

# FRAMEBUILDING NEWS®

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JANUARY 2023  
Vol. 35, Issue 1

WHAT'S IN  
STORE FOR 2023

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# Staying Busy Post Holiday Rush

The Holiday season winds down and the spring show season peaks around the corner. The stockings disappear and the staff at Shield Wall Media prepares for the 2nd annual Garage, Shed, and Carport Builder Show. *Garage Shed & Carport Builder Magazine* is a sister publication and produces the show. The Greenville Convention Center in Greenville, South Carolina hosts our show on January 18th and 19th.

Leaders in the shed, carport, renovation and residential construction industry leaders present programming to make you a more capable builder. Exhibitors display the newest products and techniques for designing, building and selling carports, sheds, garages, additions and renovations. After immersion in the exciting products

and best practices for construction enjoy the Happy Hour beginning at 4:00 PM. Take this opportunity to socialize with the experts and learn just a little more.

Basic admission includes all of the programming, exhibit hall and Happy Hour with no additional charges.

The 2023 Frame Building Expo runs February 22-24 in Louisville, Kentucky. Pages 33-44 list the exhibitors with a pull-out floor plan so you can easily navigate and enjoy the show.

The highlight of the issue is our Annual State of the Industry Report. This year Shield Wall Media partnered with METALCON for the largest and most comprehensive information so far. We compare 2022 to 2021 and review expectations for 2023. Industry experts share their opinions, and we provide hard data for extra insight.

We are accepting submissions for Buildings of the Year. Only post frame construction's brightest get the opportunity to appear in the April issue of *Frame Building News*. If one of your post frame buildings made you proud, let us share it with 20,000 potential fans.

Send your best building by at the following <https://framebuildingnews.com/fn-boty-form> or contact me directly [marcus@shieldwallmedia.com](mailto:marcus@shieldwallmedia.com) For more information see page 28.

I hope you enjoy this time of the year and the memories that come with it.

Marcus Josiger,  
Managing Editor

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ON THE COVER:  
Stay "posted" on the  
growing post-frame  
housing industry.  
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**Gary Reichert,**  
*Publisher, Shield Wall Media*

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The California Academy of Science Building in San Francisco, California, USA uses coated polycarbonate sheet for the operable section of the building's roof.

# Polycarbonates in Construction

## Plastics in Architecture

■ By Kenneth Schwartz

*Originally published in the Performance Plastics Association (IAPD) Magazine, January 2015 edition. Reprinted with minor updates by the author.*

**P**roviding natural light to interior spaces is a priority for most building types. Although glass has been used for hundreds of years, its inherent weaknesses — brittleness and the potential hazard of glass shards — make it a less-than-ideal material choice. In the 20th century, as commercial polymers evolved, acrylic began to be selected for safety glazing applications, and by the 1970s, polycarbonate sheet was used in greenhouses and conservatories. With

improvements in the technology, polycarbonate became a desirable alternative to glass, making it an ideal choice for architectural daylighting. Polycarbonate provides improved impact resistance and flammability behavior compared with acrylic, but without compromising safety and security needs.

### Product types

Polycarbonate sheets are produced in three distinct forms: flat, solid sheets; corrugated sheets; and cellular or multiwall sheets. Each product type has specific benefits for a range of construction applications. Sheets are available with smooth or textured surfaces to alter aesthetics, diffuse light and hide

surface damage and dirt. Tints allow for custom, transparent or translucent colors and can be modified for other functional performance attributes.






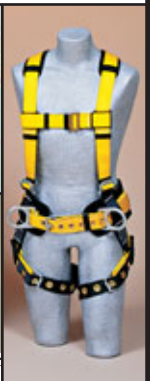











Those who have seen decades-old, aged plastic glazing don't easily forget its weathered appearance. Fortunately, technology has advanced, and sheets are now protected from environmental degradation by ultra-violet (UV) absorbers. UV additives can be incorporated into the surface by coextruding thin cap layers on top of the sheet, or they can be added to coatings, which can also offer additional mar and chemical resistance. Sheets with UV protection are currently available from manufacturers with warranties of up to 20 years.



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Other new technologies finding their way into polycarbonate architectural glazing include materials that provide enhanced light diffusion to reduce glare and improve light spreading through the glazing surface without sacrificing light transmission. Products that block solar radiation to reduce cooling load on air conditioners in warm weather climates are also offered.

Polycarbonate sheets can be laminated together with a polyurethane film adhesive under heat and pressure for more demanding applications where resistance to forced entry is needed. Polycarbonate can also be laminated with glass layers on the outer skin to provide even better mar and chemical resistance. Glass-clad polycarbonate laminates also offer resistance to high-powered ballistics.

### Safety and security glazing

In the 1960s, standards bodies — such as Underwriters Laboratories (UL) and the American National Standards Institute (ANSI) — began to develop requirements for safety and security glazing. These requirements were published in 1966 under the title Z97. Such efforts helped lay the groundwork for adoption of polycarbonate and polycarbonate laminates for use in security and safety glazing in buildings along with other types of advanced glass products. A summary of ballistics and forced-entry resistance of laminates is shown in Table 1.

The emergence of this new class of products paved the way for glazing in a range of applications for containment, forced-entry resistance and ballistic protection for both government and private security.

Although specific framing design is available for resistance to forced entry, polycarbonate solid sheets and laminates can be used in conjunction with existing windows as over-glazing or as a direct replacement for glass to provide enhanced security. Polycarbonate has been successfully installed in standard, commercial aluminum storefront framing to provide resistance to repeated vandalism and burglary. For ideal performance, polycarbonate sheets should have increased edge engagement compared with glass, due to differences in thermal expansion and high flexibility of the glazing. New technologies are allowing polycarbonate sheet to play a critical role in defending against



*A typical polycarbonate skylight used for toplighting commercial spaces is depicted above. (COURTESY OF ACUITY BRANDS)*

explosions from industrial accidents as well as terrorism. The Army Corps of Engineers now recognizes polycarbonate in the Unified Facilities DOD Minimum Criteria for Antiterrorism Standards for Buildings.

Polycarbonate has a long history in applications where resistance to impact is a critical performance feature. Windows have been designed using solid, flat sheets for protection from extreme weather events such as storms and tornadoes. Hurricane shutters using multiwall sheet and corrugated sheet have long been a solution for translucent, building envelope protection. Resistance to vandalism and forced entry has supported widespread use as school glazing for many years. In light of recent events, officials and the public have expressed a greater interest in school security. Polycarbonate glazing has been used to harden entryways and first-floor windows to prevent intruders from quickly gaining access to facilities. Polycarbonate is uniquely suited to certain safety and security applications. Psychiatric windows have precise requirements that specify polycarbonate be used as a protective layer on the patient side of the window to protect occupants from injury resulting from broken material shards and resist tampering risks associated with window films.

Standard	Standard Title	Performance Classification	Performance Description
ASTM F 1233	Standard Test Method for Security Glazing Materials and Systems	12 Classes for Ballistics Resistance 41 Sequences/5 Class Levels for Physical Attack	Resistance to ballistics and forced entry after physical attack with impacts, thermal stress and chemical deterioration
ASTM F 1915	Standard Test Method for Glazing in Detention Facilities	12 Classes for Ballistics Resistance 41 Sequences/5 Class Levels for Physical Attack	Resistance to physical attack after a series of blunt-tool impacts, sharp-tool impacts and thermal stress
HPW TP-500	Test Procedure Transparent Materials for Use in Forced-entry or Containment Barriers	Forced-entry Testing Sequence Level I-V Ballistics Threat Level A-E	Resistance to forced entry after three ballistic impacts from 25 feet (optional), blunt-tool impacts, sharp-tool impacts, thermal stress and chemical deterioration
UL 752	Standard for Bullet-resisting Equipment	Rating Level 1-10, Plus Supplementary Shotgun Round	Resistance to multiple shots of standardized ammunition from 15 feet
NIJ 0108	Standard for Ballistic-resistant Protective Materials	Armor Type/Threat Level I-IV	Armor type 1-3A: Resistance to five shots of standardized ammunition and Armor type IV one shot from 16 feet

*Table 1: Security Glazing Standards and Performance Rating*





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## Overhead glazing

Transparent and translucent roofing elements and skylights are ideal design elements for daylighting. What was once exclusively a glass solution gave way to fiberglass-reinforced panels and later to thermoplastic products, which could be formed into domes for improved rigidity and light harvesting. Corrugated polycarbonate sheets provide an economical option for a variety of spaces and are available to consumers at home centers. More sophisticated structures using heat-formed domes and cold-formed sheets offer enhanced aesthetics, as well as compliance with local code requirements.

As energy codes drive building designs toward more daylighting, prescriptive requirements for increased skylight area are emerging as a necessity for certain building types. In 2008, the U.S. Department of Energy reported that skylights saved up to 55 percent of annual lighting energy while having a small impact on energy consumption from heating and cooling. The report concluded that in the cases which were studied, toplighting can save up to US\$0.32/square foot per year.

Not all building types see the same benefits from toplighting. High-ceiling warehouse and retail spaces realize outstanding results, both from an energy-saving perspective as well as the well-being of occupants. Case studies have been published referencing the positive impacts major retailers such as Costco and Walmart have experienced due to the benefits of plastic skylights. Although most commercial skylights are produced using acrylic, polycarbonate is gaining in popularity because of rising costs due to damage from extreme weather, such as hail and hurricanes, and requirements for flammability resistance that cannot be met with acrylic. Polycarbonate skylights are also the only plastic glazing material that allows unit skylights to meet Factory Mutual Insurance requirements.

The American Architectural Manufacturers Association has published the Selection and Application Guide for Plastic Glazed Skylights and Sloped Glazing. This document provides details on the performance of plastic glazing options and a comprehensive reference on relevant codes and applications.

Advanced polycarbonate glazing systems using multiwall sheets are quite common for large projects in other parts of the world. Many new stadiums constructed for national and global events, such as the Olympics and the World Cup, feature polycarbonate roofing and wall cladding and take advantage of the durability, design freedom and color customization not available with other light-transmitting building materials.

## Greenhouse glazing

The combination of light transmission of up to 90 percent, resistance to breakage, light weight and thermal insulation creates a property profile that makes polycarbonate sheets an excellent choice for greenhouse construction. Depending on the climate zone, roofing can be clad with multiwall sheets with improved thermal insulation in northern climate zones or single-wall, corrugated sheets for southern climate zones. In addition, both materials can be used for sidewalls depending upon the application.

## Translucent façades

New design techniques are helping polycarbonate sheets find their way into new applications that provide daylight to interiors or diffuse LED lights for architectural finishes. Unitized systems featuring multiwall sheets have been produced with multiwall polycarbonate that meets building code requirements. Additionally, these systems enable long spans and ease of installation and repair, while also being able to support the needs of a high-performance building envelope. Rainscreens have also been fabricated using solid sheets for similar, striking exterior finishes.



*The PGE Arena Gdansk soccer stadium in Danzig, Poland, is clad with 45,000 square meters of multicolored, multiwall polycarbonate sheet.*

## Challenges and path forward

In North America, polycarbonate has seen inconsistent adoption in various market segments within the construction industry. Security and safety window glazing using polycarbonate monolithic solid sheets and laminates provides superior protection, but durability concerns arising from dated, inferior technology have limited acceptance. Glass-clad polycarbonate offers superior protection from the most serious threats — at a relatively high cost. Overhead glazing in the form of skylights appears to be a significant growth area considering new building codes. Agricultural applications using multi-wall and corrugated sheet are well established and offer an ideal solution for many growers. Decorative, translucent architectural finishes such as canopies and façades are gaining traction by using new laminated technologies and system approaches.

Initiatives in three specific areas would support an increase in polycarbonate usage in architecture: (1) advocacy at industry associations and building code standards bodies; (2) education of architects on the features, benefits and successful application of polycarbonate; and (3) implementation of new technologies to help bridge performance gaps between polycarbonate and glass. In the meantime, leading designers and architects continue to identify a host of creative and functional applications that take full advantage of the unique characteristics of this high-performance building material. **FBN**

**Kenneth Schwartz** is presently Head of Commercial Operations for Covestro's Specialty Films business in North America. Suppliers of plastic sheet used for architectural applications, can be found at [iapd.org](http://iapd.org).



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# MWI

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**M**WI Components (Metal Works, Inc), is a post-frame industry leader that strives to provide specialized metal products for customers. They pride themselves on delivering quality, cost-competitive products coupled with the shortest lead-time and best customer service in the industry.

The one-stop shop, located in Spencer, IA, was originally founded in 1985 working in a dirt-floor, metal shed. Today, MWI manufactures and distributes a wide variety of products including: Arcadian Sliding Doors, Bale Doors, Box Girts, Cupolas, Door Rail, Dutch Doors, Foil Insulation, Hardware & Accessories, Horse Stalls, Polycarbonate & PVC, Ridg-Vents®, Round and Square Track, Soffit & Trim Systems, the Ultra-X, Uni-Seal®, Uni-Vent®, and Weathervanes. The company sells across the U.S. and into Canada, and larger volume customers receive weekly deliveries via MWI's truck routes into 20+ states. So how did this company develop from dirt to dynamic leader? Let's find out.

### Growing with the Industry

Over the years, one constant has remained true, MWI Components values solutions that make building on the job-site easier. But MWI did not actually start as, "MWI Components." Bruce Nystrom founded Metal Works, Inc. in its humble beginnings after purchasing the ridge ventilator business from his previous employ-

er. For years, the company produced ridge vents and cupolas.

Meanwhile, in 1990, Metal Works, Inc. relocated (remaining in Spencer, IA) to its first official manufacturing facility. Ben Nystrom, Bruce Nystrom's son and the current Co-CEO | Sales & Marketing, came back to work full-time in 1997 as the Warehouse & Territory Manager. And in 1998, the marketing/distribution division was added, known as MWI Components. Around this time, the demand for different colors began to boom. MWI went from offering a couple colors to about 20, and today they match numerous metal manufacturers with over 100 color options.

Along with the industry's desire for more color was the need for more components. Thus, in 2000, MWI Components added foil insulation, polycarbonate, soffit and trim. But that certainly wasn't the end to the additions. In 2006, the growing indus-



*Ben Nystrom*



*Phil Ramstack*

try leader purchased slide door track & accessories division from a hardware company. This enabled MWI to offer a complete selection of American-made round and square track, hardware essentials, and slide frame. The additions continued as Phil Ramstack, current Co-CEO | Operations, joined the team as the Controller in 2007.

### The Dynamic Duo

After surviving and thriving through facility expansions, product additions and the 2008 recession, the internal leaders had confidence in the company's long-term success. With confidence in Ramstack's ability to perceive challenges as opportunities, Nystrom approached Ramstack about purchasing the company together from Nystrom's dad in 2011.

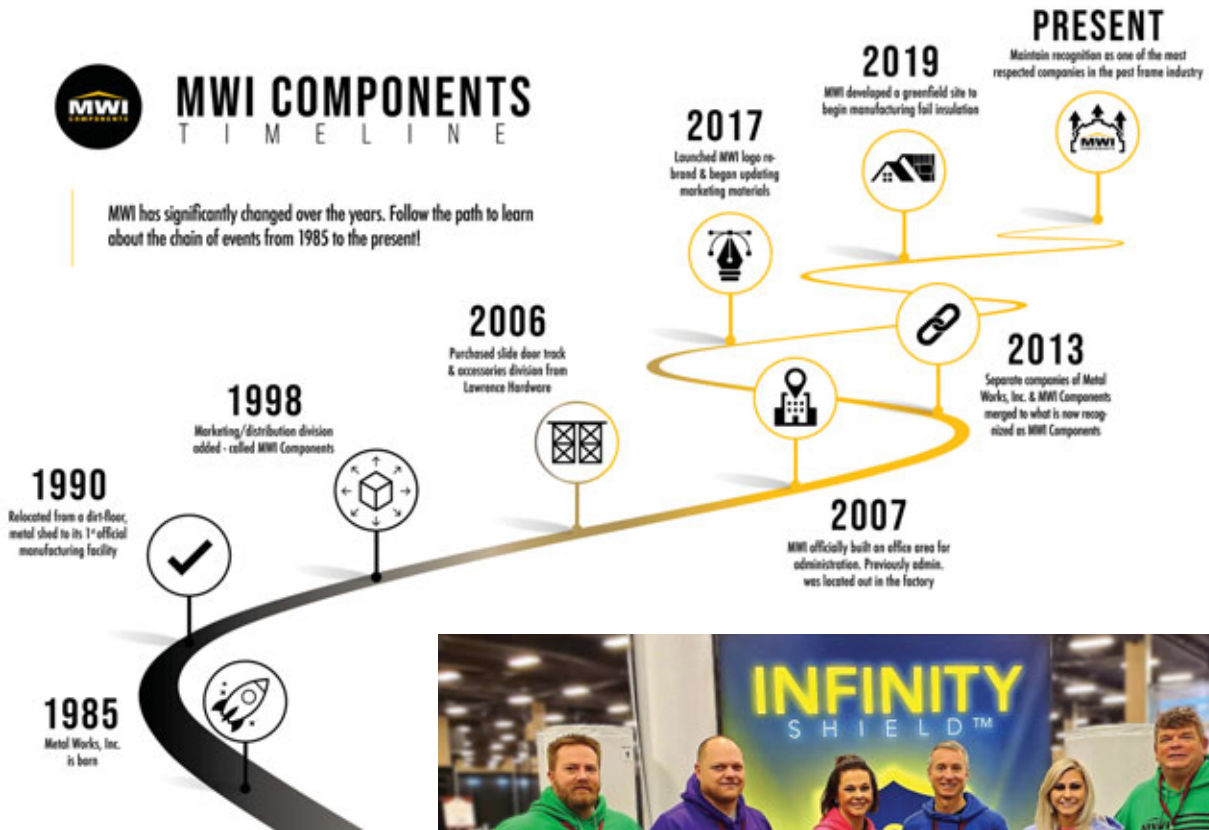
If people still use the term kismet, then this duo is just that. With Nystrom's sales history, Ramstack's financial background





# MWI COMPONENTS T I M E L I N E

MWI has significantly changed over the years. Follow the path to learn about the chain of events from 1985 to the present!



and a shared vision, the team complemented one another perfectly. The two worked together in 2013 as they merged the separate companies of Metal Works, Inc. and MWI Components into what is now recognized as MWI Components. One team—one mission.

### The Company Ethos

MWI is built on four fundamental drivers: excellent customer service, short lead times, cost competitive products and quality components. “These are the targets we want our team focused on every day,” Nystrom asserted.

“When people hear, ‘excellent customer service,’ they probably envision productive phone calls. This is one construct of a much larger fabrication. At MWI, excellent customer service may start at order entry/the phones, but its more than that. It’s how we load a pallet. It’s evaluating new products to add to the portfolio. It’s collaborating on marketing opportunities. It’s how we build every component. That’s MWI customer service,” Nystrom said.

The company focuses on quality over quantity, embracing the idea that employ-



ees shouldn’t send anything out if they wouldn’t use it on their own house. They are empowered to stop the production line if necessary.

Management believes that business is about relationships rather than transactions. Healthy competition is a good thing as it helps to grow the industry, and everyone wins. “The pie can always get bigger,” Ramstack said. “It’s not all about our piece getting bigger and theirs getting smaller. The best thing we can do is grow the industry – commercial and residential – not just agricultural.”

### On the Horizon

In the next year MWI plans on releasing new components that will once again show them to be a solutions provider. However, products are not the only change in store for 2023. Further com-

pany expansion is in the cards, with 9 acres available to build. This is on top of a 40,000 square foot expansion from a few years back.

“We would like to thank our MWI enthusiasts for their support as we continue producing quality products to assist builders and bring post-frame visions to life. However, we would be remiss if we did not show overwhelming appreciation to each and every one of our team members for their undoubtable dedication to MWI Components and our customers. With gratitude, we acknowledge the past, give honor to the gift of today, and grow together into the future,” the dynamic duo expressed.

The MWI Components team looks forward to what the future brings as they continue to uphold the values of a respected, post-frame industry leader. **FBN**





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**ARCHITECT:**

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**ENGINEER:**

Halverson Engineering

**LOCATION:**

Pierce County, Wisconsin

**PROJECT:**

Home & Hobby Shop Size:  
house 36' x 44', 10' sidewalls;  
shop 52' x 58', 14' sidewalls  
Roof Pitch: House: 6/12;  
shop: 4/12

**PRIMARY SUPPLIER:**

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**TRUSSES:** Five Star Truss

**FOUNDATION:** 4' frost wall

**FASTENERS:**

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**ROOF PANELS:** Hixwood

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**WALL PANELS:** Hixwood

SuperRib 100, 28 ga., Becker's  
BeckryTex, Charcoal texture

**OVERHEAD DOOR**

**OPENINGS:**

8' x 8'; 10' x 8'; 12' x 12'

**WINDOWS:** Custom, with the

largest measuring 6' x 4' 8"

**VENTILATION:** Flex-O-Vent

ridge vent; MWI Components  
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**INSULATION:** Walls: Owens-

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# STATE OF THE INDUSTRY

The Good, the Bad, and What to Watch For

By Linda Schmid



Many different economic indicators can be taken into account when looking for clues as to what the state of the industry is likely to be just a short distance down the road. One check is what the experts in a given industry see. Shield Wall Media, parent company of *Frame Building News* magazine, did a survey to measure the climate in the construction industry. The results are overwhelmingly positive; the majority of builders improved sales and profitability in 2022. Further, most believe that their business will not only sell more or about the same in 2023 as they did in 2022, but they project their overall profitability to be the same or better. For further insights from our survey, see the sidebar at the end of this article.

Ben Johnston, Chief Operating Officer at Kapitus, a finance provider for small and medium sized businesses observed that financing applications were up in 2022, 34% up year over year with the funded volume up 46% to approximately \$230 million. This of course speaks to the state of the industry last year when demand – and inflation – were both high. Contractors worked through spiking material costs, labor shortages, and supply chain issues.

Going into 2023, Johnston expects rising interest rates to depress both residential construction as well as low-rise commercial projects. However, he believes that as demand for new construction slows, many people will be investing in renovating the homes and business buildings they already own rather than trading up.

According to ABC's Construction Confidence Index, this past October showed a rise in sales with falling profit margins and staffing levels — yet all are above the threshold of 50 which indicates expectations of growth over the next six months.

ABC Chief Economist Anirban Basu said, “While the industry continues to gain strength from significant funding for public work, pandemic-induced behavioral shifts — including remote work and online business meetings as



well as surging borrowing costs — are translating into meaningful declines in backlog in commercial and institutional segments.

“With borrowing costs likely to increase during the coming months and material prices set to remain elevated, industry momentum could easily downshift further in 2023,” said Basu.

Basu further stated that economists may be overly pessimistic, however. The U.S. economy has some momentum going and near-term recession is not inevitable. While building backlogs have declined, the industry remains healthy and contractor data indicates that the majority expect the next six months to be positive.

Rob Haddock, CEO of S-5! believes what many economists have been saying, that the U.S. economy is likely going into a slowdown, if not a recession. He explains that the huge building boom that everyone has experienced is largely the



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product of the COVID-19 crisis and the supply shortages. The industry has been basically playing catch-up all through 2022. With demand up and supplies down, prices inevitably rose. Then inflation was added in. Haddock thinks these factors will likely bring demand down as we finish out the year and move

through the first quarter of 2023. Then the industry will slow — noticeably — but not necessarily catastrophically. On the up side, this may help with the labor shortage.

Keith Dietzen, CEO of Keymark agrees that rising interest rates and tightening credit will have a bit of a dampening

effect in the new year. As someone who studied economics, he said that the two key factors he watches are inflation and interest rates. If inflation doesn't start coming down, the Federal Reserve will raise interest rates to try and bring supply and demand into balance. But, when rates rise, it impacts new construction and other capital expenditures and it can reduce demand throughout the economy. Still, he's not convinced it will be a very dramatic slowing of the economy.

However, he has advice for businesses should there be more than a slight downturn.

"It's a mistake to cut back too much, especially in your marketing budget. When the industry gets soft, that's when you really need to get aggressive on the marketing end, getting people into your shop by advertising and at trade shows. That's when you gotta market your products and services and find new customers."

Not everyone agrees with these assessments. Christian Rios, Marketing Manager and Mike O'Hara, National Sales Manager at Levi's Building Components foresee good things coming in 2023. They believe commercial construction particularly and construction overall will be strong. They speak to the slowly declining prices of lumber and steel as promising indicators, though they acknowledge that concrete, insulation, and some other material prices continue to rise.

Haddock also sees some prices going down and believes that material prices will stabilize eventually, once the demand calms down. He has already seen the cost of aluminum level and even decline as well as steel leveling out.

A challenge that could specifically hurt the post-frame industry is the financial community's lack of education and understanding of post-frame as a construction method, Dietzen said. The industry definitely needs to educate the banking and mortgage industry.

A sign Rios and O'Hara hail as good news in their own section of the industry is the continuing migration to the southern states, where they say awareness of the benefits of metal roofing is growing,

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promising great market growth.

Mark Stover, President of Perma-Column also sees signs of strong momentum going into 2023. He has noticed increased demand in post frame building as well as new builders entering the market to support the demand.

Dietzen has noticed a positive trend in the post-frame industry. Interest in barndominiums has been growing.

“It’s an interesting phenomenon,” he says, “because it’s not a supplier generated interest. It’s a demand on the part of consumers.”

This creates big challenges for some builders according to Dietzen, because many of them are accustomed to creating a shell for agriculture and sheds; they are not used to dealing with plumbing, all of the mechanical pieces that go into residential builds, and highly finished interiors. Many of them have turned to subcontractors to complete this part of the project.

Keymark has taken this challenge and used it to help expand the post-frame market by enhancing its software to support barndominiums. It’s one of the company’s primary focuses for 2023, along with incorporating supports for all metal building.

Haddock sees great things for S-5! as well, expecting significant growth in 2023. Many of the products they produce are related to safety, especially snow retention products and mounting fault protection systems. As well as being part of new construction, these safety items are often part of retrofits; they are often required for code compliance.

While not life-saving, solar applications are quite popular as people try to bring their energy costs down. Energy costs have soared and the war in Ukraine has not helped. The more it goes up, and as governments offer incentives, the more attractive solar thermal and photovoltaics become.

“When you can install an electric generation system that will last 35 years or more and it pays for itself in the first few, who wouldn’t do that?” Haddock asked.

**“With borrowing costs likely to increase during the coming months and material prices set to remain elevated, industry momentum could easily downshift further in 2023.”**

Anirban Basu  
ABC Chief Economist

Energy costs in other parts of the world are generally even higher than in the U.S. and Haddock and company are expanding into new export markets expanding their reach and drawing in revenue sources from all over the world.

Johnston’s viewpoint coincides with Haddock’s belief that solar panels and accessories are a good industry sector to be in currently. He states that revenue



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will be driven into the residential sector of the industry, referring to the Inflation Reduction Act, in which the government has extended a wide range of tax credits for homeowners who install solar panels and other energy efficient products such as new windows, water heaters, HVAC systems and heat pumps. Of course, contractors can drive business by becoming knowledgeable about the potential tax and energy savings, tailoring their offerings and assisting potential

customers to qualify for the tax benefits.

Rios and O'Hara believe that the key to being successful in the new year will be great customer service and ensuring that your company has the supplies they need in stock. Part of that involves pre-planning and communicating with your suppliers sooner rather than later.

When it comes to the employee shortage, they advise that you take care of your current employees. Managing customer expectations is an important

factor in keeping employees from burning out.

Haddock agrees; he doesn't see the employee shortage going away any time soon. Forward-thinking companies will likely come up with new training techniques to increase efficiency and productivity and possibly reduce turnover, he said. However, he doesn't see labor costs going down a lot unless construction demand comes down in middle to late 2023.

## Highlights From the State of the Industry Survey

Shield Wall Media and METALCON are working on generating data on the markets we serve. This includes general business climate opinions (such as comparing 2022 to 2021) and predicting what 2023 brings. We grouped responses by the type of construction, business size and market segments served.

January Frame Building News goes to print about a week before the survey closes. These results are not complete, but the preliminary data includes some interesting data points from post frame builders.

### • Post frame builders

- 40% are looking to hire new construction employees
- 33% are looking to hire new support staff or office help
- 35% are looking at buying a new truck or trucks
- 26% are expanding into different types of construction or offering new products

### • Comparing 2022 vs. 2021

- 3X more reported increased gross sales than decreased and stayed the same combined
- 2X more reported increased profitability

### • Looking to 2023

- Approximately half believe gross sales will increase
- 30% believe profitability will increase in 2023
- 60% believe profitability will stay the same

- Of 10 construction types, post frame was second in YOY profitability of 10 areas of construction (First was metal buildings)
- Of the different building uses (residential, agricultural, commercial, industrial and remodeling) agriculture showed the best performance in both gross sales and profitability for 2022.
- Agriculture also has the strongest outlook for 2023
- Larger builders fared better than smaller builders, with gross sales and profitability increasing with the size of the company
- Smaller builders (under \$5,000,000 in sales) have a more positive outlook for 2023.





Dietzen doesn't see an easy fix to the labor shortage. Like Haddock, he thinks there is opportunity for anyone who can find or develop solutions to help ameliorate the problem, such as automation, new software, any techniques or processes that require less labor or lower the bar on the skill level required.

Johnston offered this insight: "Builders will continue to struggle finding quality workers at affordable wages and will continue to see elevated costs of materials, while projects plateau or decline. Fortunately, we do expect inflation to be lower in 2023 than it was in 2022, and we expect the actions of the Federal Reserve to reduce inflation further as the year progresses, limiting further demand destruction and inflationary trends."

As far as trends in construction, Haddock has noticed over the last fifty years or so that commercial construction follows residential construction; though it does have roughly a six-month time lag, in other words, if residential construction

slows down, commercial construction usually follows suit eventually. When residential starts to pick up, commercial will again follow suit.

Haddock has advice for those in the industry who would like to feel more confident about their prospects for the future. He suggested studying and thinking through the likely prognosis for different aspects of the industry. For example, if you build high-end custom residences that people pay over a million in cash for, they will likely build it even with an economic downturn. Low-cost housing is a necessity. But the \$300,000 to \$400,000 home buyer is the guy who is being squeezed. "Try morphing your business into a direction that will help protect you," Haddock said.

Johnston bears out this idea, noting that if there is a silver lining in the construction market, it may be the high-end residential market.

"High earners have not shown a meaningful decline in purchasing

power," Johnston said. "In 2023 we expect high earners to continue investing in residential real estate and for high-end residential construction experts to remain in demand."

Other industry sectors that Haddock sees as safer and great options to expand a building business into: hospitals, nursing homes, and other medical facilities. These places are necessary and eventually they need to be refurbished if not rebuilt. Agriculture is another example of a more recession-proof sector. "People have to eat," Haddock says.

Dietzen notes that some business owners start as contractors, grow, and begin buying in bulk, developing a supplier business in addition to contracting or to replace their contracting business.

In conclusion, the name of the game seems to be: diversify. The more sectors you are involved in, the less you will be negatively impacted if one sector sees a downturn. *FBN*

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Spotlight On:

# Kentuckiana Building & Development

"Be better tomorrow than you are today."

By Linda Schmid





**T**im Noble knows hard work. He grew up poor and he began working at age 6 when he mowed grass on his dad's riding lawn mower. He's worked every day of his life. It makes the success of his business all the sweeter.

Noble founded Kentuckiana Builders in 2004. He had no plan to work in construction; in fact, he had a degree in laboratory medicine. He had worked in the construction industry while he was earning his degree, so when the hospital he worked at developed financial difficulties, he went back to construction and never looked back.

He got his start in equestrian buildings, and he has a lot of beautiful examples of that work in his portfolio. However, that is no longer his mainstay. There isn't a lot of quality work available in the equestrian sector. Noble expects that it will come back when people feel better about the economic situation.

"The key to equestrian work is that it is built with clients' disposable income. With the stock market as it is, people aren't spending money on equestrian projects."

These days Noble does mainly commercial work, offices and warehouses, and residential, with a little agricultural construction thrown in. He works in post-frame, brick and mortar, and traditional stick built, whatever is wanted.

Noble isn't building all of these projects himself anymore; he has a crew of 10. His way of handling the worker shortage has been to offer incentives to his employees to reach out to people they know and recruit them.

"If you have good people and they know you treat them right, they will be your best recruiters," he said.

Further, your workers know that you care, Noble said. You are trying to get them help and you are even willing to reward them for helping you find workers.

Another challenge that Kentuckiana Builders has faced is one that most small businesses face: cash flow problems. Vendors want their piece of a project immediately. However, the builder doesn't get all of their payment up front, so that can be tricky. Most of the time, Noble said, good vendors will give you 20-30 days to



pay. Other vendors want their money right away. Early on Noble worked with those businesses, but eventually he decided to pull back from them. A business that is on the edge may not be there when you need them.

Part of managing cash flow is keeping your guys on track and the project on budget. Also, Noble has a credit line that the company can draw on if needed. The business is strong enough now that they don't usually do that, but in early years when capital was harder to come by, it was helpful.

Procuring materials and equipment has been a challenge for Kentuckiana in the last few years, as it has for many companies. They are still waiting on a bulldozer that was ordered over a year ago. When the time comes that you need the equipment and it has not been delivered, it's a dilemma. The choices come down to paying way too much for a used machine or renting. And sometimes renting isn't even an option because so many people are looking for the same kind of equipment. Sometimes you have to beg and if you are a good customer, vendors will usually find some kind of solution.

"Now is not a good time to be a non-established business," Noble said. "Without relationships they won't take you. The lumber company and concrete suppliers will not take walk-in business."

Noble tells a story about a supplier error in which his account was placed on a

COD basis only. They refused to deliver to him for that reason. Of course, he got the error cleared up, but he doesn't know how newer businesses could make it without industry connections.

Kentuckiana has great partners for materials in Wick Buildings for post frame, K & I Lumber, and ABC Supply where they get components from Plyco and Central States Steel. These are some of the relationships that have helped the company.

Still, there are other business challenges that go beyond the support of solid vendors. "I know what it's like to owe a million dollars. I know what the interest is on that. I know what it's like to borrow \$150,000 to buy a piece of equipment. Then, of course, there is insurance, taxes... the construction industry is not for the faint of heart," Noble said.

Kentuckiana has come through it all and they have plenty to show for it...a portfolio of beautiful buildings, pride in a job well done, and they have won some awards along the way from the NFBA. Noble is also proud to state that 80% of their business comes from referrals.

Noble's business philosophy has certainly helped his company grow. "Treat people the way that you want to be treated. And always tell people the truth. They may not like it, but they will like it less when they find out you lied. Above all, be better tomorrow than you are today." *FBN*

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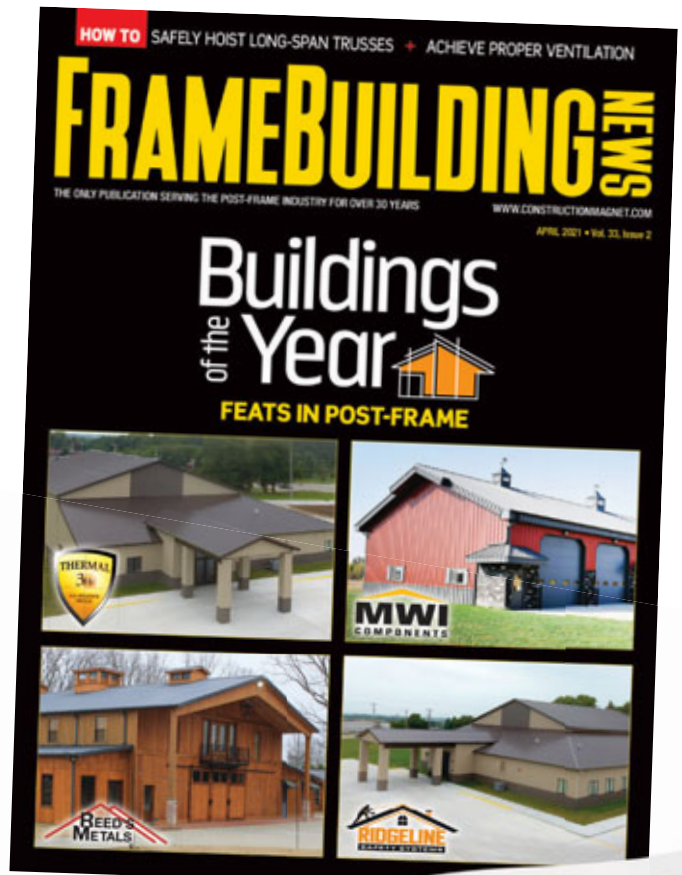
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641
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656	652	648
557	553	549

642	636	
543	541	537

630
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361	349

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249

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243	241	237

330	326	
233	231	227

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155	153	151	149

244	240	236	
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133	131	127	

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BOOTH # 543

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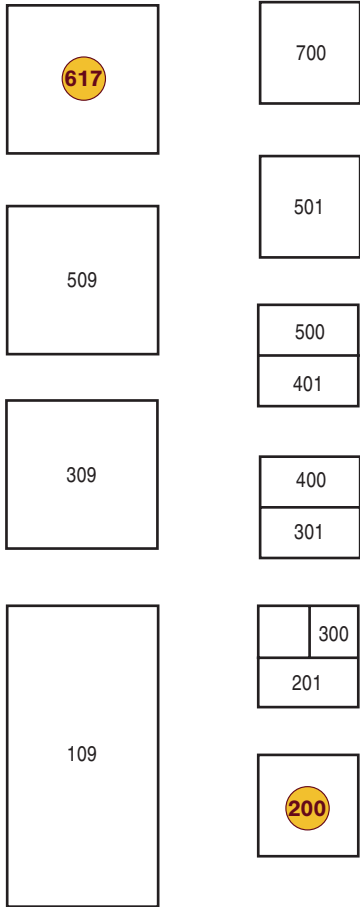
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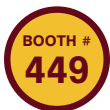
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**[www.rollformingmagazine.com/construction-rollforming-show-registration](http://www.rollformingmagazine.com/construction-rollforming-show-registration)**



# 2023 NFBA CONFERENCE & EXPO EXHIBITORS

Louisville, KY • February 22-24, 2023

The Frame Building Expo in Louisville, KY is a gathering of world-class goods and service providers for the post-frame industry.

*Exhibitors and or booth spaces are subject to change.*



## 3GM Steel

### Booth 653

1650 W. Hwy. 80  
Somerset, KY 42503  
606-676-2146  
sales@3gmsteel.com  
www.3gmsteel.com

3GM Steel is a family-owned, American steel trading and coil distribution company. Since 1989, we've focused on providing the highest quality product available, at competitive prices, delivered with professional service. 3GM Steel warehouses and distributes bare, acrylic-coated, and pre-painted Galvalume® to roll formers nationwide. We also leverage our relationships with tier-one mills across the globe to offer our partners custom-tailored steel solutions. The 3GM Steel team is comprised of seasoned steel industry veterans and professional support staff, and partners with customers to help drive their growth plans.



## Acu-Form

### Booth 649

10550 Township Road 262  
Millersburg, OH 44654  
330-674-4003  
330-674-4035 (fax)  
acu-form@safecommail.com  
www.acuformequipment.com

Acu-Form has been successfully designing and manufacturing roll forming equipment that consistently provide quality products. They use D2 tool steel for their forming dies, which provides longevity. Choose from a wide variety of profiles or we will custom build to your specs. Most parts are built in-house, giving us superior quality control. Acu-Form machines can be set up to run on electric, hydraulic, or mechanical power.



## AkzoNobel

### Booth 342

1313 Windsor Ave.  
Columbus, OH 43211  
614-294-3361  
www.coilcoatings.akzonobel.com/us

Beyond Performance. It is what makes us different. Built on over 200 years of experience. Whatever we do, we achieve the highest standards. Creating products of tested, proven and enduring quality. Working in partnership to best serve our customers. Delivering genuine added value. Protecting reputations as much as surfaces. Simply being trusted to do all this, and more, like nobody else can. Quality, Service, Trusted Partner. AkzoNobel Coil and Extrusion Coatings.



## ASC Machine Tools, Inc.

### Booth 127

900 North Fancher Road  
Spokane, WA 99212  
509-534-6600  
509-536-7658 (fax)  
salessupport@ascmt.com  
www.ascmt.com

Established in 1949, ASC specializes in roll-forming machinery, tooling, and associated equipment utilized for metal processing. We offer a variety of panel lines, single and multi-trim roll formers, cz purlin lines, garage door and roll-up door lines, track lines, channel lines, bottom bar roll former and custom designed roll-forming lines - Made in Spokane, Washington USA!



## Atlas Bolt & Screw

### Booth 448

1628 Troy Rd.  
Ashland, OH 44805  
800-321-6977  
www.AtlasFasteners.com

Atlas Bolt & Screw, the industry leader, has the widest selection of metal and wood fasteners, closures, venting, sealing, flashing and exterior building performance solutions. Headquartered in Ashland, Ohio with manufacturing and distribution located in Ohio, Texas, Oregon and North Carolina. Atlas is a member of the Marmon Group, a Berkshire Hathaway Company and a part of the Marmon Construction Fastener Company.



## THE BRADBURY GROUP

## Bradbury Group

### Booth 543

1200 E Cole  
Moundridge, KS 67107  
620-345-6394  
bradbury@bradburygroup.com  
www.bradburygroup.com

The companies within The Bradbury Group design and build quality roll forming equipment, cut-to-length equipment, levelers, automated production systems, metal tile roofing systems, and controls for entry level operations to full scale facilities. Whether you need a single machine or an entire manufacturing system, we have the expertise and experience to build equipment that will exceed your expectations. Our machines and systems are known for their reliability, high production capabilities, scrap reduction, and build quality.

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## Capital Forest Products

**Booth 457**

222 Severn Ave  
Bldg 14, Suite 100  
Annapolis, MD 21403  
410-280-6102  
410-280-6108 (fax)  
info@capitalforest.com  
www.capitalforest.com

For over 40 years, Capital Forest Products has been leading the distribution of lumber and manufacturing materials for the building industry along the east coast. Exclusive relationships with our European and Canadian sawmills allows us to deliver high-quality, premium products to you in full or mixed loads. Supplying exceptional furring strips, framing lumber, panel products, and specialties to industry leaders allows us to be the prime resource that positions you leaps ahead of the competition.



## CIDAN Machinery Group

**Booth 309**

665 Hwy 74 S #350  
Peachtree City, GA 30269  
770-692-7230  
infocidan@cidanmachinery.com  
www.cidanmachinery.com/us

CIDAN Machinery Group is your one-stop partner for architectural and roofing sheet metal fabrication. In business since 1907 with over 5,000 machines in North America, we offer folders, long folders, double folders, coil processing, rollforming, material storage and nuIT factory software. As a global supplier of cutting-edge sheet metal machinery, CIDAN Machinery believes in providing industry-leading customer service and support. See how we can increase your efficiency within your business or shop.



## Construction Maestro/ Symun Systems

**Booth 146**

www.symun.com

Construction Maestro estimating and design software from Symun Systems is known for its detail, accuracy, and ease of use. It automates the process of generating all necessary field-ready plans and materials lists within just a few minutes for a post-frame or stud-frame building.



## Daystar Systems LLC

**Booth 455**

14226 Highway 4  
Campbell Hill, IL 62916  
866-7DAYSTAR (732-9782)  
info@daystar1.com

DAYSTAR™ Natural Lighting Systems provide brilliant, even illumination regardless of building size. Also, DayStar's light-harvesting method actually extends daylight hours every day of the year by collecting and dispersing more natural light during early mornings and late afternoons than any other daylighting system. The result is superior illumination with little to no need for electric lights. With a properly designed and installed daylighting system from DayStar, you can have the efficiency and beauty of evenly distributed natural sunlight without the glare, extreme temperatures, or shadows of direct sunlight. DayStar's insulated curb, light shaft and lens provide 40-50% better thermal value than conventional skylight designs. That means you'll lose less heat in winter, and gain less heat in summer, reducing the burden on your heating and air conditioning systems. Contractors save installation time with DayStar's Complete System which includes all the components needed for installation. Plus, contractor and building owners can have peace of mind that comes with an engineered curb designed for leak free installation for the life of the roof.



## Direct Metals Inc

**Booth 565**

1719 Baseline Court  
Fort Myers, FL 33905  
855-800-8878  
239-599-8545 (fax)  
orders@directmetalsinc.com  
www.directmetalsinc.com

Direct Metals Inc. supplies fasteners, solid & vented foam closure strips & rolls, pipe flashings & other accessories to the post-frame, steel-frame & residential metal roofing industries. Key products include the #12 diameter SCAMP 304 SS Cap metal to wood long-life fastener & PANCLIP low profile Pancake & Wafer screws & panel clips for standing seam metal roofs. Butyl mastic, 304 SS rivets, windows, foil insulation & polycarbonate panels for skylight replacement round out the product line.



## Dr!PStop

**Booth 236**

10118 Settlement House Rd.  
Dayton, OH 45458  
937-660-6646  
937-999-3927 (fax)  
info@dripstop.com  
www.dripstop.com

For over 25 years, DR!PSTOP has been the absolute best way of dealing with condensation on non-insulated metal roofs. It has been tried and tested in every climate condition across the globe and has proven to be a simpler and more economical way. The membrane will absorb the water caused by condensation, thus preventing dripping from the roof. DR!PSTOP serves as an added layer of protection for the metal in corrosive environments while also improving inside and outside acoustic properties. Both impact and echo noises are reduced significantly.



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## Eagle Metal Products

### Booth 264

802 N 3rd St  
Mabank, TX 75147  
972-350-9800  
972-888-9966 (fax)  
connect@eaglemetal.com  
www.eaglemetal.com

Serving the industry for over 30 years with connector plates, software, engineering services and manufacturing equipment, Eagle Metal is committed to providing exceptional products and customer service. Wall panel, floor truss, and roof truss manufacturers across the country are discovering the advantages of TrueBuild® software. Visit our booth to learn more. Eagle Metal...Engineered. Tested. True.®



## Everlast Roofing, Inc.

### Booth 549

10 Enterprise Court  
Lebanon, PA 17042  
888-339-0059  
717-270-6569 (fax)  
marketing@everlastroofing.com  
www.everlastroofing.com

For more than 20 years, Everlast Roofing, Inc. has continued to push the metal building component industry forward, leading to the creation and introduction of CECI® and Heat Forming. Understanding how essential quality roofing and siding is to your structure, Everlast shapes their steel roofing with laboratory-tested technologies such as AZM with Activate Technology and COLORBOND. These technologies allow for a self-sealing, protective barrier in the most vulnerable spots, such as scratches and cut edges, while providing a superior paint system tested in some of the harshest regions and formulated against the weather. It is easy to see why Everlast Roofing, Inc. continues to be the most innovative on the market.



## Flack Global Metals

### Booth 252

425 West Lakeside Ave., Ste 200  
Cleveland, OH 44113  
216-456-0700  
questions@flackglobalmetals.com  
www.flackglobalmetals.com

FGM designs and fulfills custom supply chains for OEMs using flat rolled steel, aluminum and stainless. FGM was established to fill a void in the steel industry. It provides customers with a geographically agnostic steel distribution process and offers industry-leading risk management services to OEMs. FGM is headquartered in Scottsdale, Arizona, and maintains offices in Cleveland, Chicago, and Atlanta.



## Frame Building News Magazine

### Booth 743

PO Box 255  
Iola, WI 54945  
marcus@shieldwallmedia.com  
www.framebuildingnews.com

Frame Building News has been devoted exclusively to coverage of the post-frame construction industry for over the past 30 years. It has more than 21,000 subscribers, most of which make their living in the post-frame industry. It is published five times a year.



## Graber Post Buildings Inc.

### Booth 336

7716 North 900 E  
Montgomery, IN 47558  
800-264-5013  
812-636-4936 (fax)  
info@graberpost.com  
www.graberpost.com

At Graber Post Buildings, we stock over 4,000 coils in order to accommodate the immediate demands of our customers. We have slitting capability and 'Cut to Length' service. Our coils are painted with AkzoNobel Ceram-A-Star 1050 - Energy Star. We have 22 brilliant colors with a 40- year paint warranty. Recently, we added AkzoNobel Ceram-A-Star Frost in six colors. Graber Post offers direct mill order and pickup for maximum cost efficiency. We also offer warehouse shipment from Graber Post. We can ship stand-alone coils or can combine coil shipping with other building materials for additional savings. Graber Post also offers complete building packages that can be delivered to your door.



## Hershey's Metal Meister

### Booth 317, 326

420 Progress Drive  
Mattoon, IL 61938  
877-289-3030  
Info@HersheysMM.com

We are the manufacturer of the Variobend trim folder, a high-quality folder built in the Midwest using both European and local engineering. We are also distributors of the Slinet coil storage system. Our service department is very prompt and parts are available locally should any problems arise.

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## Hixwood

### Booth 553

N14685 Copenhaver Ave.  
Stanley, WI 54768  
715-644-0765  
715-644-0094 (fax)  
www.hixwood.com

Hixwood is the premier source for all your coil, blank flat stock, and slit coil needs. We specialize in supplying the industry with products that are at the top of the spectrum. We have been proudly serving West Central Wisconsin, manufacturing quality building components for the past 23 years.



## I-Beam Sliding Doors

### Booth 548

1000 E US Rte. 24  
Chenoa, IL 61726  
815-945-3667  
815-945-7073 (fax)  
info@ibeamdoor.com  
www.ibeamdoor.com

I-Beam Sliding Doors is a company founded on building heavy-duty, lightweight sliding doors for the post-frame industry. The company prides itself on supplying doors to fit your needs. "Doors That Work!" is its promise. Doors are now available with the 6000# Ultra Glide track and trolley system. The trolley adjuster system allows for accurate and easy adjustment for our Ultra Glide trolley. It cannot come out of adjustment. Enjoy a lifetime unlimited warranty on ultra-glide track and trolley systems! The real game changer is the Incredible Swing Door on display again this year with many improvements to the structure and operating system. This is a game-changing system for the door industry. The True automatic mode system has obstruction

detection and full velocity command mode built into the system for ultimate operation safety. It self-adjusts closed positioning so that call-back and never-ending adjustment frustration is over!



## IdeaRoom

### Booth 554

910 W Main St., #200  
Boise, ID 83702  
208-954-8570  
sales@idearoom.com  
www.idearoom.com

Today's consumer expects self-service and instant gratification. To remain competitive in a changing e-commerce landscape, shed, carport, and building companies must provide their customers with a superior shopping experience. IdeaRoom allows you to visually represent your buildings in 3D, providing your customers the tools to quickly configure the structure of their dreams without the assistance of a sales person. Generate qualified, high-value leads that are more likely to close faster and at higher average sales prices.



## Janus International Group

### Booth 557

135 Janus International Blvd.  
Temple, GA 30179  
678-379-4475  
www.JanusIntl.com

Janus International is the leading global manufacturer and supplier of turn-key self-storage, commercial and industrial building solutions including: roll up and swing doors, hallway systems, re-locatable storage units, and facility and door automation technologies. The Janus team operates out of several U.S. locations and five locations

internationally. Our team of experts are the ultimate resource for every aspect of your project, ranging from the exploration of planning phase all the way through an easy installation.



## Lakeside Construction Fasteners Inc.

### Booth 500

6476 Highway 135 North  
Paragould, AR 72450  
800-537-4160  
sales@lakeside-fasteners.com  
www.lakeside-fasteners.com

Lakeside Construction Fasteners, Inc. is a U.S.-owned and operated, FULL SERVICE, international fastener supplier and manufacturing company offering a vast array of construction fasteners, pipe flashing and foam alternative solutions. From Total Supply Chain Management to Total Project Management, coupled with U.S. based warehousing and sourcing of product from the Pacific Rim – Lakeside will provide a custom construction fastener or pipe flashing solution for your organization.



## Leland Industries, Inc.

### Booth 401

95 Commander Blvd.  
Toronto, ON M1S3S9 Canada  
www.lelandindustries.com

Leland manufactures a complete line of fasteners for the wood frame, metal roofing and steel frame industries. We are one of North America's largest manufacturers and suppliers to the post-frame market. We offer self-tapping and self-drilling sealing fasteners in lengths to 12 inches in #10, 12 and 14 diameters. Leland's fasteners are 100 percent North American made, in carbon or stainless steel and can be plated, coated or powder coated to match any panel color. Leland will match any steel painted panel warranty. NZF3000® Series Zinc-Flake plating will revolutionize corrosion protection. Hexavalent Chromium Free, ROHS and DFARS compliant.



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## Levi's Building Components

**Booth 227**

400 Burkholder Drive  
Ephrata, PA 17522  
877-897-7020

info@levisbuildingcomponents.com  
www.levisbuildingcomponents.com

Known for quality products, quick shipping and expertly filled orders, Levi's Building Components is a wholesale supplier and one stop for all your metal roofing needs. Check out our extensive line of fasteners, including Fastgrip, Metalgrip, ProCap and ProZ and our variety of snow retention guards in our Snow Defender line. Snow guards are available in 40-plus color offerings. Find roofing underlayment, venting, sealing and more in our accessory offerings including our exclusive FastVent Plus, FloVent and Roloshield lines. Visit our website and use our mobile-friendly Snow Defender Calculator.



## Marion Manufacturing

**Booth 161**

201 S. Coble St.  
Marion, KS 66861  
620-382-3751

www.marionmanufacturing.com

Marion Manufacturing Inc. adds the value to the metal. The company designs, fabricates, and installs custom manufacturing equipment, specializing in roll formers, decoilers, shears, stackers, etc. Also offered is a full service machine shop, with service on other brands of roll-form equipment provided.



## Maze Nails

**Booth 250**

100 Church St.  
Peru, IL 61354  
800-435-5949

www.mazenails.com

Maze Nails is the exclusive manufacturer of Stormguard® double hot-dipped galvanized nails with a lifetime warranty against rust. In business since 1848, Maze offers a full line of specialty nails in bulk for hand driving and in collated sticks and coils for popular pneumatic nailers. Maze has been serving the post-frame industry for many years, providing painted rubber washer nails for corrugated roofing and siding. Maze post-frame nails meet ASTM F1667 specification. In addition, Maze manufactures nails for fiber cement siding products, cedar and redwood sidings, fencing, decking and roofing. All Maze Nails are proudly 100% made in the USA.

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(828) 692-2603

**SALEM OREGON**  
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SALEM, OR  
(503) 362-1373

**HOUSTON TEXAS**  
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## McElroy Metal

**Booth 531**

1500 Hamilton Rd.  
Bossier City, LA 71111  
800-562-3576  
info@McElroyMetal.com  
www.mcelroymetal.com

Designed for post-frame and residential applications, Mesa is a patent- and copyright-protected panel with a nearly invisible lap. Mesa's standard paint system is PVDF, the industry's best coating for long-term protection against chalking and fading. Matrix soffit panels, now available in 16-inch widths, are offered in colors that match McElroy's wall and roof panels. McElroy Metal, a leading supplier of metal roofing and wall products to the post-frame industry, is a participating supporter of the National Frame Building Association.



## Metal Rollforming Systems

**Booth 717**

4511 North Freya St.  
PO Box 6246  
Spokane, WA 99217  
888-284-6794  
info@mrsrollform.com  
www.mrsrollform.com

Metal Rollforming Systems (MRS) designs, manufactures, and sells innovative rollforming equipment. Established in 1993, MRS continues to develop its business through dedication to equipment innovations and reliability to its customers. MRS understands quality is important. By choosing MRS, you will be working with a company that knows quality and reinforces it in their equipment. We do it all: Development, manufacturing, and assembly are all done in-house. This allows us to price our equipment very competitively, making it affordable for our customers. Our product line includes roll formers, trim roll formers, and much more!



## METALFORMING

### MetalForming, Inc.

**Booth 117**

100 International Dr.  
Peachtree City, GA 30269  
678-325-2313  
770-631-7776 (fax)  
info@metalfforming-usa.net  
www.metalfforming-usa.com

MetalForming is the leader in metal building and architectural sheet metal technology. With 25 years of selling and servicing high quality metal folders, shears, rollformers, slitters and curvers from the most respected manufacturers across the globe. We have the largest service and parts organization in the business. Schleichbach Quadro is the number one bestselling portable rollforming system in the world offering 11 profiles with instant change over.



## Mill Steel

**Booth 431**

2905 Lucerne Dr. SE.  
Grand Rapids, MI 49546  
800-247-6455  
info@millsteel.com  
www.millsteel.com/building-products

Founded in 1959 by Harry Samrick, Mill Steel Co. is one of North America's premier flat-rolled steel suppliers. Headquartered in Grand Rapids, Michigan, Mill Steel operates five service center locations across the nation. Mill Steel excels at serving some of the world's most demanding industries through its dedication to superior quality, delivery, and performance. The company continues to grow by consistently operating with integrity, putting its customers and associates first. Mill Steel proudly supplies Sherwin-Williams, AkzoNobel, and PPG paint systems, as well as any customer-specific coatings.

With excellent customer service and same-day or next-day turnaround time, Mill Steel is your one-stop shop!



## MWI Components

**Booth 200**

1015 32nd Avenue West  
Spencer, IA 51301  
800-360-6467  
800-361-3452 (fax)  
csr@mwicomponents.com  
www.mwicomponents.com

MWI is a leading manufacturer/supplier of post frame products. With 100+ steel colors, almost 30 aluminum colors and 50+ powder coat colors, the combinations are endless. Create beautiful buildings with MWI's cupolas, ridge-vents, soffit, trim, round/square track & accessories, and stall systems & complete your building's aesthetic with Dutch or Arcadian Sliding Doors. They also supply Uni-Vent®, sealants & retrofit products, and polycarbonate/PVC panels. Plus, MWI recently began manufacturing their own foil insulation, Infinity Shield®! Call MWI Components today at 800-360-6467 to make your buildings stand out from the rest!



## New Century Bank

**Booth 141**

www.newcenturybankna.com

New Century Bank is dedicated to the post-frame industry with mortgages and leasing nationwide. It specializes in housing construction and permanent mortgages with metal siding and roofing. It offers fixed rate mortgages and low-down payment construction loans. Its positive approach to post-frame financing will make a difference in client decisions to purchase.



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*Northern Building  
Components*

## Northern Building Components

**Booth 451**

44815 CR 388

Bloomington, MI 49026

269-521-4554 ext. 1

Northern Building Components (NBC) is a manufacturer/distributor of post-frame building components. We provide US- and Canadian-based customers with great customer service and quality items including ridge vents, premium closures, reflective insulation, pipe flashing, Emseal products, snow guards, sealants, fasteners, metal-to-wood/roofing screws, entry doors, and other miscellaneous items for post-frame buildings. Plus, we have cupolas in 18 colors and 3 sizes in stock and ready to ship.

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Cleveland, OH 44114

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216-881-6977

products@novagard.com

www.novagard.com

Novagard is a Woman Owned innovator and manufacturer of silicone sealants for the construction industry with product offerings for use in a variety of roofing applications to meet the needs of metal roof manufacturers, dealers, building material wholesalers, and contractors. ISO 9001:2015 (QMS with Design) | IATF 16949:2016 (QMS with Design) | Certified WBE | www.novagard.com

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**Booth 660**

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540-898-7000

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us.onduline.com/pro

Founded in Virginia in 1976, Onduline

North America, Inc. is a member of the International Onduline Group, a global leader in roofing materials and building products. Manufactured in the United States, TUFTEX Master Series provides quality corrugated polycarbonate and PVC panels for a variety of agricultural, industrial and professional plastics applications.



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**Booth 729**

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800-999-9459

contactus.usa@palram.com

www.palram.com/us

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**Booth 537**

400 Carol Ann Ln.

Ossian, IN 46777

800-622-7190

Mark.Stover@permacolumn.com

www.permacolumn.com

Perma-Columns are 5-foot precast concrete columns that keep wood out of the ground, ensuring your building's foundation will never rot. They are the first product to combine the economy of post-frame construction with the durability of a concrete foundation.



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**Booth 267**

New Holland, PA 17519

610-377-3270

717-355-9813 (fax)

www.advancedpostsolutions.com

GreenPost from Planet Saver Industries offers a unique non-toxic concept for protecting in-ground wood from the harmful effects of ground-contact decay, at the same time providing uplift restraint. GreenPost is laboratory proven, termite tested and building code compliant and is applied to posts using a specialized production machine so posts arrive ready for installation. GreenPost also complements pressure-treated posts by providing an environmentally friendly barrier, helping to keep the preservatives in the post longer.

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**Plyco Corporation /  
East Coast Fasteners**

**Booth 109**

500 Industrial Drive  
Elkhart Lake, WI 53020  
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marketing@plyco.com  
www.plyco.com

For over 50 years, Plyco Corporation has been a leading supplier of products to the post-frame, metal clad building and commercial construction industries. Plyco manufactures and distributes a wide variety of products including metal doors, windows, horse stall systems, ventilation products, fasteners and more. For many customers, we provide one-stop shopping for a majority of

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**Post Protector, Inc.**

**Booth 231**

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570-624-7031 (fax)  
ken@postprotector.com  
www.postprotector.com

Post Protector is a slide-on barrier system, delivering serious post-decay protection. Post Protector tackles post longevity concerns by eliminating both soil/concrete-to-post contact and

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**Booth 330**

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## Red Bud Industries

**Booth 302**

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618-282-3801  
rbi@redbudindustries.com  
www.redbudindustries.com

Our Slitting Lines have been specifically designed with metal building producers in mind. These Slitters are simple to set up and easy to operate. They offer a compact, floor-mounted system that is ideal for quick installation and easy maintenance. We also offer a wide range of Cut-to-Length / Multi-Blanking Lines that come standard with some of the most advanced features available on the market.



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**Booth 640**

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Canada  
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www.rFOIL.com

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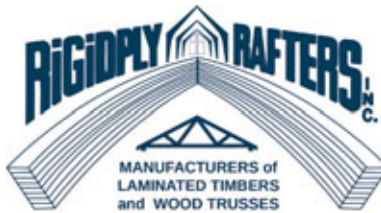
## RICHLAND LAMINATED COLUMNS LLC

### Richland Laminated Columns LLC

**Booth 460**

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419-895-0062 (fax)  
twilson@richlandcolumns.com

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jhaddock@s-5.com  
www.s-5.com

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**Booth 648**

3814 E. US 30  
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574-267-4861  
bthompson@safewaydoor.com  
www.safewaydoor.com

Safe-Way Garage Doors is a leading manufacturer of quality residential, commercial, and industrial overhead garage doors in steel, wood, and aluminum. Headquartered in Indiana, Safe-Way also operates facilities in Tennessee and Missouri with distribution throughout North America and Canada. Residential and commercial doors are available in multiple configurations including polyurethane and polystyrene insulated, un-insulated, up to 11 colors in steel, and multiple powder coat colors in aluminum.

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## SFS Group USA, Inc.

### Booth 630

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[us.construction@sfs.com](mailto:us.construction@sfs.com)  
[www.sfs.com](http://www.sfs.com)

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### Booth 631

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

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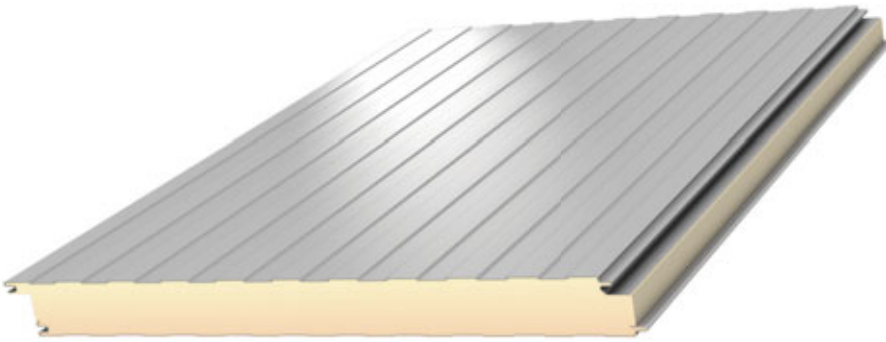


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### All Weather Insulated Panels Launches DM44 Mesa Panel

All Weather Insulated Panels (AWIP), an industry leader in foam composite insulated metal panels, has announced an expansion of its wall panel product line with the launch of the DM44 Mesa Panel. The DM44 utilizes a planked 44" wide profile and is now available for quotation and ordering for interior installations, specifically for controlled environment

applications.

"The development of the DM44 panel was driven by our customers," said Dan Costello, National Sales Manager, Cold Storage. "The 44" module width will assist in expediting installation on interior applications and our goal with this new product is to deliver what the industry has asked for."

DM44 panels are available in 2" through 8" and lengths of 8 to 50 feet for

interior applications. DM44 is available in AWIP's Imperial White polyester and stainless steel finishes. The interior and exterior steel profiles are embossed with vertical profiling.

DM44 strengthens one of the most comprehensive lines of controlled environment product offerings in the market. A new controlled environments brochure is available in support of the DM44 launch and highlights AWIP's system solution approach. From floor to roof, and everywhere in between, AWIP offers the total solution for temperature-controlled applications.

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



### SENCO's Releases Nailer for Users of Plastic-Collated Nails

KYOCERA Senco Industrial Tools Inc. (SENCO), a global leader in fasteners and power fastening tools, today announced the launch of its latest built-in-the-USA pneumatic framing nailer. The SENCO FN81T1 fires full round head nails and features more power, improved durability, and better ergonomics than comparable framing nailers.

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# Financing Post Frame Homes

**F**inancing any custom home is typically a two step process. There is a construction loan. This is a short term loan, typically at a higher rate that allows financing for materials, subcontractors and other aspects necessary to build the home. This will cover land, permits, labor and material and everything required to arrive at a closing. Upon completion, the new post frame home will be inspected and appraised. Then the loan will be converted to a mortgage. Often both can occur through the same bank. Sometimes the builder will have existing relationships for the construction loan and the owner will select the mortgage lender.

Post Frame Homes, Shomes or Barndominiums by any name are a custom home and non-typical. Part of buying homes for most people is financing. Banks are highly regulated and are required to follow procedures by law and by their underwriters. It pays to have an ongoing relationship with the bank and a banker. While there is no gray area in the rules, the owner having someone on their side and willing to work for them and lobby on their behalf is a huge benefit.

Banks and mortgage companies like simple loans, with a “normal” home. Sometimes a post-frame home represents a challenge because it is different. Banks are required to find comparable recent appraisals within a specified distance. When the building is not exactly like the others in the area, finding comparable appraisals may be a challenge.

Some of the issue with “comparable” stems from outdated views of post frame. Many banks view post frame as agricultural or temporary buildings. While this may have been true with the old style, pole barn that had wood in dirt, several post-frame products now offer a permanent foundation. This renders the



temporary building view obsolete.

Resolution may simply involve educating the banker regarding post frame. This may take time so it is advisable to start this process as early possible.

The book *Pro Tips On: Your Post-Frame Home* can be a great resource for educating bankers. The gallery of completed homes and detail surrounding specific aspect of post-frame construction demonstrate this is much more than a pole barn.

Starting a relationship with the banker early has the added benefit of getting a preapproval from the bank. This gives the owner can speed the design build process.

As a builder, you may have existing relationships with banks or financing institutions. This is information your clients don't have; if you can make recommendations, you can use it to your advantage ... helping them get financing is one step closer to landing the contract.

A contractor-offered solution is a

simple answer but it may impact the bidding process. One of the potential conflict points in the sales process is both the buyer and the seller gain advantages by controlling the process. The party with the banking relationship retains more control.

The other alternative is banks that specialize in post-frame construction. New Century Bank has worked hard in this space and supports post-frame trade associations and attends contractor shows such as Frame Building Expo.

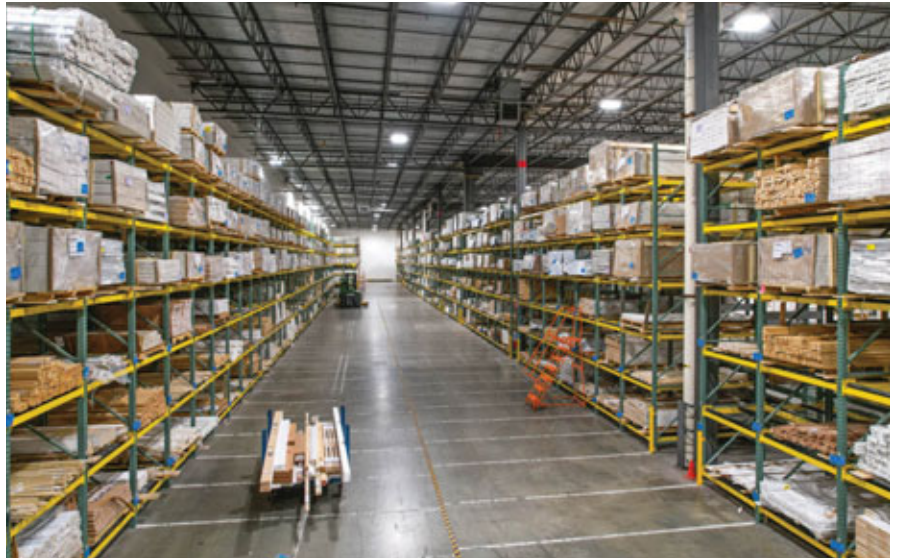
Using a bank familiar with post frame will ease many of the challenges with appraisals, but not having a preexisting relationship may limit other options. **FBN**

*For information about Pro Tips On: Your Post Frame Home books, contact Gary Reichert at [gary@shieldwallmedia.com](mailto:gary@shieldwallmedia.com).*

**Empire Moulding and Millwork  
Opens Distribution Center to  
Service the New England Market**

Novo Building Products is pleased to announce the opening of a new Empire Moulding and Millwork distribution facility in Amherst, N.H. Strategically located 60 miles north of Boston, the new 217,000-square-foot-facility services 750 independent lumberyards, specialty millwork shops, stair manufacturers, door fabricators, ProDealers, and home centers across New England.

“This strategic expansion allows Empire to better support and service customers throughout the Northeast with a wide breadth of products,” said Jeff Leys, President and COO of Novo Building Products. “The new Amherst facility is our response to the steady increase in demand from New England customers seeking high-quality interior millwork products supplied on a timely basis.”



“The new Amherst facility created more than 70 new warehouse and administration jobs,” said Troy Mittler, regional VP Northeast of Novo Building Products. “The new facility is a state-of-the-art

distribution center utilizes an auto stack racking system that maximizes space utilization, increases operating efficiency, improves employee safety, and minimizes the potential for damage to the product.



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The facility also has 16 loading bays plus four drive-through interior loading bays to facilitate the high volume of product that will be processed on a daily basis for our customers.”

The product assortment available from the Amherst location includes a wide variety of high-quality millwork products including stair parts, MDF, finger joint, and solid wood mouldings. High-quality products from other Novo Regional brands; L.J. Smith® Stair Systems, Ornamental Decorative Millwork, and Turncraft® Columns, are stocked at the new facility.

### US LBM Acquires North Carolina Truss Manufacturer Comtech

US LBM, a leading distributor of specialty building materials in the United States, has acquired Comtech, a manufacturer and supplier of structural roof and floor trusses located in North Carolina.

Founded in 1970, Comtech manufactures floor and roof trusses and provides engineered wood products to builders in the Carolinas, including Raleigh, Pinehurst and Greenville, and along the coast from Morehead City to Myrtle Beach and Pawley’s Island.

Comtech will operate as part of US LBM’s Professional Builders Supply, which distributes residential and commercial building materials, such as lumber, siding, trim, doors, windows, decking and railing, to builders and remodelers across the Carolinas. Professional Builders Supply also provides turn-key installation services, including residential roofing and siding.

“The addition of Comtech’s truss manufacturing capabilities enhances the strength of US LBM’s network in the Carolinas, expanding our service offering and product mix across several key markets in the region,” said US LBM President and CEO L.T. Gibson. “With a well-earned reputation for quality and service, we’re pleased Comtech is joining US LBM.”

### S-5! Announces 14 New Patents Issued This Year

As S-5! wraps up its 30th anniversary year (2022), the company announces the addition of 14 new patents issued in 2022 alone, bringing the total number of patent issuances to 112 since the company’s first product was patented in 1991.

The United States Patent and Trademark Office most recently granted S-5! Patent No. 11,512,474 for its S-5-ZH™ Mini clamp. “ZH” stands for Zip-Hinge and is specifically designed for mounting solar and other light-duty applications to round “bulb” seam configurations, such as BEMO, Kalzip®, Zip-Rib® and other similar metal roof profiles.

### PPG Chairman and CEO Michael McGarry named Industrialist of the Year

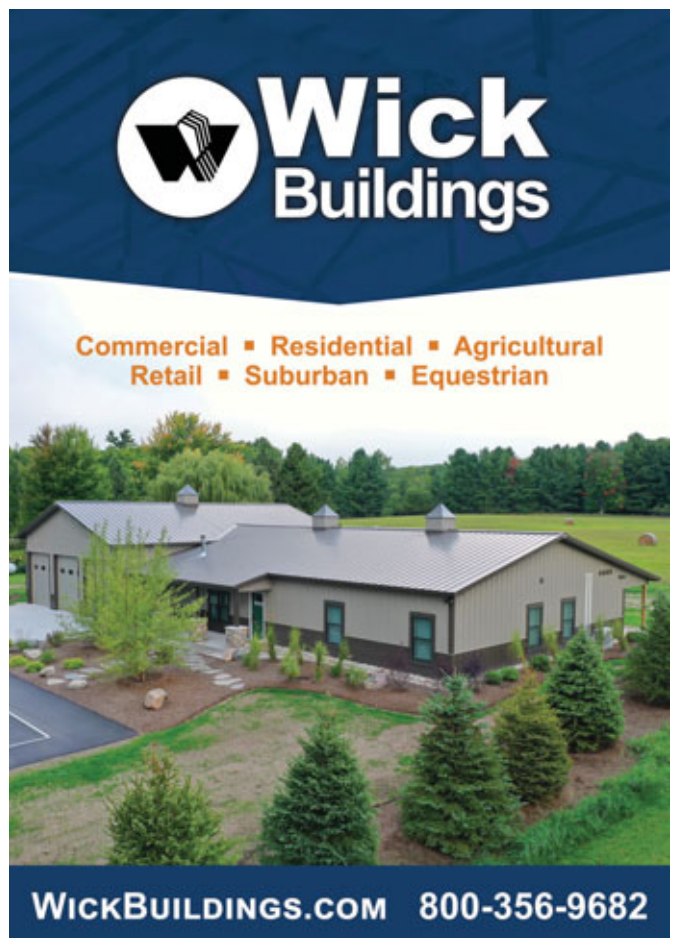
PPG (NYSE:PPG) has announced that Michael McGarry, PPG chairman and chief executive officer, has been named Industrialist of the Year by the Western Pennsylvania Chapter of the Society of Industrial and Office Realtors (SIOR). The award recognizes southwestern Pennsylvania business leaders for their positive contributions across their industry, their community and

the region.

McGarry became PPG chairman of the board in 2016 after first being named CEO in 2015. He joined PPG in 1981 as an engineer at the company’s Lake Charles, La. chemicals complex. During his four-decade career with PPG, he progressed through various business and management assignments around the world.

Today, PPG is one of the world’s leading paints, coatings and specialty materials companies with over 50,000 employees and operations in more than 75 countries. The company maintains its global headquarters in Pittsburgh and will celebrate its 140th anniversary in 2023. In addition to leading the company’s business strategy, McGarry has been committed to supporting the communities where PPG operates. Most notably, McGarry started the company’s global Colorful Communities initiative where PPG paints schools, community centers and other nonprofits that could benefit from a fresh coat of paint. Since Colorful Communities launched in 2005, PPG and its employee volunteers have completed more than 400 projects in 44 countries around the world.

McGarry currently serves on the Board of Directors of U.S. Steel Corporation, the Board of Directors of Shin-Etsu Chemical Co., Ltd., and the Pittsburgh Cultural Trust.



The image features the Wick Buildings logo at the top, which consists of a stylized 'W' inside a circle next to the text 'Wick Buildings'. Below the logo is a list of market segments: Commercial, Residential, Agricultural, Retail, Suburban, and Equestrian. The central part of the image is an aerial photograph of a large, modern, single-story building with a grey roof and light-colored walls, surrounded by greenery and a parking lot. At the bottom of the image, there is a dark blue banner with the website 'WICKBUILDINGS.COM' and the phone number '800-356-9682' in white text.

### Fi-Foil Acquires Kennedy Insulation Group

Fi-Foil Company, a portfolio company of Validor Capital, and a highly-specialized manufacturer of reflective insulation and radiant barriers, has announced its acquisition of Kennedy Insulation Group, significantly expanding its reflective insulation product line.

Kennedy Insulation Group, based in Carthage, Missouri, was established in 2008 by Rick and Chris Kennedy. The company's exclusive VerSola™ brand is a multi-layer reflective bubble insulation product. Kennedy manufactures and distributes throughout the southwestern and southeastern United States. The VerSola product is especially noted for its use and performance in metal and post-frame building applications.

Bill Lippy, CEO at Fi-Foil stated, "We couldn't have found a better fit for Fi-Foil than Kennedy. Rick has built a great business that is highly complementary to the existing Fi-Foil product line. We feel the combined capabilities of the two companies and their respective teams will enable us to serve our customers more effectively with an expanded U.S. manufactured product line and

geographic sales coverage."

The transaction closed on October 28, 2022. Terms of the transaction were not disclosed.

### Construction Employment Increases by 20,000 in November, Says ABC

The construction industry added 20,000 jobs on net in November, according to an Associated Builders and Contractors analysis of data released today by the U.S. Bureau of Labor Statistics. On a year-over-year basis, industry employment has risen by 248,000 jobs, an increase of 3.3%.

Nonresidential construction employment increased by 16,300 positions on net, with growth registered in all three subcategories. Nonresidential building added 8,200 net new jobs, while heavy and civil engineering and nonresidential specialty trade added 5,300 and 2,800 jobs, respectively.

The construction unemployment rate fell to 3.9% in November, while unemployment across all industries remained unchanged at 3.7%. **FBN**

## EVENTS CALENDAR //

### JANUARY

**Jan. 17,** Wisconsin Lumber Dealers Leadership Conference, Wisconsin Dells, WI. [www.nlassn.org](http://www.nlassn.org)

**Jan. 18-19,** Garage, Shed, & Carport Builder Show, Greenville Convention Center, Greenville, South Carolina. [Garageshedcarportbuilder.com/show-registration](http://Garageshedcarportbuilder.com/show-registration)

**Jan. 23-25,** MCA Winter Meeting, Hyatt Regency in Clearwater Beach Resort & Spa, Clearwater, Florida; [www.metalconstruction.org](http://www.metalconstruction.org)

### FEBRUARY

**Feb. 6-7,** Northwestern Lumber Association Expo North, St. Cloud, MN. [www.nlassn.org](http://www.nlassn.org)

**Feb. 22-24.** Frame Building Expo, Kentucky International Convention Center, Louisville, Kentucky; [nfba.org](http://nfba.org)

**Feb 28- Mar. 1,** Northwestern Lumber Association Expo Nebraska, La Vista, NE. [www.nlassn.org](http://www.nlassn.org)

### MARCH

**Mar 2-3,** Northwestern Lumber Association Expo Iowa, Des Moines, IA. [www.nlassn.org](http://www.nlassn.org)

### APRIL

**Apr 18-20,** Montreal Wood Convention 2023, Montreal, QC, Canada. <https://montrealwoodconvention.com/en/>

**Apr. 25-27,** Estimating 1-2-3- Northwestern Lumber Association Inver Grove Heights, Minnesota. [www.nlassn.org](http://www.nlassn.org)

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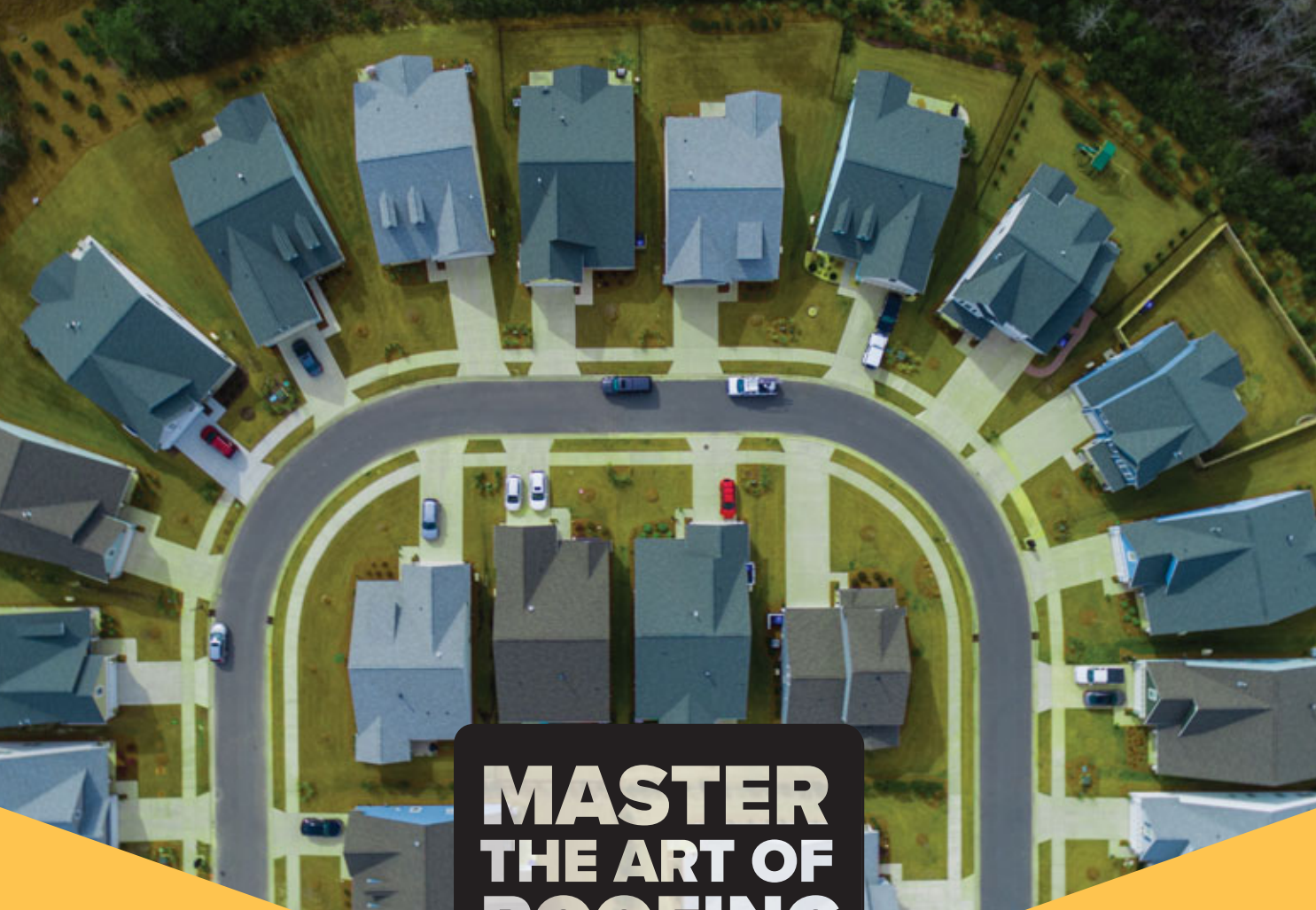
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January 1993 edition of Frame Building News

**FOR 30+ YEARS FRAME BUILDING NEWS** has been providing the news, trends and resources builders need.

This article is a wonderful example of the “recyclability” of a well-built building. These unusual-looking buildings are reminders of the buildings built during World War II in the South Pacific for storage and housing. The blueprint was adopted by the agricultural industry due to their durability.

# McElroy Metal Solves Need For “Curved” Corrugated Steel

## Quonset Hut Retrofit Creates New Market for Enterprising Builders

**T**he Quonset Hut was developed during World War II to meet the housing and storage needs of American troops in the South Pacific.

The reason for the unique design, however, has long since been forgotten. All most people remember is that they had fewer parts, could be put together quickly and had a long service life. In fact, they lasted so well that after the war they became a dominant force in the agricultural market through the late 1950s.

It is anyone’s guess as to just how many Quonset Huts have been built in North America over the years...certainly that number runs well into the thousands. More pertinent for the purposes of this discussion however, is the present condition of those structures. If, as the photos accompanying this article attest,

many Quonset Huts are showing their age, then the subject of this month’s special feature will probably capture the interest of any number of enterprising contractors.

The story begins with the owner of a Quonset Hut building situated in an industrial park in downtown Toledo, Ohio. Although the building had been in service for an extended period of time, and continued to serve the owner well, it was on the verge of being condemned as an eyesore, in spite of the fact there was an ongoing business operating at the site.

This situation led the owner to contact McElroy Metal Inc. sales representative, Dan Myers, of Wapokoneta, Ohio. “The owner simply inquired about the prospect of refurbishing his Quonset Hut building,” says Dan. “At the time, we knew of only one company having any experience in ‘curving’ steel, and they were located on



*A 4 high mechanically attached ribbing not only provided the anchor for the metal sheathing, but provided ample room for badly needed insulation.*



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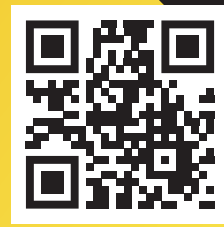
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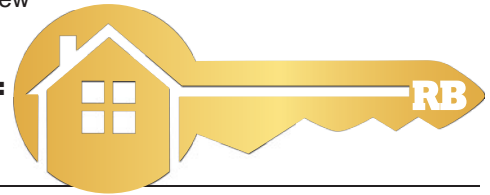
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In July, *Rural Builder* magazine will present its **Gold Key of Excellence Awards** for the 40th time. Help us determine the names of suppliers of building materials and/or construction equipment who do the best job of providing you with all of the services and products you need to run your business successfully. **Take a minute to submit your vote today.** You can select up to three suppliers from the following list or nominate someone new in the spaces provided below.

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the West Coast. Nevertheless, because we wanted to accommodate the owner, we contacted them and prepared a quote.”

There were, however, a couple of problems. “First, the ‘curving process’ employed by the company we contacted, involved ‘crimping’ the steel,” according to Mark Lawson, a McElroy Metal Sales Manager. “Obviously, that process yielded a less than smooth replacement panel, that was not necessarily eye appealing. Secondly, the cost was substantial – \$3.25 per square foot for the finished product, plus freight from the West Coast!” Dan Myers and his associates at McElroy Metal began looking for alternatives.

Enter Sam Frey of Frey Roof Systems, who coincidentally is also located in Toledo, Ohio. In recent years Sam had developed a well-deserved reputation for being able to “curve” standing seam roofing for various applications. It was therefore logical that Dan called Sam. After all, he figured if Sam can curve standing seam, surely he could curve corrugated steel as well, right?

Being an enterprising individual, Sam agreed to give it a try. Working with McElroy, he produced a mock-up, ‘curved’ sample from a one foot wide section of the selected panel. This sample was submitted to the building owner, with McElroy standing behind the finished product. “We felt certain we could do as good or better on a full width panel,” notes Dan, “and that was more than acceptable to the building owner, especially when we noted that the cost could be reduced from the \$3.25 originally quoted, to just \$.40 per square foot. He readily agreed to contract for the retrofit of his 1945 vintage building!”

Now, of course, the owner is ecstatic. The finished retrofit resulted in a “like-new” building which local officials are proud to have in their park.

“We used 24 gauge steel in this instance,” explains Dan. “A thicker steel with less tensile strength is easier to curve than a thinner steel with a high tensile strength. In our original testing, we tried



**The finished product transformed an “about to be condemned building” into an eye-pleasing structure that is a valuable part of the local industrial park.**

both 29 and 26 gauge, and had a little trouble with it. So we settled on 24 gauge and built the dyes for 24 gauge. After we made the dyes, we ran some 26 gauge and had no problems at all, so long as the tensile strength was down below 50,000 psi.”

The biggest benefit is elimination of the unappealing look of steel which has been curved using a “crimping” process. Our finished product is far more aesthetically pleasing, and it’s far less expensive too, especially considering freight from the West Coast!”

“The width of this particular building was 40’, and most Quonset buildings are either 30’, 40’, or 50’ widths,” according to Dan. “Other widths have been built of course, but we can produce a “curvature” for just about any width.”

In this case, the 40’ wide building required three (3) 22’ panels with a 24’ radius. The building was 100’ in length, although length was not a consideration, of course. “The panels on the original building were about 10’ long and 2’ wide, so there were a lot of joints,” notes Dan. “People used to paint them. What we have done however, is produce a much smoother, and better looking building, and at very little more cost.”

The sub-structure is comprised of a 4” high Z-section, primarily because a little extra room for insulation was desired. The Z-sections were mechanically attached on 5’ centers, with bat insulation laid in between. Dan is quick to point out that, “This is a big benefit, because these structures are normally very difficult to insulate, but you certainly don’t have to use 4” high spacing. As little as 1” will do the job.”

McElroy Metal is enthusiastic about this concept. “I think the market is tremendous because there are so many of these old buildings out there, and virtually all of them are in need of a face-lift,” says Dan enthusiastically.

“What’s more, we have taken this curving metal technology one step further. Curved steel has application to far more than Quonset Hut retrofit. We can curve steel down to as little as a 3’ radius, and it can either be pre-manufactured and shipped to the job site, or fabricated right on site.”

One thing is certain, we are heading into another cold, hard winter, and progressive builders may well be looking for another opportunity.

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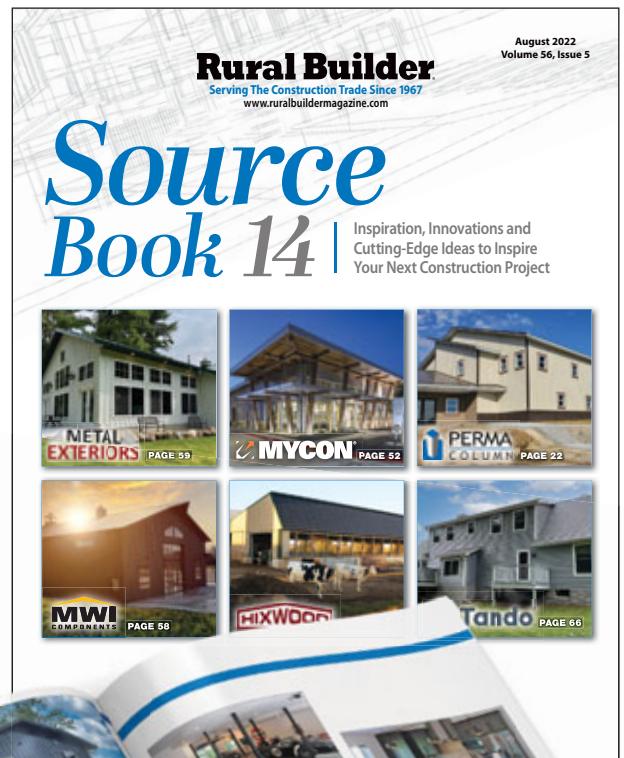
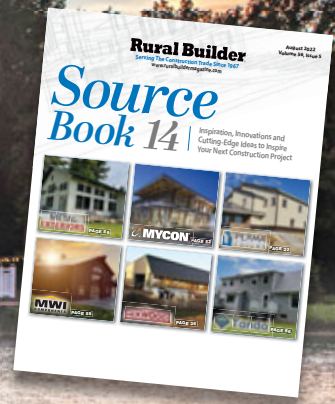






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Feel free to contact me with any questions.  
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*Marcus Josiger*

Marcus Josiger, managing editor

If you have questions, contact Linda Schmid at 920-264-9465.

## PROJECTS DUE MAY 1, 2023

Please fill in all fields relevant to your project or scan QR code below to fill out electronically and send completed form to:  
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## WHAT YOU NEED TO SEND US FOR CONSIDERATION:

**CONTACT INFO:** (Will not be published)

Name: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Email: \_\_\_\_\_

**PHOTOS OF THE COMPLETED BUILDING**  
at least 3-4 photos (high resolution: 300 dpi)

**ALSO NEEDED ARE THE FOLLOWING DETAILS:**

Building size: \_\_\_\_\_  
Building location: \_\_\_\_\_  
Architect: \_\_\_\_\_  
Contractors: \_\_\_\_\_

Company Name on Project: \_\_\_\_\_  
Company Website: \_\_\_\_\_  
Building system manufacturer (if applicable): \_\_\_\_\_  
Doors: \_\_\_\_\_  
Wall and roof panels: \_\_\_\_\_  
Windows: \_\_\_\_\_  
Insulation: \_\_\_\_\_  
Ventilation: \_\_\_\_\_  
Fasteners: \_\_\_\_\_  
Snow guards: \_\_\_\_\_  
Posts: \_\_\_\_\_  
Trusses: \_\_\_\_\_  
Foundation: \_\_\_\_\_  
Others (Cupolas, Shutters, ect.) : \_\_\_\_\_

PRODUCTS USED

**General description of the project:**  
*(Please include a couple of paragraphs including what the customer wanted; what special elements set it apart)*

DESCRIPTION

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