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July 2018

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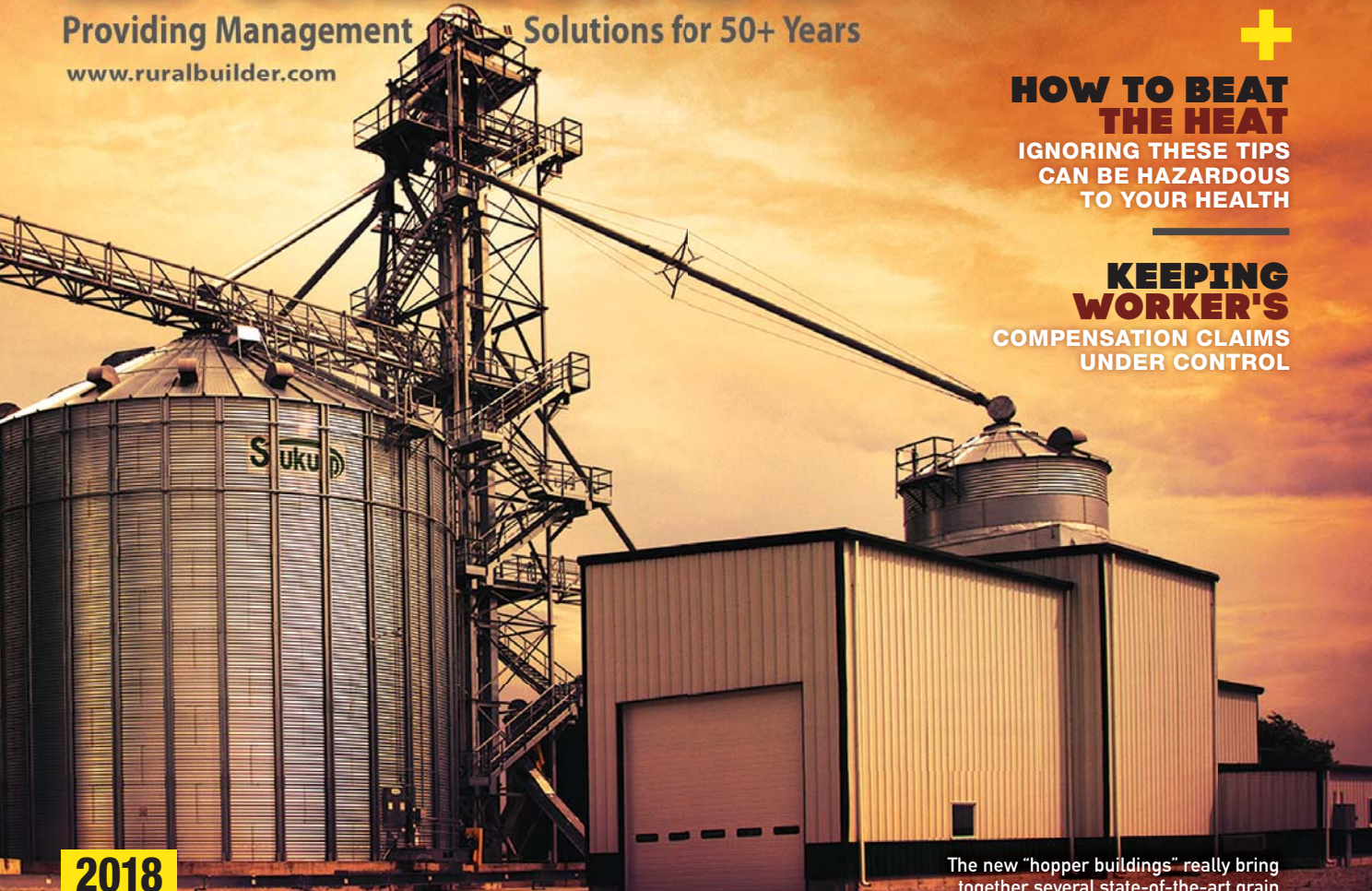


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Rural Builder (ISSN: 0888-3025) Volume 52 Number 4 is published monthly, except January, April, June and November, by Krause Publications, a division of F+W Media, Inc., 5225 Joerns Drive, Stevens Point, WI 54481. Periodical postage paid at Stevens Point, WI, and at additional mailing offices. Canadian Agreement Number: 40665675. POSTMASTER: send address changes to Rural Builder, Circulation Department, PO Box 420235, Palm Coast, FL 32142. Copyright 2018 by F+W. Rural Builder and its logo are registered trademarks. Other names and logos referred to or displayed in editorial or advertising content may be trademarked or copyright. Rural Builder assumes no responsibility for unsolicited materials sent to it. Publisher and advertisers are not liable for typographical errors that may appear in prices or descriptions in advertisements. Mailed free to rural contractors and their suppliers throughout North America. Others may subscribe: \$29.98 for 1 year, \$55.98 for 2 years, and \$79.98 for 3 years in the U.S.; \$39.98 for 1 year, \$74.98 for 2 years in Canada.



Photo: Morton Buildings

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Photo contributed by Sukup Steel Buildings, a 2018 Gold Key Award winner. See all winners on page 21. Cover design by Tom Nelsen

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## AUGUST PREVIEW

■ Annual Rural Builder Source Book, featuring special post-frame and steel-frame building projects

Photo: Replications Unlimited



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# Give Us Your Best Shot

Why can't things just go perfectly right? Right as the economy heats up, there's a skilled labor shortage and rising material costs. You may have had problems finding work during the Great Recession, now you're turning down work because you can't find enough qualified workers.

Contractors are in a vulnerable occupation, but you're not alone. For the first time in at least 20 years, there are now more job openings in the U.S. than there are people looking for work. The ratio of unemployed workers to job openings dropped below one in April for the first time since the Labor Department started collecting data in 2000.

It was not unexpected. I can remember years ago when there was a big push for communities to try to avoid the "graying out" of the workforce. The signs were there that the Baby Boomers were going to be retiring at rates that weren't sustainable to the workforce.

But, no one had any fast or fool-proof answers and the recession made discussions mute. The community action committees just quietly died away.

Now, as always, you're basically on your own to find skilled labor, so in this issue we dive into a 4-part series of articles that should give you some ideas on how to cultivate the pool of potential workers in your area.

Fortunately, it is also an issue that offers some great ideas on suppliers who have proven that they can step up and help you with your supply needs. It's our annual Gold Key issue and we have 52 companies we are honoring this year.

Whether you are looking for more work or not, you should always take advantage of any opportunities to show future customers what great work you do and why you are worth every dollar you charge. We are actively looking for great building projects to share with our readers. Our August issue is our special *Source Book*. I know you are busy, but please stop a moment to share some photos and a little bit of background information (what type of building, key building components, etc.). We want to fill up the issue with as many projects as we can.

Great photos are particularly in great demand here at *Rural Builder*, not just for the *Source Book* but year round. If you have someone on your staff who loves taking photos, and they're good at it, take advantage of them to take job-site photos for your website, your promotional materials and for *Rural Builder*! If it's really good quality we'll even put it on the cover and send you a framed copy!

If you need some guidelines on what makes a good quality cover shot, just contact me and I'll share my secrets.



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# MARKET PULSE

## LETTER ASKS U.S. TO RETURN TO NEGOTIATING TABLE WITH CANADA

Members of the House of Representatives have sent a letter to Commerce Secretary Wilbur Ross and Ambassador Robert Lighthizer, the United States (U.S.) Trade Representative, asking that the U.S. return to the negotiating table with Canada and redouble efforts to reach a new softwood lumber agreement. The letter, presented in June, was signed by 171 legislators.

The National Lumber & Building Material Dealers Association (NLBMDA) led the way in building support for the letter, as lumber prices reached record highs.

The Random Lengths Framing Lumber Composite price has increased 46 percent in the past year, and the Random Lengths Structural Panel composite price has increased 42 percent in the past year. Moreover, the Producer Price Index, published by the U.S. Bureau of Labor Statistics, shows that domestic softwood lumber prices have increased 22 percent since the softwood lumber investigation started in December 2016.

Source: NLBMDA

## SKILLED LABOR SHORTAGE CONCERNS 9 OUT OF 10 CONTRACTORS

More than 90 percent of contractors are concerned over labor shortages, according to a recent finding. The Q2 2018 USG Corporation + U.S. Chamber of Commerce Commercial Construction Index, developed with Dodge Data & Analytics, shows four straight quarters of rising concern, with 47 percent of respondents to the survey expecting problems finding skilled workers to worsen in the next six months.

Still, overall, contractors maintained a strong national economic outlook in Q2, with a steady level of new business confidence and revenue expectations.

The three key drivers in Q2:

**Backlog:** Contractors currently hold an average of 9.3 months of backlog. This represents 73 percent of ideal backlog levels and indicates room for growth.

**New Business:** Contractors have high confidence in the market's ability to provide new business for the next 12 months. Nearly all (96 percent) contractors report high or moderate confidence in the demand for commercial construction.

**Revenues:** Over half (52 percent) of contractors expect to see revenue gains in the next year, an increase of 12 percent year-over-year.

Source: Dodge Data & Analytics

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BY RURAL BUILDER STAFF

## ■ STRONG MANDATE SUPPORTS CONTINUING SOFTWOOD LUMBER BOARD

In a referendum conducted by U.S. Department of Agriculture (USDA) from April 17 to May 14, a super-majority of manufacturing and importing companies established a strong new mandate to advance the Softwood Lumber Board for another term.

The Softwood Lumber Board (SLB) is an industry-funded initiative established to promote the benefits and uses of softwood lumber products in outdoor, residential, and non-residential construction and to increase demand for appearance and softwood lumber products.

In a notice to the trade, USDA reported that 78 percent of companies participating in the referendum representing 94 percent of volume voted to continue the marketing program. For comparison, when the program began in 2011, 67 percent of voting companies and 80 percent of voting volume voted to establish the program.

In a press release from the SLB it credits the super-majority mandate on “strong industry confidence in the diligence, determination, and effectiveness of the SLB and its staff to increase market demand for softwood lumber by supporting pro-wood communications (“Think Wood” and “Wood, Naturally”), code and standards expansion (American Wood Council), educating and assisting architects, engineers and construction specifiers (WoodWorks), and supporting innovative new applications and markets for softwood lumber products.”

Commenting on the vote, Marc Brinkmeyer, chairman of Idaho Forest Group and chairman of the SLB said: “This vote shows the softwood lumber industry’s strong support for a nationwide promotion program. The vote affirms the industry’s view that the Softwood Lumber Board is an effective investment vehicle to grow the market for the benefit of all producers.”

George Emmerson, president and CEO of Sierra-Pacific Industries, said: “The industry has realized that we all have common competitors in the form

of other building materials. The SLB has unified the industry’s efforts to compete in the marketplace—something that none of us can do acting individually.”

“With these changes the SLB is ready to move to ‘version 2.0’ and expand its activities to take advantage of new trends to more off-site construction and factory-built housing, the opportunities awaiting with mass timber applications and expansion to off-shore markets. We are posed to build on our strong and successful campaign results of the last six years to ensure that softwood lumber is the material of choice not only in residential construction but also non-residential market segments.” said Don Kayne, president and CEO of Canfor and Chair of the SLB Programs Committee.

## ■ ABC CALLS FOR EFFECTIVE AND COLLABORATIVE SAFETY REGULATIONS

In testimony before a subcommittee of the U.S. House Committee on Education and the Workforce, a representative of the Associated Builders and Contractors (ABC) called for a collaborative effort between industry and the federal government to increase workplace safety and promote economic opportunity in the United States.

Ryan Odendahl, president of Kwest Group and chairman of ABC’s National Safety and Health Committee, said: “Leaders in our industry are striving to drive a culture of accident prevention.”

Odendahl was speaking to members of the Workforce Protections Subcommittee at a hearing titled Regulatory Reform: Unleashing Economic Opportunity for Workers and Employers.

“I believe that all accidents are preventable, and the right leadership and culture—those that invest in employee safety education and engagement—will lead to safer projects, increased economic output, and success in our industry,” Odendahl said.

As a member of ABC, Kwest Group participates in the Safety Training Evaluation Process (STEP), which allows firms to measure their safety processes and policies and learn how to improve

safety programs already in place on their job sites.

The best-performing ABC STEP participants are 670 percent safer than the U.S. Bureau of Labor Statistics industry average, with an 85 percent reduction in Total Recordable Incident Rates (TRIR), according to the association’s 2018 Safety Performance Report.

“The collective goal of zero harm can best be achieved as a collaborative effort between regulators and industry professionals,” Odendahl said, adding: “Our companies and industry experts, I firmly believe, are anxious to share their valuable experiences to promote workplace safety.”

## ■ WOODWORKS LEADS SUCCESSFUL BLAST TESTING OF LOADED MASS TIMBER STRUCTURES

WoodWorks – Wood Products Council, in cooperation with the USDA Forest Service Forest Products Lab and Softwood Lumber Board, conducted a second series of blast tests in April on three existing two-story, single-bay cross-laminated timber (CLT) structures at Tyndall Air Force Base. They were the same structures involved in a series of initial blast tests performed in 2016.

On-site observations were decidedly positive; all structures remained intact under significant explosive loading well beyond their design capacity.

“Last year, we tested the structures under their own self-weight,” said Bill Parsons, VP of Operations for WoodWorks. “Those tests were successful, and this year we built on that effort by testing whether the design methods established as a result of those initial tests needed to be adjusted when the buildings carried typical gravity loads and included different connection configurations, increased panel thickness and alternate mass timber wall systems.”

Four tests were performed covering a spectrum of blast loads. For tests one and two, the size of the blast load and configuration of the structures were the same as prior testing, except the structures had axially-loaded front panels. The loads applied were intended to simulate

BY RURAL BUILDER STAFF



conditions associated with a 5-story residential or office building. For tests three and four, different variables were altered on each of the buildings. One building used 5-ply CLT front wall panels, the second used off-the-shelf prefabricated angle brackets, and the third included

nail-laminated timber (NLT) front panels. Reflected pressure, peak deflections, and panel acceleration were recorded at front and side faces in order to compare results to previous testing.

As with the tests performed in 2016, peak recorded deflections were consis-

tent with pre-test predictions indicating the effectiveness of design assumptions and methodology in predicting elastic response of CLT to dynamic loads. The second test also indicated a controlled response in which localized panel rupture was observed but connection integrity and load carrying ability were not compromised for any of the loaded structures.

Of particular note, all three structures remained standing following the fourth and largest blast, intended to take the structures well beyond their design intent. While panel rupture was expected and observed on all front and side wall panels, the buildings maintained enough residual capacity to remain intact and safe to enter.

Videos of the testing along with the Phase 1 Summary Report are now available on the WoodWorks website ([woodworks.org](http://woodworks.org)). **RB**

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# Employee Recruitment and Retention

## Part One: A Proactive Approach to Hiring

*[Editor's Note: In the May issue of Rural Builder, writer Kathy Jonas interviewed employers and employment experts to gauge the current challenge of finding quality, long-term employees. Beginning this issue, she offers actual best-practices that work.]*

Remember the iconic 1989 movie “Field of Dreams” when we heard the expression “If you build it, he will come?” That has pretty much been the attitude companies have used in the past: if you have a good product and a respected establishment, employees will show up at your door looking for a job.

With the mixed bag of low unemployment and a record numbers of baby boomers opting for retirement, that is no longer the case. The skilled labor shortage predicted for so many years has arrived and those who want to be successful in the future need to take a different approach.

Just listen to what Lester Building Systems' President John Hill has to say about it: “We are in the same situation as everyone else. If we had more employees, we could do more business.”

That pretty much sums up the frustration faced by construction companies nationwide. In Part 1 of our series on Recruitment and Retention, we will discuss the problem with Mike McKinley, a business/motivational speaker; business owners, and other hiring experts about how to attract candidates for the long term.

McKinley's message is pretty simple: a pro-active approach to recruitment, paired with a change in attitude, is the only way to survive and prosper in this environment. And it's not for the faint of heart. It takes perseverance and a methodical approach.

“Change starts with you,” could be a McKinley mantra as he goes around the country talking with business leaders about the future. Complaining about millennials is not productive and might

not be an accurate assessment of the work environment, McKinley asserts.

### The Job Description

Writing a job description is tricky. Too much detail and information and the job seeker will be turned off and assume he or she is not qualified. Too little information will result in inexperienced candidates responding. McKinley advises keeping the description simple but also stating clear expectations of the position. “You don't want surprises,” he says. “You don't want to hire a person and have this new employee discover there are a lot of other duties that weren't mentioned.”

Most job seekers are familiar with *Indeed*, the popular job site that claims to have 200 million visitors each month. While you might be familiar with the company, did you know it also provides sample job descriptions for various positions, including construction worker and construction manager, for example? *Indeed* recommends 700-2,000 characters for an effective description, noting it should be a balance between providing sufficient detail, yet keeping it concise.

The job search company notes the importance of listing the specific job title; introducing the job seeker to the company and the brand, and noting the exact location of the job. For example, the construction worker job duties should list tasks such as carrying materials and supplies, clean up, the importance of learning specific skills, such as carpentry, and the need to follow instructions to make sure the site and the team are safe.

McKinley adds that working outside in inclement weather should be mentioned in any job description that requires that kind of duties. While that might eliminate some prospective employees, it also attracts those who don't want to work behind a desk all day.

A recent job listing online for a heavy equipment operator started with “Great

news! We are in need of four employees.” It went on to describe the position as a temporary one, but stated that the right candidates could stay on. Experts encourage these descriptions to inform, but also to inspire, making it more of a “company blueprint” than a description that only lists requirements.

### The Interview

Making everyone involved in the interview process relaxed is key to a good interview, according to McKinley. “The head person needs to take a walk with the prospective employee and ask about something the person cares about. If that person is good with cars, I guarantee they can do frame building.”

McKinley says what's important is to see what that person is passionate about, whether it is hunting, fishing or cheering on an NFL team. “What's the biggest fish you've ever caught?” he suggests asking if the person is a fishing fan. When watching their passion, he says their faces actually change and they are being themselves. “Once you get them talking, you learn a lot about who they are.”

Recognizing that the person is scared is also important, McKinley says. “In their heads, they are asking questions like ‘do I like these people?’ and ‘could I see myself coming here to work every day?’”

Establishing a rapport from the beginning will help both sides understand whether the candidate is a good fit for the company and whether the company is a good fit for the candidate, he adds. The interview process is a two-way street.

“Full disclosure is important,” says Todd Carlson, Vice President of Operations for A.J. Manufacturing, a door and window manufacturer for the post-frame industry. He says the scope and complexity of the work done in manufacturing and construction is “shocking” to most who have not been involved. “We're not just putting a screw in a hole.”

Discussing that person's ability to move up in the organization is critical, says McKinley. "Again, you need to be very clear about this. Discuss training opportunities, conference attendance, etc. You need to communicate where we see you going at the company and how we will train you to get there."

**The Ongoing Recruitment Program**

Imagine going to a high school basketball game and you see a friend who mentions that his nephew is looking for a job. While hopefully this is how the business owner and others in management get a line on prospective employees in the post-frame construction business, McKinley is adamant that this should be something routinely done by all employees as they go about their everyday life.

He encourages at least five minutes of recruitment discussion at meetings and presenting some bullet points about the importance of getting the word out to friends and

family. Carlson suggests hosting an informal social event to attract some of these types of people, which also serves the purpose of exposing them to the company culture.

McKinley says business owners often give up too easily when they don't find the right fit, but by making recruitment an ongoing process that won't happen. "It's like cleaning your workplace, you have to do it every day."

**Be Creative: It's Not Just About Salary**

Good pay is important, but is not the only thing, according to McKinley and other experts. Younger workers are looking for flexibility, time off to spend with family and friends (the life-work balance), a feeling that they're appreciated, and the knowledge that they play a part in the overall success of the business.

A good employee who wants to start at 10 a.m. and work until 6 p.m. or 7 p.m. is worth taking on, he advises. While some might think there can be little flexibility in the construction industry, McKinley says

creativity and having a good idea about what's most important to the employee is key.

In Carlson's manufacturing company, 50 percent of the workforce is women so flexibility is not a buzzword, it is a necessity. "We've done it to keep great people," he says. Others have hired non-traditional older workers who augment a younger workforce and add needed experience and time off for millennials.

Carlson provides a half day off for birthdays and anniversaries. Others suggest improved dental insurance, incentives such as an earned company vacation, life-long learning opportunities, stock options, and many, many other out-of-the-box ideas.

"This is not really about recruitment," says McKinley. "It is more about giving people opportunities to excel. You are building a belief system of the company that encourages employees to want to come and stay." **RB**



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BY RICHARD D. ALANIZ

# A Common Employer's Nightmare

## Keeping Workers' Compensation Claims Under Control



■ **WORKERS' COMPENSATION CLAIMS, AND HOW TO KEEP THEM UNDER CONTROL, HAVE ALWAYS BEEN A FOCUS FOR MOST EMPLOYERS.** They occur in virtually all industries and can be costly and time consuming. There is no federal workers' compensation law that addresses workplace injuries. It is a state law issue and each state enacts and enforces its own legal framework. Today, every workers' compensation claim raises the potential for a variety of workplace laws to come in to play. Some have referred to this intersection of laws as the Bermuda Triangle of the workplace. To keep from being overwhelmed, you must look at what each of the laws requires separately. What rights and responsibilities apply to the situation under those laws?

### ■ DISABILITY AND EMPLOYEE INJURIES

Given that many workers' compensation claims involve injuries that could be considered a "disability" under the provisions of the Americans with Disabilities Act, as amended, (ADAAA), there is a likelihood that it may apply at least in some work-related injury situation. In addition, since many workers' compensation claims involve some period of leave from the normal job duties, leave laws can also come in to play. It requires patient analysis to work one's way through the various laws to determine whether they apply, to what specific issues, and most importantly what steps must the employer take to be in compliance. The ADAAA, like the anti-discrimination rules of Title VII, applies if the employer has 15 or more employees and the injury at issue is a "disability." It requires an employer to go through the interactive process to determine if a reasonable accommodation is possible without creating an undue burden.

### ■ THE FAMILY MEDICAL LEAVE ACT

The Family Medical Leave Act (FMLA) applies to all employers with 50 or more employees within a 75-mile radius. These numerical limits, like the 15 employee threshold under the ADAAA, cannot be waived. The FMLA requires employ-

ers with 50 or more employees to provide up to 12 weeks of unpaid leave each year to employees who qualify. An employee must have worked at least for 1 year and a minimum of 1,250 hours in that year to be eligible for the unpaid leave. Numerous states and even some cities have adopted medical and family leave laws in recent years. Most are similar to the provisions of the FMLA, and in some cases, it is paid leave. If the injured employee is eligible for FMLA leave, most employers run that leave concurrently with the workers' compensation leave, at least for up to 12 weeks. The employer has the right to designate the leave as FMLA qualifying.

### ■ THE USUAL WORKERS' COMPENSATION CLAIM

In a typical workers' compensation claim—for example, an employee with a serious back injury caused by heavy lifting at work—all three of the laws mentioned above could come into play. If, as almost always occurs, the treating medical provider requires that the employee be off the job for a period of time to recover, he would be out due to the workers' compensation qualifying injury. However, he might also qualify for FMLA leave as well. If the nature of the back injury required follow-up treatment, such as periodic physical therapy or other medical treatment, available FMLA leave could also be used intermittently to cover those periodic absences. Intermittent leave, even in increments as small as one hour, can be used until all 12 weeks in a year are exhausted. It is not uncommon for injured employees who have resumed work to have a series of follow-up medical visits or treatments. Intermittent leave could apply to those absences.

A serious back injury would likely also qualify as a "disability" under the ADAAA given the very broad reading of what constitutes a disability. It would entitle the employee to greater protections and impose greater obligations on the employer. If, for example, the employee was able to work with limitations, the employer would be obligated to go through the "interactive process" to try to identify a reasonable accommodation for the limitations. In addition, if the employer had a policy that limited leave to a specific maximum, say one year, an extension of a few weeks or perhaps even a few months to permit full recovery

## workers' compensation

BY RICHARD D. ALANIZ

would likely be considered a "reasonable accommodation" mandated by the Act. A few workers' compensation state laws may have a maximum limit for workers' compensation leave, but most do not and the period of permitted absence can be quite extensive. They do require periodic re-certification of the medical inability to return to work. An ADAAA mandated extension beyond maximum leave periods would also require medical confirmation of the continuing need to be off of work.

### ■ RELEASED BACK TO WORK

When an employee is released to return to work from a workers' compensation leave, virtually all employers return the person to their former job, although it is not a requirement of most workers' compensation laws. Under the FMLA, the individual must be returned to their former job or one that is substantially similar. This means virtually identical positions in work duties as well as compensation. As for the ADAAA, it has, in practice, virtually the same requirement as the FMLA. However, as noted above, if the person cannot perform all of the essential functions of the job, for example the person is released with limitations, the employer must engage in the "interactive process" and determine what accommodations might be available that do not create an undue hardship. "Reasonable accommodation" here could mean reducing the non-essential duties of the job, switching the person to another open position consistent with any limitations, or offering other accommodations that do not create an undue hardship.

### ■ BEST PRACTICES IN HANDLING WORKERS' COMPENSATION CLAIMS

Investigate the injury as soon as you can. Speak with witnesses and the employee's supervisor, take photos of the area where the injury occurred, document everything, and be sure to make the proper OSHA log filings or recordings. Have the injured employee complete an injury/incident/near miss report.

Train supervisors to appropriately respond to injuries, direct injured employees to the appropriate people at the company, assess whether the claim is valid, and determine whether any safety rules were violated.

Communicate with the employee, health care provider and claim representative frequently to let the employee know that you are concerned for their health and to assess when they may return to work. Do not demand that they return by any set date, or tell the employee that you think they are "faking it," "should already be back at work," or make any other statement that could be considered retaliatory.

Determine whether the FMLA and/or the ADAAA apply and act accordingly.

Review past claims at your worksite to determine the problem areas or issues that need to be addressed. Where do most injuries occur? Why do they occur? Are proper safety procedures followed? What have you done to prevent injuries? If you can prevent the injury, then you prevent the claim. That's a win.

### CONCLUSION

In addressing the issues in any work-related injury, all three of the laws discussed must be kept in mind. Each may have a role to play and failure to comply with the obligations each one imposes can lead to possible legal action and damaged employee relations. The goal is to properly address work-related injuries and have employees back to work when they are medically cleared to resume their duties.

*Richard D. Alaniz is a partner at Cruickshank & Alaniz, a labor and employment firm based in Houston. He has been at the forefront of labor and employment law for more than 40 years, including stints with the U.S. Department of Labor and the National Labor Relations Board. He is a prolific writer on labor and employment law and conducts frequent seminars to client companies and trade associations. Questions about this article, or requests to subscribe to his monthly articles, can be addressed to him at 218-833-2200 or ralaniz@a-c-law.com. RB*

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# How to Beat the Heat

The Consequences of Ignoring These Tips are Hazardous to Your Health

In all probability you have experienced some form of heat-related stress. You're on a job site trying to get a lot accomplished on a day when the sun is relentlessly hot and it's uncomfortably humid. You are sweating profusely and then you start to feel dizzy or weak.

Very quickly such symptoms can lead to dangerous consequences.

Construction workers are particularly susceptible to heat-related health problems, as noted by this OSHA report:

"Each year, HRI (Heat Related Incidents) accounts for approximately 658 fatalities in the United States and contributes to many other deaths that are categorized as other conditions(e.g., myocardialinfarction)... from 2000–2010, the US Bureau of Labor Statistics (BLS) Census of Fatal Occupational Injuries (CFOI) identified 359 worker deaths that were attributed to heat exposure, contributing to a yearly average fatality rate of 0.22 deaths per 1 million workers. The construction industry had the second highest annual rate of heat-related mortality at 1.13 deaths per 1 million workers (5 times the average rate)."

Not surprisingly, the most incidents of heat-related injuries and illnesses occur in states that typically experience high heat and humidity, [see **Table 1**].

There are consequences if an employer does not act to protect his workers. Gary Auman, legal counsel for the National Frame Building Association, reminds us of the following OSHA directive: "On July 19, 2012, OSHA issued a directive to all its regional offices to expedite inspections concerning heat-related illness and to issue citations. OSHA's announced goal was to reduce the number of heat-related illnesses and deaths occurring on job sites," he said.

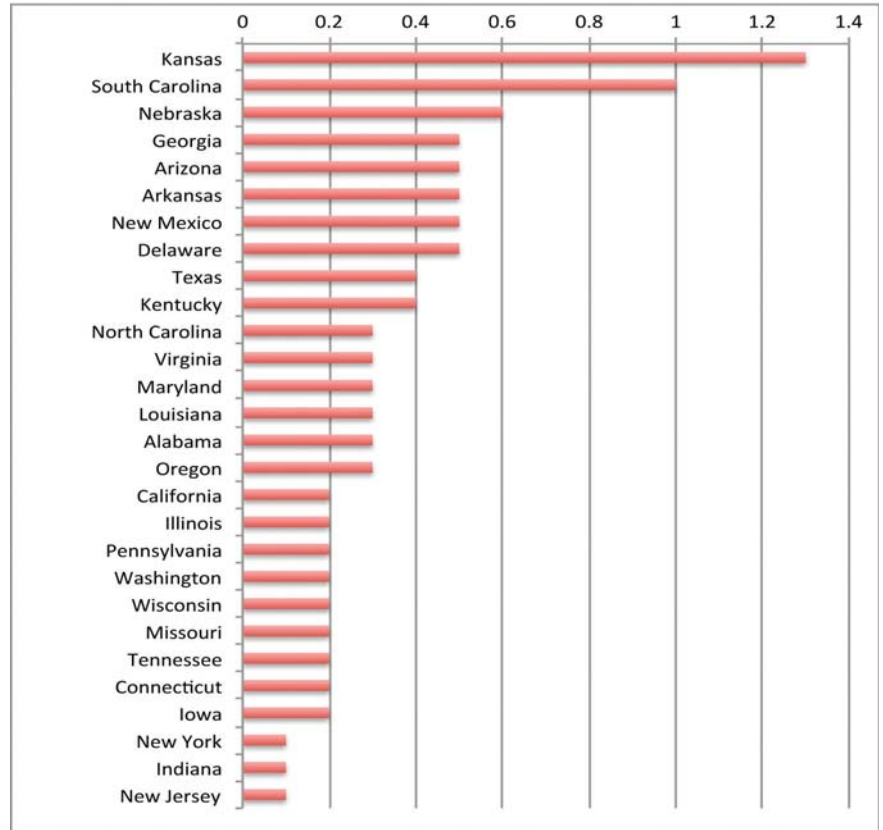
Being able to hide such incidents have become more difficult with the implementation of a rule that requires reporting the hospitalization of any one employee (the old rule was three employees) for treatment.

"Prior to this change, reports of heat-illness injuries were largely limited to fatalities,

## Nonfatal occupational injuries and illnesses caused by exposure to environmental heat, 2015

(Rate per 10,000 workers)

Source: U.S. Bureau of Labor Statistics



**Table 1**

but with the change of rules employers must report employees who are hospitalized for treatment of heat-related illnesses," Auman emphasized.

### SYMPTOMS

You're a contractor, not a doctor, so how do you detect a heat-related illness and know when it's time to head for a hospital? Not even the victim may be aware of what's happening.

The information in **Table 2** is provided by the Occupational Safety and Health Administration (OSHA) and offers a good general rule-of-thumb. It also offers some guidance on what steps

to take if you detect a worker (or yourself) in trouble.

### AVOIDING THE PROBLEM OF HRI

The best step, of course, is to avoid problems with heat-related injuries and illness. OSHA launched a campaign in 2011 to help employers do just that. Their safety message contained three key words: Water. Rest. Shade.

"Under OSHA law, employers are responsible for providing workplaces free of known safety hazards. This includes protecting workers from extreme heat. An employer with workers exposed to high temperatures should establish a complete



# Your Story Is Our Story.

Help us take a look back at the last 30 years.

**30<sup>TH</sup>** Special Edition Issue  
ANNIVERSARY 1989-2019  
FRAME BUILDING NEWS



We are celebrating our 30th Anniversary with a Special "Collector's Edition" issue of *Frame Building News*. Our issue will look at the last 30 years of *Frame Building News* and the post-frame industry.

We will feature top articles from each decade and the manufacturing stalwarts who support the industry. Only companies in continuous operation for 25 years or longer are invited to participate.

This issue will be polybagged and mailed to the **73,000** readers of *Frame Building News*, *Metal Roofing Magazine* and *Rural Builder*.

We need to confirm your participation by **November 9, 2018**.

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This issue is exclusively about Anniversaries and will not include traditional ads.

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BY SHARON THATCHER

heat illness prevention program,” OSHA directs. They offer the following:

- Provide workers with water, rest and shade.
- Allow new or returning workers to gradually increase workloads and take more frequent breaks as they acclimatize, or build a tolerance for working in the heat.
- Plan for emergencies and train workers on prevention.
- Monitor workers for signs of illness.

For resources, visit OSHA at: [www.osha.gov/heat](http://www.osha.gov/heat). OSHA’s Occupational Exposure to Heat “page” explains what employers can do to keep workers safe and what workers need to know, including factors for heat illness, adapting to working in indoor and outdoor

heat, protecting workers, recognizing symptoms and first aid training. The page also includes resources for specific industries and OSHA workplace standards. Look for heat illness educational and training materials on the “Publications” page.

**THE EMPLOYER’S RESPONSIBILITY**

Gary Auman believes that every employer should at least have a written heat-stress program. “This program should cover the critical points your employees should understand, but it should also show your recognition that the implementation of your heat-stress program is your responsibility. Compliance with heat-illness prevention steps lies with you and is not a responsibility you can transfer to your employees.

“Finally, of great significance, be sure you have in place the five critical components of a

compliant heat-illness-prevention program: acclimatization, a work-rest regimen, hydration, a cooling-off area and training.” **RB**



	Symptoms	First Aid*
<b>Heat stroke</b>	<ul style="list-style-type: none"> <li>▪ Confusion</li> <li>▪ Fainting</li> <li>▪ Seizures</li> <li>▪ Excessive sweating or red, hot, dry skin</li> <li>▪ Very high body temperature</li> </ul>	<ul style="list-style-type: none"> <li>▪ Call 911</li> </ul> <p>While waiting for help:</p> <ul style="list-style-type: none"> <li>▪ Place worker in shady, cool area</li> <li>▪ Loosen clothing, remove outer clothing</li> <li>▪ Fan air on worker; cold packs in armpits</li> <li>▪ Wet worker with cool water; apply ice packs, cool compresses, or ice if available</li> <li>▪ Provide fluids (preferably water) as soon as possible</li> <li>▪ Stay with worker until help arrives</li> </ul>
<b>Heat exhaustion</b>	<ul style="list-style-type: none"> <li>▪ Cool, moist skin</li> <li>▪ Heavy sweating</li> <li>▪ Headache</li> <li>▪ Nausea or vomiting</li> <li>▪ Dizziness</li> <li>▪ Light headedness</li> <li>▪ Weakness</li> <li>▪ Thirst</li> <li>▪ Irritability</li> <li>▪ Fast heart beat</li> </ul>	<ul style="list-style-type: none"> <li>▪ Have worker sit or lie down in a cool, shady area</li> <li>▪ Give worker plenty of water or other cool beverages to drink</li> <li>▪ Cool worker with cold compresses/ice packs</li> <li>▪ Take to clinic or emergency room for medical evaluation or treatment if signs or symptoms worsen or do not improve within 60 minutes.</li> <li>▪ Do not return to work that day</li> </ul>
<b>Heat cramps</b>	<ul style="list-style-type: none"> <li>▪ Muscle spasms</li> <li>▪ Pain</li> <li>▪ Usually in abdomen, arms, or legs</li> </ul>	<ul style="list-style-type: none"> <li>▪ Have worker rest in shady, cool area</li> <li>▪ Worker should drink water or other cool beverages</li> <li>▪ Wait a few hours before allowing worker to return to strenuous work</li> <li>▪ Have worker seek medical attention if cramps don't go away</li> </ul>
<b>Heat rash</b>	<ul style="list-style-type: none"> <li>▪ Clusters of red bumps on skin</li> <li>▪ Often appears on neck, upper chest, folds of skin</li> </ul>	<ul style="list-style-type: none"> <li>▪ Try to work in a cooler, less humid environment when possible</li> <li>▪ Keep the affected area dry</li> </ul>



\* Remember, if you are not a medical professional, use this information as a guide only to help workers in need.

Table 2: \*Remember, if you are not a medical professional, use this information as a guide only to help workers in need. Source: OSHA

# DO NOT READ THIS.

## DON'T EVEN LOOK UNLESS YOU'RE A RURAL BUILDING PRO!

We're only looking for professionals working in the rural construction industry because that's all we are about. Each issue of *Rural Builder & Frame Building News* magazine delivers news and information created expressly for the rural construction industry. Post-frame building isn't a topic that we "cover" a couple of times a year. It's our focus in every issue so if you're not building, repairing or replacing rural buildings there's no reason for you to subscribe.

If you are a rural construction professional, these magazines are a resource you can use to help build your business. Every issue will help you and your team stay abreast of the latest products and components for the work you're doing. You'll also read about the best practices leading contractors are using to improve their productivity and profitability. Plus, a lot more! The best part about these magazines is that they are all free if you're a rural building professional. **To subscribe, go to [www.constructionmagnet.com/subscribe](http://www.constructionmagnet.com/subscribe).**



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AkzoNobel manufactures high-performance coatings to meet the needs of the metal construction industry. Its products include TRINAR, a 70 percent PVDF coating, and CERAM-A-STAR 1050, the benchmark of SMP paint systems. Both products are available in Cool Chemistry formulations, which help make projects more energy efficient and sustainable. AkzoNobel coatings are widely specified for their excellent performance and durability, as well as their color and gloss retention.

[www.americas-coilcoatings.akzonobel.com](http://www.americas-coilcoatings.akzonobel.com)

## Beckers Group



For a high-performance coating designed to last 40-plus years, with excellent color and gloss retention, Beckry®Tech Super-Durable Polyester is the ideal solution. BeckryTech is based on a resin chemistry that is less reactive to UV light than the leading Silicone Modified Polyesters (SMP) products and resists the water 'hazing' effect commonly found in coil coated SMP products. The Super-Durable Polyester product line is used around the world for high-end projects and meets AAMA 2604 in all color families.

[www.beckers-group.com](http://www.beckers-group.com)

## Dura Coat Products



Dura Coat Products offers two high performance coil coatings. Durapon 70 is a PVDF formulation with exceptional durability and fade resistance that is also available with thick film primer for tougher environments. Ceramel XT40 SMP is a polymer that is harder, yet more flexible than ordinary coatings. Both are Energy Star compliant.

[www.duracoatproducts.com](http://www.duracoatproducts.com)

## Precoat Metals



Precoat Metals is the largest coil coater in the U.S. During its nearly 60 years, it has participated in every market development and solution that involves coil-coated metal. Independent of upstream metal sources, it has extensively coated every metal substrate from mills throughout the world. From 14 locations and 16 coil coating lines it provides colorful, surface-critical and highly durable finishes; enables optimization of logistics from customer-chosen mills to customer facilities; and services metal distributors, processors and end users.

[www.precoat.com](http://www.precoat.com)

## Sherwin-Williams Coil Coatings



Sherwin-Williams Coil Coating, formerly Valspar, offers a full range of high-performance architectural metal coatings in PVDF, SMP and polyester formulas. Fluoron is its flagship coating, containing 70 percent PVDF resins, and offering premium protection against harmful UV rays, chalk, fade and chemical degradation. WeatherXL, the next generation enhanced silicone polyester coating, offers protection against weathering for years to come. WeatherXL Crinkle Finish coating offers a unique textured appearance. Each is extremely durable and have excellent film integrity and adhesion properties.

[www.coil.sherwin.com](http://www.coil.sherwin.com)

# PROFILES

# Rural Builder

## BRIGHTSMITH Coaters



BRIGHTSMITH Coaters is a multi-location coating company. It offers state-of-the-art, ISO Certified coil coating capabilities in Morrisville, Pennsylvania, as well as post-painting services in Trenton, New Jersey. Dedicated to providing customers with quality service and materials, the BRIGHTSMITH staff has more than 400 combined years of coil coating experience. With expertise in coil coating for the building products industry, BRIGHTSMITH specializes in two and three color print systems, embossed plastisol, laminating, slitting and multi-coat painting services.

[www.brightsmithcoaters.com](http://www.brightsmithcoaters.com)

## PPG



PPG metal wall and roof panel coatings include Durastar® polyester and Durastar Ultra-Cool silicone-modified polyester, formulated with IR-reflective pigments that save energy by deflecting solar heat away from buildings. Duraform® coatings are individually optimized for specific applications such as building products, HVAC equipment, doors, appliances and lighting fixtures. Duranar® 70-percent fluoropolymer coatings, including Duranar Ultra-Cool and Duranar Vari-Cool coatings, feature heavy-metal-free compositions for improved environmental performance, better SRI performance and wider color choice.

[www.ppg.com](http://www.ppg.com)

## Does pre-painted metal with cut-edge weather well?

The National Coil Coating Association wanted to know the answer to that question so they conducted a test.

With the help of PPG Industries, Inc. and the North American Zinc-Aluminum Coaters Association (NamZAC), the NCCA compared the corrosion resistance of pre-painted with three types of post-paint. Pre-painted metal louvers with exposed cut edges were tested in the field along side three sets of metal louvers, one with a post-painted electrocoat, a second with a powder finish and a third with a spray finish. The parts were made of hot dipped galvanized steel, and the louvers were exposed to the same environment over time in Daytona Beach, Florida.

Their findings?

"After 16 months, 44 months, and 68 months of exposure to the elements, comparisons showed the corrosion resistance of the pre-painted parts was repeatedly and significantly better than the post-painted parts, in terms of the uniformity of treatment and film thickness," the NCCA noted, adding:

"The reason the pre-painted parts outperformed post-painted ones is that pre-painted metal sheet is uniformly cleaned, pretreated and painted as a flat surface, so the edge-to-edge and side-to-side variability is virtually eliminated. In addition, the pre-painted part has two coats (primer and top coat), and each is tightly bonded to the metal as compared to a post-painted part, which generally has only one coat of paint. In most cases, the pre-painted part has paint (one or two coats) on the backside as compared to the post-painted part which at best has a minimal amount of overspray. Uniform pretreatment and paint on the backside of a part increases the corrosion resistance of the part, enhancing long-term durability."

Source: [www.coilcoating.org](http://www.coilcoating.org)

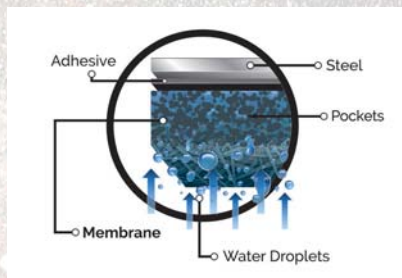
## Nationwide Protective Coatings



PermaGard is a bright white, elastomeric waterproofing acrylic, insulating ceramic, Protective Energy Star roof coating. It is designed as an energy-saving, high-reflectivity roof coating that protects and extends the life of most any metal or other sloped roofing surface. It has a high-build formula that possesses waterproofing, insulating and soundproofing properties that beautifies and protects. Most any color is available. PermaGard offers a 15 year warranty and is one of more than 100 quality products manufactured by Nationwide Protective Coating Mfrs. Inc. of Sarasota, Florida.

[www.nationwidecoatings.com](http://www.nationwidecoatings.com)

## Filc USA LLC



DripStop from Filc USA helps fight condensation without insulation. DripStop traps and holds condensation as it forms until it evaporates back into the air. It arrives at the job site already installed on the steel, saving time and money by eliminating one step of the building process. In addition, DripStop provides a significant layer of protection against corrosion, particularly in animal confinement.

[www.dripstop.com](http://www.dripstop.com)

BY RURAL BUILDER STAFF

■ **LAWMAKERS CALL FOR U.S. TO RETURN TO NEGOTIATING TABLE WITH CANADA**

171 members of the House of Representatives have sent a letter to Commerce Secretary Wilbur Ross and Ambassador Robert Lighthizer, the United States (U.S.) Trade Representative, asking that the U.S. return to the negotiating table with Canada and redouble efforts to reach a new softwood lumber agreement.

NLBMDA led the way in building support for the letter, and comes as lumber prices have reached record highs. It spearheaded efforts to amass congressional support for the letter and was helped by the National Association of Home Builders (NAHB). At the NLBMDA Spring Meeting and Legislative Conference in March, dealers met with their lawmakers regarding the letter. NLBMDA supports reaching an agreement that brings stability and predictability to the pricing and availability of softwood lumber without the imposition of duties.

■ **CALIFORNIA BECOMES FIRST STATE TO REQUIRE SOLAR SYSTEMS ON NEW HOMES**

In May, California became the first state to require solar photovoltaic systems on new homes. The requirement is set to start in 2020.

California builders will be required to install solar panels on most new homes under new building standards. The move is expected to increase the price of a new home by about \$9,500, but save \$19,000 in energy and maintenance costs over 30 years.

The California Energy Commission calculates that single-family homes built with the 2019 standards will use about 7 percent less energy due to energy efficiency measures versus those built under the 2016 standards. Once rooftop solar electricity generation is factored in, homes built under the 2019 standards will use about 53 percent less energy than those under the 2016 standards. This will reduce greenhouse gas emissions by 700,000 metric tons over three years, equivalent to taking 115,000 fossil fuel cars off the road.

Nonresidential buildings will use about 30 percent less energy due mainly to lighting upgrades.

Based on a 30-year mortgage, the Energy Commission estimates that the standards will add about \$40 per month for the average home, but save consumers \$80 per month on heating, cooling and lighting bills.

California state law also requires that 50 percent of all electricity comes from non carbon-emitting sources by 2030. **RB**

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## DOES YOUR SAFETY PROGRAM MEASURE UP?

You take safety on your job site seriously and want to protect your workers from injuries and fatalities. But are there improvements you can make that will prevent hazards, increase productivity, and even create good public relations for your company?

Apply now to the **Gail Miller Recognition Program for Excellence in Safety** to see how your program measures up and to demonstrate your commitment to job-site safety.

### THE PROCESS

- Complete the appropriate application detailing the elements of your existing safety program. (Builders and suppliers have separate forms.)
- A committee of safety experts provides a confidential, comprehensive evaluation of your application and gives guidance on how to improve your safety program.
- Your company receives a certificate of participation, and companies achieving the platinum or gold level are recognized at the Frame Building Expo.

### THE BENEFITS

- Your employees see that you take their safety seriously.
- Your customers and the public see that you are committed to job-site safety.
- You receive expert feedback on your existing safety program.

Companies typically pay thousands of dollars for this level of expert review, but as an NFBA member, you receive this valuable analysis for a nominal fee.

Note: Information on the safety program is available to *members only*; you must log in as a member to access the application form. Under the Resources tab, go to Safety & Legal and click on Safety Program.

**Submit your application by August 15, 2018, to improve safety at your company.**

**Visit [www.nfba.org](http://www.nfba.org).**

BY RURAL BUILDER STAFF

## ■ MRA PARTNERS WITH SYNDICATED PROGRAM TO SUPPORT METAL ROOFING DEMAND

The Metal Roofing Alliance (MRA) announced that it is partnering with the national home improvement show, Today's Homeowner, and expert host Danny Lipford to help promote the benefits of metal roofing nationwide this season.

The partnership includes exposure on the Emmy-nominated television show and radio program. It is available on more than 200 local stations in nationally-syndicated markets.

The MRA's goal is to highlight the exceptional performance, efficiency and longevity of metal roofs, especially in areas that experience harsh climates such as hurricane and wildfire prone regions.

In addition to the broadcast exposure during the prime spring and summer roofing season, MRA is hosting a monthly "Metal Roofing Raves" giveaway in partnership with Today's Homeowner on [www.metalroofing.com](http://www.metalroofing.com) from now until October.

Said Renee Ramey, executive director of the MRA. "As the last roof homeowners will ever need, our mission is to ensure that more people understand the outstanding return that can be realized by making an investment in metal roofing for their home."



The home on the left withstood extreme heat from a neighboring fire. Its HardiePlank fiber cement siding was credited with saving it. Photo courtesy of James Hardie Industries

## ■ FIBER CEMENT TO THE RESCUE

Metal has received credit and kudos numerous times for its fire-resistant properties. Fiber cement also joins the list, credited with coming to the rescue of a house in Idaho (pictured). The homeowner wandered outside to find her neighbor's home completely engulfed in flames. The fire tried to make its way next door, but there it had to contend with HardiePlank house wrap, which has a zero flame-spread index. The fire chief who worked to put out the flames said that the owner's fiber cement siding is the reason her house is still standing today. "I was amazed at how much heat the house took from the neighboring structure fire and still remained intact," said Ron Stocking, fire chief of Selkirk Fire Rescue & EMS.

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## WINNERS OF THE 36<sup>TH</sup> ANNUAL

# GOLD KEY OF EXCELLENCE

**With so many choices, how do you know which suppliers to trust?** It is a dilemma confused further by the popularity of the internet which has brought the world to your doorstep.

But even before the internet, *Rural Builder* had the answer. We were going directly to users to ask for their feedback. What companies were doing the best job by providing the best products, best services, best prices?

It was a process started in 1983 by *Farm Building News*, the original name for *Rural Builder* magazine, and has continued every year since.

Our process is simple, relying on online voting, email, fax and snail mail for results.

The first year of this process, 27 suppliers to the rural building industry were recognized and honored with an award plaque. This year, we honor the top 52.

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

In each case, the number of gold keys won, correspond to the number of years the company has received the award.

Congratulations to our 2018 winners! **RB**

### 36 GOLD KEYS

CannonBall:HNP  
Klauer Manufacturing  
McElroy Metal  
Plyco Corporation

### 35 GOLD KEYS

Maze Nails

### 34 GOLD KEYS

Fabral  
Sukup Manufacturing  
Wick Buildings

### 32 GOLD KEYS

A.J. Manufacturing

### 30 GOLD KEYS

Dynamic Fastener

### 27 GOLD KEYS

Rigidply Rafters

### 23 GOLD KEYS

Central States Manufacturing

### 22 GOLD KEYS

SFS

### 21 GOLD KEYS

Holmes Lumber

### 18 GOLD KEYS

Borkholder Buildings

### 17 GOLD KEYS

Leland Industries

### 16 GOLD KEYS

Everlast Roofing  
Graber Post Buildings  
MWI Components  
Palram Americas

### 13 GOLD KEYS

Walters Buildings

### 12 GOLD KEYS

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

### 11 GOLD KEYS

Starwood Rafters  
Western Products

### 9 GOLD KEYS

Levi's Building Components  
Richland Laminated Columns  
Sherwin-Williams Coil Coatings

### 7 GOLD KEYS

Akzo Nobel  
Dura Coat Products  
Fasteners Direct  
Mill Steel  
Perma-Column  
Schweiss Doors  
Sno Gem Inc.  
Steel Dynamics

### 6 GOLD KEYS

A.B. Martin Roofing Supply  
DBCI  
Varco Pruden

### 5 GOLD KEYS

S-5!  
Snobar

### 4 GOLD KEYS

Direct Metals  
Firestone Building Products  
MFM Building Products

### 3 GOLD KEYS

Covertch Flexible Packaging  
Hershey's Metal Meister LLC

### 2 GOLD KEYS

Boral  
Ventco

### 1 GOLD KEY

Morton Buildings



# ABC SUPPLY CO. INC.

W: [www.abcsupply.com](http://www.abcsupply.com)

For more than 35 years, ABC Supply has focused on providing the best products and services to contractors throughout the United States. With its vast inventory, knowledgeable associates and online tools, ABC Supply delivers the services builders need to be successful and grow their businesses. As the largest wholesale distributor of roofing in the United States, and one of the nation's largest wholesale distributors of select exterior and interior building products, contractors can find the products their customers want in a timely manner to keep projects moving forward.

ABC Supply's commitment to contractors starts with a team of more than 14,000 associates, all specially trained to tackle the most challenging jobs with proven solutions. The company's highly skilled associates handle material selection, order

placement and delivery, consistently providing accurate, seamless services from start to finish. ABC Supply associates' dedication was recently honored with the company's 12th Gallup Great Workplace Award, which recognizes organizations around the world with the most enthusiastic and committed workforces.

To complement the expert support provided in store, the ABC Connect online program provides access to ABC Supply's products and pricing

24/7. It allows contractors to build material lists, create estimates and submit orders in real time, whether they're working from an office, at home or from a job site. Customers can keep their businesses moving when and where it is convenient—beyond typical business hours.

ABC Supply is focused on giving customers unique tools that help them save time and money. Its Freedom Programs provide value-added marketing services that allow contractors to get the word out about their businesses through targeted mail, web-

sites, marketing starter kits, job-site signs and in-home finance.

Solution Centers inside the company's branches feature comprehensive product displays, making them an ideal place for contractors to review projects and samples with their customers. ABC Supply partners with industry-leading manufacturers to carry an assortment of roofing materials for low- and steep-slope applications. ABC Supply also carries a wide variety of siding, windows, doors, gutters and rainware, and decking and railing products. **RB**



# YOU TAKE YOUR JOB SERIOUSLY. SO DOES TONY.



Competition is tough these days. No one knows this better than Tony Kanaan. Both of you need a team that provides the expertise and proven solutions to keep you on top. ABC Supply is driven to deliver the highest level of service, while continuously supplying winning ways to grow your business and make your jobs easier.

**Join the team of ABC Supply and Tony Kanaan today,  
and keep winning!**



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

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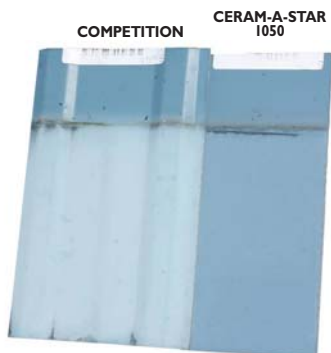


# AKZO NOBEL

W: [www.akzonobel.com/ccna](http://www.akzonobel.com/ccna) P: 614-294-3361

## CERAM-A-STAR 1050:

These paint samples started as the same Hawaiian blue color. After years of exposure in South Florida, CERAM-A-STAR 1050 clearly outperforms the competition.



proprietary resin provides the backbone of this revolutionary system. It is combined with the highest-quality ceramic and inorganic pigments which are proven to be the most resistant to fade. The result is a highly durable topcoat that provides the best color retention.

In fact, the color stability of CERAM-A-STAR 1050 approaches that of the more expensive polyvinylidene fluoride (PVDF) coatings often used on high-end architectural and commercial installations. CERAM-A-STAR 1050 also offers outstanding resistance to stain, scratch and abrasion. The combination of durability, toughness, color stability and weather resistance makes CERAM-A-STAR 1050 an excellent choice for residential, agricultural and commercial applications.

ute to fading and chalking. These environmental conditions are most extreme in South Florida, where one year of exposure is equal to at least two years in most other parts of the country. This makes South Florida the ideal location to test the durability and long-term performance of our coatings.

CERAM-A-STAR 1050 has endured years of exposure in South Florida. In fact, some samples have been on our test fence for close to 20 years—and they still look great! This correlates to 40 years in typical environments in North America. No other paint system can match this record of performance.

### Proven To Perform

AkzoNobel has been serving the needs of the metal construction industry for over 50 years. We have built our reputation and success on supplying the highest quality and best-performing coatings for pre-painted metal.

CERAM-A-STAR 1050, our flagship silicone-modified polyester (SMP) paint system, is designed especially for metal roofing and siding and sets the standard against which all other SMP systems are measured.

Since its introduction in 2005, CERAM-A-STAR 1050

has provided color and protection to countless buildings and roofs, proving its exceptional durability and resistance to weathering. While other SMP paint systems may promise your building will look good for years to come, only CERAM-A-STAR 1050 can prove its long-term performance through years of test data and installations in the field.

### Formulated To Last

CERAM-A-STAR 1050 is uniquely formulated to resist the damaging effects of weather. A high-strength,

### Tested Through Real-World Exposure

Nature is harsh on exterior coatings. Heat, moisture and UV radiation all contrib-

### Sustainable Solutions

CERAM-A-STAR 1050 is available in our COOL CHEMISTRY formulations, which meet requirements for cool roof coatings. When COOL CHEMISTRY Series paints are used on metal roofing, the result is a sustainable building material that can lower air conditioning costs, reduce peak energy demand and help mitigate urban heat island effects.

All CERAM-A-STAR 1050 coatings are lead-free—and have been since 2008. Through years of testing and development, AkzoNobel is able to offer lead-free formulations that match the performance of lead-containing paints. As a global leader in sustainable innovation, we are proud to offer safe, eco-friendly products. **RB**



**Proven Performance: A Real World Case Study** The remarkable color stability of CERAM-A-STAR 1050 is evident in this real world example. The original structure was built in 2009, with a smaller addition erected on the right in 2017. Even after eight years there is no visible difference in CERAM-A-STAR 1050's color and gloss.



## Pink is a great color - for flamingos

Don't risk a pink roof - choose CERAM-A-STAR 1050



The paint samples above started as the same bright red color. After only two years of natural exposure in South Florida, it is clear that CERAM-A-STAR 1050 is the only choice.

**CERAM-A-STAR 1050 - Color that stays true.**



## DYNAMIC FASTENER

# DYNAMIC FASTENER

**w:** www.dynamicfastener.com **p:** 800.821.5448

**W**hat is the definition of long life? The answer varies greatly depending upon the subject. For instance, an African elephant on the Serengeti has a substantially longer life than a mosquito on your forearm.

Unfortunately for the contractor, the same nebulous and misleading signals are sent when some of Dynamic Fastener's competitors claim that their fasteners have a long life coating. Once again, "long life" is just a relative phrase.

To eliminate unnecessary concerns on behalf of its valued customers, Dynamic Fastener quantifies the meaning of "long life." Since Dyna-Coat premium screw coating passes the 1,000-hour salt spray test, the company proclaims "1,000 Hour" right next to the word

Dyna-Coat. Rarely, if ever, does Dynamic Fastener see its competitors touting the tests that its screws pass. That is a suspicious omission.

To paraphrase the famous commercial, "What's on your fastener?", removing the uncertainty on this very important topic is easy. Specify Dyna-Coat 1,000-hour salt spray premium coating on all screw requirements.

Dyna-Coat is a premium organic polymer coating designed to provide corrosion resistance for metal fasteners. Fasteners that are coated with Dyna-Coat exhibit excellent resistance to marring, chipping and abrasion. The color of the coated fastener is metallic silver. Dyna-Coat employs several forms of corrosion resistance, such as replacement, inhibition,

envelopment and electrochemistry. These coated fasteners also have strong resistance against acid and alkaline chemicals.

### Service

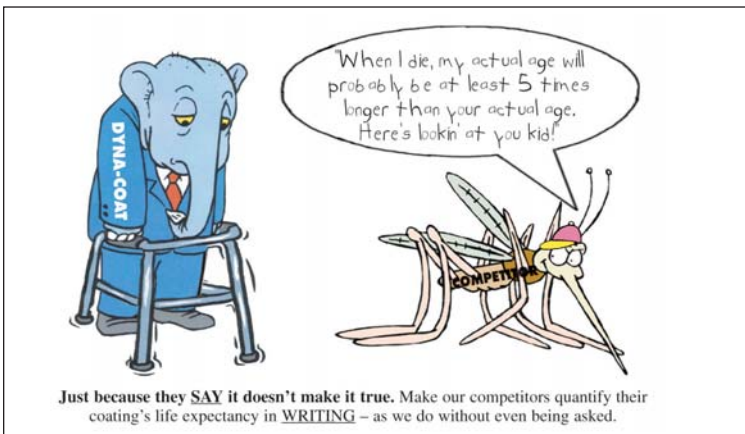
Dynamic Fastener is proud to earn its 30th straight Gold Key of Excellence Award. That devotion from *Rural Builder* readers is no accident. The company's success rests on its dedication to service, evident in the following areas:

- Orders received by 4 p.m. CST will ship that day more than 99 percent of the time.
- Dynamic Fastener's buying power enables

it to competitively and successfully sell nationwide. The company has more than 50,000 customers representing all 50 states and 15 foreign countries.

### Catalog

Dynamic Fastener's free 132-page full-color *Tool and Fastener Hand Guide* covers fastener applications, engineering data, availability of types, size ranges and fastener materials. In addition to discussing screws and anchors, the guide provides prices and other information relating to flashings, sealants, insulation tapes, safety equipment, hand tools, power tools and more. **RB**



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## LOCATIONS

1. Raytown, Mo. (Main office)
2. St. Louis, Mo.
3. Memphis, Tenn.
4. St. Paul, Minn.
5. Houston, Texas
6. Melrose Park, Ill.
7. Las Vegas, Nev.

# Rosie Says...

You know if it's metal, **DYNAMIC FASTENER** is there. Whether your challenge is a leaky metal roof (DROP-STOP®), snow retention (DYNA-GUARD®), roof penetrations (DYNA-FLASH®), or fastening to all gauges of steel (**D•F**® screws), **DYNAMIC FASTENER** is your hassle free partner on the job site and on your project manager's desk. This includes our recently **expanded line of D•F rivets!**



Give us a call... you can ask for Rosie, I'm your rivet expert!

We want to be your rivet supplier! What size do you need? Got it! What material do you need? Got it! What color do you need? Got it! What quantity do you need? Got it! Do you want your rivets in handy bags of 250? Got it! Our stock level is over 75 million rivets with over a hundred different stocked colors for same day shipping.



**NEW** 12V Rivet Tool with **FREE** Extra Battery



**D•F Rivets are now available in the most requested color . . . *INVISIBLE***

The above photo illustrates our actual stock of JUST the size 43 all stainless rivet. We stock the 43 ALL S/S rivet in plain and these 66 different colors pictured above, in convenient bags of 250 pieces – all for the same day shipping.

**DYNAMIC FASTENER 800-821-5448**



# EVERLAST ROOFING INC.

**w:** [www.everlastroofing.com](http://www.everlastroofing.com) **p:** 888.339.0059



**C**utting Edge products and manufacturing techniques such as CECI and Heat Forming™ have become standards with the technological advances that Everlast continues to create in the marketplace.

Always a symbol of quality and innovation, Everlast Roofing has maintained being an innovator in the industry by introducing AZM® with Activate Technology. This technology introduces magnesium into the already proven Galvalume Steel by allowing it to form a self-sealing, protective barrier in the most vulnerable spots, such as scratches and cut edges, which creates a more corrosion resistant panel. With more than 35 years of real-world testing, AZM with Activate Technology has proved to be the most corrosion resistant coating on the market, which consistently outperforms the competition.

Everlast continues to set indus-

try benchmarks introducing the COLORBOND® paint system. Protecting your investment against weather and UV penetration, this paint system has been perfected over 50 years by BlueScope Steel in conjunction with some of the world's leading paint companies.

Offered in Everlast's two most popular series, the OMNI® Series and Lynx Series; these thru-fastened panels are available in two profiles, Everlast II® or Everdrain®. The crisp, clean appearance has a multitude of color options, which makes it the perfect roofing and siding material for architectural, agricultural, industrial, commercial, and residential buildings. This exclusive system is available in the United States, only at Everlast Roofing. Outlasting and outperforming all other metal roofing and siding panels in the market, the Everlast Roofing's innovative OMNI Series and Lynx Series DEMANDS TO BE SEEN!

## Honors and Awards

Everlast has received *Rural Builder's* Gold Key of Excellence Award for sixteen consecutive years, starting in 2003, for excellence in product quality and service.

They have also been the recipient of the Metal of Honor Award from *Metal Roofing Magazine* for 14 consecutive years, starting in 2005, for consistently high standards in serving the metal roofing industry.

Everlast constantly strives to exceed customer expectations by ensuring that service is a top priority throughout the entire organization. For more information on the quality craftsmanship and customer satisfaction provided day-to-day please call the toll-free number above. **RB**

\*COLORBOND® is a registered trademark of BlueScope Steel Limited.

# DEMANDS TO BE SEEN



**Everlast  
Roofing, Inc.**

OUR NAME SAYS IT ALL

Everlast Roofing, Inc. continues to set industry benchmarks for corrosion control by introducing AZM® with Activate® Technology. Introducing magnesium into the already proven Galvalume steel created a more corrosion resistant panel. Complete with the COLORBOND® paint system, outlasting and outperforming all other paint systems in the market, Everlast's innovative OMNI® panel **DEMANDS TO BE SEEN.**

**EVERLASTROOFING.COM | 888.339.0059**

Circle Reader Service #407

**FABRAL**  
METAL WALL AND ROOF SYSTEMS

**FABRAL**

**w:** www.fabral.com **p:** 800.477.2741



**A**nother year of great success, Fabral has been focused on innovation and inspiration.

This year Fabral has expanded its offerings to provide new solutions in addition to providing a wider variety of colors and textures to help enhance and reflect their customer's vision.

2017 introduced a full line of specialty coatings colors, including Cor-ten AZP® an addition that gives metal an aged and rustic look, as well as the Crinkle finish, a product that provides dynamic depth and texture and the environmentally friendly flexible solar panels.

Fabral has entered 2018 with the same drive and determination towards producing new innovative and inspirational products. With the objective of addressing customer tastes and style requirements, Fabral has expanded its color portfolio by adding new colors to the extremely popular Crinkle Coat program.

2018 also brings a full commercial gutter portfolio. Fabral offers high quality commercial roof drainage components that are required by architects, specifiers, pre-engineered building designers, general contractors, roofing consultants and building owners. More than 8,000 components and accessories are custom made per customer specifications in aluminum, steel, stainless or copper. All component and accessories perfectly match all Fabral colors and can be custom designed to fit customer's needs. Offerings include K-style, Box and Round gutters in various sizes with all the accessories needed to install and complete the job.

Fabral has also launched a full portfolio of woodgrain products with Knotwood.

Knotwood products offer an endless array of building applications from fencing to decking to rain screens to cladding that features the aesthetics

of wood with the performance and maintenance-free qualities of aluminum. The result is an incredibly realistic woodgrain product that is low maintenance, durable, modular and lightweight.

Last but not least Fabral is proud to introduce GR<sup>G</sup> to their lineup of legendary GrandRib products. An industry leading value and warranty make this product perfect for almost any application. As with other GrandRib products GR<sup>G</sup> comes in a wide range of colors to fit any design.

Fabral has been following and setting market trends for over 50 years by listening to their customers and providing them with innovative solutions to feed their creativity.

As part of OmniMax International, Inc., companies Fabral strives to offer as many varieties as possible to help serve all customers in the industry. **RB**

# FABRAL<sup>®</sup>

METAL WALL AND ROOF SYSTEMS

**Build with confidence. Build with Fabral.**

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

**FABRAL.COM | 800.477.2741**



2017 Project of the Year - Residential Winner: ABC Supply, Minnehaha Creek Home

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Circle Reader Service #393





# GRABER POST BUILDINGS

W: [www.graberpost.com](http://www.graberpost.com) P: 800.264.5013



Graber Post has come a long way from building pole barns with a single crew of four men, to now servicing 35 states daily. The company only provides the best quality products, sells them at a fair price, delivers them on-time, and offers unmatched customer service.

Perhaps the most advantageous factor for customers who visit Graber Post are the post-frame building packages. Graber Post Buildings is indeed a “One-Stop-Shop” for

all materials post frame. GPB either manufactures or distributes every item needed for a total post-frame project, which means a customer can make one phone call and have a total post-frame package shipped right to the job site.

In addition to its 13<sup>th</sup> consecutive Gold Key Award (16 in all), Graber Post was listed as a top growth company in 2013 within the ProSales Top 100.

Company founder Glen Graber said, “We thank all those who recommended us

## Products manufactured and/or distributed by GPB

Roll Formed Metal –  
G-Rib, Commercial  
Grade, Standing Seam

3-Ply Laminated Posts

Wholesale Steel Coils

Metal Trim – Standard  
and Custom Pieces

Custom Truss Plant –  
Trusses up to 100' span

Doors –  
Entry and Overhead

Windows

Insulation

Metro Steel Shingles

Fasteners and  
Accessories

Complete Building  
Packages – One Call  
Does It All



for these awards, and we especially thank our many loyal wholesale customers and distributors. We’re blessed to be servicing some great people and businesses.”

Dating back to 1973, Graber Post Buildings continues to satisfy customers from all over the Midwestern United States with second-to-none customer service and quality products. The “One-Stop-Shop” philosophy has always stayed true to its word and will continue to do so in the future. Saving customers time and money, time and time again, has been the key ingredient for Graber’s success. **RB**

**YOUR ONE STOP SHOP**



FOR  
ALL  
YOUR

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Circle Reader Service #433



# HERSHEY'S THE METAL MEISTER

☎: 877.289.3030



**A**nother industry-first innovation by Hershey's The Metal Meister with the all new Slit Frei. Customers' wants and needs are always top priority at Hershey's the Metal Meister and the Slit Frei is no exception.

"It all started with a request from one of our customers," said Nelson Hershberger, recalling his conversation with Mr. Frey, (whom this new feature has been named after). "He asked us for something he thought was impossible, and to be honest, we thought it couldn't be done either, at first."

What was this impossible innovation that was requested? "He asked for the ability to load a full piece of metal in the machine, bend the profile, and then cut the piece to width after it is bent," said Nelson. "We talked with our partners overseas to see what they

thought, and they said it couldn't be done."

For most companies, that's where the story would end, but not for Hershey's the Metal Meister. "It's not that we're smarter, we just stick to the problem longer..." said Nelson. "I just kept mulling over the problem in my mind. It would keep me up at night, and I just kept praying that God would show me a way to make it work."

After much thought, trial, and discussion, Nelson discovered a way to make their customer's dream a reality. "We give God all the glory," said Nelson of this industry-first innovation.

The all new Slit Frei has the potential to dramatically increase your trim production and reduce waste since there is less handling required. It's an industry first, and there is nothing else like it on the market today.

"We love to hear from our customers, we want to know what their 'impossible' dreams are." Hershey's Metal Meister specializes in making the impossible, possible.

A machine that will not require electricity is currently being developed to accommodate those who need a machine that runs exclusively on air and hydraulics. Other options include machines that run off of diesel power units and 24V DC, with simple electronic controls and small screens.

Hershey's the Metal Meister is constantly working to improve their products and provide the very best service the industry has to offer.

"You can call us for help or service and talk to a live technician, during regular business hours, and even after business hours," said Nelson.

As a matter of fact, their customers have yet to see their Variobend go down for more than a single day.

With parts, engineering, assembly, support, software development, innovation and manufacturing all happening in Illinois with a laser focus on the American rollforming industry, it is little wonder why so many businesses have come to know and love Hershey's the Metal Meister and Variobend.

Make plans to stop by their display at METALCON to see these incredible innovations in person! **RB**



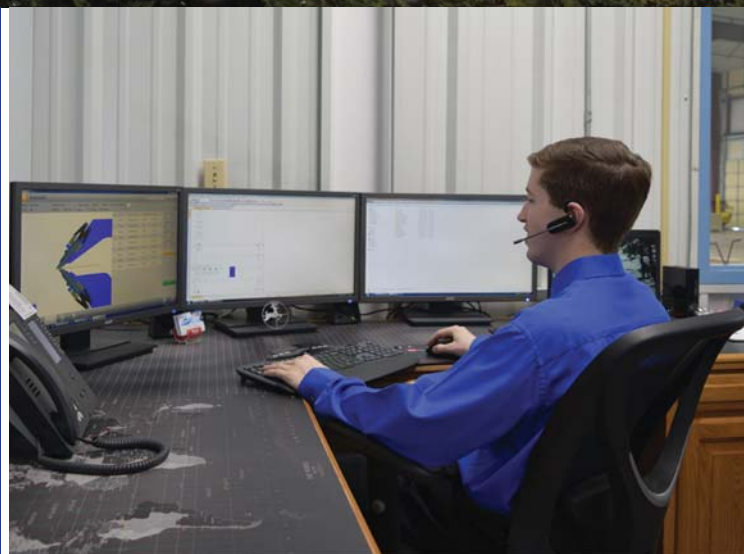


*Download this machine into your operation!*

# The **Variobend** USA Legacy Continues...

*Introducing Another Industry First Revolution... The Slit Frei!*

*The Innovative Slitter that allows you to load a full piece of metal in the machine, bend the profile, and then cut the piece after it is bent with half the slitter travel! The all new Slit Frei will save you time and increase production! See it in person at the MetalCon!*



## The Variobend Advantage Goes Far Beyond the Machine

*We specialize in the 'impossible.' We want to hear from you, and our live technicians are here to help you. During business hours, and even after business hours!*



Circle Reader Service #536



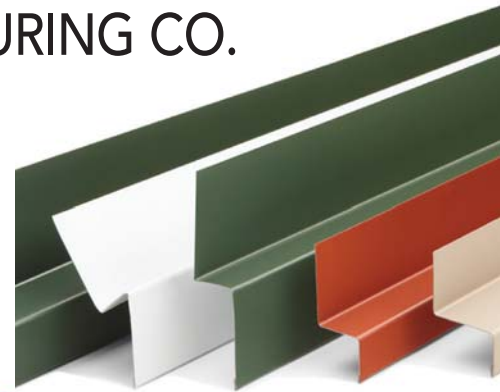
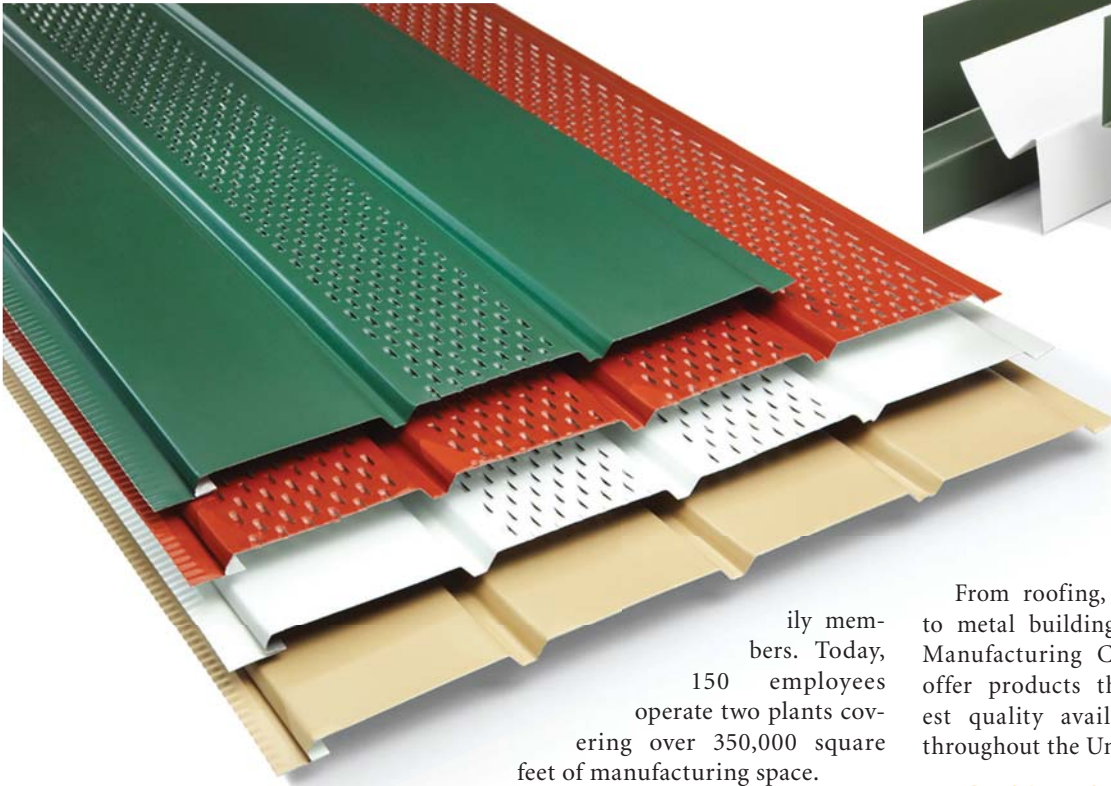
**Hershey's**  
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# KLAUER MANUFACTURING CO.

W: [www.klauer.com](http://www.klauer.com) P: 563.582.7201



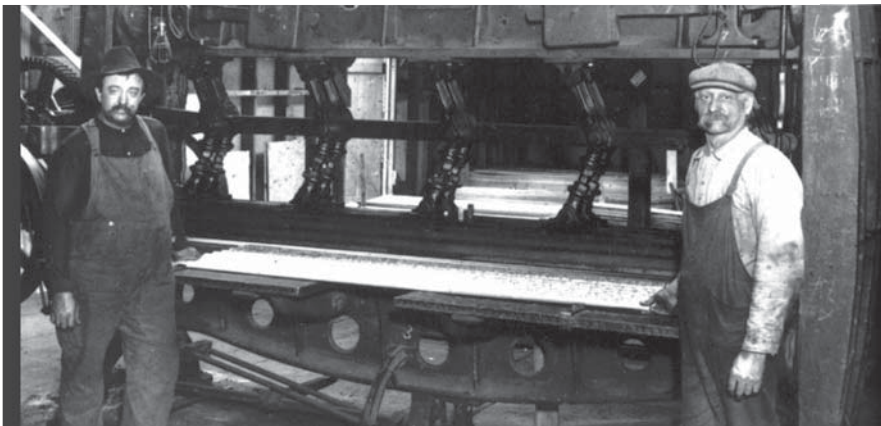
**K**lauer Manufacturing has been a trusted leader in the sheet metal building products industry since 1870. Located on the banks of the Mississippi River, in Dubuque, Iowa, Peter Klauer founded a small hardware and tin shop. Now, Klauer is a family-owned business operated by fourth and fifth generation fam-

ily members. Today, 150 employees operate two plants covering over 350,000 square feet of manufacturing space. From its two locations in Dubuque, Klauer Manufacturing Company produces a wide variety of products servicing the residential, agricultural and commercial construction markets. Products are manufactured from steel and aluminum, both in mill, and with more than 150 pre-painted color finishes.

From roofing, rainware and siding, to metal building components, Klauer Manufacturing Company is proud to offer products that are of the highest quality available and distributed throughout the United States.

## THOUSANDS OF PRODUCT OPTIONS

Serving the residential, agricultural, and light commercial markets, our durable, energy-efficient products are easy to install, require minimal maintenance and come in styles and colors to fit any project design. Our state-of-the-art facility manufactures:



### KLAUER MANUFACTURING

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- Siding and gutter coil accessories
- Aluminum soffit and fascia
- Residential steel and aluminum flashing
- Engineered wood fiber and cement board siding accessories
- Galvanized and Pre-Painted steel gutter and downspout systems
- Galvanized and Pre-Painted steel roofing and siding
- Metal building trim products in a comprehensive catalog of styles in over 130 colors
- Ridgolator ventilation systems in assorted styles, lengths and profiles

Klauer Manufacturing supplies over 500 locations in 43 states with over 25,000 tons of unique sheet metal building products annually. We have the capacity and are eager to do more for you.

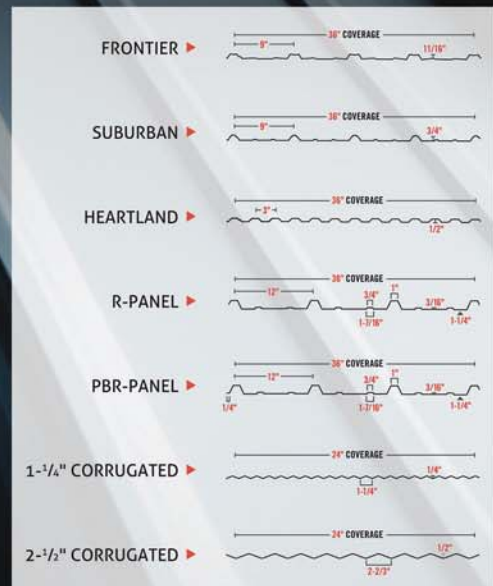
**RB**



## K-RIB ROOFING AND SIDING

### Toughness with Peace of Mind for Years to Come

- ▶ Variety of profiles to meet any need. Our popular Frontier, Suburban and Heartland profiles are available in 18 colors. The K-Rib family also includes 1-1/4" and 2-1/2" Corrugated Roofing Panel, R-Panel, PBR-Panel and Liner Panel in steel and diamond-embossed aluminum, along with sound-deadening Perforated Liner Panel
- ▶ Full-hard, true-gauge hot-dipped galvanized steel for strength and durability
- ▶ Siliconized polyester paint system recognized for remarkable color and gloss retention, as well as superior chalk and fade resistance. Energy Star® rated with a 40-year warranty
- ▶ Complete line of accessories in hundreds of profiles and standard and specialized shapes
- ▶ Vented aluminum soffit in all K-Rib colors, along with our Ridgolator® roof-ventilation products for a complete ventilation system





# MWI COMPONENTS

W: [www.mwicomponents.com](http://www.mwicomponents.com) P: 800.360.6467

**M**WI Components began with a friend asking a simple question: “Do you think you could build me a cupola?” Since then, MWI has operated with the same premise—delivering specialized metal products that customers want in the post-frame building industry for more than 30 years. MWI is honored to receive our 16<sup>th</sup> consecutive Gold Key of Excellence, because we know it means we have been delivering to our customers the same way we started—with quick delivery, excellent service, and innovative products that make building on the job-site easier.

MWI continues to manufacture cupolas in a variety of sizes, offering 24x24, 36x36, 48x48, 66x66 inch square, 48- and 84-inch octagon cupolas. Also, our Ridg-Vent® roof ventilators come in six different styles, with wider flange options available. Soffit is available in either steel or aluminum with four different trim profiles. We provide pre-painted steel products in more than 100 colors and can match almost any metal building color available. MWI’s variety of rooftop products are designed to help our customers deliver the exact



buildings their clients envision.

MWI Components is a leading manufacturer of equine accessories, producing stalls, dutch doors and sliding doors. With an in-house powder coat paint line offering 35 unique colors, customers no longer have to settle for white doors or black stalls, but can instead find the exact color combination they want.

MWI provides a complete line of vinyl windows, in both single-hung or horizontal sliders. They come with ½” insulated glass, removable insect screens, with or without a built-in J-Channel, welded construction, UV-stable white vinyl and zinc-painted window locks.

MWI manufactures a complete line of round and square track hardware for all industrial, post-frame,

farm and commercial buildings. In late 2006, MWI purchased the slide door track and hardware division of Lawrence Hardware, the original creator of the square track slide door systems. This enables MWI to offer a complete selection of American-made round and square track hardware.

MWI Components is also proud to offer the Sabre Slim, a new door latch that offers the security of our popular Sabre Latch®, but utilizes a standard 1-½” quick frame. With an exterior-lockable, polished stainless steel handle, it measures just under 4-½” tall. It has a zinc-plated center case with an inside handle. Its quick-mount bracket design installs within minutes to our MWI 2200 Series Vertical Rail. The ½” latch



rod securely retains split sliders, when used in conjunction with our BC85S Center Door Guide, a heavy ¼” thick zinc-plated steel-construction receiver that provides drive over protection. It ensures that a split slider door coupling is complete and secure, and it surface mounts in a variety of applications.

We appreciate the customers who have supported MWI Components over the years, and we look forward to delivering to our customers’ needs as they grow in the future. **RB**

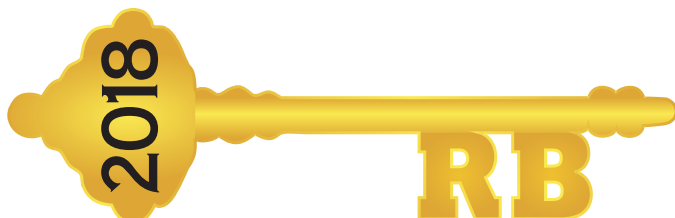




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Spencer, Iowa 51301

Tel: 800.360.6467

Fax: 800.361.3452





# MAZE NAILS

W: [www.mazenails.com](http://www.mazenails.com) P: 800.435.5949

## 170 Years of Maze Nails!

Ten years after his arrival from Ireland, Samuel Maze started Maze Lumber on the banks of the Illinois River, where it remains today.

In the late 1880s, cedar shingle roofs were common, but the nails holding them down were inferior. “People were coming in and complaining that the cedar shingles were blowing off because the heads of the nails were rusting off,” company president Roelif Loveland said.

Samuel’s son, Walter, (Roelif’s great-grandfather) looked for a solution. “He bought a little nail machine and started making nails that didn’t rust. His deal was, if you come down to Maze Lumber and buy shingles from us, we’ll give you the nails for free.”

The nails were more popular than the shingles. The little nail machine that ran for an hour a week, soon ran a couple hours a day, and eventually production went full time.

Due to flooding concerns, a new facility exclusively for Maze Nails was built in 1922 on a bluff west of the lumber-

yard. Today, a 250,000 square-foot factory employs about 55 people.

## Packaging

When the company first started, all nails were shipped in 100 pound wooden kegs wheeled up from river boats on the Illinois River.

In 1906, Maze converted to 50 pound boxes. “Our competitors stayed with the kegs,” said Loveland. “They were running ads: ‘Why lift a 50 pound box when you can easily roll a barrel right down the hardware store aisle?’”

In time, the boxes proved more practical.

## It’s Lonely at the Top

Maze Nails is the only 100 percent USA-made nail company still manufacturing in the U.S.

“It’s really sad to see all these competitors, people we’ve known for years, close, but the fact of the matter is, the last man standing wins, and we’re virtually the last man standing,” Loveland said.

Their biggest competitor now is China. Keeping a close connection to builders and



Roelif Loveland, president of Maze Nails, is a 5th generation member of the Maze family.

their evolving needs, and being nimble enough to make quick changes is part of how Maze sets itself apart. “If someone will buy them, we will make them,” Loveland said. “We will make small quantities if we have to.”

Today, Maze has some 3,400 different nails: for shakes, for metal, for wood, different colors, different nail points, different shank shapes and head shapes, and on and on. Maze itself has invented many types of nails, including both ring shank and spiral shank nails.

## Green aspects of nails

Reasons for its survival can also be found in how well Maze Nails has managed its incoming and outgoing resources, with 90 percent of everything being recycled.

“As far as I know, we’re the only nail maker touting the fact that our products are certified as made from recycled content,” Loveland said. “If you look at an imported nail, that’s mainly from freshly mined ore. The earth and land have been disrupted to get the steel they need. Ours is all from recycled, remelted steel from USA plants.”

## A nail for every purpose

With up to 7 million pounds of inventory stockpiled, getting the right nail for the right job is seldom an issue. Loveland noted: “As an ‘accessory’ item, we often simply follow the rest of the industry. When a manufacturer develops a new building product, we follow with a nail that can handle it with confidence.” **RB**



Kegs of Maze nails are rolled off a Rock Island freight train.

# PUT AN **END** TO THE

Don't let this happen to you!



# BEND!

- **MAZE NAILS** are made from high carbon steel eliminating frustrating nail bending.
- Nail bends are costly in both time and money!
- Use top quality **MAZE NAILS** for all of your building projects!
- All **MAZE NAILS** are 100% Made in the USA!
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America  
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Division of W. H. Maze Co.



Helping to build America since 1848



1 GOLD KEY WON



# MORTON BUILDINGS, INC.

**W:** [www.mortonbuildings.com](http://www.mortonbuildings.com)



Morton Buildings, Inc., headquartered in Morton, Illinois, is proud to be a leader in post-frame design, manufacturing and construction. Our legacy in rural America spans more than a century, when the company first began as the Interlocking Fence Company in 1903. We construct thousands of custom farm, equestrian, suburban, residential, and commercial buildings across the country each year.

Morton has continued to evolve

since the early 1900's and remains committed to advancing the post-frame industry by targeting new segments and geographies.

Our latest innovation, the Morton Foundation System, demonstrates our commitment to advancement. Innovations like this are key to expanding into new market sectors to compete against other construction methods. This system utilizes concrete lower columns and completely removes wood from the

ground, improving on the strength and durability of the structure.

Our research suggested that wood in the ground was a large barrier for those considering post-frame construction, and ultimately selected an alternative construction method. In response, our research and development team began experimenting with concrete lower columns several years ago. The result was our own specially-engineered foundation system that is the most advanced foundation in the post-frame industry.

At Morton, we believe that post-frame construction is one of the most resilient, versatile, and cost-effective construction options available. We are dedicated to ongoing innovation and growth to expand the opportunity for all within the post-frame industry, which is why we offer this as standard on all new Morton buildings. Concrete is a permanent solution and can be used in all climate conditions for a variety of building uses. There is no need to pre-treat it, so it provides a more eco-friendly option. Most importantly, it will ensure that the building's foundation will remain strong.

The look, style, and materials of post-frame buildings has evolved over time. And now the concrete lower column evolution is here. **RB**



## Evolution of Post-Frame at Morton Buildings



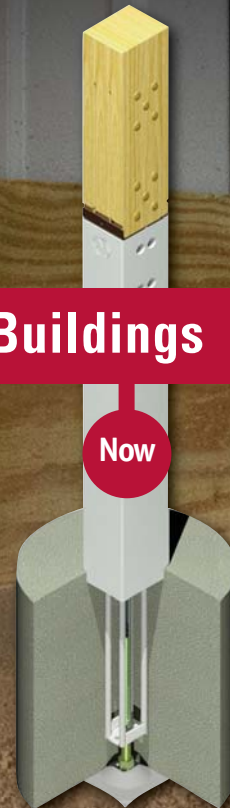
Square post  
in the ground



Laminated column  
in the ground



Laminated column  
with stilts



Morton Foundation System<sup>®</sup>

## THE NEW STANDARD IN FOUNDATIONS

A strong building starts with a strong foundation. At Morton, we're committed to innovation and elevating the perception of post-frame to open up new markets and opportunities. Our latest offering, the Morton Foundation System<sup>®</sup>, comes standard on all new buildings and removes wood from the ground in our structures. By doing so, we've eliminated one of the most common concerns regarding our method of construction and ensures that we're offering the strongest foundation possible.



**MORTON  
BUILDINGS<sup>®</sup>**

800-447-7436 • [mortonbuildings.com](http://mortonbuildings.com)



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Circle Reader Service #339



## PLYCO CORPORATION

W: [www.plyco.com](http://www.plyco.com) P: 800.558.5895

Thanks to the readers of *Rural Builder* for honoring Plyco with a 36<sup>th</sup> Gold Key of Excellence award. Wow!

Plyco continues to be a leading supplier of products to the post-frame, metal-frame and commercial construction industries by providing high-quality building products and excellent service. The Plyco philosophy revolves around a dedication to exceeding customer needs and expectations. The company continues its efforts toward improvement through pride in workmanship, service and innova-

tion. As a result, Plyco has become a leader in the industry, offering a full line of quality products supported by a direct employee sales team. Its innovative product delivery system provides customers what they need most—scheduled delivery of high-quality products at a competitive price.

Plyco is committed to developing and offering its customers new market-driven products that provide the builder a distinct advantage.

### Doors

Plyco offers an extensive variety of walk doors and service doors custom build to fit your application needs.

New from Plyco in its Series 98 insulated utility door line are the 98SS and the 98SP. The 98SS is a pre-hung 100 percent stainless steel door panel

and jamb ready for installation. The 98SP stainless steel perimeter door is a full fiberglass panel with a stainless steel reinforced perimeter designed for animal confinement.

### Windows

Builders choose Plyco windows for their durability, reliability and incredible value. The company's line of commercial, post-frame and residential windows offer the builder quality options for the building application. Being BUILT PLYCO STRONG means withstanding temperature changes and an annual barrage of rain and snow. A Plyco window must look great, function properly and add real value to its building.

### Products for all building applications

Plyco also manufacture a wide variety of cupola, ridge vents, track and hardware and horse stall systems. For many builders and contractors, Plyco provides one-stop distribution for the majority of their building component needs. **RB**



SINCE 1951

FASTENERS & CLOSURES  
RIDGE VENTS  
STALLS  
CHAMPION DOORS  
TRACK & HARDWARE  
COMPONENTS  
WALK DOORS  
POST FRAME  
CUPOLAS  
DUTCH DOORS  
INSULATION  
WALL VENTS  
COMMERCIAL  
**BUILD PLYCO STRONG**

## ONE WORD IN CONSTRUCTION EXCELLENCE

Since 1951, one word in the post frame and commercial construction industry has become synonymous with quality products and excellence in customer service – **PLYCO**. Plyco continues to stand by you and their commitment to providing a full line of products that surpass building codes and customer expectations. **Build PLYCO Strong**



# PLYCO

CORPORATION  
Elkhart Lake, Wis.

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HORSE STALLS • FASTENERS & CLOSURES • SPECIALTY PRODUCTS



Circle Reader Service #313



# SHERWIN-WILLIAMS COIL COATINGS

**W:** [www.coil.sherwin.com](http://www.coil.sherwin.com)

**S**herwin-Williams Coil Coatings (formerly Valspar) has been dedicated to bringing customers the latest innovations, the finest quality, and the best customer service in the coatings industry. Sherwin-Williams Coil Coatings pioneering paints and coatings have enhanced buildings from residential, commercial, industrial, agricultural, architectural to iconic buildings and the world's best-known brands. As one of the largest global coatings manufacturers in the world, Sherwin-Williams Coil Coatings provides a wide range of coatings in several industries.

Sherwin-Williams Coil Coatings offers a full range of high-performance architectural coatings in PVDF, SMP and polyester formulas. These superior coatings are available in a full palette of colors and surface textures to meet the most demanding environmental conditions and designs. Fluorpon® is their flagship coating, con-

taining 70 percent PVDF resins, and offering premium protection against harmful UV rays, chalk, fade and chemical degradation. WeatherXL™, the next generation enhanced silicone polyester coating, offers even more advanced protection against weathering to ensure that your design lasts for years to come. Looking for performance you can see and feel? Check out Sherwin-Williams' WeatherXL Crinkle Finish coating for a unique textured appearance. These high-quality coatings are extremely durable and have excellent film integrity and adhesion properties.

No matter what building component you need to protect—roofing, wall panels, canopies or fascia systems—Sherwin-Williams Coil Coatings has a coating solution to fit your unique needs. They are here to help you create a lasting impression for you and your customers. Sherwin-Williams offers the color, confidence and collaboration



needed to bring your building project to life.

Sherwin-Williams understands the important role that color plays in building design. They have color experts that are knowledgeable in color trends, color formulation and color services. Formulating the perfect color demands expertise, laboratory resources and testing proficiencies found nowhere else in the industry. They offer a full palette of colors to choose from or allow them to put their advanced color-matching technology to work for you to create your lasting impression.

Sherwin-Williams provides a superior level of customer service to ensure that your project goes as smoothly as possible. From the color matching process to unmatched delivery speed, Sherwin-Williams doesn't miss a beat when it comes to completing your project quickly and successfully while ensuring that it is beautiful, long-lasting, and functional. To do this, Sherwin-Williams collaborates with your team to understand your

project needs and create custom solutions that are guaranteed to perform.

While creating high-performing coatings that meet your needs is Sherwin-Williams No. 1 priority, they work hard to make sure that their coatings are environmentally friendly. Sherwin-Williams Coil Coatings has formed strong relationships with several green programs such as the Cool Roof Rating Council (CRRC), LEED and ENERGY STAR to develop testing methods, set product ratings, and weigh in on critical issues affecting both the environment and the coil and extrusion industry. Regardless of what your highest priority is—eco-friendliness, aesthetics, budget or performance—every factor should be taken into account when it comes to your project.

The scope of your vision should never be compromised. Sherwin-Williams Coil Coatings (formerly Valspar) strives to make your project shine as bright as the day it was imagined. **RB**



# OUR OBSESSION IS GROWING

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One name. Double the obsession for innovation. Twice the relentless dedication to color customization, performance, and expertise. Our portfolio offers the same architectural metal coatings you know and trust. Superior-quality, field-proven options including Fluropon®, our flagship 70% PVDF coating, and WeatherXL™, our SMP coating, both known for their time-tested reliability.

Put us together and see where color can take you. Contact us at [coil.sherwin.com](http://coil.sherwin.com).



**SHERWIN-WILLIAMS.**  
Coil Coatings

Circle Reader Service #484



# STEEL DYNAMICS

**w:** www.steeldynamics.com **p:** 800.799.8942

## SDI Is Honored to Serve Rural Construction Markets



**S**teel Dynamics' Flat Roll Group was recently awarded a 2018 Gold Key by *Rural Builder* magazine. This marks the seventh time the steelmaker has been honored with this award.

Steel Dynamics is proud to be an industry leader for rural applications and boasts the three most modern coil-coating paint lines in North America. SDI is the only domestic steelmaker that paints its own coil products and can customize to your needs, all the way from melt chemistry to high-end paint systems. The Flat Roll Group currently has the capacity to paint up to 750,000 tons annually.

"The Gold Key Award is a tremendous honor," said Brian Smallwood,

SDI Market Manager - Construction Products. "It's an indication that we're staying true to our customer service and quality goals, as we grow to meet demand. We offer the fastest, most cost-effective and worry-free supply chain in the industry."

Steel Dynamics began painting their flat-rolled steel products nearly 15 years ago at the Butler, Indiana, steelmaking facility. They now produce, paint, and ship steel coils from state-of-the-art facilities in Butler and Jeffersonville, Indiana, and Columbus, Mississippi, which recently ramped up a \$100 million expansion investment dedicated to painted Galvalume® and galvanized coil.



Steel Dynamics is committed to employee safety, on-time delivery, world-class service, and product quality as it grows throughout North America to meet demand for Galvalume® and galvanized steel.

Steel Dynamics projects robust demand for steel in commercial and residential construction and supporting industries over the next decade.

Smallwood highlighted some of the products produced and finished at Steel Dynamics, "We provide steel for residential and commercial roofing, siding, architectural panels, purlin and support parts across the industry. Our painted steel coils are the widest available in North America, at up to 72" wide. Market research and customer feedback indicates that our roofing and siding coil products are truly considered the "gold standard" in the U.S. industry. So, our seventh Gold Key is certainly appropriate and humbly appreciated!" **RB**





## It's a pretty **BIG** deal.



Steel Dynamics Flat Roll Group is a proud recipient of our seventh Gold Key Award from Rural Builder Magazine. Based on reader feedback, the Gold Key Award recognizes top suppliers for excellent service, dependable delivery, pricing and quality products, such as our outstanding painted GALVALUME® offerings.

Call us today to discover our entire line of painted and metallic-coated steel sheet — **the new gold standard.**

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300 Mifflin Road  
Pittsburgh, Pennsylvania 15207  
(412) 464-5000

 **Steel Dynamics, Inc.®**  
Flat Roll Group



## SUKUP MANUFACTURING CO.

W: [www.sukup.com](http://www.sukup.com) P: 641.892.4222

**S**ukup Manufacturing Co. is proud to be a Gold Key of Excellence Award winner for the 34th year. The company, founded in 1963, is privileged to have spent more than 55 years manufacturing steel products. They added steel buildings to their product line in 2011.

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

The new "hopper buildings" really bring together several state-of-the-art grain handling and storage technologies of Sukup Manufacturing Co. and its Sukup Steel Buildings division. "It really shows off a lot of what we do," said Sukup's CFO, Steve Sukup.

Sukup is IAS AC472 accredited and a MBMA member.

The clear span design of Sukup Steel Buildings allows the interior space to be adapted to your customers' specific needs, whether room is needed



to fold out a planter or partitions put up to create an office area, shop or storage area.

### SUKUP STEEL BUILDINGS FEATURE:

- Clear span construction.
- Pre-punched galvanized purlins and girts for a proper fit and faster installation.
- Straight or tapered columns.
- Wide range of exterior and trim colors to choose from.

The seams on Sukup standing seam roofs are mechanically-rolled to create a 360 degree Pittsburgh double-lock seam. This seam creates a durable, weather-tight seal. Movable roof clips allow the roof to expand and contract with temperature changes, preventing stress on the roof components. Sukup also manufactures a screw-down roof that is economical and easy to install.

Sukup Manufacturing Co. is the fastest-growing bin

manufacturer in the world. It is also the world's largest family-owned and operated full-line grain handling and storage equipment manufacturer.

Located in Sheffield, Iowa, USA, Sukup has been engineering solutions to protect and preserve the world's grain supply since 1963. In addition to their line of steel buildings, their product line includes farm and commercial grain bins, portable and tower dryers, centrifugal and axial fans and heaters, stirring machines, bin unloading equipment, and bin floors and supports. Sukup also makes a line of material handling equipment that includes bucket elevators, drag conveyors, chain loop conveyors, support structures, and catwalks. **RB**



# Sukup®

STEEL BUILDINGS



Sukup Manufacturing Co. Headquarters - Sheffield, Iowa



Dungeo's Furniture - New Hampton, Iowa



Ames Municipal Hangar - Ames, Iowa



West Fork Recreation Center - Sheffield, Iowa



Patterson Farms Grain Center - Fillmore, Missouri

# Sukup®

## STEEL BUILDINGS

With an expanding diversity of designs and uses, whether you need an agricultural building to house livestock, materials, or large machinery, or you are looking for an industrial or commercial structure, you can have it with a Sukup Steel Building.



### Why Purchase A

## SUKUP STEEL BUILDING?

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



Sukup Manufacturing Co. ■ Sheffield, IA 50475-0677 ■ [www.sukup.com](http://www.sukup.com)

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# VENTCO

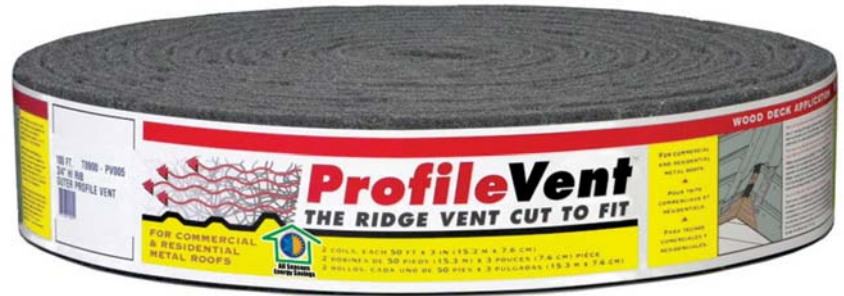
W: [www.profilevent.com](http://www.profilevent.com) P: 215.887.6580

The employees of Ventco Inc. are happy and proud to be recognized by the readers of *Rural Builder* magazine as one of the top suppliers in the industry.

“We were very excited to hear about winning the Gold Key for a second time,” says Marty Rotter, owner of Ventco. “Honestly, we get our satisfaction from having customers come back to us time and time again. That’s how we know we’re doing a good job and providing the best product at a fair price and service we can. And we aim to continue doing that far into the future.

“Still, this is quite an honor.”

ProfileVent is the most well-known Ventco product. ProfileVent is a single-layer ridge vent on a roll. It’s a strong, durable modified polyester, non-woven, non-wicking fiber-based matting, designed specifically for metal roofs. ProfileVent is specifically cut to fit 47 metal roofing profiles, more than any



other ventilation system manufacturer.

“It’s a unique product and it’s very effective,” Rotter explains. “ProfileVent is available in 47 profiles to perfectly match a variety of roofing profiles. It fits under any ridge cap and pitch ranging from 2:12 to 20:12. It won’t crack, dent or rust during shipping or installation and best of all, it can be rolled out and installed by one person.”

ProfileVent is a single-layer ridge vent delivered in 20-, 50- and 100-foot rolls,

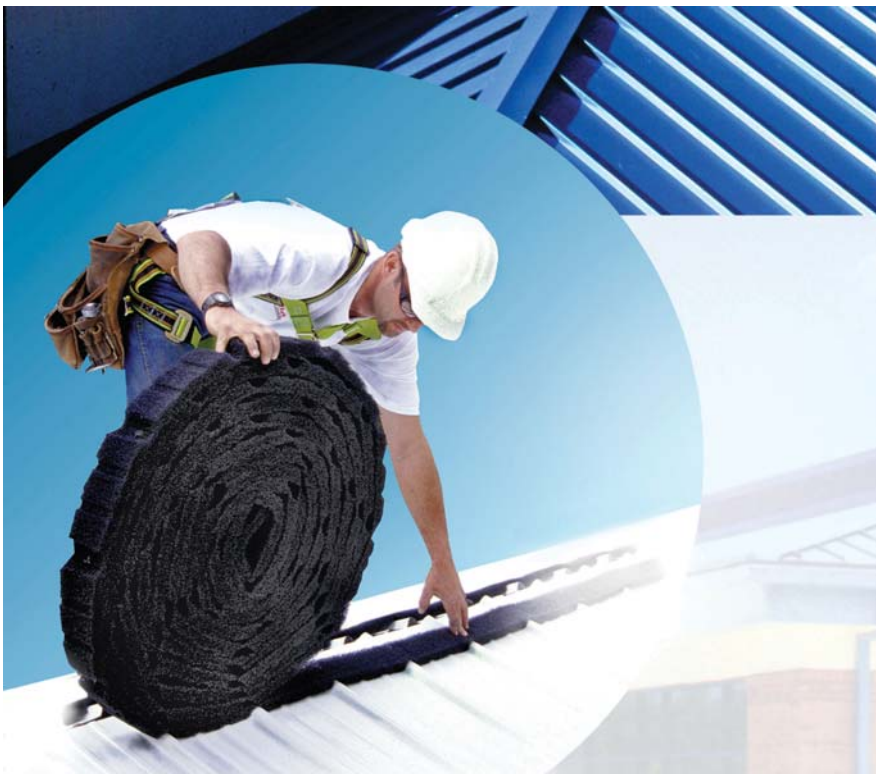
direct from Ventco. It’s a strong, durable modified polyester, non-woven, non-wicking, fiber-based matting designed specifically for metal roofs. ProfileVent has received a Notice of Acceptance from Miami-Dade County. ProfileVent’s unique design prevents compressing the ridge vent material through reducing the net-free area after installation.

“We have invested over \$8 million in facilities and equipment at our 118-acre facility,” says Rotter, with more than 70 domestic and international patents and patents pending. “We’re committed to providing ProfileVent and other products for the long haul. Our customers have been loyal to us and I guess winning the Gold Key again this year proves that. Thanks to our customers!

“All of our highly skilled employees are cross-trained in all production activities. Our employees have from 18 to 35 years of experience working with non-woven products.”

Industry proven for more than 20 years with no failures or callbacks, ProfileVent is still the only ventilation system in its category with a Class A Fire Rating and more testing behind it than any other in the industry. Ventco is offering its entire ProfileVent line of 58 continuous ventilation products for all styles of metal roofs direct to the market.

“ProfileVent is the original,” Rotter says “Precisely cut-to-fit the profile of more than 47 metal panels. All others are trying to duplicate the Ventco process with minimal success.” **RB**





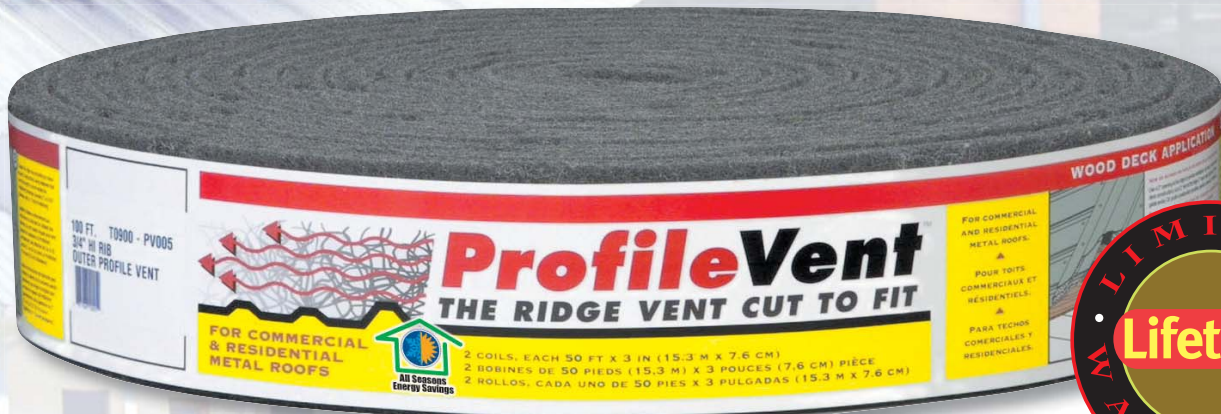
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Cut to fit **Standing Seam** and  
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**50 Profiles** for Commercial, Agricultural,  
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- Won't crack, dent or rust during shipping or installation
- Miami-Dade approved Noa No.: 07-0626.08

Also Available in  
**3' Hi Rib Stick 3/4"**  
and **R Panel Sticks**

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2018 Gold Key Award



## A.J. MANUFACTURING INC.

W: [www.ajdoor.com](http://www.ajdoor.com) P: 800.328.9448

**A**.J. Manufacturing is honored to be recognized with the Gold Key Award. A.J. is proud of and thankful for the collaborative customer relationships and the trust that those customers have in A.J.'s products and services. A.J. appreciates the opportunity to be an innovative partner to the post-frame industry and looks forward to meeting the continuously-expanding needs of the industry.

A.J.'s goal is to focus on its customers so their builders can focus on their business and customers. All orders are confirmed, in writing, with the item cost, ship date and shipping method. Customers can utilize A.J.'s

order tracking system – Accutrac to get real time updates and shipment tracking information.

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



Ron (Sid) Harris, one of A.J.'s truck drivers, recently celebrated his 45th anniversary of taking care of customers.

# Value Beyond Expectations!

A.J. Manufacturing has the door and window for every building.

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# A.B. MARTIN ROOFING SUPPLY

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

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

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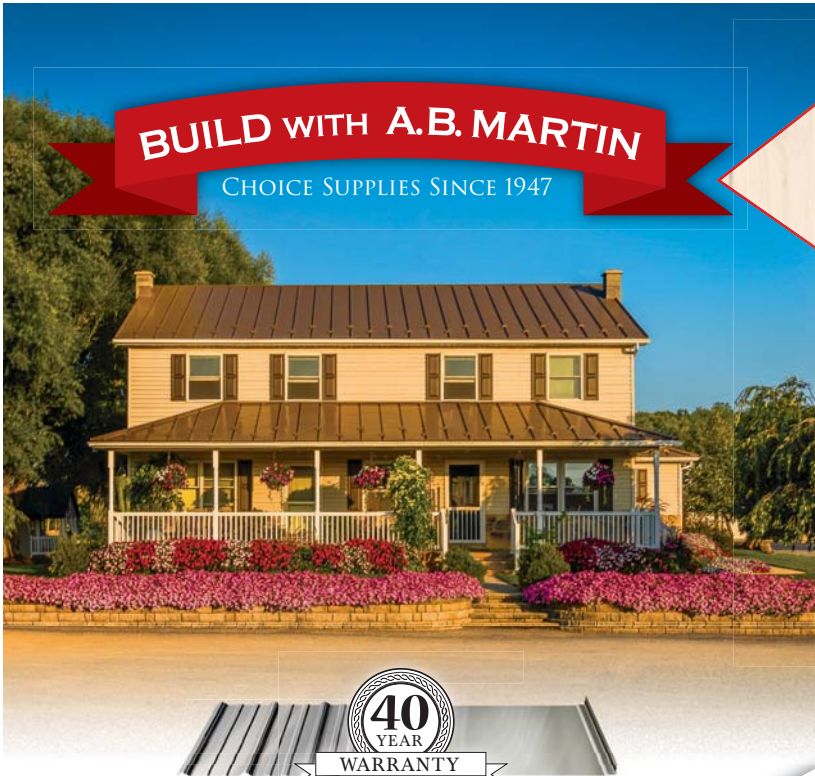


professional sales team and versatile truck fleet allow us to serve you quickly, with

unprecedented order turnarounds ... often the same day. **RB**

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Circle Reader Service #291



# CANNONBALL: HNP LLC

W: [www.cnbhnp.com](http://www.cnbhnp.com) P: 800.766.2825

**B**ased out of Beloit Wisconsin, CannonBall:HNP provides an extensive line of quality products designed for post frame and metal buildings. From the original round Keyhole™ Track to walk doors, windows, a full equestrian line, sliding door framing, polycarbonate skylights and much more, low cost value from a single source starts here. We also offer a full lifetime warranty on round track and trolleys, no questions asked.

At the beginning of 2018, CannonBall was acquired by Western Products of Indiana. The partnership between the two companies has given CannonBall the benefit of additional product availability

as well as enhanced buying power, manufacturing and distribution. Dating back to 1916, CannonBall continues to focus on providing customers with outstanding customer service, a knowledgeable sales team, personalized sales programs and quality products, all available coast to coast.

CannonBall would like to thank the readers of *Rural Builder* magazine and is proud to receive its 36th Gold Key Award. Our commitment to excellence is "The CannonBall Advantage".

RB





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**Ag-Tuf Features:**

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Circle Reader Service #386



# COVERTECH FLEXIBLE PACKAGING

W: www.rfoil.com P: 800-837-8961

## Leading the Way

For more than 28 years, rFOIL reflective insulation, manufactured by Covertech Flexible Packaging has been a North American leader in providing consistently high standards in servicing the rural construction industry.

rFOIL is a patented technology designed to reduce radiant heat gain/loss and control interior condensation in residential, commercial and HVAC applications. "Because rFOIL is made of non-fibrous insulation," says John Starr, vice president/partner, "there is no itching or exposure to glass fibers, and no protective equipment

or clothing is required".

He added, "Our approach to providing the top-of-the-line performance insulation, along with our in-house insulation experts and nationwide distribution network makes us the preferred choice of the rural construction industry."

rFOIL is the only product that comes with a 10 year Ultra Violet (UV) degradation guarantee against material flaking that also includes labor cost.

rFOIL has been approved under the new stricter IECC (International Energy Conservation Code) by ICC Evaluation Services (Evaluation report ESR 1226) and



is also ICC-ES listed (ESL-1044). rFOIL materials are tested under the ASTM 1224 Standard Specification for reflective insulation for building applications.

Covertech Flexible Packaging operates from its modern 107,000 square foot facility in Toronto, Canada and employs more than 100 people. **RB**



## ULTRA WHITE MBI METAL & POST FRAME BUILDING INSULATION (2600 Series)



- Blocks 96% of Radiant Heat Transfer
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Patented Products



# DIRECT METALS INC.

W: [www.directmetalsinc.com](http://www.directmetalsinc.com) P: 855-800-8878

The increasing need for long life commercial grade components in post-frame construction has brought many new top quality products to market. Our S.C.A.M.P. stainless steel cap headed fasteners now out sell our entry level WoodZIP fastener line.

The use of concealed fastener panels is steadily increasing. DMI is here to fill the need for commercial grade components for standing seam roofing. Our Panclip line of low profile fastener specifications have grown to exceed many building code requirements. The Panclip line carries the most Miami-Dade Listing Certification numbers of any low profile fastener line.

DMI is offering a full line of commercial grade accessories for standing seam which includes panel clips, low profile screws, pipe flashings, painted rivets, Butyl\*Roll sealant tape and more. Our newest additions include PanclipSS MTW fasteners and blind rivets in 316 stainless steel for use in highly corrosive environments.

DMI has also released a new line of Panclip and PAN\*CON fasteners designed for the installation of con-



cealed fastener PVC Liner Panels.

Together we can build stronger buildings while building stronger relationships and stronger reputations. **RB**



Offering inventory management and same day shipping to panel manufacturers and building product distributors from coast to coast.



New low cost  
high quality  
Vinyl windows  
code approved  
in every state.



Millions of fasteners in stock plus, Polycarbonate Skylight Panels, Structural Wood Screws, Pipe Flashings, Closures, Ridge Ventilation, Sealants, Doors, Vinyl Windows, rFoil Insulation, PVC Liner Panels, Panel Clips, and more.

[www.directmetalsinc.com](http://www.directmetalsinc.com) ph: 855-800-8878 [info@directmetalsinc.com](mailto:info@directmetalsinc.com)



# FASTENERS DIRECT LLC

W: [www.fastenersdirectllc.com](http://www.fastenersdirectllc.com) P: 800.450.3986

**F**asteners Direct LLC gives rollformers an advantage with a full line of industry-leading parts and award-winning service. Its Surloc anti-backout screw pierces a 29 gauge panel faster and installs quicker, and it also looks better than any screw on the market. The same can be said of its FMX line of self-drilling screws with the Torpedo drill point.

Fasteners Direct LLC provides one-stop shopping for screws, rivets, closure, caulk, Decks brand flashing, Condenstop condensation control and strippable film. Everything the discerning rollformer needs ships the same or the next day from the middle of America.

Rollformers are encouraged to request samples and see for themselves if the products are better. They will likely find that they can save money too! **RB**



Post Frame

  
 You have tried  
 the rest –  
 Now call the **BEST!**



Residential



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Local:  
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Toll Free:  
800.450.3986

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Pre-Engineered



Accessories

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[info@fastenersdirectllc.com](mailto:info@fastenersdirectllc.com)



Circle Reader Service #507



17 GOLD KEYS WON



# LELAND INDUSTRIES

W: [www.lelandindustries.com](http://www.lelandindustries.com) P: 800.263.3393

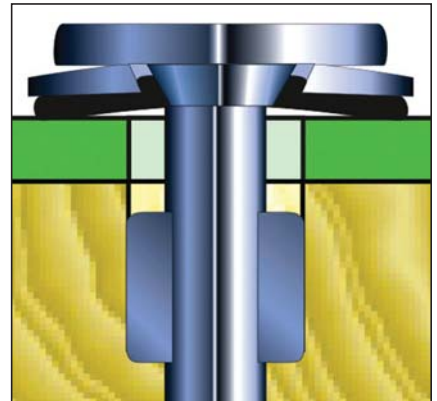
Leland Industries has been manufacturing fasteners in Toronto, Canada for 34 years. During this time, Leland has become one of North America's largest manufacturers and suppliers to the post-frame market. Leland has accomplished this through their continual desire to provide every customer with the best service and highest quality fastener.

Leland's continued innovation has included their patented One Steppers for PVC and polycarbonate panels with Flow Cone EPDM washers to ensure your building will never leak. Leland's powder coat system offers more than 100 colors, including a match to the new

crinkle finish coatings, and provides a written warranty to match the warranty of the panel.

Leland has seven warehouses strategically located across North America to service the growing needs of their customers. Leland also maintains the largest inventory of stainless steel fasteners for applications which may require the next level of protection; such as animal confinement, potash mining, etc.

It's easy to understand why Leland is one of North America's most prominent and sought-out manufacturers and suppliers: service and quality. No wonder they have received 17 consecutive Gold Key awards.



Leland's patented "One-stepper".

The only question left is, what will they come up with next? **RB**

## We powder coat **UNDER** the head, so corrosion doesn't stand a chance!

**LEAD-FREE**  
ENVIRONMENTALLY FRIENDLY!

2018

RB

With over 20 years experience Leland has developed a superior powder coating process for bolts, nuts and screws.

- Our film thickness is far thicker than common powder coatings
- Powder coating over our patented JS1000 plating gives a level of corrosion resistance unexcelled in the industry
- Exceeds 50 cycles in Kesternich 2L SO2/cycle tests
- Over 100 colours, for carbon or stainless steel



[www.lelandindustries.com](http://www.lelandindustries.com)

**1-800-263-3393**

Circle Reader Service #341



# LEVI'S BUILDING COMPONENTS

www.levisbuildingcomponents.com 877.897.7020

Levi's Building Components® is celebrating 40 years of quality products and honest service.

Levi's began as a small shop in Bird-in-Hand, Pennsylvania, and has now grown to be an industry-leading supplier of metal roofing accessories.

The Levi's mission is to bring quality products and exceptional service to the metal roofing industry. Not only does Levi's continue to accomplish this mission, but strong and continuing growth has made for consistent delivery on its promises.

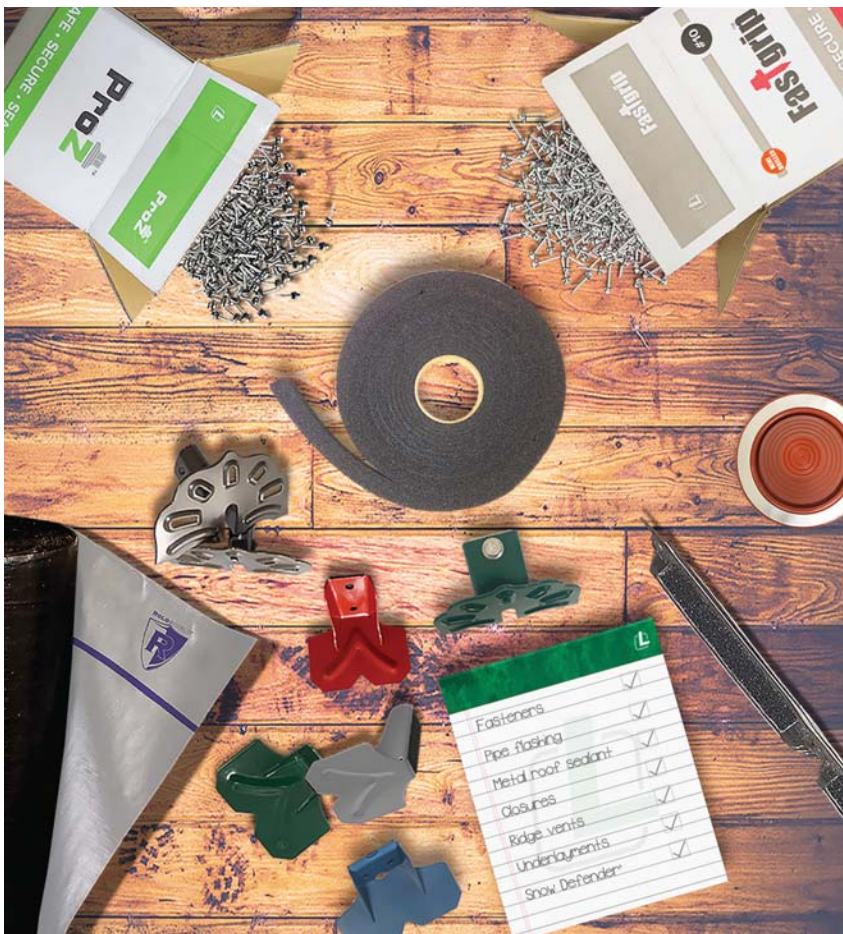
New product introductions include the Snow Defender® 7500 DECO™ and 85RF DECO™, the Logrip™ low



profile fastener, the Fastgrip™ MINI-DRILLER™, Fastvent™ Plus R Panel closures and the Spring-Loaded Nut Setter.

With a growing product line, unique

services such as quick shipping and more than 40 available colors, Levi's is a one-stop-shop for metal roofing accessories and dependable service. **RB**



## Buy all your accessories in one place!

Call about becoming a Levi's distributor today.  
877-897-7020

levisbuildingcomponents.com  
137 Newport Rd, Leola PA 17540





4 GOLD KEYS WON



## MFM BUILDING PRODUCTS

W: [www.mfmbp.com](http://www.mfmbp.com) P: 800.882.7663

“All things being equal, the simplest solution tends to be the best one.” – William of Occam

**PEEL & SEAL®**  
SELF-STICK ROLL ROOFING



**We couldn't agree more.**

Peel & Seal® is the best and simplest solution for low-slope roof and flashing repairs. Just peel off the release liner, press into place, and roll smooth to seal the leak. That's all it takes. Leave exposed for years of worry-free protection.



Learn more at [www.mfmbp.com](http://www.mfmbp.com)  
or by calling 800-882-7663.



### Versatile Self-Adhering Waterproofing Membrane

**P**eel & Seal® from MFM Building Products is celebrating the product's 30th Anniversary in 2018. This self-adhering, 45 mil, self-adhering membrane is specifically designed for low slope roofing and general flashing applications. The single-ply membrane adheres direct to the roof deck and provides a long-lasting, durable, maintenance-free roofing surface.

Peel & Seal is so versatile that it can be used for whole roofs, flashing around exterior protrusions, gutter repair and any hard to waterproof area. The membrane is self-sealing around common fasteners to provide a watertight seal to prevent the infiltration of water.

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

Circle Reader Service #412



# MARCO INDUSTRIES

W: [www.MarcoIndustries.com](http://www.MarcoIndustries.com) P: 800.800.8590

For more than 25 years, Marco Industries has been the industry leader in the manufacturing and distribution of quality products for the metal roofing and cladding industry.

The Marco Weather-Tite System offers a comprehensive line of products that offers easy installation, remarkable building ventilation, lower utility costs, extreme durability, and outstanding warranties for our customers' metal roof and wall systems.

Marco has created a tradition of providing innovative products. Our full line of ventilation products offers you a choice, all made from superior mate-

rial that outlasts and outperforms the competitors.

Our ventilation products feature an exclusive nonwoven polyester material that delivers long-lasting resiliency and breathes, to help prevent moisture absorption that can lead to costly rework, repairs and high energy cost.

Marco continues to deliver cutting-edge products like LP2, a low-profile vented closure for metal roofs; FlexPro, a profile-cut venting material that offers a balanced combination of outstanding features from our superior LP2 and economical Flex-O-Vent products; and Flex-O-Vent, the flexible foam ridge

vent for all roof types.

All offer a 40-year limited warranty, easy one-person installation, and two full beads of M63 Marco proprietary adhesive for superior hold.

With our Tulsa-based headquarters and central manufacturing plant, five distribution facilities in North America, and regional sales team, Marco continues to be the company builders and manufacturers choose for metal roofing.

Our products will save you time and money, and that's "Value Through the Roof." **RB**

## NORTH AMERICA'S LEADING VENTILATION MANUFACTURER



- Easy one-person installation.
- Offered in 120 profiles and growing.
- Available as a profile cut roll or stick with 26 square inches of NFA\*.
- Won't absorb moisture and passes 110 mph wind driven rain test.
- Contains two continuous beads of M-63 Marco's proprietary industrial strength adhesive for a secure fit.



800.800.8590 / [MarcoIndustries.com](http://MarcoIndustries.com)



\*NFA varies based on product height, panel profile, and installation methods.

Circle Reader Service #355



7 GOLD KEYS WON



# MILL STEEL

**W:** [www.millsteel.com](http://www.millsteel.com)

"Mill Steel is very adept at adjusting with market conditions and keeping their customers competitive and apprised of the ever-changing steel landscape."

- Jeff King Regional Sales Manager Precoat Metals



**M**ill Steel Co. is one of North America's premier flat-rolled steel suppliers. With a well-seasoned staff in building products and the industry's top-of-the-line coating systems, you are in good hands. We are reliable, accountable, and

supply quality product backed by exceptional customer service.

Hear from some of our valued partners and customers on exactly what it means to do business with an industry leader:

"Mill Steel is one of our most reliable partners in the metal construction industry. Through their vast market reach and solid relationships, they have become a supplier of choice for steel coils and metal processing across the country. Their professional approach to business, state of the art facilities and trustworthiness have earned them steady growth year after year and has made them an ideal partner for us."

-Edgar Fernandez, Ternium USA

"Ever since Mill Steel entered the Houston market, they have made it easy for Hilco to do business with them. Their sales representatives' extensive knowledge of building products, along with Mill Steel's commitment to quality, helps my company excel."

-Brad Hildebrandt, President of Hilco Metal Supply

**RB**



## DISCOVER THE DIFFERENCE

- EXPERT IN-HOUSE PROCESSING
- TOP-OF-THE-LINE COATING SYSTEMS
- STRATEGICALLY LOCATED INVENTORY
- DEDICATED CARRIERS
- SUPERIOR CUSTOMER SERVICE
- PAINT EXPERTS ON STAFF



LEARN MORE AT  
[WWW.MILLSTEEL.COM](http://WWW.MILLSTEEL.COM)

Circle Reader Service #415



# PALRAM AMERICAS

w: [www.PalramAmericas.com](http://www.PalramAmericas.com) p: 800.999.9459 fax: 610.285.9928

**W**ith more than 50 years of experience, Palram Americas, a leading manufacturer of Polycarbonate and PVC sheets, draws inspiration from market trends and customer requirements to create innovative solutions. This constant innovation brings products and technology to the market that benefits the entire supply chain from the distributor to the end user.

The latest addition to the Palram product line is DURACLAD™, the interlocking PVC liner panel. While Palram is not the first to offer such a product, we created a better design. DURACLAD's inner walls are up to 20 percent thicker than the com-

petition, resulting in DURACLAD being stronger by design. In addition, the trim pieces are a compression fit, resulting in greater resistance to water infiltration. The bright white color with a smooth surface provides additional light reflectance and an easy-to-clean surface.

For daylighting solutions, Palram also offers the ever-popular SUNSKY® polycarbonate panels with a co-extruded UV layer. Along with its high impact resistance, SUNSKY won't bloom or crack like FRP, is lightweight and maintains excellent load ratings. In addition, Palram's proprietary MetalMatch™ technology allows the rapid creation of SUNSKY

polycarbonate panels to match virtually any existing metal profile. This technology is excellent for projects that can benefit from natural daylighting.

Other available products include AG-TUF™ and AG-TUF™ UV, the bright white corrugated PVC liner panels created for use in agricultural applications such as hog enclosures, dairy operations and much more. The liner panels have a high chemical resistance and are easy to install and clean with conventional methods.

Palram Americas is proud to receive another Gold Key of Excellence award and pledges to continue to provide the highest standards of products and service. **RB**

**Stronger by design.**

NEW Duraclad PVC Interlocking Panels

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

Warrantied for 20 years, and easy to maintain

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

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

2018 RB

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

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

high-gloss finish is easy to sanitize and also reflects light in low-lighting conditions. Built to last, Duraclad panels are backed by

### TYPICAL APPLICATIONS

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

an industry best 20-year warranty. To learn more or to receive free samples and literature, please visit: [www.PalramAmericas.com/Duraclad](http://www.PalramAmericas.com/Duraclad) or call 800-999-9459.



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

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7 GOLD KEYS WON



# PERMA-COLUMN

W: [www.permacolumn.com](http://www.permacolumn.com) P: (800) 622-7190

## Build Better, Build Stronger, Build to Last.

**S**tart with a permanent post-frame columns up from the conditions that cause foundation: By elevating wood columns rot, Perma-Column® precast concrete

**BUILD BETTER. BUILD STRONGER.  
BUILD TO LAST.**



### START OFF ON THE RIGHT FOOTING

Wood in the ground will rot. Concrete will not. Post-frame construction has advanced beyond the decaying practice of burying wood columns in the ground. Perma-Column® elevates wood out of the ground, so your post-frame building will last for generations – guaranteed.



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**The Perma-Column® System**  
Permanent post-frame foundations



**Sturdi-Wall™ Brackets**  
Drill set for cured foundations



**Sturdi-Wall Plus™ Brackets**  
Wet set for poured foundations

Perma-Column® is honored to be a 7-time recipient of the Rural Builder Gold Key Award for serving the industry with consistently high standards.



columns outperform wood in the ground every time.

Combining the durability of concrete and the strength of steel with the versatility of wood, the Perma-Column system is the professional post-frame builders foundation of choice.

### Guaranteed For A Lifetime

Give your customers peace of mind: The Perma-Column system creates a foundation that will last for generations. Professional post-frame builders have relied on the proven performance of Perma-Column since 2003.

Your customers deserve permanent solutions. Perma-Column precast concrete columns easily integrate into your current building process. For poured concrete foundations, Sturdi-Wall and Sturdi-Wall Plus Brackets simplify post-frame construction. **RB**

[www.permacolumn.com](http://www.permacolumn.com)



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Circle Reader Service #500

**RICHLAND**  
 LAMINATED COLUMNS LLC

# RICHLAND LAMINATED COLUMNS LLC

p: 419-895-0036 f: 419-895-0062

It has been another very busy year here at Richland Laminated Columns. We've had three major expansions since our founding in 2005, and we are embarking upon our fourth in 2018. In June, we broke ground on a new manufacturing facility at our home base in Greenwich, Ohio.

Last year we opened our first factory outside of Ohio. This additional location, in Linton, Indiana, has helped to speed product delivery throughout the region, and to fulfill our mission to become: "Your One Stop Pole Shop".

Earlier this year, Richland Laminated became the official manufacturer and distributor of GreenPosts in partnership with

Planet Saver Industries. Production went into full swing this past spring as well as distribution to a five state area.

GreenPost is one of a growing list of products now offered by Richland Laminated. It all began with the Richland Laminated Column developed by a 19-year-old post-frame builder, Elmer Sensenig. He envisioned that other builders could be helped by his product. Elmer went on to establish the business, Richland Laminated Columns LLC. The Richland Laminated Column is today joined by Sturdi Wall and Strudi Wall Plus Brackets, Post Protectors, The Footing Pad, Concrete Post Pads, Perma-Columns

and GreenPost.

Richland Laminated started as a one-man operation. It currently employs 17 workers. We have four semi delivery trucks, two of them equipped with a Moffett piggyback lift for drop-site deliveries.

"As the needs of post-frame builders increase, so will the diversity of what we offer, using service, honesty and old-school values as our business cornerstones," owner Elmer Sensenig said, adding: "We have been truly blessed with a strong and healthy business and we credit the Good Lord, our dedicated employees and our expanding list of loyal customers for this success." **RB**



# RICHLAND

## LAMINATED COLUMNS LLC

### "Your One Stop Pole Shop"

Distributor of Sturdi Wall and Sturdi Wall Plus Brackets

Manufacturer of Quality Laminated Columns and Richland Perma-Columns

3-Ply, 4-Ply, 2+6, 2+8 • 100% Treated or Non Treated

Superior Treatment • #1SYP Lumber • 30% Stronger than 6x6 solid



*Thank you for another successful year!*

8252 Greenwich, Ohio 44837

Call Today for Nearest Distributor, Wholesale Only

Phone: 419-895-0036

FAX: 419-895-0062



We are now manufacturing the **Green Post!**

Circle Reader Service #440





# RIGIDPLY RAFTERS INC.

**w:** www.rigidply.com **p:** 717.866.6581

In the summer of 1954, the Shirk family began to manufacture laminated wood rafters in their home in Myerstown, Pennsylvania. Before and after school, several sets of rafters were glued and clamped together in the basement of their house.

In time, the family felt that the business needed a name which was truly descriptive of the quality product they were producing. The name Rigidply Rafters was established in 1954 by Chester F. Shirk, the owner

and operator of this contracting company.

Today, the Rigidply Rafters name continues as a testament to the superior work produced by this family-owned business. Rigidply Rafters currently employs more than 200 people and operates a manufacturing plant in Richland, Pennsylvania. A second manufacturing plant is located in Oakland, Maryland.

Everyone at Rigidply Rafters is fully committed to serving its customers and



providing them with the finest products available. The excellence the company strives for is to continually show its appreciation for its customers' loyalty to Rigidply Rafters.

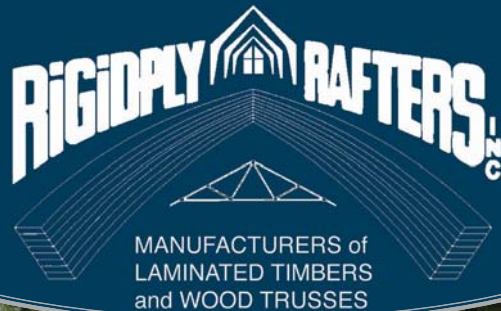
Among the products the company produces:

- Glulam treated posts

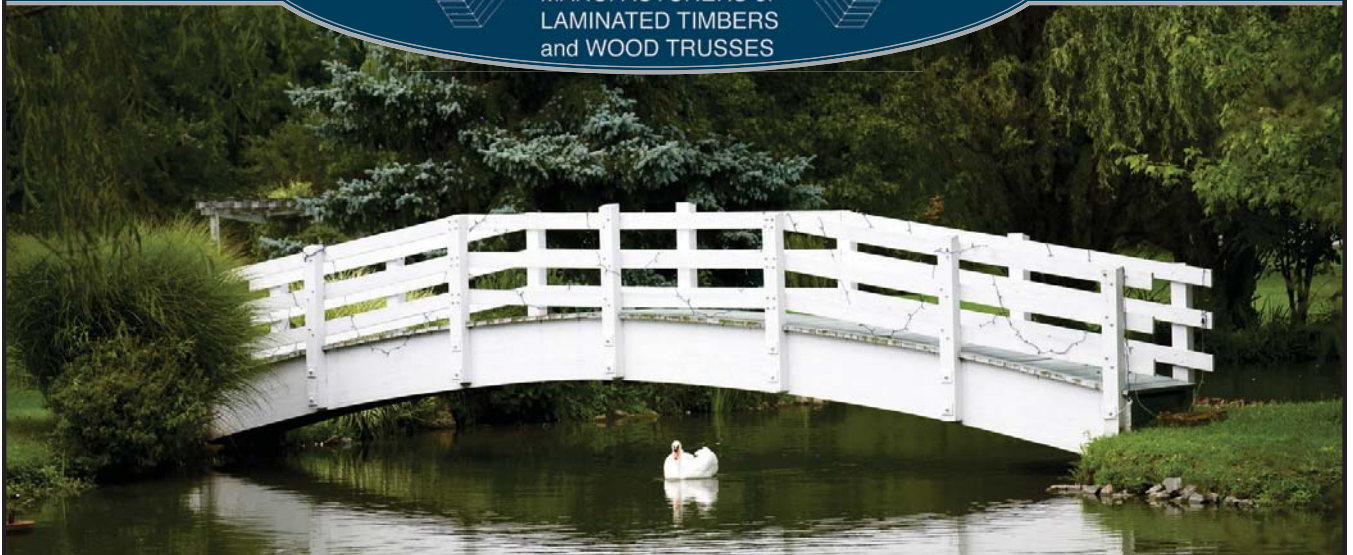
- Roof and floor trusses
- Glulam arches
- Glulam beams
- T&G and V-groove decking
- Complete line of post-frame building materials
- Crane service

RB

PAVILIONS · ARCHES  
HEAVY TIMBER TRUSSES  
BRIDGES · POSTS  
BEAMS



**BE INSPIRED...**  
Let the beauty of wood  
bring your dreams into  
reality.



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WWW.RIGIDPLY.COM  
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Circle Reader Service #382



**S-5!**

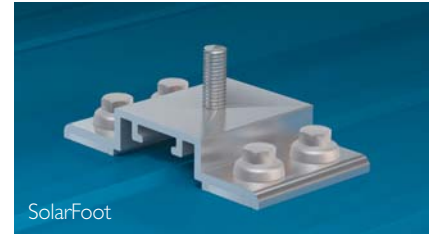
W: [www.S-5.com](http://www.S-5.com) P: 888.825.3432

**A**lways innovating, S-5! recently introduced two new product lines. The PV Kit 2.0 and SolarFoot—the right products in combining PV arrays on standing seam metal or exposed fastener roof types.

The new and improved PV Kit—PV Kit 2.0—boasting lower installation time and cost for mounting PV arrays. The kit comes pre-assembled with MidGrab or EdgeGrab for easier and more efficient installation. The SolarFoot provides an ideal mounting platform to attach the L-Foot of a rail-mounted PV system to an exposed fastener roof such as AG-Panel or R-Panel.

S-5! clamps and brackets allow just about anything to be easily mounted to metal roofs, providing permanent attachment of countless ancillary items, including HVAC units, solar installation solutions, snow guards, etc.

S-5! products are installed on more than 1.9 million roofs worldwide and trusted by engineers for critical holding strength, by architects for sleek aesthetics, by roofers for zero-penetration and by contractors for easy installation and reduced mounting costs. Through rigorous research, testing and engineering, S-5!'s unique attachment products have revolutionized the metal roofing



SolarFoot

industry. We consistently exceed customer expectations by delivering unprecedented value and innovative excellence in the metal construction marketplace.

More than 150 metal roofing manufacturers are listed on S-5!'s website as compatible components with S-5! systems. **RB**



## KEEPING SNOW IN ITS PLACE.

S-5!® provides zero-penetration clamps to attach snow retention systems and other ancillary items to standing seam metal roofs without violating the integrity of the roof or the roof's warranties.



Avoid a rooftop avalanche, *The Right Way!*™ Visit [S-5.com](http://S-5.com) to learn more.



- No-cost 25-year manufacturer's warranty\*
- Available at 50 locations nationwide
- 26 years of proven performance
- Load tested for holding strength on 500 different roof profiles, materials, gauges
- Easy-to-use online snow guard calculator
- Fully engineered systems, registered PE stamp available in all 50 states
- And *still* lower cost than the look-alikes

\* Visit [www.S-5.com](http://www.S-5.com) for details about our limited warranties

ColorGard® • X-Gard 1.0 and 2.0 • SnoRail™ • SnoFence • DualGard™ • Versagard™  
The Right Way!™ | (888) 825-3432 | [www.s-5.com](http://www.s-5.com)





12 GOLD KEYS WON



# ST FASTENING SYSTEMS

W: [www.stfasteningsystems.com](http://www.stfasteningsystems.com) P: 800.352.4864

The past 12 months have been very exciting and transformational for ST Fastening Systems as we accept our 12th Gold Key Award. In late 2017, ST Fastening agreed to be acquired by The Hillman Group,



**ZXL MB WoodBinder**  
If It Doesn't Say ZXL, It's An Imitation

**DIE CAST ZAMAC HEAD**  
**NO RED RUST**

**40 YEAR WARRANTY**  
**LONG LIFE**

**POWERFUL ZXL MB**  
CORROSION DEFENSE POWDER COAT SYSTEM  
NO RED RUST ZAMAC DIE CAST HEAD  
MICRO-BIT SELF DRILL POINT

Cincinnati, Ohio, a leader in fasteners for the retail market.

Joe Hargis, founder and CEO for 25 years, completed the sale in November 2017. A new chapter now begins.

What Mr. Hargis began will continue with the tremendous resources Hillman can provide. The ST Fastening motto—"Strength Through Innovation"—will continue.

Innovation is at the core of all that ST Fastening brings to the construction fastener market. From the unique KWIKSEAL WOODBINDER thread design to the new MB Micro-Bit drill point and finally, the ZXL WOODBINDER zinc-aluminum alloy head for 40 year warranty metal panels, ST is driven to help improve the look and life of all buildings.

The most high-quality corrosion-resistant plating and sophisticated POWDERFUL powder-coating paint system helps protect a building owner's fastener investment.

This same innovative passion applies to our pre-engineered metal building fastener line with the MAXX STEELBINDER.

Finally, the company completes its product line by manufacturing high quality foam and vented closures.

It supplies rubber pipe flashings, snow retention products, pancake and wafer screws for standing seam roofs, painted rivets and various sealants.

Thank you to the readers of *Rural Builder* for this award. **RB**

## Proven Innovation

### Innovation vs Imitation

ZXL MB WOODBINDER is the most innovative fastener that continues to evolve. It has proven over time to be the most durable & corrosion resistant solution for long-life metal panels.



No Red-Rust Guaranteed!

### The Evolution of a Great Fastener

2001

ZXL ZAMAC DIE-CAST MOLDED HEAD has set the standard for red rust prevention. The unique design of the zinc-aluminum alloy molded head with undercut rubber washer is a proprietary process with no equal.



### Power of Powder

2010

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.

CALL TODAY  
1-800-352-4864

[www.stfasteningsystems.com](http://www.stfasteningsystems.com)

**TWO SCREW SYSTEM**

**2018 RB**  
Awarded For The Past 12 Years

**ST**  
CORROSION RESISTANT SERIES

**GREEN**  
ECO-FRIENDLY

**MOLDED STRONG IN THE USA**



# SCHWEISS DOORS

W: [www.schweissdoors.com](http://www.schweissdoors.com) P: 800.746.8273

## Schweiss Doors Engineers Easy-To-Grease Wrap-Around Hinge

The engineering team at Schweiss Doors has developed an easy-to-grease hinge for hydraulic doors.

The new hinge design with grease zerks on every hinge allows users to easily grease hinges from the underside of the doorframe without having to remove the top rubber weatherseal.

The wrap-around hinge brackets connect directly to the vertical push tubes for added strength. Schweiss Doors door frames are designed with double push tubes

Schweiss Hydraulic doors are popular in the agricultural, aviation, commercial and industrial door markets. For dependability Schweiss hydraulic doors are the best on the market.

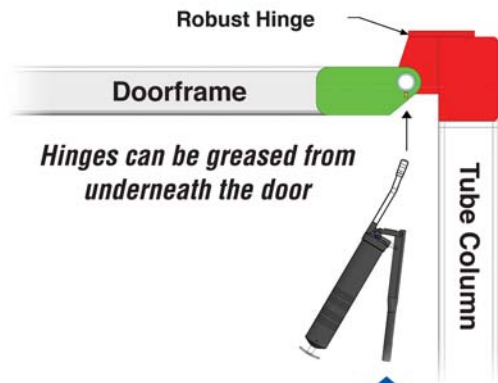
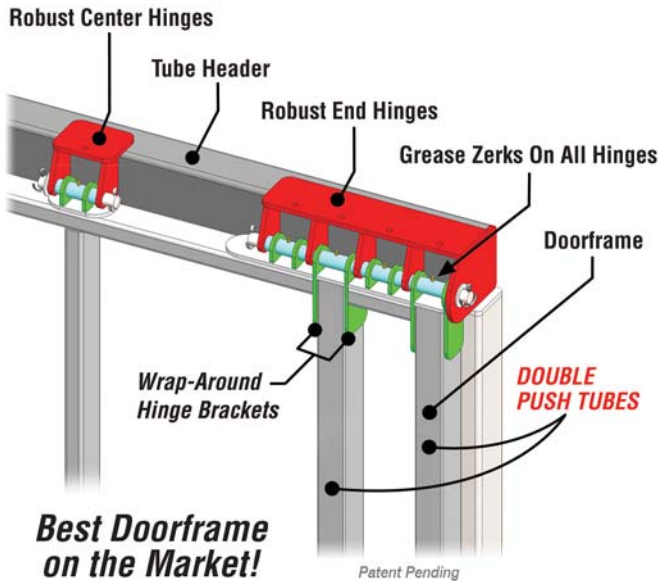
directly to the header tube. The advantage of double push tubes is that forces of the hydraulic cylinders are evenly distributed to the door frame and the new wrap-around hinges. The double push tubes provide extra support against forces imposed by hydraulic cylinders used to open and close the door. **RB**



## SCHWEISS "ONE-PIECE" HYDRAULIC DOORS

# BETTER, STRONGER HINGE DESIGN

The Hinge Makes The Door



**SCHWEISS** is the only manufacturer to offer hinges that can be greased from underneath the door without removing the top weather seal.



5 GOLD KEYS WON



# SNOBAR

W: [www.snobar.com](http://www.snobar.com) P: 800.711.9724

**S**NOBAR's success is not measured by how many jobs we sell, but by providing the best possible solution to each and every customer.

SNOBAR provides a lifetime warranty on all designed systems so the customer knows it is done right the first time. We specialize in snow retention applications for standing seam, exposed fastener, membrane/TPO and shingle roofs. Our bar systems are available in aluminum, stainless steel, or galvanized steel, and can be custom powder coated. We have mounts for single bar and double bar applications to meet your architect's design specification.

SnoBlox-Snojax is the exclusive distributor for SNOBAR. The division is headed by Jason Nagaki, formerly of Riddell and Co. Jason brings decades of experience in developing, testing, and manufacturing snow retention products. SNOBAR is consistently ranked among the industry's highest in customer service. Our consumers vary from homeowners, contractors, architects, all branches of the military, U.S. Army Corp of Engineers, numerous international airports, and commercial building owners across the country.

SnoBlox-Snojax offers a wide selection of premium snow retention prod-

ucts, allowing us to meet individual requirements. Brion McMullen, president of SnoBlox-Snojax explains, "Our recent warehouse expansion has allowed us to ship most products the same day as ordered. Our buyers demand fast turnaround and the highest quality products and service, and we strive to meet these expectations every day! All of our products are made exclusively in the USA and we back what we sell for the life of the roof."

To learn more please visit our free AIA CEU accredited training course at [www.SnowRetention101.com](http://www.SnowRetention101.com). **RB**

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Circle Reader Service #417



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W: [www.starwoodrafters.com](http://www.starwoodrafters.com) P: 888.525.5878

**S**tarwood Rafters was founded in 1964 as a manufacturer of laminated arch rafters and beams. Starting out in Independence, Wisconsin, it was a three-man operation, with the original owners, Joseph Wozney and his two partners working nights after working at their regular jobs. They shipped mainly to Wisconsin, Minnesota, Iowa and the Dakotas.

In the early 1970s, they developed the Lam-Ply Truss, combining plywood, glulams and dimensional lumber to make a truss that is stronger than a conventional web truss. This allows the builder to space them farther apart to reduce erection

time and labor costs. This design also limits bird nesting and improves ventilation in livestock facilities.

The Lam-Ply Truss can span up to 80 feet and is used in many applications, from machinery storage, to livestock facilities, to horse arenas, to park shelters. It also has been developed with a gambrel-style and a mono-slope design. All Starwood products are custom-designed to meet customers' specifications.

Today Joseph's sons, Corey Wozney and Steve Wozney, and his son-in-law, Randy Sluga, operate the company. Still in Independence, Wisconsin, Starwood

Rafters now ships products anywhere in the U.S. Starwood Rafters' biggest asset is its ability to be flexible to meet its customers' needs. There is no job too big or too small. **RB**

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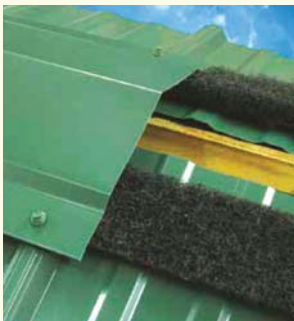
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Ventco has maintained superior quality and proven performance for more than 30 years

with no callbacks. The company's computerized equipment creates custom profiles at reasonable cost. All profiles are Class A Fire Rated, fit roof pitches from 2:12-20:12, won't crack, freeze, shrink or form mold and mildew on metal panels. ProfileVent is also available in convenient 3-foot sticks.

[www.profilevent.com](http://www.profilevent.com)



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As one of the most specified providers of steel buildings, VP products meet requirements for U.S. Army Corps of Engineers, Underwriters Laboratories, Energy Star, Cool Roof Ratings Council,

Miami-Dade County Commission and Factory Mutual.

Headquartered in Memphis, Tennessee, the company markets its products through a network of nearly 1,000 authorized builders within the U.S. and Canada. VP is a member of the Canadian Sheet Steel Building Institute, the Canadian Welding Bureau, the U.S. Green Building Council and a founding member of the Metal Building Manufacturers Association.

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Circle Reader Service #301



11 GOLD KEYS WON



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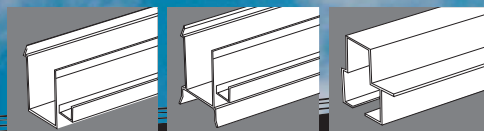


## ROUND TRACK

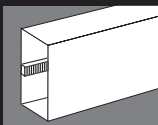
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Circle Reader Service #374



# WICK BUILDINGS

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**W**ick Buildings provides custom designed and engineered buildings through a network of independent builders for agricultural, commercial, suburban and equine use. With more than 74,000 buildings constructed over the past 64 years, Wick Buildings knows what it takes to create a building that will stand the test of time—and all that Mother Nature cares to send its way.

**Flexible design.** One of Wick Buildings' biggest advantages is design flexibility both outside and inside. In addition to large clear-span capability of 100 feet in width, Wick's engineered wood-frame buildings can incorporate interior build-outs and the addition of wings and leans-to provide additional space.

**Energy efficiency.** Energy efficiency is a hallmark of Wick Buildings. Many wall and roof steel "cool colors" can be selected with sun reflectivity in mind to reduce roof temperatures up to 100°F. With several ceiling insulation options and insulated flush wall configurations, interiors are cozy, draft-free and ready for interior build-out.

**Customization.** Wick works with independent builders to customize each design around the needs of the buyer and local building codes. Wick Buildings' design staff can customize the design and provide engineer-stamped plans for code approvals.

**High quality materials.** High tensile steel (82,000 PSI) on the exterior is the starting point to ensure durability and impact resistance against hail and wind-blown objects. A G-90 zinc coating is applied for excellent corrosion resistance and finished with Ceram-a-Star 1050 Paint System for long-lasting beauty. Under that durable skin is a structure with all structural components utilizing Machine Stress Rated (MSR) or Machine Evaluated Lumber (MEL)—to make sure each Wick building will stand the test of time! **RB**

## Quality, service and value... every customer, every time.

Wick Buildings has been helping farmers, families and businesses by providing long-lasting, low-maintenance buildings since 1954.

Buildings with quality and value...and no compromises. Join our team!

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Circle Reader Service #511

# Steel Yourself

*At \$59, this blade of legendary Damascus steel is a real steal*

Damascus steel is the stuff of legend. Using a technique first mastered in the ancient city, swords made from Damascus steel were known to slice gun barrels in half and separate single strands of hair in two, even if the hair simply floated down onto the blade.

**Now, you can be a part of the legend.** The 7 1/2" *August Knife* features a blade of modern Damascus steel, inspired by the production techniques and legends of history. Damascus steel blade knives can cost thousands. So, at \$59, the price itself is also legendary.

Once a lost art, we sought out a knifemaker who has resurrected the craftsmanship of Damascus steel to create the *August Knife*. The elusive, ancient production technique mixes different steel alloys to form a super steel—the outcome is a beautiful one-of-a-kind pattern of banding and mottling reminiscent of flowing water.



**BONUS!** Call today and you'll also receive this genuine leather sheath!

With the *August Knife* you're getting the best blade money can buy. What you won't get is the inflated price tag. We know a thing or two about the hunt—like how to seek out and capture an outstanding, collector's-quality knife that won't cut into your bank account.

**Limited availability.** Only a handful of artisans make these blades, with each handcrafted knife taking months to perfect. We currently can get less than 1500 this year, so we can't promise they'll stick around for long—especially at this price. Call today!

**Your satisfaction is 100% guaranteed.** If you don't feel like we cut you a fair deal, send it back within 30 days for a complete refund of the item price. But we believe once you wrap your fingers around the *August's* handle and experience the beauty of its Damascus steel blade, you'll be ready to carve out your own legend.

**August Knife** non offer code price \$149\*

Offer Code Price Only \$59 + S&P **Save \$90**

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actual size.

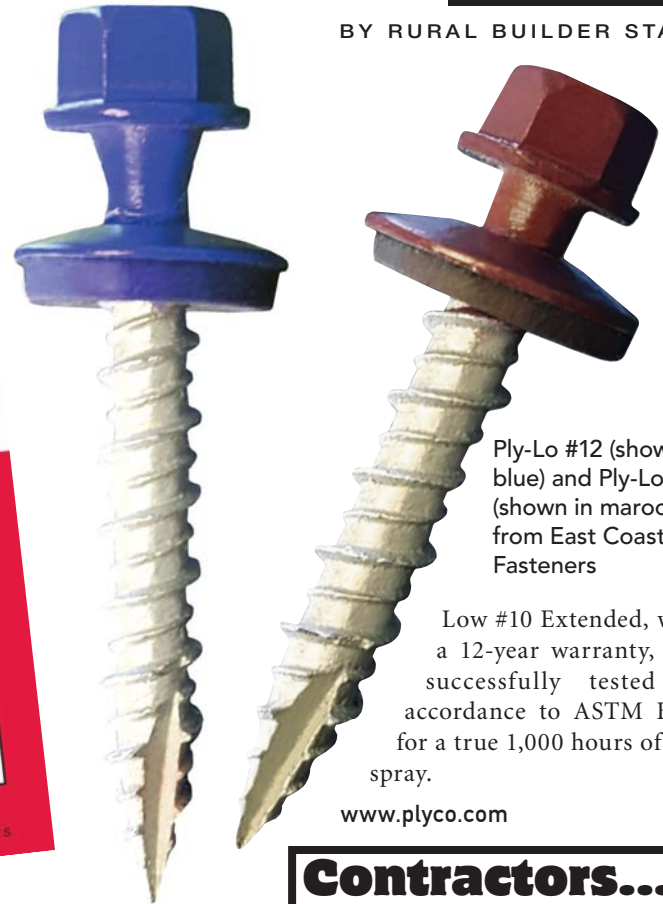


Rating of A+

• 7 1/2" overall length • Genuine Damascus steel blade • Stainless steel guard • Leather handle • Includes genuine leather sheath

*Stauer...Afford the Extraordinary.®*

BY RURAL BUILDER STAFF



Ply-Lo #12 (shown in blue) and Ply-Lo #14 (shown in maroon) from East Coast Fasteners

Low #10 Extended, with a 12-year warranty, was successfully tested in accordance to ASTM B117 for a true 1,000 hours of salt spray.

[www.plyco.com](http://www.plyco.com)

■ **DYNAMIC FASTENER RELEASES 2018 HAND GUIDE**

Dynamic Fastener has released a new version of its popular tool and fastener hand guide. The 132-page, full-color free publication provides concise answers to questions pertaining to fastener applications, engineering data, availability of types, size ranges and fastener materials.

In addition to discussing screws and anchors, the guide provides prices and other useful information relating to flashings, sealants, insulation tapes, safety equipment, hand tools, power tools and more. The 2018 publication also includes details on the Dyna-Guard snow retention system for metal roofs. Dyna-Clamps are also available to accommodate many different profiles of standing-seam metal roofs. Call 800-821-5448 for your free 132 page Hand Guide.

[www.dynamicfastener.com](http://www.dynamicfastener.com)

■ **EAST COAST FASTENERS INTRODUCES THE 40-YEAR PLY-LO EXTREME**

The new 40-year Ply-Lo Extreme line of fasteners from East Coast Fasteners is designed for extreme environments.

Ply-Lo Extreme was successfully tested in accordance to ASTM B117 for more than 3,000 hours of salt spray. With all the features of the original Ply-Lo fastener, the Ply-Lo Extreme is available in #10, #12 and #14, with a 40-year warranty.

Ply-Lo #12 is designed to secure metal panels in place and prevent separation in extreme environments.

Ply-Lo #14 is designed for use on larger buildings and as replacements in extreme environments.

All Ply-Lo Extreme fasteners are tested internally and by a third party.

Also new is the Ply-Lo #10 Extended fastener, the fastener that built the post-frame industry. Ply-

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Circle Reader Service #442



# Great Transformations

## How to Give a Metal Building a Simple Face Lift

With many panel options available in the industry today, there is little need for a metal building to look like a simple, rectangular box. In fact, some city ordinances insist on it. So, when Harbor Freight wanted one of its new retail buildings in Florida to take on a more wel-

coming look, the contractor architectural firm (Cedarwoods Architectural) went to Replications Unlimited for an answer.

City code required that 25 percent of the metal needed to be covered with stone. For this project, the large modular URESTONE architectural panels in the

ledgestone pattern were used for a fast and easy install. It took 3 to 4 workers just two-and-a-half weeks to transform the building using 600 linear foot of wainscot trim, five 18 ft high x 4 ft wide prefabricated accent corners and ten 18 ft x 4 ft wide prefabricated pilasters.

### BEFORE



The popularity of metal buildings in commercial areas has been followed by the need to make them blend into neighborhoods. This building is how it looked before its transformation.

### AFTER



Left to Right: The three more visible sides of the building were given the special treatment.



THE DETAILS:

**Building:** Harbor Freight retail store

**Building Size:** 20,000 square feet (180 ft long)

**Materials:** 68 panels of trim (600 linear ft) on three sides; five 18ft high x 4ft wide accent corners (Urestone ledgestone), ten 18ft high x 4ft wide pilasters (Urestone ledgestone)

For more information:  
[www.urestonepanels.com](http://www.urestonepanels.com)

*Photos provided by Replications Unlimited*

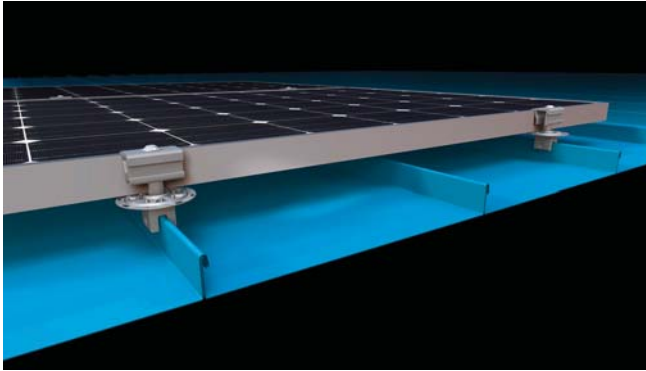


Corners and cornices arrived on the job site after being prefabricated at Replications Unlimited. They look heavy but are actually lightweight and easy to install.



## new products

BY RURAL BUILDER STAFF



### ■ S-5! INTRODUCES PV KIT 2.0

S-5! has released PV Kit 2.0 EdgeGrab and PV Kit 2.0 MidGrab for easier solar panel installation.

Among the improvements to the new PV Kit 2.0, only one tool is now needed for installation. Components are pre-assembled to save time and money. Also most modules now utilize the same kit, with a 1-inch gap between modules, allowing load reduction per ASCE-7 standards. An improved disk design works with all S-5! clamps and exposed-fastened brackets. The kit is UL 2703 Listed (Pending)

S-5! introduced the original direct-attachment solar panel system 11 years ago. By listening to customer feedback, S-5! created PV Kit 2.0 to solve installer bottlenecks, while improving installation time.

### ■ S-5! DUALGARD CHOSEN TOP PRODUCT

S-5!'s DualGard Snow Retention System, launched last year, recently gained national recognition from Building Design + Construction (BD+C) Magazine as a "Top Product" for 2017 in the Building Envelope Category.

The DualGard system is a pipe-style system. It uses an assembly of two one-inch pipes to keep snow and ice in place while it melts, also preserving the warranty of the metal roof. The system is mounted with S-5! mini clamps and comes with two sizes of snow clips to fit any seam profile.



[www.s-5.com](http://www.s-5.com) **RB**

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# Leading Acid Reflux Pill Becomes an Anti-Aging Phenomenon

*Clinical studies show breakthrough acid reflux treatment also helps maintain vital health and helps protect users from the serious conditions that accompany aging such as fatigue and poor cardiovascular health*

by David Waxman  
Seattle Washington:

A clinical study on a leading acid reflux pill shows that its key ingredient relieves digestive symptoms while suppressing the inflammation that contributes to premature aging in men and women.

And, if consumer sales are any indication of a product's effectiveness, this 'acid reflux pill turned anti-aging phenomenon' is nothing short of a miracle.

Sold under the brand name AloeCure, it was already backed by clinical data documenting its ability to provide all day and night relief from heartburn, acid reflux, constipation, irritable bowel, gas, bloating, and more.

But soon doctors started reporting some incredible results...

"With AloeCure, my patients started reporting less joint pain, more energy, better sleep, stronger immune systems... even less stress and better skin, hair, and nails" explains Dr. Liza Leal; a leading integrative health specialist and company spokesperson.

AloeCure contains an active ingredient that helps improve digestion by acting as a natural acid-buffer that improves the pH balance of your stomach.

Scientists now believe that this acid imbalance is what contributes to painful inflammation throughout the rest of the body.

The daily allowance of AloeCure has shown to calm this inflammation which is why AloeCure is so effective.

Relieving other stressful symptoms related to GI health like pain, bloating, fatigue, cramping, constipation, diarrhea, heartburn, and nausea.

Now, backed with new clinical studies, AloeCure is being recommended by doctors everywhere to help improve digestion, calm painful inflammation, soothe the joint pain, and even reduce the appearance of wrinkles – helping patients to look and feel decades younger.

## FIX YOUR GUT & FIGHT INFLAMMATION

Since hitting the market, sales for AloeCure have taken off and there are some very good reasons why.

To start, the clinical studies have been impressive. Participants taking the active ingredient in AloeCure saw a stunning 100% improvement in digestive symptoms, which includes fast and lasting relief from reflux.

Users also experienced higher energy levels and endurance, relief from chronic

discomfort and better sleep. Some even reported healthier looking skin, hair, and nails.

A healthy gut is the key to a reducing swelling and inflammation that can wreak havoc on the human body. Doctors say this is why AloeCure works on so many aspects of your health.

AloeCure's active ingredient is made from the healing compound found in Aloe vera. It is both safe and healthy. There are also no known side effects.

Scientists believe that it helps improve digestive and immune health by acting as a natural acid-buffer that improves the pH balance of your stomach.

Research has shown that this acid imbalance contributes to painful inflammation throughout your entire body and is why AloeCure seems to be so effective.

## EXCITING RESULTS FROM PATIENTS

To date over 5 million bottles of AloeCure have been sold, and the community seeking non-pharma therapy for their GI health continues to grow.

According to Dr. Leal, her patients are absolutely thrilled with their results and are often shocked by how fast it works.

"For the first time in years, they are free from concerns about their digestion and almost every other aspect of their health," says Dr. Leal, "and I recommend it to everyone who wants to improve GI health without resorting to drugs, surgery, or OTC medications."

"I was always in 'indigestion hell.' Doctors put me on all sorts of antacid remedies. Nothing worked. Dr. Leal recommended I try AloeCure. And something remarkable happened... Not only were all the issues I had with my stomach gone - completely gone - but I felt less joint pain and I was able to actually sleep through the night."

With so much positive feedback, it's easy to see why the community of believers is growing and sales for the new pill are soaring.

## THE SCIENCE BEHIND ALOECURE

AloeCure is a pill that's taken just once daily. The pill is small. Easy to swallow. There are no harmful side effects and it does not require a prescription.

The active ingredient is a rare Aloe Vera component known as acemannan.

Made from of 100% organic Aloe Vera, AloeCure uses a proprietary process that results in the highest quality, most bio-available levels of acemannan known to exist.



According to Dr. Leal and several of her colleagues, improving the pH balance of your stomach and restoring gut health is the key to revitalizing your entire body.

When your digestive system isn't healthy, it causes unwanted stress on your immune system, which results in inflammation in the rest of the body.

The recommended daily allowance of acemannan in AloeCure has been proven to support digestive health, and calm painful inflammation without side effects or drugs.

This would explain why so many users are experiencing impressive results so quickly.

## REVITALIZE YOUR ENTIRE BODY

With daily use, AloeCure helps users look and feel decades younger and defend against some of the painful inflammation that accompanies aging and can make life hard.

By buffering stomach acid and restoring gut health, AloeCure calms painful inflammation and will help improve digestion... soothe aching joints... reduce the appearance of wrinkles and help restore hair and nails ... manage cholesterol and oxidative stress... and improve sleep and brain function... without side effects or expense.

Readers can now reclaim their energy, vitality, and youth regardless of age or current level of health.

## One AloeCure Capsule Daily

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- Helps Calm Painful Inflammation
- Soothes Stiff & Aching Joints
- Reduces appearance of Wrinkles & Increases Elasticity
- Manages Cholesterol & Oxidative Stress
- Supports Healthy Immune System
- Improves Sleep & Brain Function

## 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 the next 48-hours only. All you have to do is call **TOLL-FREE 1-800-748-5760** and provide the operator with the Free Bottle Approval Code: AC100. 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. Those who miss the 48-hour deadline may lose out on this free bottle offer.

BY RURAL BUILDER STAFF

08/

AUGUST

15-18

National Association Of Women In Construction's (NAWIC) Annual Meeting and Educational Conference 2018, Orlando, FL; [www.nawic.org](http://www.nawic.org)

09/

SEPTEMBER

4-7

Self Storage Association (SSA) Fall Conference & Trade Show 2018, Las Vegas, NV; [www.selfstorage.org](http://www.selfstorage.org)

13-15

Insulation Contractors Association of America (ICAA) Convention & Trade Show 2018, Orlando, FL; [www.insulate.org](http://www.insulate.org)

23-26

National Coil Coating Association (NCCA) Fall Meeting 2018, Louisville, KY; [www.coilcoating.org](http://www.coilcoating.org)

10/

OCTOBER

3-5

CONSTRUCT 2018, Long Beach, CA; [www.constructshow.com](http://www.constructshow.com)

10-12

METALCON 2018, Charlotte, NC; [www.metalcon.com](http://www.metalcon.com)

24-26

Midwest Roofing Contractors Association (MRCA) Annual Conference 2018, Omaha, NE; [www.mrca.org](http://www.mrca.org)

11/

NOVEMBER

14-16

Greenbuild International Conference & Expo 2018, Chicago, IL; [greenbuildexpo.com](http://greenbuildexpo.com)

28-30

2018 Construct Canada, Toronto; [www.constructcanada.com](http://www.constructcanada.com)

01/

JANUARY

14-16, 2019

Metal Construction Association (MCA) 2019 Winter Meeting, Key Largo, FL; [www.metalconstruction.org](http://www.metalconstruction.org)

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## SCIATICA BACK PAIN?

Are radiating pains down the back of your leg, or pain in your lower back or buttocks making it uncomfortable to sit or walk? Millions of people are suffering unnecessarily because they are not aware of this proven treatment.

MagniLife® Leg & Back Pain Relief combines four active ingredients, such as Colocynthis to relieve burning pains and tingling sensations. Although this product is not intended to treat sciatica, it may help with the pain. *"I am absolutely amazed at how it works and how fast it works."* - T Martin. Tablets dissolve under the tongue. *"Those little tablets are like relief in a snap."* - Patsy, CO.

MagniLife® Leg & Back Pain Relief is **sold at Walgreens, CVS, Rite Aid and Walmart**. Order risk free for \$19.99 +\$5.95 S&H for 125 tablets per bottle. **Get a FREE bottle** when you order two for \$39.98 +\$5.95 S&H. Send payment to: MagniLife S-RB2, PO Box 6789, McKinney, TX 75071 or call **1-800-730-4173**. Satisfaction guaranteed. Order now at [www.LegBackPain.com](http://www.LegBackPain.com)

## SHINGLES PAIN OR ITCH?

Are you suffering from burning or tingling pain or itching even after the shingles rash is gone? Many people are putting up with the discomfort and itching because they are not aware of this new advancement in skin care.

MagniLife® Pain & Itch Relief Gel contains 16 powerful ingredients such as arnica and tea tree oil to deliver fast relief. Although this product is not intended to treat or cure shingles, it can help relieve pain and itching. *"The MagniLife [gel] is the only thing that gave me relief after my case of shingles."* - Michele G., CA.

MagniLife® Pain & Itch Relief Gel is **sold at Rite Aid Pharmacy**, located in the first aid section. Order risk free for \$19.99 +\$5.95 S&H for a 1.8 oz jar. **Get a FREE jar** when you order two for \$39.98 +\$5.95 S&H. Send payment to: MagniLife SH-RB2, PO Box 6789, McKinney, TX 75071, or call **1-800-730-4173**. Money back guarantee. Order now at [www.PainfulRashRelief.com](http://www.PainfulRashRelief.com)

## BURNING FOOT PAIN?

Do you suffer from burning, tingling or stabbing pain in your feet? You should know help is available. Many are suffering from these symptoms and live in pain because they are not aware of this proven treatment.

MagniLife® Pain Relieving Foot Cream contains eucalyptus oil and yellow jasmine, known to relieve tingling, burning, and stabbing pain while also restoring cracked, damaged, and itchy skin. *"It's the ONLY product that helps relieve the burning, and tingling feeling in my feet!"* - Mable NY.

MagniLife® Pain Relieving Foot Cream is **sold at Walgreens, CVS, Rite Aid, Kroger, Target and Walmart**, in the footcare and diabetes sections. Order risk free for \$19.99 +\$5.95 S&H for a 4 oz jar. **Get a FREE jar** when you order two for \$39.98 +\$5.95 S&H. Simply send payment to: MagniLife NC-RB2, PO Box 6789, McKinney, TX 75071, or call **1-800-730-4173**. Satisfaction guaranteed. Order now at [www.MDFootCream.com](http://www.MDFootCream.com)

## AGE SPOTS?

Are unsightly brown spots on your face and body making you uncomfortable? Liver spots, also known as age spots, affect the cosmetic surface of the skin and can add years to your appearance. Millions of people live with dark spots and try to cover them with makeup or bleach them with harsh chemicals because they are not aware of this topical treatment that gently and effectively lightens the shade of the skin.

MagniLife® Age Spot Cream uses botanicals, such as licorice root extract to naturally fade age spots, freckles, and other age-associated discolorations, while protecting skin from harmful external factors. *"It is fading my liver spots. This product actually works!!!"* - Patricia C, NJ.

MagniLife® Age Spot Cream can be ordered risk free for \$19.99 +\$5.95 S&H for a 2 oz jar. **Get a FREE jar** when you order two for \$39.98 +\$5.95 S&H. Send payment to: MagniLife AC-RB2, PO Box 6789, McKinney, TX 75071, or call **1-800-730-4173**. Satisfaction guaranteed. Order now at [www.AgeSpotSolution.com](http://www.AgeSpotSolution.com)

## OVERACTIVE BLADDER?

If you experience minor leaks or a sudden urge to urinate, help is now available. 25 million Americans suffer from incontinence problems, which may lead to a limiting of social interactions to avoid embarrassment.

MagniLife® Bladder Relief contains seven active ingredients, such as Cauticum for adult incontinence, and Sepia for the urge to urinate due to overactive bladder. Tablets can be taken along with other medications with no known side effects. *"Love these pills. It is the first thing in a long, long time that is helping me. Thank you!"* Margetet S., FL.

MagniLife® Bladder Relief is **available at Rite Aid**, located in the vitamin section. Order risk free for \$19.99 +\$5.95 S&H for 125 tablets per bottle. **Get a FREE bottle** when you order two for \$39.98 +\$5.95 S&H. Send payment to: MagniLife U-RB2, PO Box 6789, McKinney, TX 75071 or call **1-800-730-4173**. Satisfaction guaranteed. Order now at [www.BladderTablets.com](http://www.BladderTablets.com)

## FIBROMYALGIA JOINT PAIN?

Are you one of 16 million people suffering from deep muscle pain and tenderness, joint stiffness, difficulty sleeping, or the feeling of little or no energy? You should know relief is available.

MagniLife® Pain & Fatigue Relief combines 11 active ingredients to relieve deep muscle pain and soreness, arthritis pain, aching joints, and back and neck pain. Although this product is not intended to treat fibromyalgia, it may help with the pain and fatigue caused by fibromyalgia. *"These tablets have just been WONDERFUL. I'd recommend them to anyone and everyone!"* - Debra, WV.

MagniLife® Pain & Fatigue Relief is **sold at CVS/pharmacy and Rite Aid Pharmacy**. Order risk free for \$19.99 +\$5.95 S&H for 125 tablets per bottle. **Get a FREE bottle** when you order two for \$39.98 +\$5.95 S&H. Send payment to: MagniLife F-RB2, PO Box 6789, McKinney, TX 75071 or call **1-800-730-4173**. Satisfaction guaranteed. Order now at [www.PainFatigue.com](http://www.PainFatigue.com)

BY SHARON THATCHER

# Website Offers a New Way to Buy and Sell Metal Building Components



John Armstrong

**A FAMILIAR** face in the metal roll-forming industry has launched a new online e-commerce company that promises to change the way businesses buy and sell metal building components.

John Armstrong, former vice president and general manager of Fabral, has developed what he envisions will become an Amazon-style buying and selling platform that will solve some long-standing problems for both buyers and sellers.

Armstrong was inspired to launch Reibus ([www.reibus.com](http://www.reibus.com)) by what he saw while working in the metal roll-forming industry. "It is a common thing that happens: you've ordered too much of the stuff you don't want and you never have enough of the stuff you do want," he said.

Armstrong has spent the past couple decades in the building products industry working in operations, sales, marketing, procurement and general management. His experience has included buying aluminum, steel and painted coil from around the world, specifically the U.S., Europe and the Far East.

Here in the U.S., he saw the problem of surplus first hand, and saw it growing larger as the popularity of metal and the many color and pattern variations evolved.

Larger roll forming companies try to keep up with demand by having inventory on hand, but when popularity doesn't match demand, excess inventory goes unused and begging for buyers. To

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make more room for something else, the excess—prime materials worth millions of dollars—are eventually sold for scrap. And that is only after many hours and resources have been lost trying to salvage with a sale. “It was costly, time consuming, distracting, and it was hard work,” Armstrong recalled of his own past experience.

Not having inventory is not an option. “What happens in the metal roofing industry,” Armstrong said, “you’ve got steel mills and paint lines that give you a 14 to 16 week lead time, and the manufacturing roll formers have got 40 hours to deliver the products to their customers.”

It’s a huge disconnect that results in lost sales and unnecessary waste.

“What the [Reibus] platform does is bring these things together,” Armstrong said. It’s a large, virtual warehouse that promises shorter lead times, lower prices and high quality.

Aimed specifically to a U.S. clientele, Armstrong explained that the concept is simple: sellers upload their product information on the Reibus website using a form designed by Armstrong and his team. Reibus posts the available product, and buyers can log in to make a purchase, just like Amazon. Buyers can purchase a single coil of steel or aluminum, or an entire truckload.

Shipping options are outlined. “We give [sellers] a choice in how they want to get rid of the material: pickup only, which means the buyer has to arrange the freight; or the seller might agree to deliver it in a certain mileage or charge a rate. So we’ve built a database, what we call the onboarding kit, and [the sellers] decide their delivery rules then. If all else fails we can arrange the freight. That’s another clever thing on the site, we give a freight quote in 3-5 seconds,” Armstrong said.

The website had been up and running only about four weeks when we interviewed Armstrong in early June and he was already encouraged by early results. “We were surprised at how much material our first few transactions were,” he said. The first transaction was \$75,000, the next one was \$50,000, and the next one was \$25,000. It was more business than I thought we would do and in a

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## supplier news

BY SHARON THATCHER

much shorter period of time. I thought we'd sell one coil here, one coil there, instead people bought a few truckloads at a time."

In one particular case, a seller had more than 150,000 pounds of painted 24-gauge steel AZ50 in white he had unsuccessfully been trying to sell for nine months.

The eventual buyer was faced with a different dilemma: he had a new customer he needed to impress with quick delivery of painted 24-gauge steel AZ50 in white.

Both found their needle in a haystack without spending hours on the phone. The seller was happy to salvage most of his initial costs of the metal instead of scrapping it for 8.5 cents/pound. The buyer was happy because he received his materials quickly and at a 15 percent savings over traditional cost.

Despite this early success, Armstrong knows that his new company will take

time to develop ongoing traffic to the website. Getting product to post has not been a problem. Getting buyers who are comfortable with buying such materials this way will take time and trust.

**"It is a common thing that happens: you've ordered too much of the stuff you don't want and you never have enough of the stuff you do want."**

"We think when [buyers] see how easy it is to buy a truckload of steel and in paying for it with a few clicks on a website, when they get used to that, it will really take off," he said.

He is starting out slow, focused entirely on the metal building industry,

currently offering steel and aluminum coils, plus fasteners, sealants, and on target to be added soon, underlayment.

In time, he can see every component of a metal building being offered, and companies will not just sell their excess inventory there, but view the site as an additional opportunity in general to sell their product lines. That is already the case with the fasteners and accessories.

Armstrong said his model is designed to grow even further. "Right now we're focusing on metal building products. But as people approach us for markets, we'll evaluate them. We think we could fit into the RV transportation market pretty well, and we also see an opportunity for plastic resins. Anywhere there's a really long lead-time for the major manufacturer and a short lead-time for the consumer—wherever you see that big disconnect, we see a space for us. **RB**



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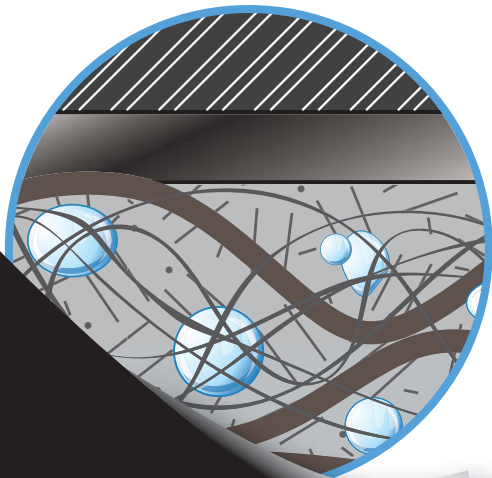


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