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**RURAL BUILDER
2018 HALL OF FAME
INDUCTEES** P. 14

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The Next Step for Residential

As the drive continues to push post frame farther into the residential market, new questions arise about how it can be moved from its nonresidential roots into this new frontier. The engineering is present, but getting that information into the right hands has proved challenging. Not enough engineers and precious few architects are knowledgeable about post frame to help rally the cause. One of the results can be found in a news item we share in this issue (page 10) about a county in Florida that is struggling with the idea of “pole barn” houses and is taking matters into their own hands.

I've always believed that a person can benefit from knowing more than necessary about his or her career. In the case of a builder, that means understanding some of the engineering aspects: why things need to be done the way they are done. It provides a better window into why engineers are so critical. It seemed especially relevant for builders looking to move into residential housing. So I went on the search months ago to discover some Engineering 101 rules that all post-frame builders should know.

Unfortunately, I came up short. I was told time and again that if a builder wanted to go into the primary residential market, they just needed to contact an engineer or use an engineered building system, end of discussion. It didn't provide much helpful information for an article.

I finally contacted Dave Bohnhoff at the University of Wisconsin. Dave is a familiar name in post-frame circles. He is an engineer and professor who has devoted his career to post frame. If you visit the *Rural Builder* website (ConstructionMagNet.com) and search under the technical articles tab you will see his name as an author on many of the documents.

So it was especially interesting when he quickly launched into promoting a prescriptive code for post frame. It is a cause he has quietly promoted for several years. Now, however, he has decided the time for quiet has passed. It is time to make the case public for a more open discussion and possible action.

Because I didn't even know what a prescriptive code was when I started, I relied heavily on Dave's expertise to write the In Focus article in this issue, “Locked Out of the Residential Market: The Case for a Prescriptive Post-Frame Building Code.” Due to his invaluable input he is listed as coauthor of the piece.

There are companies and engineers who have strong opinions counter to the one provided here. The pro-code article may lead to others that find fault with the idea. Let the discussion begin.



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MARKET PULSE

► CONSTRUCTION EMPLOYMENT AND WAGES RISE IN JANUARY

Construction employment increased in January to the highest level since August 2008, according to an analysis of government data by the Associated General Contractors of America (AGCA). Construction employment totaled 7,099,000 in January, a gain of 226,000, or 3.3 percent, over 12 months. Ken Simonson, the association's chief economist pointed out that the year-over-year growth rate in industry jobs was more than double the 1.5 percent rise in total nonfarm payroll employment.

The number of unemployed job seekers with recent construction experience fell to 707,000 in January, down from 859,000 in January 2017, while the unemployment rate in construction dropped to 7.3 percent from 9.4 percent a year earlier. The number and rate were the lowest for January since the series began in 2000. Unemployment data by industry are not seasonally adjusted, and winter figures for construction are normally higher than they are for total nonfarm employment, but these declines show how difficult it has become for the industry to find experienced workers, Simonson said.

Average hourly earnings in the industry climbed to \$29.33, a rise of 2.9 percent from a year earlier. The economist noted that construction pays nearly 10 percent more per hour than the average nonfarm private-sector job in the United States.

► JANUARY HOUSING STARTS FOR U.S. AND CANADA

U.S.

January housing starts (released February 16) increased 9.7 percent for the month. Single-family starts increased 3.7 percent, while multi-family increased by 23.7 percent. Total U.S. permits, an indicator of future construction, increased by 7.4 percent.

Regional Results:

Northeast (+ 45.5 percent)
Midwest (- 10.2 percent)
South (+ 9.3 percent)
West (+ 10.7 percent)

CANADA

January housing starts (released February 8) decreased 0.4 percent from December. Total urban starts increased by 0.1 percent; total rural starts decreased 5.5 percent.

Regional Results:

Atlantic Provinces (- 34.7%)
Quebec (- 21.1%)
Ontario (+ 33.9%)
Prairie Provinces (+ 0.4%)
British Columbia (- 16.0%)

Source: Structural Building Components Association



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supplier news

BY RURAL BUILDER STAFF

■ VENTCO NOW OFFERS PRODUCT LINE DIRECT

Ventco Inc. is now selling its ProfileVent ventilation products direct to customers. The line includes 58 continuous ventilation products for all styles of metal roofs, and is being offered at factory pricing and free freight.

ProfileVent is Class A Fire Rated and is suitable for varied roof pitches ranging from 2:12 to 20:12. Specially-designed equipment precisely cuts the panel profile into the surface, keeping the ridge line appearance without the need to raise the ridge cap to accommodate the vent. www.profilevent.com

■ LAKESIDE CONSTRUCTION FASTENERS

received the first place honor for Best New Product at the International Roofing Expo (IRE) in New Orleans in early February. The first place was for the LCF COR-10 WOODX, a high-strength screw engineered to secure Corten metal panels into hardwood decking substrates. It can be used with battery-operated screw guns.

www.lakeside-fasteners.com

■ MARCO NEARLY TRIPLES WAREHOUSE SPACE

Marco Industries has announced a new 30,000-square-foot warehouse and distribution center in Washington, nearly tripling its size in the region.

“We are relocating our Portland facility to the Port of Kalama,” said Blake Atkins, owner and president. “We’ll be bringing 10 employees with us, with the possibility of expanding even further in the future. We’re bursting at the seams!”

Marco is the second largest tenant for the Port of Kalama’s newest major warehouse building. One of Marco’s largest customers, Bridger Steel, is leasing 30,000 square feet in the same building.

“Bridger often pairs their products with fasteners and other parts from Marco Industries to make a complete roofing package to offer their customers,” Atkins said. “Having facilities right next to each other will help streamline the process.”

Atkins noted that the Port of Kalama is an ideal location for Marco to expand its presence in the Pacific Northwest and to service its growing customer base in the region because of its proximity to transportation routes and the availability of qualified labor. He also pointed out that many of Marco’s existing Vancouver-based employees are looking forward to shorter commute times.

“They’ll be driving further, but probably half the amount of time it takes to get to Portland from Vancouver,” he said.

Marco expects to be operating out of Kalama by July.

Marco Industries provides ventilation and a variety of other products to the metal roofing industry through the Marco Weather-Tite System. www.marcoindustries.com

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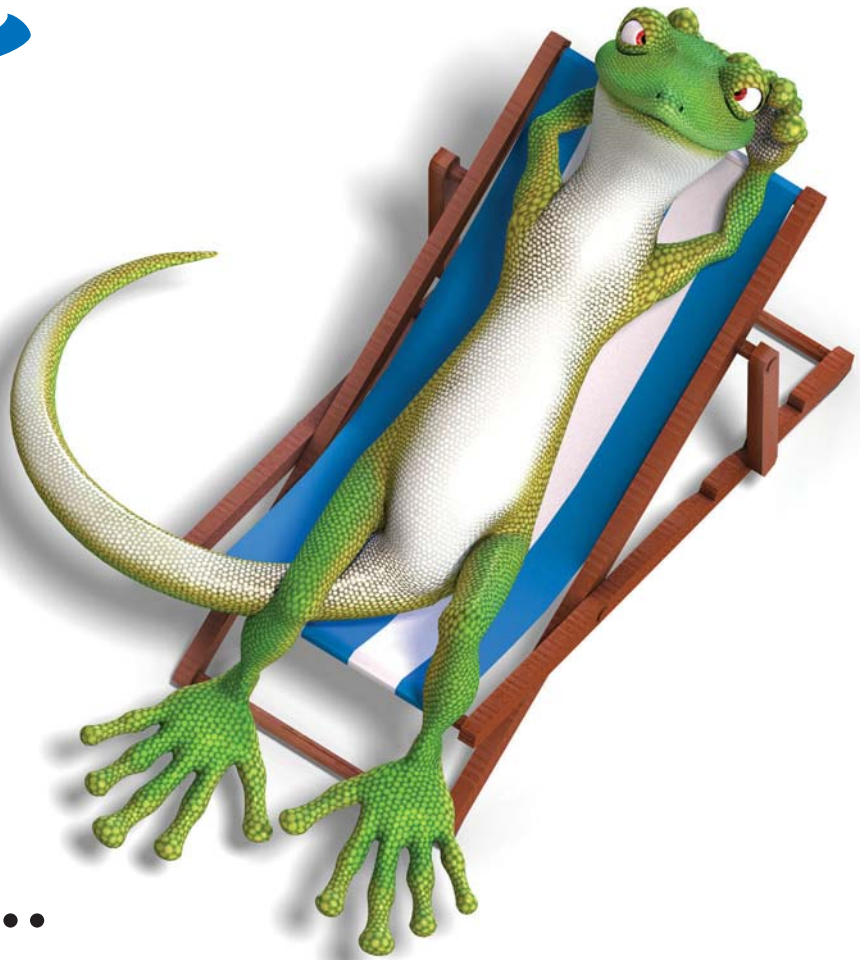
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■ ANNUAL REPORT FOR MBMA AVAILABLE

The Metal Building Manufacturers Association (MBMA) has released its 2017 Annual Report. “Accelerating the Building Process” highlights the work that MBMA and its members have undertaken over the past year. The report is available for free download at www.mbma.com/Annual_Reports.asp.

■ FLORIDA COUNTY DRAFTS RULES FOR POLE BARN RESIDENCES

As more people investigate the use of post frame for construction of primary homes, so too follows rules governing how they will be built. A county in northwest Florida is attempting to do that now.

According to the Apalachicola & Carrabelle Times (www.apalachtimes.com), an ordinance has been drafted following complaints over construction of a pole barn for equipment storage in a residential area. It raised the question of whether pole barns or metal structures might also be used as residences. After determining they were allowable, the county drafted rules for appearance and construction.

According to the apalchatimes.com article, “Under the proposed ordinance the main entrance to the building will face the front of the lot and a covered porch will run the entire length of the front of the structure. Pole barns and metal structures would be limited to single-story construction and be attached to a foundation or anchored by pilings or poles buried in the ground.

“The structure must have a pitched gable roof at an angle between 12 and 45 degrees.

“The exterior walls of pole barns or metal buildings used as residences must be covered with a material other than metal, i.e. wood, brick, hardy board or similar “traditional materials.” Shipping containers could not be used to construct residential dwellings.

“Metal structures could not be used as multi-family dwellings and may not combine storage with a single family dwelling except for storage within the actual residence. For example, a builder could not construct a 2,000-square foot pole barn, create a 500-square foot apartment within it and use the remaining 1,500 square feet for storing construction equipment, boats or vehicles.

“Attached garages must match the residential portion of the structure in exterior design and roofing.”

A clause specifying the number and placement of windows and doors was expected to be added.

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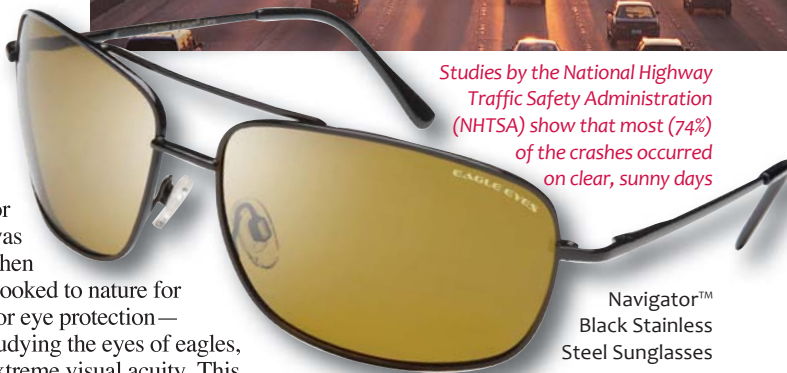
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people in the news

BY RURAL BUILDER STAFF

■ MARCO INDUSTRIES

has announced several hires and promotions.

"These changes have been made with an eye to the ongoing expansion of Marco's sales, marketing, production, and distribution activities," said Marco president Blake Atkins.

David Piersol joins the Marco management team as Director of Operations. He will manage all aspects of Marco's supply chain starting with purchasing and ending with the delivery of products to customers. He brings more than 30 years of manufacturing and distribution experience to

the company.

In addition to Piersol, other changes to the management team include title changes for Neil Westgarth (now Director of Sales and Marketing) and Ben Oskarsson (now Director of Strategic Business and Product Development).

Other changes:

Aaron Carpenter was hired as a Midwest Territory Sales Manager.

Enrico Bocchino was hired as the Quebec/Eastern Province Territory Sales Manager in Canada.

Adam Kozak was promoted to Inside Sales Manager.

Barry Broxterman was

promoted to Midwest Regional Sales Manager.

Craig Barker moved from Inside Sales to Territory Sales Manager for the Oklahoma, Kansas and Arkansas territory.

Gary Demarco moved from Shipping Manager to Inside Sales.

George Allaster, Jr., was promoted to Southeast Regional Sales Manager.

John Marchand was promoted to Southwest Regional Sales Manager.

Lindsey Goodsell was promoted to Creative and Digital Marketing Manager.

Zach Buege was promoted to Product Development and Marketing Manager.

THE PROPANE EDUCATION & RESEARCH COUNCIL

has promoted Jesse Marcus to Director of Residential and Commercial Business Development. Marcus has served the residential and commercial markets at PERC for almost eight years, most recently as senior programs manager. In his new role, Marcus will lead marketing and communications strategy for the residential and commercial markets, in addition to spearheading market growth opportunities to encourage propane application use among builders and construction professionals.

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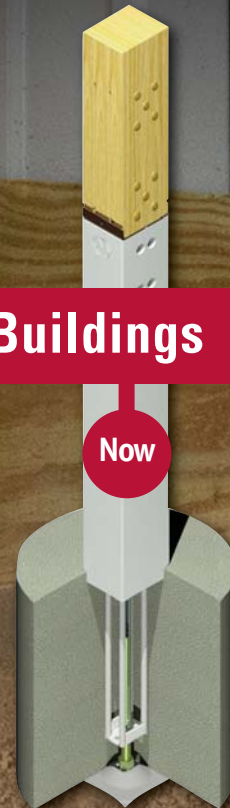
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RURAL BUILDER

HALL OF FAME

2018

The *Rural Builder* Hall of Fame inducted three new members at the 2018 Frame Building Expo in Columbus, Ohio, on February 15. *Rural Builder* staff oversee the nomination and balloting process, with inducted Hall of Fame members voting to select new members. Following are the new inductees.

MIKE BURKHOLDER

Owner, Ohio Timberland Products



Mike Burkholder, owner of Ohio Timberland Products, has been involved in the construction, design and material supply of various structures, including post frame, virtually his entire life. He began working for his father, Harley, as far back as early elementary school until graduation from high school. He later attended the

University of Toledo where he achieved his BSCE and MBA degrees and was hired directly into consulting work by his mentor, the late Al Samborn, who founded the firm SSOE. While at SSOE, he became the youngest associate member of the firm and served as the head structural engineer on close to a billion dollars worth of projects.

In early 1994, Burkholder helped his father with an idea to manufacture a nail laminated column. He introduced the idea of using a certified glued structure fingerjoint in all important interfaces between treated and untreated material. He tested the concept at Dr. Frank Woeste's (1989 Hall of Fame) Virginia Tech lab. To this day, any nail laminated column using a glued fingerjoint can trace its evolution back to Ohio Timberland Products. To get the word out about the new product a distributor was employed. Soon, virtually every lumberyard in Ohio, Indiana and Michigan, knew of nail lams prior to the year 2000.

Despite his personal successes, Burkholder points to two issues that are his favorite contributions to the post-frame industry: helping to save the right to use CCA for nail laminated columns; and minimizing the effect of lower-design values for visually-graded Southern Yellow Pine (SYP).

"Back in 2000, while on the NFBA Board, I was tasked with overseeing the EPA's phasing out of CCA use for most uses," Burkholder said. "After nearly two years of talking to various treating facilities, chemical companies, engineers, AWPA personnel (and about anyone who would listen) my efforts were rewarded in late December 2002. It was at this time when myself, the late Henry Getz (1993 Hall of Fame) and Tom Knight (2015 Hall of Fame) met with, and convinced, the EPA to continue allowing CCA for nail laminated assemblies (an allowance that continues to this day)."

On the issue of visually-graded SYP, Burkholder noted: "In January 2012, I went to Washington and voluntarily testified before ALSC regarding a proposed large reduction in design values for SYP. Having overseen nearly 50,000 destructive tests, I felt a strength reduction was warranted, however the scale was nowhere near what was being proposed. My testimony, along with that of many other industry leaders, convinced ALSC to direct more tests be run, the results of which bore out what I had observed. Any post-frame structure using SYP (which is virtually all of them) would have been negatively impacted had the initially-proposed strength reductions been implemented. My testimony also resulted in me being asked to sit on SPIB's T&R Committee, a position I hold today."

Burkholder is the father of two grown children, Karissa and Kaleb, as well as his late stepdaughter, Crystal Hoops.

"Today when I'm not overseeing production of our columns I enjoy living life with my wonderful wife, Diana, fishing on the three acre pond at my home and coordinating efforts to bring Christ's name and relief measures to numerous domestic and international mission efforts, many of which were born out of relationships forged during my years with NFBA," he said.



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BY SHARON THATCHER

SAM COTTRELL

Owner, Hos-Cot Builders, Inc. and Hoosick Self Storage



Raised on a farm in Hoosick Falls, New York, Sam Cottrell graduated from Hudson Valley Community College with an Associate Degree in Construction Technology in 1965.

He continued in the construction field, joining the U.S. Naval Construction Forces, better known as the Seabees, in 1966 with two tours in Vietnam. The first tour was with

Mobile Construction Battalion 5 and the second with Seabee Team 0511 Learned. Through this experience, he said, "I learned how much can be accomplished by a small group of men if properly motivated to work together as a team."

After the service, Cottrell went to work for the Agway Building Department as a construction supervisor.

He established Hos-Cot Builders Inc. in 1973 with Stuart Hoskins for the purpose of providing construction services to the agricultural and commercial markets. This business partnership lasted 40 years. "Stuart thought that 40 years was enough and retired in 2014," Cottrell said.

But 40 years wasn't enough for Cottrell who does not plan to retire anytime soon. He said he plans to continue operating Hos-Cot Buildings and Hoosick Self Storage alongside his supportive wife of 49 years, Doris, concentrating on the agricultural market and specializing in design-build of larger dairy complexes. "Since we own the business and enjoy what we do, retirement is not in the near future," he said.

Cottrell has been a member of the National Frame Building Association for 40 years. He served on the Board of Directors 10 years and as Chairman of the Board for two years.

Outside the industry, he is Past Master of the Van Rensselaer Lodge #400 Free and Accepted Masons, and a member of the Vietnam Veterans of America.

He founded Vision Works and Envision Dairy in 2008, serving on the Envision Dairy Board of Directors for nine years. He calls his time milking 550 cows at Envision Dairy as one of his "hob-

bies", just as he does his work as a partner in an organic dairy, High Meadows Dairy Farm, established in 2016.

But as well, he enjoys spending time with family, including his son and daughter, Kenneth and Julie, and two grandchildren, Keenan and Cooper. He also makes time for his love of Corvettes, Harley Davidson motorcycles and fishing.

JOE HARNER

Ph.D, Head of the Department of Biological and Agricultural Engineering, Kansas State University



Growing up in the city, it was Joe Harner's visits to his grandfather's and uncle's farm in his home state of Virginia that fueled his interest in agriculture. He also had a mathematical bent, and the two interests eventually connected during his college years.

"I had never heard of agricultural engineering, not many people had, but that is where I found my passion," he said.

He pursued his degrees, including a doctorate, at Virginia Polytechnic Institute and State University. An early influencer was Frank Woeste (Hall of Fame 1989), a professor at VSU. As a student of Woeste's, Harner said a capstone moment was when his project to design a complete ag building from beginning to end, including all engineering calculations, refined with Dr. Woeste's help, received an ASABE blue ribbon for outstanding plan.

During his graduate studies, uses for solar energy and biomass burners were being explored. "We were looking at curing tobacco, curing peanuts and drying corn, but more importantly it provided me my first opportunity to see how engineers, producers and contractors may interact on projects and develop solutions," he said.

After receiving his doctorate, opportunities led Harner to Kansas State University where he has spent his career.

His mentor at K-State was Pat Murphy (Hall of Fame

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2006). “Pat instilled the importance of practical solutions to livestock facility projects,” he said. “He also emphasized: do not be afraid to provide new ideas to contractors and producers during facility conversations.”

Life changed when he got a call from another faculty member who asked for his help in addressing some dairy issues around 1998. Since 1998 most of his focus has been related to the dairy industry.

Harner’s own circle widened to include people in the dairy industry: producers, builders and allied industry partners. He enjoyed the challenges of being able to “connect engineering principles to dairy housing and environmental issues,” he explained.

His work took him all over the country. “The K-State Dairy team, of which I am a part, has done education presentations in 38 states and been involved in numerous international countries’ dairy project discussions,” he said.

More importantly, it led to significant collaborations and improvements for dairy housing, such as cross-ventilation. “We were the first to introduce what I call widebody dairy facilities, or cross-vents,” he said. Proper cross-ventilation systems paved the way to expand the width of dairy buildings. “Up to about 2005, most dairy buildings were 100 to 120 feet wide,” Harner said. “And then all of a sudden, we thought we were stretching it at 200 feet. Quickly they went to 400 feet.

Now there’s some buildings as wide as 600 feet. The concept of wide-body, low-profile facilities is also becoming a normal in tunnel ventilated freestall facilities as well. So we went from multiple buildings to single buildings that house 3,000 to 7,500 cows. This was possible by collaborations with allied industry, contractors and a producer willing to try a new concept.”

Harner is pleased to note that an important part of every development has included consideration for cow comfort and cow and employee safety as well as protection of the environment. “Particularly in the dairy industry we don’t want to construct something that isn’t in the best interest of the environment, employees and animals. I think that’s a huge compliment to the industry in terms of trying to stay on the cutting edge of what they are doing while being concerned about the animal’s welfare as well as the employee/worker safety.

“What has always impressed me is that the building industry has been willing to learn and explore new ideas,” he added.

Today, Harner still tries to spend about a quarter of his time traveling to stay in touch with the dairy industry, but travels less now that he is the department head.

He said the current focus among dairy farmers is how to reduce the cost of milk production through improved feeding systems, stationary mixers and better traffic flow.

“Many people are looking at totally enclosed feed centers vs open-front commodity buildings,” he said. “Open-front commodity buildings have been the norm for many years but feed shrink provides an opportunity to reduce feed cost. Contractors bring a wealth of knowledge to the feed center discussions as they understand construction options and, through experience, an understanding of the functionality of buildings and materials flow.”

Work remains Harner’s focus, especially during the winter months, but his attention will turn to yard work in the spring. Of his three acres, one-third is in flower beds and other plants. He and his wife of 31 years, Milly, just saw the last of their four children graduate from college at the end of 2017. **RB**

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LOCKED OUT OF THE RESIDENTIAL MARKET?

The Case for a Prescriptive Post-Frame Building Code

THROUGHOUT THE POST-FRAME building industry there is the belief that this uniquely simple and adaptable framing system is on the verge of measurable expansion into residential housing markets. But going back through the archives at *Rural Builder*, it is evident that the industry has been hopeful for years. Unfortunately, despite continual overall growth, industry expansion into residential housing has remained fairly flat. What is holding it back? Is it a lack of knowledge on the part of residential builders, architects, building code officials, bankers and insurance companies? Is it a belief that the post-frame building system is not applicable to residential construction? Is it simply a lack of design innovation?

When this question was posed to University of Wisconsin-Madison professor and registered engineer David R. Bohnhoff, his response was three simple words “prescriptive building codes.”

WHAT ARE PRESCRIPTIVE BUILDING CODES?

We turned to the internet for a definition: “**Prescriptive codes** are like a type of cookbook for building, simply follow the recipe.” (canvas.instructure.com)

Bohnhoff offers more depth: “Prescriptive codes tell the builder exactly what to use in terms of material sizes, types, orientation, etc. and exactly how to connect various components (e.g., size, type, number and location of fasteners). Prescriptive codes are largely comprised of sets of selection tables. While these tables are extremely useful, their finite number and size generally restricts their application (and hence use) to residential and smaller commercial buildings.”

What many people fail to recognize is that virtually every home in the United States must be designed in accordance with a prescriptive code. In 49 states, this prescriptive code is some version of the International Residential Code (IRC)—a model building code developed by the International Code Council (ICC). In the State of Wisconsin (the only state not to adopt the IRC), residences must be designed in accordance with the state’s Uniform Dwelling Code—a prescriptive code written by Wisconsin state government employees.

BY SHARON THATCHER & DAVID R. BOHNHOFF, PE

“The problem,” says Bohnhoff, is that provisions in the IRC are primarily associated with light-wood frame, light-steel frame and SIP construction. The IRC does not contain design provisions for major elements of post-frame building design and construction. Bottom line, if the IRC is law in basically every jurisdiction of the United States, and the law doesn’t directly address post-frame building systems, you have a huge barrier to the construction of post-frame buildings for human habitation.”

WHAT CODES COVER POST-FRAME BUILDINGS?

In addition to a residential building code, state and local governments enforce a commercial building code. Across the United States, this commercial code is some version of the International Building Code (IBC). The IBC is a performance-based code. All building systems, including post-frame, can be designed to meet the performance provisions of the IBC.

“Performance-based codes are codes that require a building to meet certain performance requirements. For example, depending on where you live, the code may require your building be designed to withstand a certain snow load,” Bohnhoff explains. “Performance-based codes generally always require the involvement and seal of a licensed engineer or architect. In short, a knowledgeable person (as implied by licensure) must show (via appropriate calculations) that the design meets the performance criteria.”

To assist engineers and architects in the design of post-frame buildings, the American Society of Agricultural and Biological Engineers (ASABE) has developed standards addressing mechanically-laminated wood assemblies, metal-clad wood-frame diaphragms, and shallow post and pier foundations. These standards have been recognized by the American National Standards Institute (ANSI) as American National Standards and have been adopted by reference in the IBC.

WHO WOULD BENEFIT FROM A PRESCRIPTIVE POST-FRAME BUILDING CODE?

Given that U.S. residential building is largely controlled by prescriptive codes, the obvious beneficiaries of a prescriptive post-frame building code are those post-frame building designers, contractors and suppliers interested in home building.

But the advantages extend well beyond the obvious. “The most immediate beneficiaries,” claims Bohnhoff, “are likely to be companies and DIYs who currently put up smaller post-frame buildings without the assistance or support of engineers. Such non-engineered structures are generally associated with applications that have been exempted from local building codes. This almost always includes agricultural buildings, and in many jurisdictions also includes detached residential garages as well as storage units and shops built for private use.”

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accordance with a recognized building code are generally superior to those that have been erected without engineering input, the real winners in all of this, notes Bohnhoff, would be the consumers of smaller post-frame buildings as well as the companies that insure them.

Bohnhoff knows that some people are under the impression that “if there is no code, I can save money.” But this often flies in the face of reality. “You have guys trying to copy fully-engineered structures without understanding what’s actually all involved in the design, and hence critical to a properly functioning building system,” he said. “Engineering is all about creating balanced designs. In many non-engineered structures you will find half the building components have been over-built, and the other half under-sized.” Oversizing wastes money and materials (and thus is not environmentally friendly). Under-sizing increases the probability of a failure. “And we’ve seen some horrendous failures,” he said. “If anyone loses when we provide a prescriptive post-frame building code, it will be the lawyers who make a living off building failures.”

Bohnhoff also believes a prescriptive post-frame building code, if properly developed and incorporated into the IRC, would expose many more architects to the economic and ecological advantages of various post-frame building elements. He adds that this would subsequently result in more creative and aesthetically pleasing post-frame homes as well as commercial buildings.

SO WHY AREN'T THERE PRESCRIPTIVE POST-FRAME BUILDING CODES?

“In truth, a prescriptive post-frame building code that is extremely limited in scope, quite inflexible in overall application, and that does not use standard industry terminology, was developed a couple years ago by a particular jurisdiction,” points out Bohnhoff. “Around 2010, the National Frame Building Association (NFBA) was approached about getting involved in the original development of this particular code but the NFBA Board declined the invitation. This is not to say that there was not support within the NFBA for prescriptive code development; I and a couple other members of the NFBA Technical and Research Committee

pushed for it.”

Bohnhoff believes the NFBA Board decision to stay out of the prescriptive code development business was primarily driven by larger post-frame building companies (i.e., companies who employ their own engineers) and by engineering firms specializing in post-frame buildings. “Both of these groups have concerns about increased competition and misuse of a prescriptive code,” states Bohnhoff. “A prescriptive code largely removes the engineer from the design process, and this is not always a good thing. In fact, it becomes a bad thing when continual use of a prescriptive code emboldens someone to construct large and complex buildings for which the code was not intended.”

Bohnhoff understands the position of NFBA. As a registered professional engineer, and an engineering educator, Bohnhoff was a longtime opponent of prescriptive post-frame building code development. To a large extent, he felt that removing an engineer from the design process would, more often than not, compromise the structural integrity and threaten the safety, health and welfare of the very public he was sworn by his professional canon to protect.

BUT NOW HE IS A STRONG ADVOCATE. WHY?

With a passage of time that has brought with it investigations of numerous non-engineered building failures, Bohnhoff now believes that a properly written prescriptive code covering smaller post-frame buildings is just what everybody in the industry needs. “From a public safety perspective, you can argue that the current system is broke. A prescriptive code for smaller post-frame buildings is as much about educating users about critical structural design elements, as it is about streamlining design, reducing failures (and associated litigation), reducing insurance rates, opening up residential markets, protecting consumer investments and ensuring public safety.”

To some extent, a prescriptive code for smaller post-frame buildings underscores the importance of performance codes for larger buildings. “By default, a prescriptive code for smaller post-frame buildings establishes clear size limits for agricultural as well as non-agricultural buildings that no person or company should ever exceed without the proper

involvement of engineers,” notes Bohnhoff.

In Bohnhoff’s opinion, the current exemption from building codes that is granted to agricultural facilities by most jurisdictions is being abused. The exemption originated at a time when the largest agricultural buildings were a fraction of the size they are today. “The exemption is being used to skirt structural engineering,” he laments, “which was never its true intent. Frankly, it’s sheer lunacy, if not criminal in today’s society, to construct any building several hundred feet in length if it has not been fully engineered.”

Inasmuch as a rising tide raises all boats, Bohnhoff believes that any market expansion associated with implementation of prescriptive codes will be a boon for larger post-frame building companies and engineering firms, especially if it helps clarify when structural engineering is critical.

HOW EASY IS IT TO DEVELOP A PRESCRIPTIVE POST-FRAME BUILDING CODE?

Development of a prescriptive code for post-frame buildings can get very complex in a hurry if the goal is to build in as much design flexibility as possible while also working to match the format of prescriptive residential building codes.

Modern residential buildings rely almost exclusively on diaphragm action to handle horizontal components of applied loads, and this is reflected in the format of prescriptive residential building codes. “From a structural design perspective, you can look at prescriptive residential building codes as largely comprised of individual chapters on floor plates, wall plates, ceiling plates and roof plates,” says Bohnhoff.

While the vast majority of post-frame buildings constructed today also rely on diaphragm action, this was not always the case. Prior to the 1980s, post-frame building designers relied entirely on embedded post foundations and/or rigid primary frames to resist horizontal forces—as was done when pole buildings first dotted the landscape.

Providing the ability to rely entirely on embedded post foundations or rigid primary frames to resist horizontal loads is something that Bohnhoff feels is fundamentally important to include in a prescriptive post-frame building code. Currently, the only way he sees this aspect of post-frame building design

BY SHARON THATCHER & DAVID R. BOHNHOFF, PE

effectively finding its way into the IRC is by adding an appendix to the IRC that specifically provides designs based on embedded post foundations and rigid primary frames.

Regardless of how it is accomplished, inclusion into the IRC of designs using embedded post foundations and rigid primary frames has the potential of significantly expanding residential building designs. For example, openings between rigid primary frames enable incorporation of infill panels, doors and windows of virtually any type and size, and post and pier foundations enable construction of innovative stilt homes on steep terrains and in locations prone to flooding or high annual snowfalls.

WHO SHOULD CREATE A PRESCRIPTIVE POST-FRAME BUILDING CODE?

The best approach, in Bohnhoff's opinion is to assemble a standard development committee (SDC) within ASABE and have this committee draft a stand-alone prescrip-

tive post-frame building code as an ASABE standard. One reason for ASABE involvement is that all current standards specific to post-frame building design are ASABE standards. More important, however, is that ASABE is an ANSI-approved standard development organization (SDO)—a critical factor when seeking approval of the prescriptive code as an American National Standard, and when seeking inclusion of all or a portion of its provisions in existing residential codes.

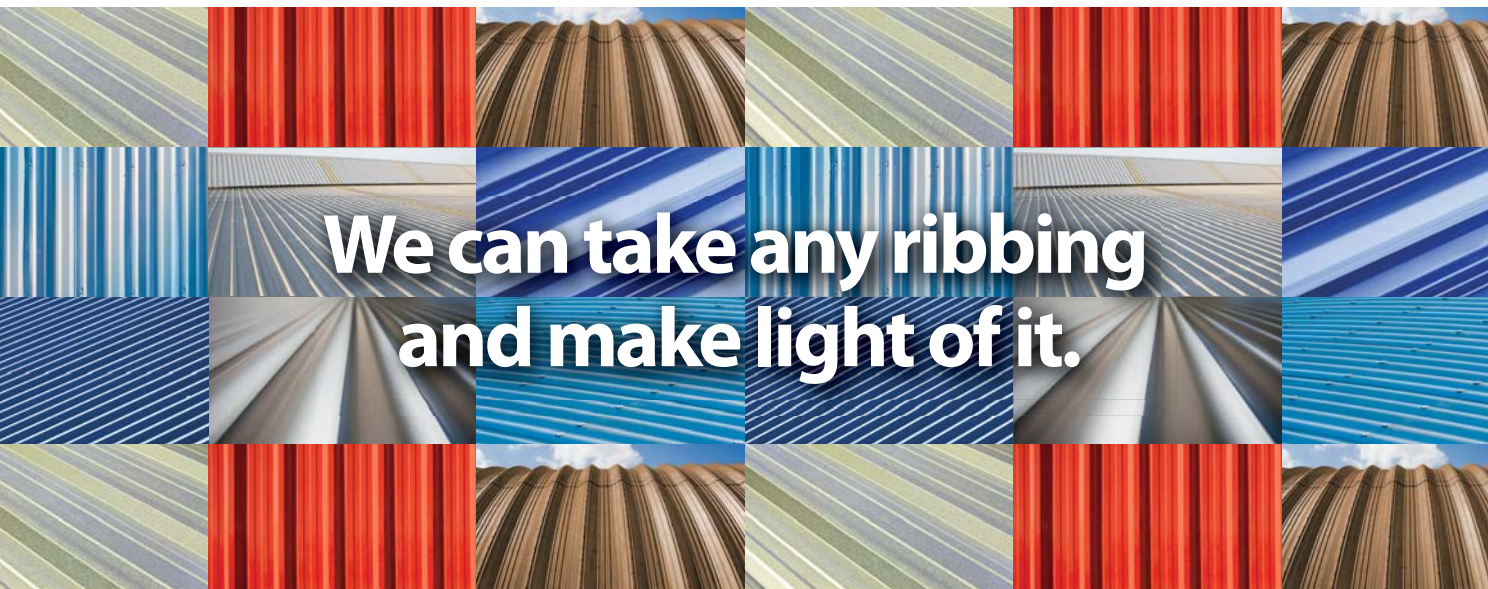
An excellent alternative to ASABE is the American Wood Council, which is also an ANSI SDO, and has considerable experience interacting with the International Code Council on changes to the IBC and IRC.

Regardless of what organization oversees code development, it is an essential ANSI requirement that a standard development committee be comprised of a balance of participants from diverse interests. With respect to a prescriptive post-frame building code, this means assembling a committee with a blend of engineers, builders, suppliers,

building code officials, researchers, insurance company representatives, etc.

If past work on a prescriptive post-frame code has demonstrated anything, it is the importance of insuring that experienced post-frame building engineers are involved as code development committee members. Experienced post-frame building engineers are familiar with and understand the tremendous design options associated with the framing system, and the advantages and disadvantages of these design options. More than anybody, they understand when reliance on a prescriptive code becomes either inefficient or potentially dangerous, and thus are in the best position to establish limits at which performance-based codes should dictate design.

Finally, Bohnhoff stresses that assembling an initial draft of a code and moving it through the process is a huge undertaking that will only occur with major financial support. His estimate—the price of one very large post-frame building. **RB**



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"An optimized building footprint is a foundational element of a daylit building design," notes the National Institute of Building Sciences in its *Whole Building Design Guide* (www.wbdg.org). "Maximizing the amount of south- and north-facing facade area and minimizing east and especially west exposure allows for the easiest controllable daylight fenestration. Restricting the floor plate depth (north-to-south) also helps to daylight as much floor area as possible, as there are practical limitations to how far one can transmit daylight in sidelighting applications."

For commercial and residential buildings, the circuiting of electric light fixtures gauges the success of daylighting strategy. It is therefore important that the daylighting design process involve mechanical, electrical and lighting considerations. "Design team members need to be brought into the process early to ensure that daylighting concepts and ideas are carried throughout the project."

What You Need to Know to Sell Customers on a Post-Frame Home

THE POST-FRAME INDUSTRY has traditionally been one where we, as providers and builders, generally prefer to take the route of familiarity and fit clients into building dimensions which we are most comfortable with, rather than going with structures which best meet the needs, wants and desires of our client base.

Some of us came into post-frame from the residential world—most often, like me, they were framing contractors. Great at being technicians, not always so great on the creative side (which is why the world has architects).

When it comes to the creation of a post-frame home, most of our potential clients are looking at it as a way to get more building for less. Post frame can deliver in this department, however most of the savings is going to come from either the reduction of foundation costs, or from the ability of the new building owner to do some or all of the work themselves. The majority of the investment is going to be the same, regardless of the structural system used to assemble the building. Roofing, siding, plumbing, HVAC, electrical, interior finishes, cabinets, countertops, floor coverings, etc., do not magically become less expensive just because the home utilizes the post-frame building system.

In my humble opinion, one thing we do poorly as an industry is getting paid for our work. The proper design of a post-frame building is going to take time. And time is the one thing that, once it is spent, cannot be replaced. If our potential client was going to an architect to design a custom post-frame home for them, it would not be unrealistic to have the design bill be eight to 12 percent of the cost of the completed building. Yet most of our industry does it for free!

My encouragement, to all who are considering getting into either providing or constructing post-frame homes, is to get a nonrefundable deposit up front, which will apply to purchase. This helps to separate the buyers from the liars.

If your client does not already own “the dirt” or at least have property which they are ready to purchase, they are truly not a serious potential buyer. These folks are going to expend copious amounts of time, and until they do actually pick a site, should be considered appropriately, yet courteously.

Moving forward into the actual design, I encourage clients to make a list of all of the spaces they feel they must have, from bedrooms to closets. Then orga-

nize the rooms by priority, from the rooms which are an absolute must, to ones which would sure be nice if they would fit into a budget.

Next, have them measure the spaces of their present abode and note if the current dimensions are too large, too small or, like the Little Bear’s bed, just right. Clients have one opportunity to do this either right or wrong and a client who wants to do it right will get out and do the work for themselves. They should be visiting open houses and going to home shows, ideally where the homes are furnished, as rooms look so much larger than they actually are when they are devoid of furniture. Special requirements can then be adjusted as the clients get out and get ideas.

FUN WITH SCISSORS

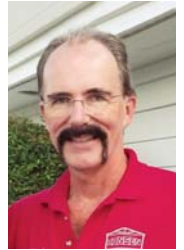
When a final approximation of room sizes and priorities has been developed, each space should be drawn to scale and cut out. The cutouts should be moved around on a table top to organize them into a fashion which best suits the lifestyle of the client. Minimizing the steps needed to get from one function to another should be towards the top of the priority list. Having few or no hallways helps to get the client more bang for the buck—no one can live in a hallway.

Only after moving the puzzle pieces around on the board to create the best fit should a perimeter be created to best enclose them.

CONSIDER ACCESSIBILITY

About one in 10 Americans will at some time in their lives be confined to a wheelchair. Whilst this number may seem small, besides mom, dad and the children, start to consider grandparents, aunts, uncles, cousins, extended relatives and friends. It turns out, nearly every client has someone they care about who cannot access their home if it is not wheelchair friendly.

This subject happens to be near and dear to my personal heart as my lovely bride became a paraplegic due to a motorcycle accident just over two years ago. Our primary residence at the time was a remodeled 100 plus year old lake cabin on a steep hillside, with multiple levels, stairs seemingly everywhere, and doorways, stairs and halls too narrow to negotiate with either a wheelchair or lifts.



Mike Momb is technical director for Hansen Pole Buildings, LLC of Browns Valley, Minnesota. His post-frame blog and “Ask the Pole Barn Guru” column can be followed at www.hansenpolebuildings.com/blog/.

1 in 10

The number of Americans who at some time in their lives will be confined to a wheelchair. Accessibility is an issue for residential clients to consider.

behind the hammer

BY MIKE MOMB

Our other home has been featured in numerous magazines and graces the cover of the NFBA *Post-Frame Design Manual*. The living space happens to be on the second floor—20 feet above the ground! The solution of adding an elevator spacious enough for a power chair was not an inexpensive one.

I see client requests nearly every day who are looking for living space above a garage, shop or barn. Or they are considering multiple living levels. As trusted advisors, we should be at least exposing out potential clients to the concept of wheelchair living.

DON'T FORGET COMFORT

Slab on grade homes are generally going to be less expensive. They are also hard on the knees. Homes built over a crawl space can be a design solution which your client will be giving you thanks forever. Besides comfort, crawl spaces allow for utilities to be run below the floor. While designing the floor, consider utilizing deflection limitations more rigid than Building Code minimums. The investment into a floor with less bounce is normally nominal.

BECOME FAMILIAR WITH BUILDING CODES

Yep, they are dry reading and oftentimes tend to feel like they lead one in circles. While the International Residential Code (IRC) does not apply to post-frame construction, it does afford some concepts which should become familiar. The buzz term for current new home buyers is energy efficiency, and not just *meeting*, but *exceeding* the requirements of energy codes is imperative.

PARTNER WITH AN ARCHITECT

If some or all of the above feels daunting, yet you see a future for yourself in residential construction, it may behoove getting to know an architect with whom you and your potential clients can work with to assist in creating the ideal dream home. **RB**



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STRONG WINDS AND HIGH WATER may have challenged the congregation at Great Harvest Church in Pocahontas, Arkansas, but it only strengthened their resolve. The congregation's beloved church was built in 1999 over an eight month period by church members, many of them actual contractors and carpenters, but in 2016 strong winds damaged the building's asphalt shingle roof. It was decided at that time to replace the roof with a 26 gauge standing seam metal roof in charcoal gray.

Before the work could be completed,

however, Mother Nature again intervened. A major flood from the Black River caused major damage to the city of Pocahontas and the church in April 2017. The resultant damage to the church was well over \$200,000.

According to Bill Wilson, director of Great Harvest Church, both the building and the roof were being repaired at the same time after being released by FEMA and the insurance companies. Materials were sourced locally from Overman's Buildings, Inc. Precision

Roofing was contracted to remove the asphalt shingles, make any necessary repairs to the decking, and install the new metal roof and ridge vents. The new roof is securely being held in place by Lakeside Construction Fasteners.

The project started in late May 2017 was completed in September 2017.

This sturdy new roof now protects the pastor's offices, the sanctuary, fellowship hall, four classrooms and a nursery. The sanctuary is twenty-six feet high at its apex. **RB**

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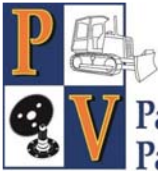
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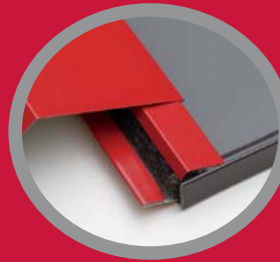
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New Rules for Taxing Pass-Through Income

PASS-THROUGH BUSINESS ENTITIES, rural building businesses operating as partnerships, limited liability companies (LLCs), S corporations and sole proprietorships, have long been extremely popular. Unfortunately, thanks to the recently enacted “reforms” under the Tax Cuts and Jobs Act (TCJA), the owners of many small businesses operating as one of these pass-through entities may see personal tax rates as high as 29.6-percent—far above the new 21-percent corporate tax rate.

In addition to profits being taxed only once, not at the business level but rather only when passed onto the owner’s tax returns, many builders and contractors choose to operate as so-called “pass-through” business entities because of the protection from personal liability.

As mentioned, under the just passed TCJA, the tax rate for incorporated building businesses will be reduced from the former 35-percent rate to 21-percent for the 2018 tax year and thereafter. And, although the individual tax cuts are only temporary, expiring in 2026, the business tax cuts are, for the most part, permanent.

A building business electing to operate as an S corporation, or choosing to be treated as another type of pass-through entity, has its business income taxed only once, similar to the manner in which sole proprietorships are taxed. By electing to operate their business as a pass-through entity, builders and contractors can benefit from the legal advantages available to businesses with a corporate structure as well as the tax advantages available to partnerships.

An S corporation designation allows a building business to have an independent life, separate from that of its shareholders. If a shareholder leaves the business, or sells his or her shares, the S corporation can continue doing business relatively undisturbed. Similar rules now also apply to partnerships that no longer must automatically fold in the absence of a partner. Maintaining the business as a distinct, separate entity defines clear lines between the owners and the business that significantly improves the protection of the shareholder/owners.

A Limited Liability Company (LLC) is, on the other hand, a business structure that combines the pass-through taxation of a partnership or sole proprietorship with the limited liability of a corporation. As is the case with builders or contractors in partner-

ships or sole proprietorships, LLC “members” report business profits or losses on their personal income tax returns; the LLC itself is a pass-through business, not a separate taxable entity.

While pass-through entities are generally not subject to federal income tax, they may be liable for and required to make estimated tax payments based on a number of entity-level taxes such as “built-in gains” or BIG taxes, LIFO recapture, passive income tax, voluntary and involuntary terminations, as well as the accumulated earnings tax.

As a general rule, losses incurred by a pass-through entity cannot be claimed by the shareholder or partner in excess of the amount they have invested, their “basis.” And, not too surprisingly, there are several tax issues pass-through businesses must consider.

Partners, for example, are considered to be self-employed, not employees, and required to file a Schedule SE with their Form 1040 and pay self-employment taxes. Because of this self-employed status, each partner is also responsible for paying his or her share of Social Security taxes and Medicare.

Partners are responsible for paying double of what a normal employee would pay (because employers normally match employees’ contributions). Of course, the partners’ tax burden is reduced by an allowance for one-half of the self-employment tax that can be deducted from taxable income.

Pass-through businesses pass their income to their owners who pay tax at their individual rate. The TCJA created a 20-percent deduction that applies to the first \$315,000 of income (half that for single taxpayers) earned by building businesses operating as S corporations, partnerships, LLCs and sole proprietorships.

All businesses under the income thresholds, regardless of whether they are service professionals or not, can take advantage of the 20-percent deduction. However, the TCJA places limits on who can qualify for the pass-through deduction, with strong safeguards to ensure that so-called “wage income” does not receive the lower marginal tax rates for business income.

For pass-through income above the threshold, the new law also provides a deduction for up to 20-percent—but only for “business profits.” In other words, that 20-percent deduction applies only



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.

S vs. C

The Tax Cuts and Jobs Act changes the advantages of S and C corporations.



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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.

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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.

BY MARK BATTERSBY

to business income that has been reduced by the amount of “reasonable compensation” paid the owner. That so-called “reasonable” compensation has not been defined by our lawmakers as yet.

Builders and contractors operating a pass-through business such as an S corporation, LLC or partnership, lose things like fringe benefits, plus being required to pay themselves “reasonable” compensation and deal with the other restrictions. And, then, there is the elimination of a number of itemized personal deductions.

Currently, the vast majority of pass-through business owners will no longer be able to deduct state and local income taxes and permitted to write off only \$10,000 of their property taxes. A regular ‘C’ corporation faces no similar deduction restrictions.

In the eyes of many experts, there is no longer a reason to operate a building business as an S corporation or other pass-through entity. However, converting from a pass-through entity to a regular ‘C’ corporation can be a complicated process requiring quite a few adjustments.

Going the other way, a sale of assets by an S corporation that was formerly a ‘C’ corporation during the “recognition period” is subject to a built-in-gains tax. A built-in-gain tax is imposed on the

incorporated building business at the highest corporate tax rate, based on the appreciation in asset value that existed on the date the corporation became an S corporation. The shareholders may then be subject to a second tax on distribution of the sale proceeds.

This “double tax” created by imposition of the built-in gain rules can be eliminated if the corporation holds and sells assets only AFTER the 10-year recognition period has expired. Naturally, the longer the recognition period is, the tougher that is to do.

The annual tax return provides an opportunity to re-consider the options available to the building business. Entities with more than one shareholder or member can elect corporate status on their annual tax returns. Thus, an entity that is a partnership under state laws may elect to be taxed as a ‘C’ corporation or S corporation for federal taxes by using Form 8832 (Entity Classification Election). Unfortunately, under those so-called “check-the-box” regulations, entities formed under a state’s corporate laws are automatically classified corporations and may not elect to be treated as any other type of entity.

Changing circumstances, changes in the tax laws and even the success of the building business might prompt a reassessment of the entity used by a build-



Changing circumstances, changes in the tax laws and even the success of the building business might prompt a reassessment of the entity used by a builder or contractor. Choosing among the various entities can result in significant differences in federal income tax treatment...

er or contractor. Choosing among the various entities can result in significant differences in federal income tax treatment, but there is also more to choosing the right structure for a building business than taxes.

To switch or not to switch? If earlier tax law changes are any indication, provisions should be made for switching entities without a penalty. Since every situation is different, the best approach might be to choose the entity for the building operation based on the current tax law. To help in this decision-making process, professional advice is strongly recommended. **RB**

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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.

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2018 Frame Building Expo One to Remember

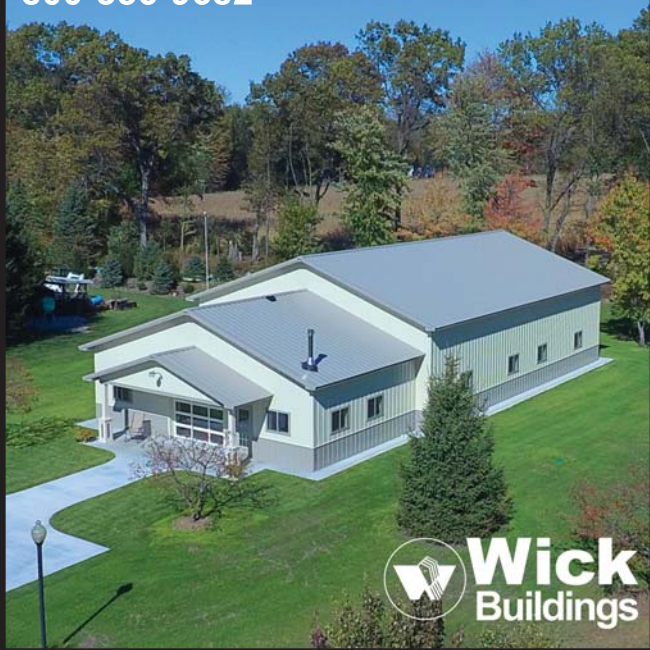
A SOLD-OUT EXHIBITION HALL and a steady flow of visitors fueled enthusiasm at the 2018 Frame Building Expo in Columbus, Ohio. Check future issues of our sister publication, *Frame Building News*, for a complete roundup of the action. In the meantime, we provide a photo review.



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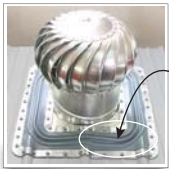
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Keynote speaker Jason Young, shown surrounded by NFBA board members, cut the ribbon to officially start the trade show on Wednesday.



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2018 expo results

BY RURAL BUILDER STAFF

Donald Stutzman was really on his game at the Expo. Not only did he win the shearing competition, but he also won a monetary award for his first place win in the nail driving competition. He pounded his way to a 6.98 second win. A second place cash prize went to David Haifley with a time of 7.03 seconds and third place went to Rudy Gingerich with a time of 8.1 seconds.



Randall from Leland Roofing won the 2018 screw-driving competition sponsored by Atlas Bolt & Screw with a time of 13.27 seconds. Average time was 25 seconds. Leland Roofing also won the team challenge.



Mark Martinez, Martinez Tool Co., was a rock star at the Expo because of his well-known reputation as designer and originator of the first titanium hammers. He visits here (at left) with builders at his booth.

Swenson Shear gave away a Swenson heavy-duty pivot shear in its annual shearing competition. Winning was Donald Stutzman with a time of 8.30 seconds. Average time was 13 seconds to mark and cut three panels of standing seam roofing. The competitor at right shows how it's done.



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11-13

NASCC: The Steel Conference,
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National Coil Coating Association
(NCCA) Annual Meeting Austin,
TX; www.coilcoating.org

new products

BY RURAL BUILDER STAFF



A Cordless Concrete Hammer

Makita has broken new ground in concrete hammers with the new 18V X2 LXT (36V) cordless 1-9/16 inch AVT rotary hammer. The XRH07 is loaded with advanced engineering that gives contractors a cordless solution for concrete drilling and chipping at up to 1-9/16 inch capacity, but with significantly lower vibration and bluetooth technology that enables wireless communication with a compatible dust extractor.

It's part of Makita LXT cordless tool system powered by 18V lithium-ion batteries. www.makitatools.com

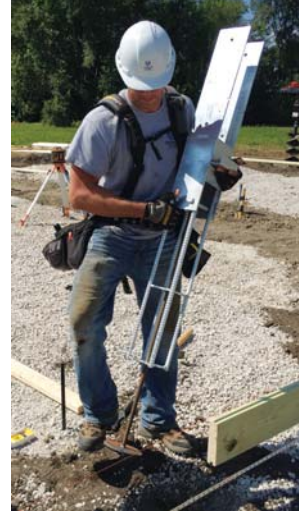
CORRECTION

Strong Way Column

In the "New Products at the Expo" article in the February issue of *Rural Builder*, the wrong information accompanied the photo. The information in the February issue was for the Strong Way Sleeve.

The Strong Way Column, which was meant to be featured, is a permanent foundation system for post-frame buildings. This engineered steel column eliminates wood column embedment and installs in half the time of other foundation types. Weighing only 53 pounds, the column is backfilled with concrete to maximize strength and longevity. It offers 18 inches of height adjustability and is accurate to within 1/32 of an inch. Built-in features include an integrated grade board bracket and center line indicator.

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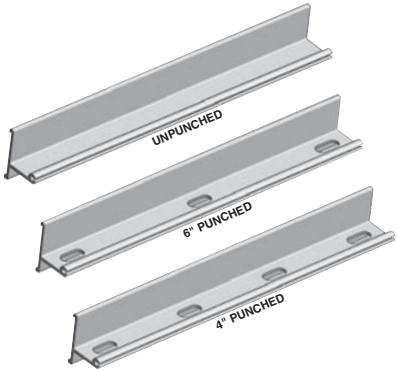
Please send forms by **August 24, 2018!**

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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!®



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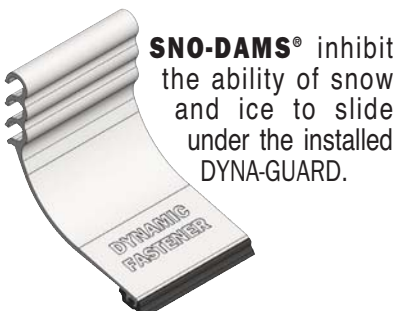
DYNA-CLAMPS® are non-ferrous non-piercing clamps for various attachments to standing seam metal roofs.

- 1) DYNA-CLAMPS have undergone extensive testing by the esteemed Encon Technology, Tulsa, OK.
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- 3) All of these components are proudly manufactured in the U.S.A.
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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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