, or installments, or on an annual basis, plus interest payments.

While it may seem advantageous to get a lump sum of money when selling a piece of property—or the entire building business—using the installment



*Mark Battersby is a regular contributor to Rural Builder. He has more than 35 years experience in small business issues, tax and financial matters. Contact him at 610-789-2480 or MCBatt12@Earthlink.net.*

## Size Matters

The size of the tax bill when selling out depends largely on the structure of the business.

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**THE BLACK BART COACH GUN**

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Black Bart was an outlaw that became known for his stagecoach robberies in the 19th century. Originally born in England, Charles Boles came to the New World with his family. He and his brother traveled out to California to take part of the Gold Rush but did not strike any riches. Boles enlisted and fought in the Civil War and was seriously wounded in the Battle of Vicksburg. After his recovery he went back to prospecting in the Idaho and Montana regions. After failing to gain riches through prospecting, Boles took to robbing stagecoaches.

Taking on the nickname Black Bart, he became a notorious stage coach robber with a total of 28 robberies before he was caught. Black Bart became known as the gentleman bandit for he never fired his shotgun while robbing stagecoaches. In fact, he left poems behind which became his signature touch. He wore a flour sack over his head and carried a coach shotgun. He robbed stagecoaches by foot for he was afraid of horses. On his last robbery attempt at Funk Hill which is currently the town of Copperopolis, California, he was injured when the driver shot Black Bart and wounded his hand. After having to flee the scene, detectives were able to track him down. He was imprisoned and did not turn back to a life of crime.

To commemorate this Wild West Outlaw we have created the limited edition Black Bart Coach Gun. The 12 Gauge Coach Gun made by Stoeger Industries is plated with 24 Karat Gold. On the receiver and walnut stock, the engravings capture his legacy. From one of poems that was left at one of his robberies to a Wanted poster placed for his arrest, this unique firearm is the one to have. There will only be 28 numbered guns made since Black Bart made 28 robberies in his career. Call today to get yours.

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## DIGGING THE LOOPHOLES

Illustrating the importance of seeking professional help, a recent case before the U.S. Tax Court demonstrated just how complex our tax laws are—and how much professional guidance is necessary in order to chart the right—and less expensive path. Obviously, not everyone will catch, or use, many of the obscure provisions hidden among the pages of our tax laws, but they can have a legitimate and tax bill reducing impact on almost every transaction.

When John Jones recently sold his business, the sale included the buildings, land, equipment, a covenant not to compete, and the biggest parts of the sale: “goodwill” and “going-concern value.” He treated the entire proceeds from the sale as capital gain.

Unfortunately, the “goodwill” consisted mostly of contracts that he had to provide services to a number of customers, including several municipalities. The IRS re-characterized the sale proceeds labeled “goodwill” as ordinary income—not capital gain.

Fortunately, the U.S. Tax Court agreed with our John Jones who claimed the sale of contracts fell under the tax law’s Section 1253, Transfers of Franchises, Trademarks and Trade Names, which allows capital gain treatment when a “franchise” is sold. Apparently, contracts are considered franchises, a term that gives one of the parties the right to distribute, sell or provide goods, services of facilities, within a specified area.

Who’d of “think” it, let alone benefited from it?

method can provide a number of benefits to the seller. The largest benefit, of course, is the ability to defer capital gain taxes and spread them over time as proceeds from the sale are received. If, for example, property that has appreciated \$100,000 in value is sold for a lump sum, capital gain taxes on the entire amount of gain would be immediately taxable. Spreading the sale over a five-year period might mean that only \$20,000 of capital gain would be counted each year.

Another advantage not to be overlooked is the interest that will be collected each year. Immediate receipt of the entire sale proceeds means losing out on potentially thousands of dollars in extra interest that might have been paid with an installment sale.

While gain from the sale of the building business can be partially deferred with an installment sale, allocation of that purchase price is even more important. When selling business assets, the federal tax rate on gains can vary from 15-percent (long-term capital gain) to 39.6-percent (ordinary income tax rates). Thus, sellers and buyers need to reach agreement on the allocation of the total purchase price to the specific assets sold or acquired.

All-too-often unsuspecting builders or contractors find themselves facing penalties, fines and substantial tax bills because the ever-vigilant IRS has ignored a past transaction it views as having been conducted by “related persons.” That’s right, different transactions have different definitions. In fact, related persons or parties can include much more than an immediate family member such as parents and children. Ancestors and lineal descendants, a partner and a partnership, a shareholder and a corporation, etc. are all considered “related” by the IRS. Sometimes indirect ownership such as where an individual may be deemed to own an interest in a corporation merely because a brother owns shares is included in the “related” definition.

Obviously, before deciding whether to sell the building business or begin planning for the operation to continue in your absence, the opinion and guidance of a qualified advisor should be sought—and followed. After all, the taxes saved may be yours or your heirs. **RB**



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- Machinery Storage
- Riding Arenas
- Solar Barns



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# PRODUCT GUIDE

Your ultimate source for products and services in the rural construction industry.

## How to use the guide:

The Index below is a guide to help you find companies, distributors, associations and other organizations that provide specific products or services to the rural building industry. This Index is followed on page 23 by an alphabetical listing. Many companies have included logos and/or descriptions of their businesses to explain their diverse offerings. Firms that

won 2017 Gold Key of Excellence Awards are marked with gold keys. Companies that advertised separately in this issue can be found in our ad index on page 50. If you'd like detailed information from these companies, circle the appropriate number on the reader service card between pages 50-51 and send it in. As an added convenience, the Buyers' Guide is available online at [www.rbbuyersguide.fwmedia.com](http://www.rbbuyersguide.fwmedia.com).

### ADHESIVES, SEALANTS CAULKS & COATINGS

#### ADHESIVES

Arkema, Inc.  
Carrington Building Products  
Dynamic Fastener  
Hexion, Inc.  
Hutchison HW Brand Lumber & Building Products  
Momentive Performance Materials, Inc.  
Novagard Solutions  
SnoBlox-SnoJax

#### SEALANTS & CAULKS

Agway Metals, Inc.  
Arkema, Inc.  
Carrington Building Products  
DB Building Fasteners  
DCI Products  
Direct Metals, Inc.  
Dynamic Fastener  
EPDM Coatings  
Golden Rule Fasteners  
GSSI Sealants, Inc.  
Hoover Treated Wood Products, Inc.  
Ideal Building Fasteners  
Marco Industries  
Mitex International  
Momentive Performance Materials, Inc.  
Nationwide Protective Coating Mfrs., Inc.  
Novagard Solutions  
OSI  
Raytec Manufacturing  
ST Fastening Systems  
Topps Products, Inc.  
Triangle Fastener Corporation  
Tru-Seam Metal Solutions

#### WATERPROOFING COATINGS

Agway Metals, Inc.  
Arkema, Inc.  
EPDM Coatings  
Hoover Treated Wood Products, Inc.  
Momentive Performance Materials, Inc.  
Nationwide Protective Coating Mfrs., Inc.  
Topps Products, Inc.

### ANIMAL HOUSING & COMPONENTS

#### CURTAINS, SIDEWALLS

Palram Americas  
PowerLift Hydraulic Doors

#### HORSE PENS, STALLS & HARDWARE

Agway Metals, Inc.  
Heritage Equine Equipment  
Hutchison HW Brand Lumber & Building Products  
Innovative Equine Systems  
Plyco Corporation  
Western Products of Indiana

#### LINER PANEL

Agway Metals, Inc.  
American Building Components  
AmeriLux International  
Extrutech Plastics, Inc.  
FBI Buildings, Inc.  
H&H Metal Products  
Heritage Equine Equipment  
Metal Rollforming Systems  
Palram Americas

#### LIVESTOCK FEED & WATERING SYSTEMS

Agway Metals, Inc.  
Heritage Equine Equipment  
Hoskins Mfg. Co., Inc.  
Hutchison HW Brand Lumber & Building Products  
Innovative Equine Systems

### BUILDING PACKAGES & PRODUCTS

#### METAL BUILDING SYSTEMS

Armstrong Steel Buildings  
BigFoot Systems, Inc.  
Braemar Building Systems  
Erect-A-Tube, Inc.  
Heritage Building Systems

Olympia Steel Buildings  
Pro-Tec Engineered Buildings  
R&M Steel Co.  
Star Building Systems  
Sukup Manufacturing, Co.  
Varco Pruden Buildings  
VersaTube Building Systems  
Web Steel Buildings Northwest, LLC  
Wrisco Industries, Inc.

#### MINI-STORAGE SYSTEMS

Armstrong Steel Buildings  
Braemar Building Systems  
Central Storage Works  
DBC  
FBI Buildings, Inc.  
Heritage Building Systems  
Lester Building Systems, LLC  
Olympia Steel Buildings  
Pro-Tec Engineered Buildings  
Stockade Buildings  
Trachte Building Systems  
Wick Buildings

#### POST-FRAME PACKAGES

A.B. Martin Roofing Supply, LLC  
Burrow's Post-Frame Supply  
FBI Buildings, Inc.  
Graber Post Buildings  
Hutchison HW Brand Lumber & Building Products  
Lester Building Systems, LLC  
Midwest Perma-Column  
RAMCO Supply  
Rigidply Rafters, Inc.  
Stockade Buildings  
Walters Buildings  
Wick Buildings

### BUILDING PANELS

#### FIBERGLASS/PLASTIC/ POLYCARBONATE

AmeriLux International  
CannonBall:HNP  
Direct Metals, Inc.  
Major Industries  
Martin Building Products

MWI Components  
Palram Americas

### METAL PANELS, ARCHITECTURAL

Advanced Architectural Sheet Metal & Supply  
Agway Metals, Inc.  
Braemar Building Systems  
DI Roof Seamers  
Fabral  
Garland Company, The  
Hutchison HW Brand Lumber & Building Products  
IMETCO  
MBCI  
McElroy Metal  
Metal Panels, Inc.  
Metal Rollforming Systems  
Metal Sales Manufacturing, Corp.  
Petersen Aluminum Corp.  
Star Building Systems  
Wrisco Industries, Inc.

### METAL PANELS, FOAM CORE

Braemar Building Systems  
Metal Sales Manufacturing, Corp.  
Star Building Systems  
Varco Pruden Buildings  
Wrisco Industries, Inc.

### METAL WALL PANELS, UNINSULATED

Advanced Architectural Sheet Metal & Supply  
Agway Metals, Inc.  
American Building Components  
Braemar Building Systems  
Garland Company, The  
Heritage Building Systems  
IMETCO  
MBCI  
Metal Panels, Inc.  
Metal Sales Manufacturing, Corp.  
R&M Steel Co.  
Star Building Systems  
Varco Pruden Buildings  
Wrisco Industries, Inc.

**STRUCTURAL INSULATED PANELS**

Enercept SIPS  
Energy Panel Structures  
General Panel Corporation  
MBCI  
Murus Company Inc., The  
Stockade Buildings

**PVC WALL AND CEILING PANELS**

H-PAC Plastics, LLC

**BUSINESS RESOURCES AND SOFTWARE**

**ASSOCIATIONS AND/OR TRADE SHOWS/CONFERENCES**

Frame Building Expo  
International Roofing Expo  
Metal Construction Association  
National Frame Building Assn.  
Post-Frame Advantage  
Reflective Insulation Manufacturers Assoc. International  
Spray Polyurethane Foam Alliance

**CONSTRUCTION MANAGEMENT BOOKS/REFERENCES**

AMS Controls  
Frame Building News  
Idea Book, The  
Metal Roofing Magazine  
Rural Builder  
Source Book, The

**DRAFTING SERVICES**

Innerwall Shop Drawings

**SOFTWARE, COST ANALYSIS/ ESTIMATING**

Appicad USA, Inc.  
Construction Maestro/Symun Systems  
PostFrame Manager/Roofing Manager  
Rockwell Automation, Inc.  
Siemens Process Industries & Drives

**SOFTWARE, ACCOUNTING**

Rockwell Automation, Inc.  
Siemens Process Industries & Drives

**CONCRETE**

**PRODUCTS & EQUIPMENT**

Best Products  
BigFoot Systems, Inc.  
Brut Post Grabber, The  
CS Unitec, Inc.  
Extrutech Plastics, Inc.  
Fascut Industries, Inc.  
General Equipment Company  
Midwest Perma-Column  
Nationwide Protective Coating Mfrs., Inc.  
NOFP, Inc.  
Perma-Column, Inc.

**INSULATED CONCRETE FORMS (ICFS)**

IntegraSpec ICF

**DOORS & WINDOWS**

**DOOR HARDWARE & TRACK**

Agway Metals, Inc.  
CannonBall:HNP  
Delden Manufacturing Company, Inc.  
Fold Tite Systems, Inc.  
Hörmann, LLC  
Hutchison HW Brand Lumber & Building Products  
Johnson Bros. Metal Forming  
Midland Door Solutions  
MWI Components  
National Manufacturing / Stanley Hardware  
Plyco Corporation  
RAMCO Supply  
Safe-Way Garage Doors, LLC  
Schweiss Doors  
Wayne Dalton, A Division of Overhead  
Door Corporation  
Western Products of Indiana

**DOOR SYSTEMS**

Agway Metals, Inc.  
Burrow's Post-Frame Supply  
CannonBall:HNP  
DBCI  
Delden Manufacturing Company, Inc.  
Direct Metals, Inc.  
Fold Tite Systems, Inc.



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No Red-Rust Guaranteed!

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POWDERFUL is the world's largest eco-friendly, corrosion resistant powder coat paint system for building fasteners. Billions of POWDERFUL painted screws on thousands of buildings highlight the performance of this corrosion resistant finish versus traditional wet paint processes.

**Revolutionary Drill Bit**

**2016**

MB MICRO-BIT DRILL POINT incorporates the strength & consistency of a self-drilling point with a wood screw thread. This gives the ZXL MB the ability to penetrate multiple thicknesses of steel, while eliminating the "pigtailed" & slow drill or no drill complaints common to sharp point screws.



TWO SCREW SYSTEM



PERFECT MATCH  
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 Midland Door Solutions  
 Plyco Corporation  
 PowerLift Hydraulic Doors  
 Safe-Way Garage Doors, LLC  
 Schweiss Doors  
 Wayne Dalton, A Division of Overhead Door Corporation

**DOORS, AUTOMATIC OPENERS**

Delden Manufacturing Company, Inc.  
 Hi-Fold Door Corporation  
 Hörmann, LLC  
 Janus International  
 Midland Door Solutions  
 Safe-Way Garage Doors, LLC  
 Schweiss Doors

**DOORS, BIFOLD**

Erect-A-Tube, Inc.  
 Hi-Fold Door Corporation  
 Midland Door Solutions  
 Schweiss Doors  
 Silvercraft

**DOORS, OVERHEAD**

Clopay  
 Delden Manufacturing Company, Inc.  
 Hi-Fold Door Corporation  
 Hörmann, LLC  
 PowerLift Hydraulic Doors  
 Safe-Way Garage Doors, LLC  
 Schweiss Doors  
 Wayne Dalton, A Division of Overhead Door Corporation

**DOORS, ROLLUP**

Clopay  
 DBCI  
 Delden Manufacturing Company, Inc.  
 Heritage Building Systems  
 Janus International  
 Safe-Way Garage Doors, LLC  
 Wayne Dalton, A Division of Overhead Door Corporation

**DOORS, SLIDING**

Erect-A-Tube, Inc.  
 Fold Tite Systems, Inc.  
 Heritage Equine Equipment  
 Hörmann, LLC  
 Hutchison HW Brand Lumber & Building Products  
 MWI Components  
 Plyco Corporation  
 Rigidply Rafters, Inc.  
 Silvercraft  
 Western Products of Indiana

**DOORS, SWINGING**

A.J. Manufacturing, Inc.  
 DBCI  
 Extrutech Plastics, Inc.  
 Fold Tite Systems, Inc.  
 Heritage Equine Equipment  
 Hi-Fold Door Corporation  
 Janus International  
 Midland Door Solutions  
 Schweiss Doors  
 Silvercraft

**DOORS, WALK-THROUGH**

A.J. Manufacturing, Inc.  
 ABC Supply Company

CannonBall:HNP  
 Plyco Corporation  
 Silvercraft  
 Western Products of Indiana

**LOCKS & LOCKSETS**

Hörmann, LLC  
 Janus International  
 National Manufacturing / Stanley Hardware  
 Plyco Corporation

**WINDOWS**

A.J. Manufacturing, Inc.  
 ABC Supply Company  
 Direct Metals, Inc.  
 Hutchison HW Brand Lumber & Building Products  
 Major Industries  
 MWI Components  
 Plyco Corporation  
 Recycled Products, Co.  
 Western Products of Indiana



**Fight Condensation Without Insulation**



**A Necessity for Any Steel Roofed Building That is Not Climate Controlled.**

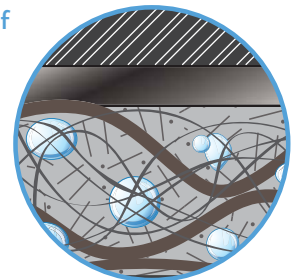
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- Steel buildings
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- Workshops/unattached garages
- Open-walled structures
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**DripStop Stops the Dripping from Condensation.**

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**EXTERIOR & INTERIOR FINISHES**

**AWNINGS & CANOPIES**

AmeriLux International  
Major Industries  
PowerLift Hydraulic Doors

**BRICK, STONE & MASONRY FACADES**

Boral Versetta Stone  
Replications Unlimited, LLC

**CURTAINWALL**

Major Industries  
PPG Industries, Inc.  
Wrisco Industries, Inc.

**EXTERIOR MOLDING & TRIM, DECORATIVE**

CopperCraft  
First Choice Exteriors  
Replications Unlimited, LLC  
Royal Crowne Outdoor Accents

**METAL TRIM & FASCIA**

Advanced Architectural Sheet Metal & Supply  
Alpine Building Materials, LLC  
American Building Components  
Berger Building Products  
EDCO Products, Inc.  
Fabral  
Grabber Post Buildings  
H&H Metal Products  
Hutchison HW Brand Lumber & Building Products  
IMETCO  
Johnson Bros. Metal Forming  
Klauer Manufacturing, Co.  
MBCI  
Metal Panels, Inc.  
Metal Rollforming Systems  
PPG Industries, Inc.  
Tru-Seam Metal Solutions

**SIDING (METAL, STEEL OR VINYL)**

American Building Components  
EDCO Products, Inc.  
Fabral  
First Choice Exteriors  
MBCI  
Metal Rollforming Systems  
Novagard Solutions  
PPG Industries, Inc.  
Universal Composite Panel System

**SOFFIT (METAL, STEEL, PLASTIC OR VINYL)**

Advanced Architectural Sheet Metal & Supply  
American Building Components  
Berger Building Products  
EDCO Products, Inc.  
First Choice Exteriors  
GutterSupply.com  
Hutchison HW Brand Lumber & Building Products  
Metal Rollforming Systems  
MWI Components  
Universal Composite Panel System

**ARCHITECTURAL ACCENTS**

CopperCraft

**FASTENERS & CONNECTORS**

**ANCHOR BOLTS**

Best Products  
Dynamic Fastener  
East Coast Fasteners  
Hutchison HW Brand Lumber & Building Products  
Midwest Perma-Column  
Plyco Corporation  
Sno Gem, Inc.  
ST Fastening Systems

**ENGINEERED WOOD CONNECTORS**

Eagle Metal Products  
East Coast Fasteners  
Perma-Column, Inc.  
Plyco Corporation

**FRAMING HARDWARE**

Burrow's Post-Frame Supply  
East Coast Fasteners  
Johnson Bros. Metal Forming  
National Manufacturing / Stanley Hardware  
Plyco Corporation

**METAL PANEL FASTENERS / ROOF CLAMPS**

Ace Clamp  
Atlas Bolt & Screw Co.  
DB Building Fasteners  
Direct Metals, Inc.  
Dynamic Fastener  
East Coast Fasteners  
Golden Rule Fasteners  
Hutchison HW Brand Lumber & Building Products  
Ideal Building Fasteners  
Lakeside Construction Fasteners  
Leland Industries  
Plyco Corporation  
RoofClamp  
s-5I  
SFS intec  
Sno Gem, Inc.  
ST Fastening Systems  
Triangle Fastener Corporation

**NAILS**

East Coast Fasteners  
Hutchison HW Brand Lumber & Building Products  
Maze Nails

**NUTS & BOLTS**

Best Products  
DB Building Fasteners  
Dynamic Fastener  
Hutchison HW Brand Lumber & Building Products  
Leland Industries  
Midwest Perma-Column  
National Manufacturing / Stanley Hardware

**RIVETS**

Atlas Bolt & Screw Co.  
DB Building Fasteners  
Dynamic Fastener  
East Coast Fasteners  
Golden Rule Fasteners  
Hutchison HW Brand Lumber & Building Products  
Plyco Corporation  
Raytec Manufacturing  
SFS intec  
ST Fastening Systems

**SCREWS**

AmeriLux International  
Atlas Bolt & Screw Co.  
DB Building Fasteners  
Direct Metals, Inc.  
Dynamic Fastener  
East Coast Fasteners  
Golden Rule Fasteners  
Hutchison HW Brand Lumber & Building Products  
Ideal Building Fasteners  
Lakeside Construction Fasteners  
Leland Industries  
Levi's Building Components  
Marco Industries  
Martin Building Products  
National Manufacturing / Stanley Hardware  
Plyco Corporation  
RAMCO Supply  
Raytec Manufacturing  
Sno Gem, Inc.  
ST Fastening Systems  
Triangle Fastener Corporation

**STAPLES**

Dynamic Fastener  
Hutchison HW Brand Lumber & Building Products

**HEATING, COOLING & VENTILATING**

**CUPOLAS & WEATHERVANES**

A.B. Martin Roofing Supply, LLC  
CannonBall:HNP  
GutterSupply.com  
Hutchison HW Brand Lumber & Building Products  
MWI Components  
Plyco Corporation  
Royal Crowne Outdoor Accents

**FANS**

LMCurbs

**FOAM/VENTED CLOSURE STRIPS**

AmeriLux International  
Atlas Bolt & Screw Co.  
Benchmark Foam, Inc.  
Carrington Building Products  
DCI Products  
Golden Rule Fasteners  
Ideal Building Fasteners  
Lakeside Construction Fasteners  
Levi's Building Components  
Marco Industries  
MWI Components  
Plyco Corporation  
ST Fastening Systems

**RADIANT SYSTEMS & COMPONENTS**

Benchmark Foam, Inc.  
Indiana Warm Floors, Inc.  
Plyco Corporation

**RIDGE/SOFFIT VENTS**

Atlas Bolt & Screw Co.  
Aztec Washer Co., Inc.  
Blocksom & Co.  
Cor-A-Vent  
DCI Products  
Glick Metals LLC, Snap-Z  
Hutchison HW Brand Lumber & Building Products  
ISI Building Products



*"The quality of their watches is equal to many that can go for ten times the price or more."*

— Jeff from  
McKinney, TX

*"Blue face watches are on the discerning gentleman's 'watch list'."*  
— watchtime.com

# STONE COLD FOX

*So good-looking...heads will turn. So unbelievably-priced...jaws will drop.*

Every once in a while a timepiece comes along that's so incredibly good looking, masterfully equipped and jaw-droppingly priced, that it stops us stone cold. A watch that can take you seamlessly from the 18th hole to the board room. A watch that blurs the line between sports watch and dress watch. We're talking the **Blue Stone Chronograph**, and it sits at the top of the discerning gentleman's watch list.

Striking in appearance and fully equipped with features, this is a watch of substance. The **Blue Stone** merges the durability of steel with the precision of crystal movement that's accurate to 0.2 seconds a day. Both an analog and digital watch, the **Blue Stone** keeps time with pinpoint accuracy in two time zones.

The watch's handsome steel blue dial seamlessly blends an analog watch face with a stylish digital display. It's a stopwatch, calendar, and alarm. Plus, the **Blue Stone** resists water up to 30 meters, making it up for water adventures.

A watch with these features would easily cost you thousands if you shopped big names. But overcharging to justify an inflated brand name makes us blue in the face. Which is why we make superior looking and performing timepieces priced to please. Decades of experience in engineering enables Stauer to put quality on your wrist and keep your money in your pocket.

**Your satisfaction is 100% guaranteed.** Experience the **Blue Stone Chronograph** for 30 days. If you're not convinced you got excellence for less, send it back for a refund of the item price.

**Time is running out.** Originally priced at \$395, the **Blue Stone Chronograph** was already generating buzz among watch connoisseurs, but with the price slashed to **\$69**, we can't guarantee this limited-edition timepiece will last. So, call today!

**TAKE 83% OFF INSTANTLY!**  
*When you use your OFFER CODE*

**Stauer Blue Stone Chronograph** non-offer code price ~~\$395~~<sup>†</sup>  
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<sup>†</sup> Special price only for customers using the offer code versus the price on Stauer.com without your offer code.

- Precision movement • Digital and analog timekeeping • LED subdials • Stainless steel crown, caseback & bracelet
- Dual time zone feature • Stopwatch • Alarm feature • Calendar: month, day, & date • Water resistant to 3 ATM • Fits wrists 7" to 9"

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Lakeside Construction Fasteners  
Leland Industries  
MWI Components  
Plyco Corporation  
Shear-X  
Ventco

**SOLAR ENERGY COMPONENTS**

LMCurbs  
MBCI  
Siemens Building Technologies

Siemens Energy, Inc.  
Sno Gem, Inc.  
SnoBlox-SnoJax

**INSULATIONS & MOISTURE/  
VAPOR BARRIERS**

**HOUSEWRAP**

ABC Supply Company  
Covertech / rFOIL  
ISI Building Products  
NOFP, Inc.

**INSULATION, FOAM BOARD**

Arkema, Inc.  
Benchmark Foam, Inc.  
Enercept SIPS  
General Panel Corporation  
IntegraSpec ICF  
NOFP, Inc.

**INSULATION, OTHER**

DCI Products  
Erect-A-Tube, Inc.  
Filc USA - DRIPSTOP  
IntegraSpec ICF  
Mitex International  
NOFP, Inc.

**INSULATION, REFLECTIVE**

A.J. Manufacturing, Inc.  
Benchmark Foam, Inc.  
Covertech / rFOIL  
Direct Metals, Inc.  
IntegraSpec ICF  
ISI Building Products  
Martin Building Products  
Mitex International  
MWI Components  
Nationwide Protective Coating Mfrs., Inc.  
NOFP, Inc.  
Plyco Corporation  
Tape Products Company

**MOISTURE BARRIERS**

Covertech / rFOIL  
EPDM Coatings  
Filc USA - DRIPSTOP  
IMETCO  
IntegraSpec ICF  
MFM Building Products  
SpotOff Rain Gutter Co., The  
Tape Products Company

**PLASTIC FILM**

Covertech / rFOIL  
Tape Products Company

**VAPOR BARRIERS**

Covertech / rFOIL  
Filc USA - DRIPSTOP  
H&H Metal Products  
IntegraSpec ICF  
ISI Building Products  
MFM Building Products  
Mitex International  
Tape Products Company

**LUMBER & SHEATHING**

**ENGINEERED LUMBER**

Burrow's Post-Frame Supply  
Hutchison HW Brand Lumber & Building Products  
Starwood Rafters, Inc.

**GLULAMS**

Hutchison HW Brand Lumber & Building Products  
Rigidply Rafters, Inc.  
Starwood Rafters, Inc.

**PLYWOOD, PARTICLE BOARD, OSB**

Hutchison HW Brand Lumber & Building Products



Peel & Seal® is the original self-adhering waterproofing membrane designed for low slope roofing or flashing applications. This single-ply membrane applies directly to the roof deck and serves as the final roofing surface. Ideal for hundreds of applications including whole roofs, dormers, sunrooms, metal roofs, and flashing around exterior penetrations.

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**TREATED LUMBER**

Burrow's Post-Frame Supply  
 Hoover Treated Wood Products, Inc.  
 Hutchison HW Brand Lumber & Building Products  
 Lonza Wood Protection

**METAL COIL, COATINGS, STEEL COMPONENTS**

**CLOSURES, METAL PANELS**

Carrington Building Products  
 Dura Coat Products  
 East Coast Fasteners  
 Erect-A-Tube, Inc.  
 Hutchison HW Brand Lumber & Building Products  
 Ideal Building Fasteners  
 MBCI  
 McElroy Metal  
 Plyco Corporation  
 SFS intec  
 SnoBlox-SnoJax

**PAINT/COATINGS**

AkzoNobel  
 Alpine Building Materials, LLC  
 Arkema, Inc.  
 Becker Specialty Corporation  
 PPG Industries, Inc.  
 Prassas Metal Products, Inc.  
 Steel Dynamics, Inc.  
 Valspar

**METAL COIL SUPPLIERS**

3GM Steel, Inc.  
 Alpine Building Materials, LLC  
 Dura Coat Products  
 Graber Post Buildings  
 Mill Steel Co.  
 Prassas Metal Products, Inc.  
 Steel Dynamics, Inc.

**STEEL FRAMING, LIGHT-GAUGE**

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# COMPANY DIRECTORY



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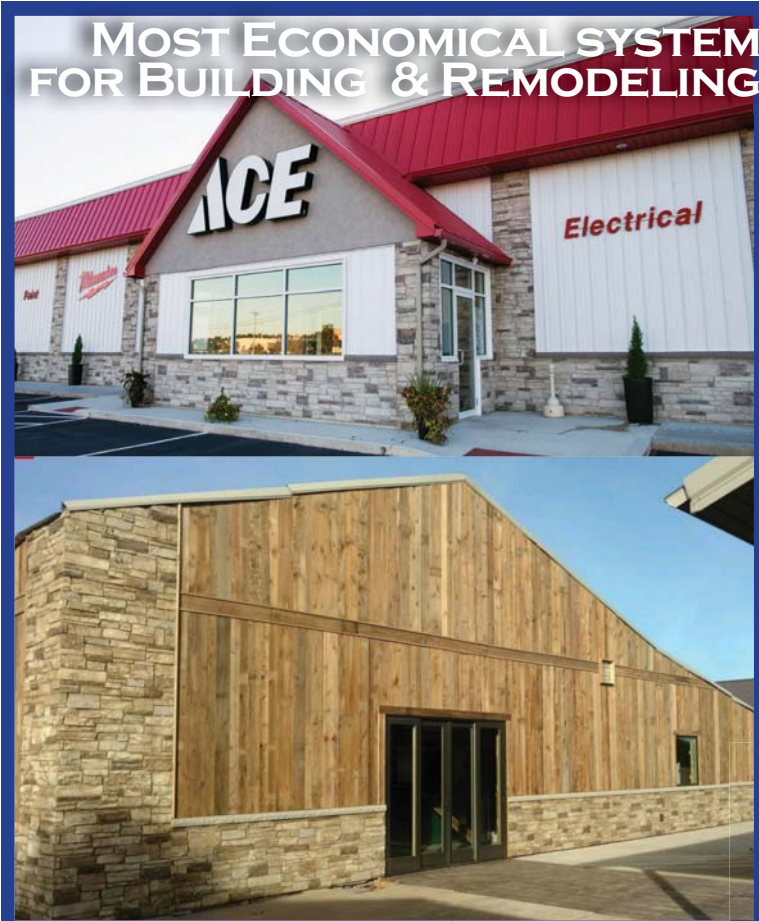
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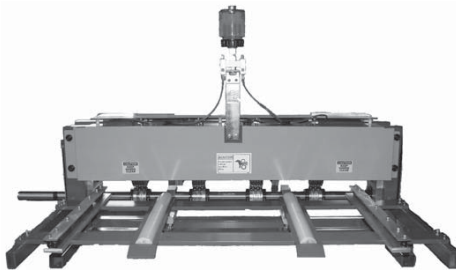


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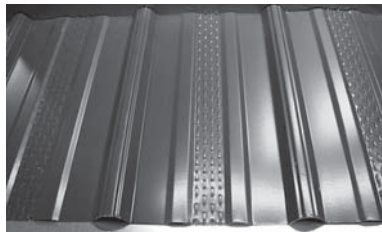
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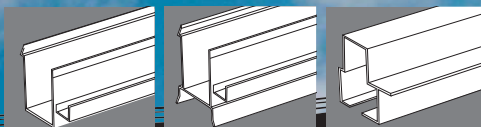


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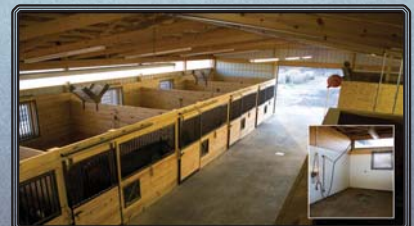
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# Drug Companies Fear Release of the New AloeCure

**Big Pharma stands to lose billions as doctors' recommend drug-free "health cocktail" that adjusts and corrects your body's health conditions.**

by David Waxman  
Seattle Washington:

Drug company execs are nervous. That's because the greatest health advance in decades has hit the streets. And analysts expect it to put a huge crimp in "Big Pharma" profits.

So what's all the fuss about? It's about a new ingredient that's changing the lives of people who use it. Some call it "the greatest discovery since penicillin"!

The name of the product is the AloeCure. It's not a drug. It's something completely different. And the product is available to anyone who wants it, at a reasonable price. But demands may force future prices to rise.

## TOP DOC WARNS: DIGESTION DRUGS CAN CRIPPLE YOU!

Company spokesperson, Dr. Liza Leal; a leading integrative health specialist recommends AloeCure before she decides to prescribe any digestion drug. Especially after the FDA's stern warning about long-term use of drugs classified as proton pump inhibitors like **Prilosec**®, **Nexium**®, and **Prevacid**®. In a nutshell, the FDA statement warned people should avoid taking these digestion drugs for longer than three 14-day treatment periods because there is an increased risk of bone fractures. Many people take them daily and for decades.

Dr. Leal should know. Many patients come to her with bone and joint complaints and she does everything she can to help them. One way for digestion sufferers to help avoid possible risk of tragic joint and bone problems caused by overuse of digestion drugs is to take the AloeCure.

**Analysts expect the AloeCure to put a huge crimp in "Big Pharma" profits.**

The secret to AloeCure's "health adjusting" formula is scientifically tested **Acemannan**, a polysaccharide extracted from Aloe Vera. But not the same aloe vera that mom used to apply to your cuts, scrapes and burns. This is a perfect strain of aloe that is organically grown under very strict conditions. AloeCure is so powerful it begins to benefit your health the instant you take it. It soothes intestinal discomfort and you can avoid the possibility of bone and health damage caused by overuse of digestion drugs. We all know how well aloe works externally on cuts, scrapes and burns. But did you know Acemannan has many of other health benefits?...

## HELPS THE IMMUNE SYSTEM TO CALM INFLAMMATION

According to a leading aloe research, when correctly processed for digesting, the Aloe plant has a powerful component for regulating your immune system called **Acemannan**. So whether it's damage that is physical, bacterial, chemical or autoimmune; the natural plant helps the body stay healthy.

## RAPID ACID AND HEARTBURN NEUTRALIZER

Aloe has proved to have an astonishing effect on users who suffer with digestion problems like bouts of acid reflux, heartburn, cramping, gas and constipation because it acts as a natural acid buffer and soothes the digestive system. But new studies prove it does a whole lot more.

## SIDE-STEP HEART CONCERNS

So you've been taking proton pump inhibitors (PPI's) for years and you feel just fine. In June of 2015 a major study shows that chronic PPI use increases the risk of heart attack in general population.

## UNLEASH YOUR MEMORY

Studies show that your brain needs the healthy bacteria from your gut in order function at its best. Both low and high dosages of digestion drugs are proven to destroy that healthy bacteria and get in the way of brain function. So you're left with a sluggish, slow-to-react brain without a lot of room to store information. The **Acemannan** used in AloeCure actually makes your gut healthier, so healthy bacteria flows freely to your brain so you think better, faster and with a larger capacity for memory.

**Doctors call it "The greatest health discovery in decades!"**

## SLEEP LIKE A BABY

A night without sleep really damages your body. And continued lost sleep can lead to all sorts of health problems. But what you may not realize is the reason why you're not sleeping. Some call it "Ghost Reflux". A low-intensity form of acid reflux discomfort that quietly keeps you awake in the background. AloeCure helps digestion so you may find yourself sleeping through the night.

## CELEBRITY HAIR, SKIN & NAILS

Certain antacids may greatly reduce your



body's ability to break down and absorb calcium. Aloe delivers calcium as it aids in balancing your stomach acidity. The result? Thicker, healthier looking hair...more youthful looking skin... And nails so strong they may never break again.

## SAVE YOUR KIDNEY

National and local news outlets are reporting Kidney Failure linked to PPI's. Your Kidney extracts waste from blood, balance body fluids, form urine, and aid in other important functions of the body. Without it your body would be overrun by deadly toxins. Aloe helps your kidney function properly. Studies suggest, if you started taking aloe today; you'd see a big difference in the way you feel.

## GUARANTEED RESULTS OR DOUBLE YOUR MONEY BACK

Due to the incredible results people are reporting, AloeCure is being sold with an equally incredible guarantee.

"We can only offer this incredible guarantee because we are 100% certain this product will work for those who use it," Says Dr. Leal.

Here's how it works: Take the pill exactly as directed. You must see and feel remarkable improvements in your digestive health, your mental health, in your physical appearance, the amount inflammation you have throughout your body - even in your ability to fall asleep at night!

Otherwise, simply return the empty bottles with a short note about how you took the pills and followed the simple instructions and the company will send you...Double your money back!

## HOW TO GET ALOECURE

This is the official nationwide release of the new AloeCure pill in the United States. And so, the company is offering our readers up to 3 FREE bottles with their order.

This special give-away is available for readers of this publication only. All you have to do is call TOLL-FREE **1-800-746-2951** and provide the operator with the Free Bottle Approval Code: **JC025**. The company will do the rest.

**Important:** Due to AloeCure's recent media exposure, phone lines are often busy. If you call and do not immediately get through, please be patient and call back.



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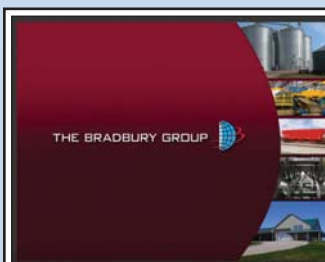
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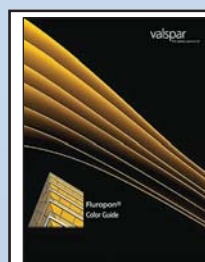
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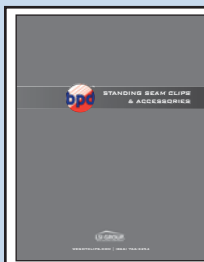
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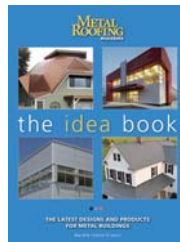


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## project of the month

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The rustic simplicity of the riding arena's exterior conceals the complexity revealed within.

# A 16-Sided Riding Arena

Complicated truss design is topped off with metal roof and cupola

**IT'S HIGHLY UNLIKELY YOU WILL EVER BE CALLED UPON TO BUILD A HEXADECAGON (16 SIDED) BARN,** but any builder can appreciate the work accomplished by Silas Treadway, a timber framer from Stafford, Vermont, especially when it comes to the elaborate truss design. His client, a retired Dartmouth professor, had the barn built for his wife so she could exercise her horses in inclement weather. A round barn was requested to conform to the standard pattern for training and exercising horses, but because it made framing sense to divide the structure into sections, it was built with 16 sides, with wall posts just under 12 feet apart.

Treadway would go on to write a technical article about the project in *Timber Framing* magazine. In it he explained the challenges and solutions:

“The vitals of any good timber roof truss include well-footed top chords able to withstand the imposed live and static loads, as well as bending side to side, and a tension-resisting bottom chord, supported if necessary to avoid sagging. These basic problems are dealt with in every plausible configuration

in historic churches and meetinghouses, some more successful than others, and always in a rectangular or square plan. To form a (mostly) conical roof shape, I would have multiple truss sections intersect one another. One practical way to join so many large timbers cleanly would be to build a large central cluster column and increase the area where all these vital members could be joined one by one, especially as we would be working in Eastern spruce, prone to twist and bow as it dries. The open built-up column also happened to yield a convenient framework for a central cupola, which I deemed necessary for aesthetics and good ventilation.”

As noted, Treadway went with 16 flat sides as opposed to a truly “round” structure. “To reduce intersections at the central column, only every other wall post would support a truss end,” Treadway said. “Intermediate 7x12x22 feet rafters would land short of the center ring, atop a sort of principal purlin structure. Eight principal rafters meant only four complete truss units intersecting. Thinking in these terms helped us get our heads around a daunting cut-list...”

## + PROJECT DETAILS

**SIZE:** 60-foot clear-span barn, hexadecagon (16 sided) riding arena, South Stafford, Vermont

**BUILDING SYSTEM:** Timber frame

**ROOFING:** Englert S2500 metal panels in Slate Gray

**BUILDER:** Silas Treadway, Stafford, Vermont, assisted by Hunter Grossman, Eastern River Post and Beam, Stafford

**ROOFER:** John Kinnarney, Iron Horse Roofing, Stafford

**PHOTOGRAPHER:** Amy Donahue Photography, Stafford



Strategic planning and precision workmanship went into the design and installation of the truss system.

Treadway and fellow timber framer, Hunter Grossman, Eastern River Post and Beam, Stafford, hand raised the majority of the frame, “employing a 24-foot gin pole with cable boat-winch and several other makeshift poles with block and tackle as needed,” he said. “We stood up the walls first, one piece at a time. This initial raising we completed in two days...”

That was the easy part. Next came the roof framing and central column. The installation of a 190 foot tension ring and supporting falsework helped to insure stability for the remaining build.

A crane was hired to place the finished cupola and intermediate rafters into position. 3x4 common rafters and 1-inch pine decking were applied prior to installation of the standing-seam steel roofing. The roofing panel was Englert S2500 from Englert Inc. ([englertinc.com](http://englertinc.com)). John Kinnarney, owner of Iron Horse Roofing since 1992, said the roof design wasn't necessarily complicated, just time consuming because every piece of metal had to be precisely measured and cut to accommodate 16-sides. It was also not his first rodeo: he has covered other complex timber-framed roof structures.

Treadway installed operable 9/9 double-hung windows in the cupola—one operable from ground by pulley system—to allow for extra ventilation in summer months. Traditional strap-hinged swinging doors were built for the arena.

Although the building itself was a success, with nominal shrinkage reported since its 2016 completion, unfortunately, the

owner's wife died soon after it was built.

Silas Treadway's complete 7-page article, “Intersecting Long-Span Trusses”, with diagrams and photos, can be seen in the March 2017 (issue #123) of *Timber Framing*, Journal of the Timber Framers Guild. Copies can be downloaded from the organization's online store ([tfguild.org](http://tfguild.org)). **RB**



Rofer John Kinnarney of Iron Horse Roofing used patience and Englert S2500 steel panels for the roofing.

## product feature

BY RURAL BUILDER STAFF

# Post-Frame Builder Introduces Portable Recharging Station

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**AS THE OWNER OF A POST-FRAME CONSTRUCTION COMPANY IN DALLAS CENTER, Iowa,** Joe Cover (Cover's Construction LLC) got tired of the tangled mess of cords and chargers for all his cordless tools and mobile devices. He came up with a solution, the Battery Barracks, that caught the attention of other builders. Now he has a patented invention and a new business venture.

Cover didn't set out to invent the device, but like most builders, he was tired of losing or damaging chargers because they got scattered over a job site or tucked away into unseen corners and left behind.

"We built the first one out of wood about 12 years ago," Cover said. "We built it to store and charge our tools, just from a convenience factor, but people wanted to know where to get them."

About three years ago, technical advances helped to solve some of the final problems he had, and the road to patenting and production was paved, with the wood replaced with heavy-duty plastic.

Although there are similar products on the market, Cover said the others are brand-specific. His is the only one that accommodates tools from multiple toolmakers, so if you have tools from DeWalt, Milwaukee Tool, Ryobi and Black & Decker (additional brands are also compatible), they can all be charged simultaneously.

There is space for up to six tools at a time, all the charging stations neatly packed into one portable, tough-sided carrying case and only requiring one plug-in.

Although not coming with the standard version, an upgrade has two USB ports for the charging of smartphones, tablets or other devices, along with an extra outlet for a job-site radio.

Cover signed up to debut the Battery Barracks at the 2017 METALCON in Las Vegas. Ordering online from a newly updated website was expected to begin prior to the show. **RB**

► [www.buybatterybarracks.com](http://www.buybatterybarracks.com)



One wall plug-in charges up to six batteries.



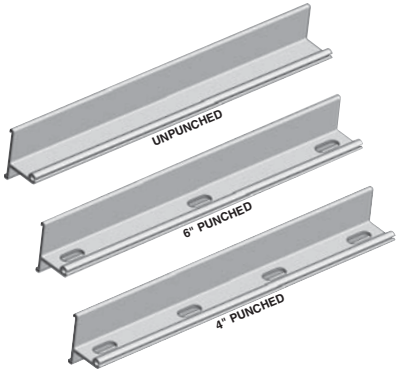
Joe Cover, inventor of the patented Battery Barracks.

# DYNA-GUARD®



## 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!**



**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.

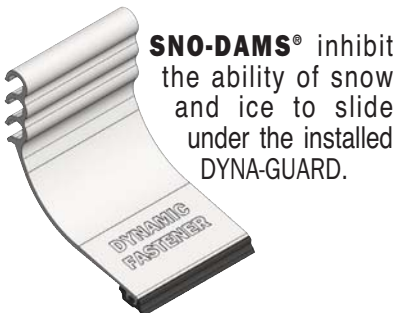
- 1) DYNA-CLAMPS have undergone extensive testing by the esteemed Encon Technology, Tulsa, OK.
- 2) All DYNA-GUARD, DYNA-CLAMP and SNO-DAM items are extruded from aircraft quality, high tensile aluminum "6005A T61 Aluminum".
- 3) All of these components are proudly manufactured in the U.S.A.
- 4) Over 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.

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