

Buildings of the Year



FEATS IN POST-FRAME

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DYNA-GUARD®



DYNA-GUARD® installed



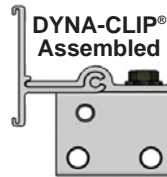
DYNA-GUARD® on duty

S-5! We are discontinuing the line of S-5!® snow retention products. Closeout/below cost prices on S-5!®

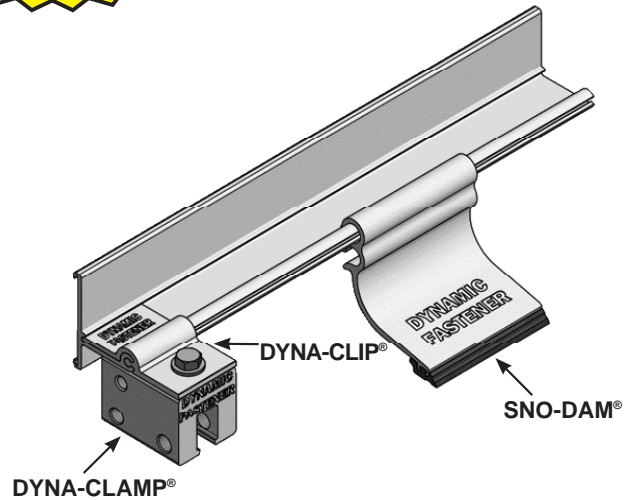
X-Clip™ II	\$2.75
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Assembled



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ARCAT For a CSI 3 part specification and CAD details on Dyna-Guard products see our page on Arcat

<https://www.arcat.com/arcatcos/cos50/arc50660.html>



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Company Growth Continues

New Magazine Editor, Plus a Show Coming in 2024

I have owned Shield Wall Media for almost four years now. It has been an adventure for me and the wonderful people who have chosen to come along for the ride. Like any endeavor, owning a company has its good days and its bad days. Today is a good day.

First, I can officially welcome a new passenger riding on the Shield Wall bus. Rocky Landsverk is now the editor of Frame Building News. He has more experience in publishing than I do, and is a great addition to our team.

POST-FRAME BUILDER **SHOW**

Seeing new ideas progress from an idea or a sentence to reality feels like magic. The trip from “Hmmm, I wonder ...” to “Wow, look at that!” is where the fun is. Some places are known as destinations for fun; one of those is Branson, Missouri.

One tiny piece of fun and magic is now officially added to Branson. We officially launched the Post-Frame Builder Show on

the Building Wins Live podcast February 15. The Post-Frame Builder Show will be in Branson on June 19-20, 2024.

In the last four years we have added Pro Tips On consumer books, trade shows, and new magazines. We could not have gotten here without your faith and support. Thank you to all of our subscribers, exhibitors, and advertisers for your confidence in our growing team and our mix of magazines, books, and shows.

—Gary Reichert

EDITOR'S NOTE //

Debuting at First Frame Show

So when you're the new editor of a magazine, what better way to dive in headfirst than to go to a big industry show. It's not really trial by fire; more like jumping into the deep end of the pool. Here are my initial impressions of the post-frame industry after attending the Frame Building Expo in Louisville in February.

Trends Are Encouraging

Several trends are converging and they all bode well for this industry. This type of construction can be green, affordable, and simple, and in economic downturns that can mean a higher market share even when the markets don't look very good overall.

Simplicity Crosses Financial Barriers

Whether you can afford a high-end home, or you're a young family trying to figure out how to afford one with today's prices, post-frame has options for you, and they're increasingly desirable. The barndominium experts in the room (there were several) seem to be able to express that best. I asked them to describe the few types of people who are most interested in barndos. There seem to be three levels, based on financial wherewithal, but they

have a few things in common, including a desire for simplicity (which can still be extravagant, it doesn't necessarily equal affordability), green building, and open floor plans.

About Me

From a personal standpoint, my wife Angie (also an editor, but at a different company) and I live in the Shield Wall Media hometown of Waupaca, Wisconsin, having built our age-in-place retirement house in the fall of 2021. I will be able to chronicle that build, and the things we've learned that could benefit you and your business, in the coming months and years.

I will be building an editorial advisory board of industry professionals in each topic vertical (that's part of my process for any magazine I've managed) so feel free to email me at rocky@shieldwallmedia.com and introduce yourself. I look forward to meeting you in person at an industry event, too.



—Rocky Landsverk

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Cover design by
Kevin Ulrich



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Gary Reichert,
Publisher, Shield Wall Media

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POST-protector
1-877-WONT ROT

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2023 of the Buildings Year



FRAMEBUILDING NEWS

Welcome to the fourth annual installment of our Buildings of the Year issue. We've gathered a variety of great projects for both educational and aspirational purposes. Now it's your turn. Get your recent projects featured in a Project of the Month column by visiting our website at framebuildingnews.com.



Barn: Hixwood



Calf Barn & Kitchen: Ritchie Industries



Livestock Sheep Facility: Critel Buildings



Equipment Barn: Walters Buildings



Barn: McElroy Metal



Multi-Purpose Barn: S-5!

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NEW

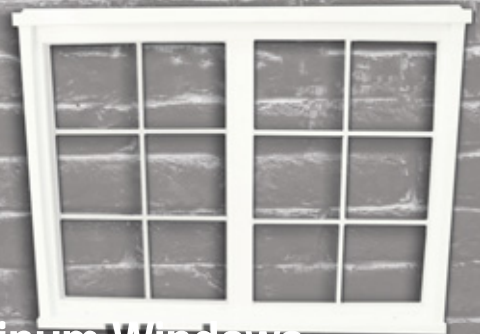
COOL SOLAR REFLECTIVE
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20 Series Door
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HIXWOOD



BUILDER: Loyal Construction

SPECS: 40'x64'x14, roof pitch 5/12

DOORS: Plyco 95 Series Sliding Doors

FASTENERS: East Coast Fasteners

FOUNDATION: Richland Columns

INSULATION: Owens Corning

POSTS: Richland 3-Ply laminated columns

ROOF PANELS: Hixwood Super-Rib 100 Textured Black

SPECIAL INTERIOR FEATURES:

Hixwood Super-Rib Liner

TRUSSES: Precision Truss

VENTILATION: MWI Soffit and cupolas

WALL PANELS/SIDING: Hixwood Super-Rib 60 Red

WINDOWS: Silverline 3900 Picture Windows

MISC: MWI Weathervanes

Ken Zimmerman was in dire need of a place to store his groundskeeping machinery and some of his personal items.

By getting a local crew to erect this eye-catching building, he covered the bases for both improving the real estate value, and protecting what was important on his farm.



**Thank you
to all readers**
*for the nomination of the
Metal of Honor award.*



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Hixwood has been a leading supplier for quality building materials since 1998. Contractors and homeowners alike have come to rely on our exceptional dedication to top quality building components. We have been recognized as industry leaders when we first introduced the Textured Super-Rib panel to the industry in 2006. Board & Batten and Seamless Siding in 2013. To add to our line of quality products we will be introducing the 26 ga. R-panel in April 2023!

Calf Barn & Kitchen

RITCHIE INDUSTRIES

BUILDERS: Mueser Lumber, Reitinger Construction, Willie Construction, East Iowa Mechanical, CJ Moyna

CONTRACTOR & ARCHITECT: Ted McAllister

BUILDING SPECS: 36' x 224' with a 24' x 24' kitchen

DOORS: Midland Overhead Doors

POSTS AND TRUSSES: Meuser Lumber

WALL PANELS: Roll-O-Matic Barn Curtains

TRUSSES: GPB Engineered Trusses 40' - 4/12 - 14" OH - 4'O.C.

FARM ACCESSORIES: Ritchie Automatic Livestock Waterers (www.RitchieFount.com) – OmniFount series, FarmTek Bird Netting, Agri-Plastics Ultra Flex-Pen, Agromatic Adjustable Gates, Holm & Laue Milk Taxi

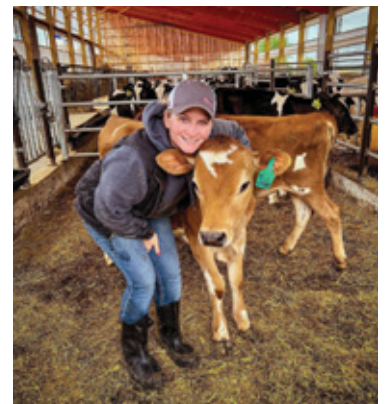


MCALLISTER FAMILY DAIRY

PHOTO BY ADAM RODENBERG – MCALLISTER FAMILY DAIRY

Ted McAllister is a seventh-generation farmer and helps run the McAllister Family Dairy Farm in New Vienna, Iowa. McAllister spent a lot of time researching other calf barns to design the perfect calf barn for the family operation. McAllister utilized resources through the Dairyland Initiative from the University of Wisconsin, feed company Vita Plus, and their nutrition consultant (Jake Guenzler with Pro AGtive Technologies) to design and draft a highly efficient and spacious new calf barn.

“Basically, we wanted to get all calves from day old to 5-6 months all under one roof to better utilize



MEGAN WITH JIBLET, A JERSEY CALF.

PHOTO BY MEGAN MCALLISTER @MEGAN_DAIRYGIRL

labor and workflow,” said McAllister. “The design allows us to eliminate dealing with the elements while not sacrificing the space, ventilation, and nutrition the calves need to grow and be healthy to become to the next generation of cows in the herd.” One of the more unique features of the barn is the calf kitchen where formula is prepared onsite and then delivered with the Milk Taxi. The efficient design also incorporated the grain auger delivering grain directly into the kitchen to remove the chore of hauling grain in and out of the elements. Each design choice was selected to maximize calf

comfort and farm efficiency. This includes the roomy group pens, ample sunlight, natural fresh air ventilation, and high efficiency OmniFount waterers from Ritchie Industries based in Conrad, Iowa. The McAllister Dairy Farm’s new calf barn is also a familiar backdrop to videos produced by Ted’s wife, Megan, who has become a popular dairy advocate on social media. You can learn more about McAllister Farms on any social media platform by searching for [megan_dairygirl](#).



PHOTO BY MEGAN MCALLISTER @MEGAN_DAIRYGIRL

THE NEW CALF BARN AT MCALLISTER FAMILY DAIRY, IN NEW VIENNA, IOWA.

STANDS OUT IN ITS FIELD



It’s easy to see why Ritchie Waterers stand out from the competition. And it’s not just because they’re red and yellow. Find out how at ritchiestandsout.com



Livestock Sheep Facility

CRITEL BUILDINGS

BUILDER: Critel Buildings,
Hastings, Nebraska

BUILDING SPECS:
60x200x14, 3/12 pitch

WRAPAROUND: 10' x 460' open
Lean-To, with two wrap-arounds,
2/12 pitch

DOORS: Clopay (10) 10'x12' Non-
Insulated Commercial Doors (2),
14'x12' Non-Insulated Commercial
Doors

FOUNDATION: 2' Concrete Stem
Wall, Perma-Column Sturdi-wall
brackets

FASTENERS: Ledgerlok metal to
wood screws 1 1/2"

INSULATION: Dripstop®
Condensation Barrier

WALL PANELS: Hixwood Metals,
Light Gray Pro Q Plus Panel,
29 gauge

ROOF PANELS: Hixwood Metals,
Charcoal Pro Q Plus Panel,
29 gauge

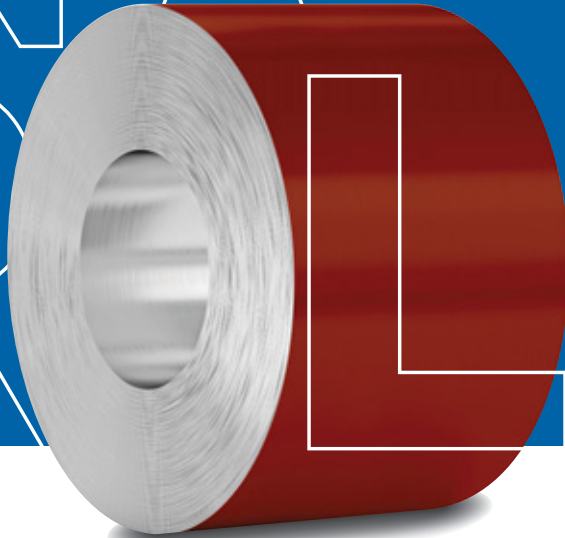
TRUSSES: Quality Truss & Design,
60' 4' o/c, 115 mph wind load



This building was built for a customer needing additional space for their sheep operation. They had this structure custom-designed to fit on their property. This building was started during Nebraska's unpredictable winter season and the Critel crew worked in snow, ice, and mud for most of the project. There was enough nice weather between two storms that the entire building was erected in three weeks.



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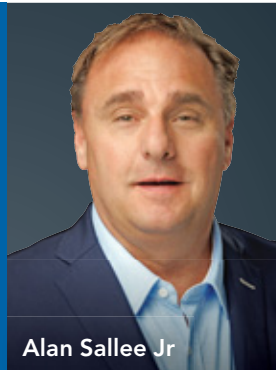
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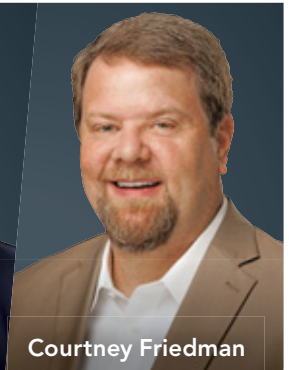
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STOCKADE BUILDINGS, INC.

BUILDER: Stockade Buildings, Inc.,
Andover, KS

BUILDING SPECS: 36x70x11 First
Story 9' clear above second floor,
mezzanine 8/12

DOORS: Plyco #20 commercial
service doors

WINDOWS: Plyco Thermo Break
Aluminum

FASTENERS: SFS Woodgrip #9

FOUNDATION: concrete mount on
foundations

INSULATION: Fiberglass walls & roof
with house wrap

VENTILATION: Ventraridge and
3x3 cupolas from Plyco

WAINSCOTING: Natural stone
wainscoat by Suburban Buildings

WALL PANELS: Max-Rib Ultra 29
gauge Kynar 500 paint from McElroy
Metal

ROOF PANELS: Max-Rib Ultra 29
gauge Kynar 500 paint from McElroy
Metal

**WEATHERVANES, WINDOW
BOXES, SHUTTERS, ETC.:** Plyco



The Applejack
Pumpkin
Patch

event building in
Augusta, Kansas,
can be rented
out for special
occasions, and
also serves as a
store. The second
floor mezzanine
is 36x40x10
clear. Posts are
flush frame wall
columns and
custom columns
for rafter support.
Interior columns
offer rafter and
mezzanine support.





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www.rollformingmagazine.com/construction-rollforming-show-registration

HOBBY & STORAGE SHOP

E&F AG SYSTEMS

BUILDER: E&F Ag Systems,
Forest Hill, Maryland

BUILDING SPECS:
40' x 64' x 16' 7/12

FOUNDATION: Newport Model 200
Insulated Carriage Style two 12x12'
and one 14x14'

INSULATION: Sidewalls insulated
with R-19 batts

POSTS: 4-ply 2x6 poles glue lam

ROOF PANELS: AB Martin 26 ga
premium grade, textured painted
steel, roofing & trim

TRUSSES: 40' span trusses @ 4' oc

WALL PANELS: AB Martin 26 ga
Premium painted steel Board n
Batten siding

DOORS: Plyco #20 commercial
service doors

WINDOWS: 2-36x49 & 8-32x41
double-hung windows

MISC. INTERIOR: AB Martin 28
ga metal ceiling and upper 8',
Smartside siding bottom 8'

CUPOLAS, ETC.: AB Martin two
36" painted steel cupolas with win-
dows & weather vanes



This truck and equipment storage building has a floor-drained wash bay and large workshop area. Features include a custom 12x10 powder coated aluminum and glass split slider door, 2x6 freezeboard trim on both gables, fake door on upper gable, 18" eaves, and gable overhangs enclosed with soffits.



Multi-Purpose Barn

S-5!

ARCHITECT: Timber frame engineering and design by Marcus Weiss and Daniel Kilchenmann of European Timberframe Corp. Plans for the building permit were drawn by Meyer Designs, Ltd.

GENERAL CONTRACTOR:
Woodstyle Homes

ROOFING CONTRACTOR:
Artisan Roofing Ltd.

SOLAR INSTALLER:
Roost Solar, Inc.

BUILDING SPECS:
3,500 sq ft, main floor 2,500 sq ft, upper 1,000 sq ft. Roof 6,000 square feet, 8/12 upper roof

GARAGE DOORS: Cloplay Corporation Canyon Ridge steel/composite

FOUNDATION: Slab on grade concrete in-floor hydronic heating (natural gas)

ROOF: New Tech Machinery SSH SS150, 20" on center, 1-1/2" high rib, 24-gauge Cascadia Metals Black SMP Standing Seam with Cascadia Metals insulation

TRUSSES:
King Post trusses with struts

VENTILATION: Sash windows, awning windows in cupolas



WALL PANELS:
Exterior - Hardie Plank

DOORS: Home Building Centre Vernon fiberglass, Masonite, Cloplay

WINDOWS: Anderson low-e

SOLAR & SNOW: 90 solar panels (28.35 kilowatts) mounted to the roof using the S-5! PVKIT® direct-attach rail-less solar mounting solution; Snow retention: S-5! X-Gard™ 2.0 snow retention pipe system



Bruce Goode, a retired cattle-ranch owner and airline pilot, purchased an 8-acre equestrian estate with spectacular mountain and lake views in the Okanagan Valley area of British Columbia, Canada. The property features a new multi-purpose barn and outdoor arena, along with his private residence, a hay storage unit and a chicken house.

The spacious main floor will be used as a workshop area with a tack room and riders' lounge. The upper floor open loft area will be used as a "hunting lodge/cowboy shack" themed retreat and entertainment area complete with taxidermy mounts, in addition to a hobby/work area for gunsmithing as well as a workout area.

Project Goals

Bruce's goal was to construct a multi-purpose building made of fire-resistant materials since the property is located within a forest interface area. He wanted the roof of the barn to serve as a mounting platform for a 28.35-kilowatt PV solar system to provide 100% of the electricity needs for the entire equestrian ranch property. After consultation with the solar installer, the ridge line of the building was oriented exactly due east/west, which affords maximum solar gain for the direct-attach 90 solar panel system mounted on the south-facing upper roof and lower roof surfaces.

The 24g Cascadia Metals Black SMP Standing Seam

Metal Roof together with the S-5! PVKIT direct-attach, rail-less solar mounting solution helped him to achieve his goals. The PVKIT enabled solar installers to direct-attach PV modules to the standing seams, eliminating the need for a traditional rail mounting system, and provides a simple, secure, economical and penetration-free method for attaching solar modules.

Bruce also wanted to reduce the risk of sudden and unexpected release of snow, potentially posing a serious threat to family/friends and

property below. He discovered the S-5! X-Gard™ 2.0 pipe snow retention solution to meet his needs.

An advertisement for ColorGard Metal Roof Snow Guards. The background is a photograph of a large, two-story barn with a red metal roof and wooden siding. The barn has a stone base and a large glass door. In the foreground, there are logos for MCA and MBMA (Metal Building Manufacturers Association) with the word "MEMBERS" below them. A QR code is located in the bottom right corner. The text "ColorGard® METAL ROOF SNOW GUARDS" is at the top left, and "S-5!® The Right Way" is in a black circle at the top right. The main text reads "Protect your building with a quality snow guard system." At the bottom, the phone number "888.825.3432" and website "www.S-5.com" are listed.

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CTG ASSOCIATES / CRUMLISH & CRUMLISH
CULVER / SOUTH BEND, INDIANA

BUILDER: Donlar Construction,
Waite Park, Minnesota

BUILDING SPECS: 17,200 sq. ft. Total.
Two Floors 2.75 / 12

WINDOWS: Marvin Ultrex, Low-E,
Solar Glazed, Composite Exterior
Wood Interior

TRUSSES: Bork Lumber Girder,
Multiple Ply, and Standard Mono
and Pitched

FASTENERS: Atlas HL Roofing
Fasteners, Simpson Strong-Tie Titen

FOUNDATION: Poured concrete walls
with wood posts, Perma-Column Sturdi-
Wall Post Brackets.

INSULATION: Owens Corning
Loose fill and Faced Batts

VENTILATION:
RenewAire - Air to Air ERV XE2XINH

POSTS: Bork Lumber 6 X 6 Laminated

HVAC: American Standard Heating /
Cooling Multiple 5-ton high efficiency
split systems

SIDING: Louisiana Pacific LP Smart
Side, Cedar Texture

ROOF: Midwest Panel Commercial
36" Wide, 24 ga.

MISC.: Brockwhite Cultured Stone
(Chardonnay), Mannington LVT Flooring
Plank Style, Savaria LULA Lift Orion,
Maselter Cabinets.



This building is a replacement for a 90-plus-year-old wood frame tabernacle and was created for the 100th anniversary of the Koronis Assembly Grounds in Minnesota. The goal was to build a new state-of-the-art wood frame



building that preserved the character and design elements of the original wood framed structure. This included post frame walls, exposed wood girder and doubled trusses, wood trims, and other finishes reminiscent of the original building. It is two stories built into a hillside, providing the view of the adjacent lake for the 350-person meeting / worship space on the top level, and 350-person dining area on the lower level. Post-frame construction played a significant role in the project as the design of the building was to highlight the wood frame nature of the new building in recognition of the original exposed wood frame building. Special post-frame column/truss members were designed by Patrick McGuire PE to manage the large window wall facing the lake, which has significant wind loads.



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Berning Barn

MCELROY METAL

ARCHITECT, GENERAL CONTRACTOR, & ROOFER:

Meyer Building, LLC, Craigville, Indiana

SPECS: 4,800 square feet

WALKDOOR: Plyco, Ferrari Red

WINDOWS: Pella

OVERHEAD DOOR: Clopay

ROOF AND SIDING: McElroy Metal Mesa with Kynar 500® Matte Black and Kynar 500® Regal White Panel Coating

VENTILATION: MWI Uni-Vent II

FASTENERS: McElroy ST-XL Woodbinder Screws 1"



ALL PHOTOS BY STEVEN BULLOCK



Kevin and Rebecca Berning liked the aesthetic appeal and longevity of metal, so they asked for McElroy Metal and their Mesa panel. This barn in Fort Wayne, Indiana, uses a complex system of trusses and lean-to's along with a floor system of steel I-beams to carry the main building load almost the length of the building. McElroy also used steel posts to carry the building load in key areas. This is a gambrel scissor truss with a cap to it. There is also a 30' clear-span floor system that creates a second story. The gable end has some of the largest individual windows that Pella makes in order to get as much light as possible upstairs.

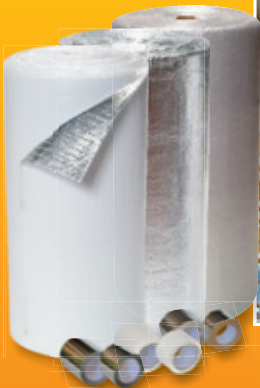
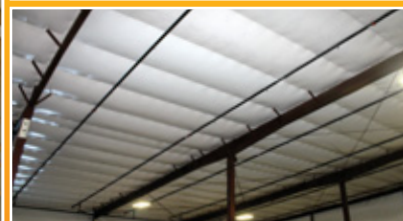


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BUILDING SPECS:

Building 36'x72' with 24" overhangs, 28'x21'x12' wrap around porch with 24" overhangs, 8/12 pitch

ARCHITECTS:

Hartman Statewide Buildings, Inc. and Wick Buildings, Inc.

CONTRACTOR:

Ryan Hartman, Hartman Statewide Buildings, Inc.

INSTALLER:

Hartman Statewide Buildings, Inc.

ROOFING SYSTEM AND

PANELS: Wick Buildings

COATING:

Ceram-A-Star 1050 in Hunter Green

VENTILATION:

Ventco Inc. / ProfileVent

FASTENERS:

Wick Premium Fasteners

INSULATION:

6" batt

CUPOLAS:

Plyco 3'

WALL PANELS:

Wick Steel in Beige



This project was built to accommodate a number of uses into one building. There's a lower-level guest apartment, attic trusses for rooms with functional dormers that are used for offices and home schooling, vehicle storage and a workshop for other equipment and "toys," and a large porch area for lounging and entertaining. Many people would call this Magnolia, Illinois, building a "shouse."





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Bourbon Rack House

WESTERN KY FRAMING, LLC

BUILDING SPECS:

64' X 105' X 20'6"
5/12 Roof Pitch

DOOR: Plyco (entry)

FASTENERS:

Pro Caps Metal Screws

INSULATION: Double Bubble

POSTS: 8x8 treated posts.
Barrel Racking: Polar Wood 6x6
Crossies: 4x6

WALL AND ROOF PANELS:

Discount Metal Roofing 29-gauge

TRUSSES: Rocky Ridge Truss
LLC 3/12 with 2/12 Scissor

WINDOWS: ViWintech Paducah
Kentucky 24"/48"

MISC: Interior barrel racking, 2 X
6 Book Shelving with 2 X 4 perlins
24" on center, double 2 X 12
headers.



This simple but useful building was built in under five weeks, with two and a half weeks spent on the foundation and two weeks crafting the barrel racks. This was remarkably fast compared to the time it takes to create the bourbon it protects.





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BUILDING SPECS:

40' x 60' x 12' w/ 12' Porch.

WINDOWS: Pella

FASTENERS: ST Fastening Systems
KwikSeal Woodbiner

FOUNDATION:
Concrete foundation, stem wall

INSULATION: 1/2" 4x8 Foam Board

POSTS: GPB NailLam 3-Ply 2x6

TRUSSES: GPB Engineered Trusses
40' - 4/12 - 14" OH - 4'O.C.

VENTILATION: GPB Engineered
Trusses 40' - 4/12 - 14" OH - 4'O.C.

WAINSCOTING: Natural stone
wainscoat by Suburban Buildings

WALL PANELS: GPB G-Rib (Ag-Rib)
36" Brite White G-Rib - 29 Gauge

ROOF PANELS: GPB G-Rib (Ag-Rib)
36" Shiny Black G-Rib - 29 Gauge

**WEATHERVANES, WINDOW
BOXES, SHUTTERS, ETC.:** Plyco

MISC: MWI Components 2'x2'
Cupola w/ Louvered Sides and 30"
Weathervane, C.H.I Overhead Doors
10x10 2283 Series Overhead Doors

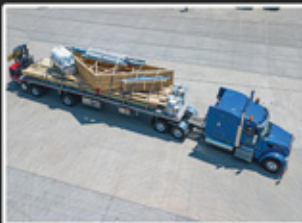


This hobby shop and private-family structure was completed in Jasper, Indiana. It was originally going to be a traditional post-frame structure with posts embedded into the ground, but Graber Post realized during site inspection that the lot was nowhere near being close to grade, requiring a lot of fill. Graber proposed adding a traditional concrete footer with stem walls to the owner, which was approved at nearly the same price as his dirt-fill quote, while providing a superior foundation. Mr. Recker now enjoys the building year-round, including family parties.





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Modern Post-Frame Barn

TRI STATE PERMA-COLUMN

BUILDER: Tri State Perma-Column, Craigville, Indiana

WINDOWS: AJ Manufacturing, Harmony Series

DOORS: Plyco 20 Series

OVERHEAD DOOR: Clopay 9203 Model

CUPOLA: Plyco vented 36"

PVC WINDOW TREATMENT: PVC Crossbucks, on slide door

SIDING/ROOF PANELS: McElroy Max-Rib II

FOUNDATION: Perma-Column Permanent Foundation System

FLOOR SYSTEM: Nordic I-Joist and Rim System

CONCRETE SLAB: IMI, 4500 psi mix

FASTENERS: ST Fastening Systems, ST-XL Woodbinder

CUPOLAS, ETC.: AB Martin 2-36" painted steel cupolas with windows & weather vanes



One of the main features of this building is the slide door that closes over the main overhead door. The customer wanted the functionality of an overhead door, plus the aesthetics of a slide door, so why not do both! This building is positioned on a family property that has been in the Moss Family for years. There used to be an “old red barn” on this property and the son, John, and his wife, LeeAnn, wanted to keep the family heritage alive, so they built this magnificent replica of an old “pin-frame” style barn with the modernized technology and engineering of a post-frame building.



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BUILDING SPECS:

52' x 96' x 23.7" 8/12 Main Roof Pitch and 4/12 on lean-tos

POSTS:

JWS Columns 3-Ply 2x6 #2 SYP

TRUSSES: Walters Buildings

2x Trusses & Rafters

WALL PANELS:

Walters Buildings 28ga JWS Steel

ROOF PANELS:

JWS Steel 28 ga Steel

DOORS: Plyco

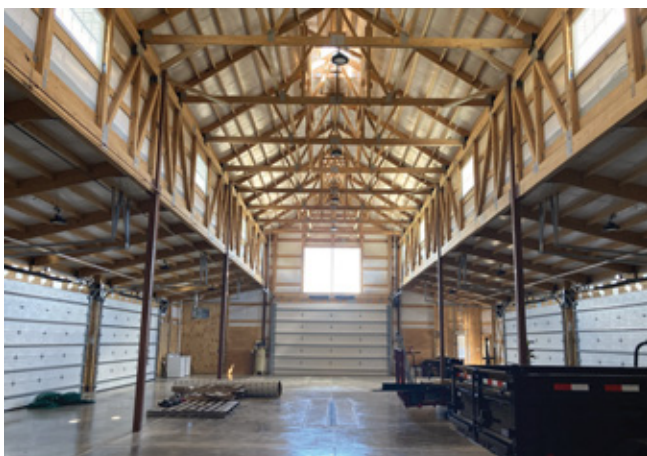
INSULATION: Bay Insulation



This stunning black monitor barn is perfect example of modern design paying homage to traditional cultural practices.

Throughout Kentucky, traditional tobacco barns were black to raise the heat inside, which aids in the curing of tobacco. This black color came from creosote, which repelled termites as well. Soon, many Kentucky barns were painted black as a fashion statement. This modern barn was designed for equipment storage with overhead doors on each side of the barn and one on each end wall for easy access. The monitor style design allows for additional lighting into the building with the elevated set of windows. Each cupola features a light sensing LED to illuminate the building into the evening hours. The interior of the barn features an in-floor drain along with a washer and dryer for easy cleanup.

The widow's peak overhang with a light above the main entrance is the final brilliant design element to top off this machine storage barn.





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BUILDER: Suburban Buildings,
Boerne, Texas

BUILDING SPECS: 30x40x10

DOORS: Plyco 20 Series/9-Lite

WINDOWS:
Jeld-Wen Single Hung/Low-E

FOUNDATION: Concrete Pier System-
Brackets, Full Perimeter Footing with
5-in. slab.

POSTS: Burrow's Post Frame Supply,
3 Ply Nail Lam

TRUSSES:
Burrow's Post Frame Supply

VENTILATION: Macro Industries

WALL PANELS:
Hardie Board & Batten

ROOF PANELS: Burrow's Post Frame
Supply Pro Q Plus/29 ga.

MISC: Stone Wainscoat Limestone



This retired-military owner inherited her father's woodworking tools and she plans to utilize the space to set up a woodworking shop. She has plenty of additional storage space and will get to enjoy the hill-country views.





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- 1934 Designs and Launches Ring Shank Nail Product Line
- 1955 Develops Exclusive Stormguard Double Hot-Dip Galvanizing
- 1996 Founded S.S.E., our Collating Division
- 2006 Earns Miami-Dade County Approval on Selected Roofing Nails
- 2008 Certified by Scientific Certification Systems for Recycled Content
- 2011 Fifth Hot-Dip Galvanizing Production Line Installed
- 2011 Highlighted on ABC News, Diane Sawyer's *Made In America*
- 2016 Installs Second Paint Production Line for Trim Nails
- 2023 *EVERY Maze Nail still 100% Made in the USA*





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

This article was published in 1993, addressing perceived threats to business labor forces. Many of the situations the author outlines are relevant to the industry today, and positive solutions are offered. In some cases the advice can be helpful in finding and developing talent, but also in keeping it. For example, technological training, encouraging worker input, and granting greater responsibility can lead to more engaged workers.

NOTE: We have taken a bit of liberty in ordering of information to present the currently more pertinent advice up front. Further, several books are recommended, which may or may not have withstood the test of time.

We hope you will find some ideas here to help you in your efforts to build your team.

-FBN Staff

Vulnerability Alert!

Labor Issues (Circa 1993)

■ By Roger E. Herman

Attention business owners and operators! Your company is vulnerable ... at risk. This is your alert — your warning — so you can avoid the potential dangers ahead!

As a business futurist, I watch a number of trends and consider their implications for my clients. Each trend by itself can be significant. Our observation becomes even more meaningful when we look at a number of trends and contemplate the impact of multiple trends on your business.

Let's explore five major trends. We'll look at the trend and what it may mean to you. Then, for each trend, we'll recommend some specific actions for you to take.

TREND 1: The labor market is shrinking. A drop in the birth rate a generation ago has produced a 20% shortage in the 18-24 range. Nationally, we're 5 million people short of the flow to which we'd become accustomed. It will be quite a while before we see an improvement in this flow, and it still won't reach former levels.

WARNING: With fewer applicants from which to choose, employers will find a much lower response to announcements of job openings. The labor market will shift to a seller's market; employers will have to persuade applicants to join the company, rather than the other way around. What would you emphasize when "selling" your job opportunity to a prospective employee?

RECOMMENDED ACTION: Reach out to potential future employees. Assess

all available labor pools; be prepared to act aggressively to recruit the people you need. Talking with your current employees, compile a powerful list of reasons why applicants should work for your company. (If that list isn't strong, or easy to create, you have some work to do!) Read Cathy Fyock's book, "Get the Best".

TREND 2: Technology is racing far ahead of education and training. Our school systems are hard pressed to keep up — even in equipping students with fundamental

skills. Even today, 17% of current high school graduates are functionally illiterate. Technological advances are changing the way many jobs are performed. Expect this to speed up as research and design engineers create more "tools" to improve work processes.

WARNING: Proportionally, fewer and fewer applicants will be prepared to perform in jobs requiring advanced technology. A major re-training effort must be undertaken to help present workers operate in a rapidly changing work environment. In a frightening "Catch 22" cycle, employers will be pushed to embrace new technologies — without skilled people capable of working with the new methods and tools.

RECOMMENDED ACTION: Collaborate with area schools to help prepare their future graduates for work in your field. "Sell" the value of being employed in your ever-expanding industry. Strengthen your internal training programs, especially in technical skill areas and interpersonal relationships (team work).

TREND 3: An increasing number of jobs



require creative thinking and wise judgments. Unfortunately, a large part of our working population has been discouraged for thinking independently. Workers who are told for years not to do anything without checking with the boss are reluctant to think and act on their own.

WARNING: Many employers will be burdened with a marginally productive workforce. A great number of employees who have been trained to wait until someone gives them orders are wasted resources. We lack sufficient “thinkers” to direct American business. People who can reason and guide others will be at a premium.

RECOMMENDED ACTION: Actively encourage creative thinking among ALL your employees. Ask their ideas on how to improve the way you do business — whether those improvements will be in their own area or in some other aspect of the company. Bring in a consultant who can help your people learn creative problem solving techniques. Break out of the “box” that limits so much of what we do.

TREND 4: The buzzword of the year is “empowerment.” The push is on to give more power to front line and secondary employees. In the balance of the universe, this means supervisors and managers will naturally have less power. With greater influence over daily operations, front line workers will assume more responsibility and accountability — for their work.

WARNING: Managers and supervisors are quite reluctant to give up any of their power. This “sharing of power” is seen by many as a sign of weakness. Empowering managers are thought to be less valuable, less useful, less needed. They are needed, but for different tasks and interactions. This transition and uncertainty is frightening for managers who feel they are losing their job worthiness and career security.

RECOMMENDED ACTION; Seek opportunities to transfer power from managers to non-management people. Change the way your managers lead others. Implement a more facilitative style. Help managers discover new ways to get things done without having to autocratically control

everything around them. Read “Facilitative Leadership” by Roger E. Herman.

TREND 5: The economy is improving. We’ve seen successive quarters of improvement. A number of economists are predicting an exciting scenario: slow growth through 1993 and early 1994, then a surge into a powerful boom! The boom, according to economic futurist Harry Dent, Moss Beach, California, will be extended from 1995 until about 2009.

WARNING: As the economy heats up, more and more jobs will be created. Employers will want to hire qualified employees as quickly as possible. Expect intensifying competition as companies strive to attract the superior applicants. The more aggressive recruiters will unabashedly raid other companies in their fields.

RECOMMENDED ACTION: Sit down for a realistic discussion with your people.

Plan for the kind of economic explosion Dent predicts in “The Great Boom Ahead”. A sudden dramatic increase in business will overwhelm many companies. Consider engaging one or more consultants to help you strategize.

MORE RECOMMENDATIONS: Move forward deliberately to assess your people. Coddle the good ones; shed the marginal performers or bring them up to par. Quickly. When hiring replacements for the ones who won’t measure up, be very selective.

Believe in your company! Be so committed to what you have to offer as an employer that it’s easy to “sell” applicants on joining you. Strategize to keep your good people and keep them highly productive. Secure your market position now.

Forewarned is forearmed. We’re entering a much different world as we move into the future. **FBN**

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Hammering Your Profitability

Repetitive Motion & Repetitive Strain Injuries in Nail Driving

■ By Frame Building News Staff

The Cleveland Clinic defines a Repetitive Strain Injury as “damage to your muscles, tendons, or nerves caused by repetitive motions and constant use.” They’re also sometimes called repetitive stress injuries.

They list these injuries as commonly occurring at fingers, wrists, elbows, arms, shoulders, and knees. All of the upper body joints are involved in one of most ubiquitous activities in post-frame construction: driving nails.

Examples of common RSIs are:

Carpal tunnel syndrome

Carpal tunnel system occurs when pressure hits the median nerve. The median nerve runs between a ligament on the back of the hand/wrist and the small bones at the base of the hand. Symptoms include weakness or numbness in the ring, middle, index fingers, or thumb.

Ergonomic considerations to prevent carpal tunnel include keeping a straight wrist when using tools, and decreasing



This photo, courtesy of Milwaukee Tools, demonstrates a neutral wrist, which minimizes the stress placed on tendons to prevent injuries.

strong gripping when the wrist is flexed.

De Quervain's tendinitis

Tendinitis is a tendon inflammation. A tendon is fibrous connective tissue that attaches muscle to bone. De Quervain's tendinitis occurs when the tendons attached to the thumb swell. This swelling prevents the tendon from moving freely. This results in pain or a popping sensation when the thumb is moved.

Although more common in women, this can be caused by driving nails or a blow to the hand.

Trigger finger or trigger thumb

Trigger finger or trigger thumb occur when the digit freezes in a flexed position. With the index finger, the position is similar to pulling a trigger. This occurs when the tendons swell and no longer move freely. Symptoms

include pain or stiffness when bending fingers, often to the extent where the finger must be straightened by the other hand.

Tennis elbow and golfer's elbow

Both of these are the result of inflammation of elbow tendons. Tennis elbow affects the tendons on the lateral (outside) of the elbow. Golfer's elbow affects the tendons on the medial (inside) of the elbow.

These are caused when the muscles that flex or extend the forearm fatigue. Chronic overloading contributes to tendinitis for the tendons associated with the flexors and extensors. Symptoms include stiffness or pain around the elbow when bending or twisting the arm.

Your Potential Financial Exposure

Carpal tunnel syndrome, De Quervain's tendinitis, trigger finger/thumb, and tennis elbow are the most common RSI and overuse injuries associated with



A powered hammer like this one from Deliverance Safety Hammers is designed to reduce stress.

driving nails on a jobsite. The University of Notre Dame and National Safety Council estimate that musculoskeletal disorders (including RSI) result in the affected employee missing an average of 14 days of work per occurrence.

According to the National Safety Council, the a typical workers compensation case for carpal tunnel syndrome costs \$33,477 (roughly \$16,000 in medical fees and \$17,000 in indemnity). A typical case for a strain or sprain is similar.

It is not within the scope of an article to diagnose or recommend treatment for a specific injury. Generally, treatment involves rest, ice, and anti-inflammatory drugs.

In 2020, the construction industry experienced over 74,000 non-fatal injuries resulting in missed work days, with an average of 14 missed days.

Creative Solutions

The obvious best alternative is to prevent injuries. To reduce the number of RSI from driving nails, manufacturers incorporate several design functions. Most of the solutions are apparent if you apply basic engineering principles to the specific joints and movements.

The two simple solutions are 1) reduce the stress on the joint and 2) make the joint stronger.

Reducing the weight of the hammer reduces stress while nailing. The length of the hammer needs to be maintained to retain the ability to generate sufficient kinetic energy to efficiently drive nails. Maintaining size and reducing weight requires changing materials. This is the primary rationale for using titanium in hammers.

Joints are designed to support weight or absorb force along the axis of long bones. The long bones in the forearm are the post. If the wrist is neutral (no flexion/extension or abduction/adduction) the load-bearing portion of the hand is in direct alignment with the long bones (radius and ulna) and shear is minimized. This allows the hard parts (bones) to take most of the stress.

In the descriptions of the causes for the different RSI, they typically involve tendons. The more stress taken by the bones, the less placed on the tendons. Less stress on tendons prevents the inflammation that causes the problems.

Keeping the wrist in a neutral position results from the physical confirmation of the hammer. This is true for traditional hammers or any mechanical device to drive nails.

According to the National Safety Council, 65,000,000 work days were lost due to jobsite injuries occurring in 2020. The associated cost totals \$163.9 billion or \$1,100 per person.

When making a decision to purchase tools, or anything else, the two primary considerations are expense and value. One often overlooked aspect of value is the time and cost savings over the long term. Choosing tools to minimize injury minimizes the losses in time and capital associated with injuries. **FBN**

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August Issue

Rural Builder

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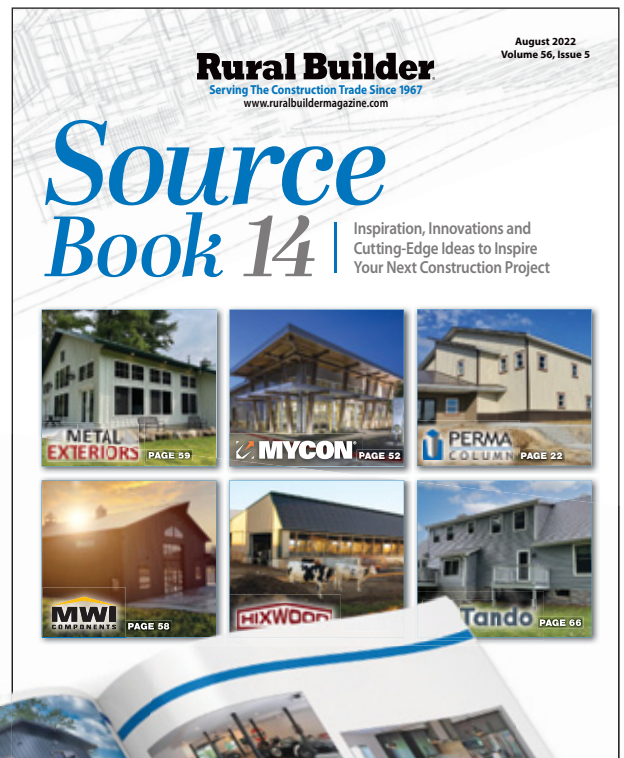
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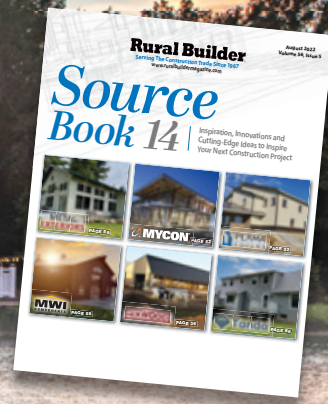


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Source Book 15 will take into consideration: new construction and retrofits that can serve as inspiration for rural builders.

What we are looking for from you is your best project, one that has not already been featured in an industry trade magazine. If your project is chosen, you can show prospective customers your accomplishment!

Feel free to contact me with any questions.

Thank you in advance!

Rocky Landsverk, managing editor
If you have questions, contact Rocky Landsverk at 715-513-7288.

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:
EMAIL: Rocky Landsverk at rocky@shieldwallmedia.com
MAIL: Rocky Landsverk, Rural Builder Magazine
P.O. Box 255, Iola, WI 54945



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



50 Years & Growing Strong!

The Story of Graber Post

■ By Linda Schmid

Graber Post was the answer to a prayer. Glenn Graber's mother asked him, on her deathbed, to find a business that would take care of him and his eight brothers and sisters. Graber obliged; he started Graber Post.

It was 1973 when he put together a crew of three men and they went to work constructing post-frame buildings. The crew built buildings during the day, then after dinner, Graber would start on his second job selling pole buildings for the crew to build. In 1976, he erected a 60-by-244-foot building to house Graber Post.

The business thrived. Trent Wagler, Marketing Director at Graber Post, believes that is because of Glenn's philosophy: "Produce a quality product at a decent price. Make sure people who work with us can make money, too. And always go the extra mile."

In 1986, Graber found that their metal panel supplier wasn't keeping up with their demand, so he purchased a roll former for roofing and siding. This moved the business to the next level; they became a manufacturer and a supplier of panels to other contractors and suppliers. The supply side of the business grew from there.

Currently they make five metal cladding profiles in 21 flat colors and six textured colors. They have added trim accessories that they roll on four custom trim brakes. They have a plant that produces trusses, including custom trusses for spans up to 100 feet, and they produce laminated columns.

Many components that are not made in-house are part of their inventory, including fasteners, doors, windows, insulation, and cupolas. In fact, the supply part of the business is currently larger than their building work, though they have 25 subcontracting crews that do roofing and building for them. They ship to lumber yards and contractors, and supply stores in 20-25 states. Plus, they have their own hardware store in Montgomery, Indiana.

Being in both building and supply works well; they get volume discounts on materials and components and they know more about products than they would if they did just one or the other. The builders in the field have greater product knowledge than they might otherwise have and those working in supply can better inform their customers about how things work in the field.

The majority of the structures they build are post-frame, though they do some traditional buildings as well. Agricultural

buildings with ag panels are their most common builds; residential buildings are their second-largest market, and they do some commercial and equestrian structures, too.

“Shouses are very popular,” Wagler said. “Lots of people don’t know what they want or they don’t have money for their dream house, so they build a barndominium in the meantime. It’s the new starter home.”

The company has faced the same challenges other companies have in the last few years. Coil supplies were tight, but that seems to have come around. Workers were hard to find. Now, however, those positions that sat open for a while are full.

Through the years, the company has had a lot to be proud of. In 1993, Glenn Graber received the Indiana Entrepreneur of the Year Award. In 2006 a new truss manufacturing facility was added, followed by a trim manufacturing building in 2007.

A state-of-the-art headquarters including offices, showrooms, and the hardware store was completed, also. More meaningfully, the company has developed a loyal following. They have now built about 10,000 post-frame buildings since 1984, and this year they celebrate their 50th anniversary.

Wagler says that things have gone well because they are a Christian-based company and people can see that they are honest. They don’t take shortcuts and they produce stuff that lasts.

As for the future, Chad Wilson, Graber’s son-in-law, is at the helm and he wants to continue the legacy of being a company people are glad to do business with. **FBN**





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Posts: The Foundation of Your Post Frame Building

By Linda Schmid



The most important thing you can do for the posts that lay the framework for your building project is to eliminate the possibility for oxygen, bacteria, bugs, and moisture to get to them in the first 6-8” from ground level. In fact, some experts say that the



number one mistake made by less experienced builders is placing untreated posts in the ground with no protection.

One option is to use lumber treated with chromated Arsenicals or CCA, applied through a high-pressure treatment that penetrates into the depths of the lumber. Glue or nail laminates may be used, in which case the below-ground portion is treated or double treated, and the above-ground portion which will not be exposed to the elements is untreated.

For pavilions, carports, decks, or any structure that has exposed posts, an exterior stain or other coating is advised to keep wood from breaking down over time.

Another way of protecting posts is to place a barrier around them, such as a high-density plastic or a waterproof emulsion. Sometimes both of these solutions are employed creating a double barrier.

Precast concrete posts, of course, do not need to be protected from rotting, and they are another way to keep the foundation strong.

Most of these solutions provide long warranties of up to 50 years; some have lifetime guarantees against rot. However, there are things that builders can do to make posts even safer. Ensure that water is kept away from the posts by putting downspouts in place to divert water from the building foundation. Proper ground drainage and overhangs can also help.

In the case of animal enclosures, ensure that waste is not coming in contact with posts, or consider adding protection to the post or use a pre-cast column underground.

Avoiding Calamity While Under Construction

Building collapse during construction is due to improper

bracing 99% of the time. An incomplete building is at its weakest, yet it will have to withstand whatever Mother Nature throws at it: Tornado, significant snowfall, possibly even snow loads that are unusual for the geographical location. They may have to withstand hurricanes, rain storms, landslides, and more. However, even if no bad weather is predicted, a builder should always brace, just in case.

The requirements for bracing change based on the size of the build and lumber used, among other variables. Follow recommended bracing requirements from the Wood Truss Council of America (awc.org). Inexperienced builders should seek training or the advice of engineers and architects to avoid insufficient bracing.

Common Mistakes

Naturally, builders can feel rushed; they have a lot to do and they usually have other customers waiting, too. However, our experts remind everyone that safety and quality are Job One. It pays to make sure that the people you work with have the proper training to read drawings and blueprints and follow proper procedures. If this is not the case, make sure that the crew has at least one experienced builder who can direct the others.

When backfilling the posts, some builders will use lifts which are too large, resulting in too much settling and not enough pressure against the pole.

Some companies use solid 6x6 lumber as poles which can mean the CCA treatment has not fully permeated the pole. As time goes by and the lumber dries and cracks, the interior will rot.

Ensure that the connectors used are appropriate for the task. This means considering not only whether the connector is meant for wood-to-wood or wood-to-metal connections, but also if it is sufficient for the climactic conditions and the load it will have to bear. The architect’s design should clearly specify what is required.

Installation Tips

- When setting poles, constantly monitor it to be sure you are properly lined up with the wall. Plumb it both ways.
- Ensure that your holes are the same depths so that they will be flush.
- Using rock to backfill the post holes can minimize compaction and settling, giving you a more secure post.
- When using a protective barrier on your post, punching out a drainage hole to allow moisture to escape the wood can be helpful. Check with the manufacturer to see if they advise it.
- When using sleeves to protect posts, care must be taken not to damage the sleeve. If it is ruptured, whether by running a Bobcat into it, knocking it down, or any means, it is no longer sufficient protection for the post. Of course, handling the post roughly could damage any of the post solutions discussed here, with the possible exception of a plain post that is CCA treated.

Frame Building News Expresses Its Sincere Appreciation To The Following Sources For Sharing Their Expertise And Insights.

- Barry Hoffman, General Manager, Green Post/Planet Saver
- Dave Gruhlke, President, PlastiSleeve® Post Protection
- Cory Padgett, Assistant Sales Manager, Graber Post Buildings, Inc.
- Mark Stover, President, Perma-Column, LLC
- Ken McDonnell, President, Post Protector, LLC
- Ed Atwell, Sales, Richland Laminated Columns

Safety

The proper equipment can make any job easier — and safer! There are so many choices nowadays: augers, skid haulers, and bobcats for digging, skid loaders to move poles, and telehandlers to pick up and place poles. No one need strain their back to get this done.

If handling the poles by machine is not an option, ensure that you have enough people to carry the posts. There should be two people for a pole 12’ or longer.

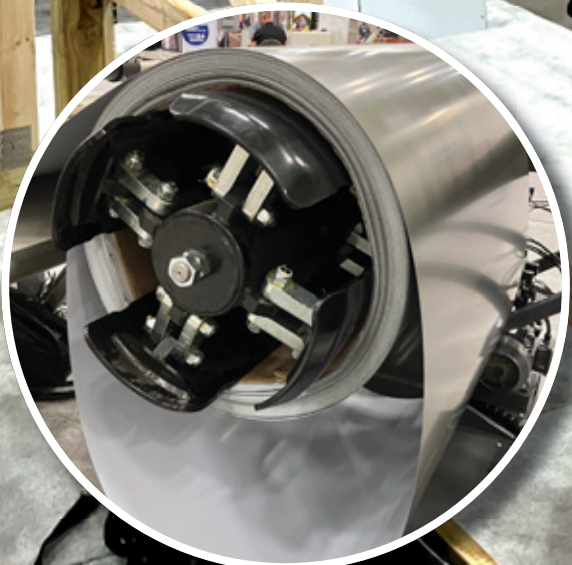
Steel toe boots and helmets are good ideas on the construction site. **FBN**





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Cautious Optimism

Annual Frame Building Expo is Encouraging for Post-Frame Industry

■ By Rocky Landsverk, Editor

Cautious optimism was in the air during the 55th Annual National Frame Building Association Conference & Expo held February 22-24 in Louisville, Kentucky.

More than 140 exhibitors set up at the Kentucky International Convention Center to show off new products and meet both existing and potential customers. The most common question? “Will there be a dropoff this year?” The most common answer was “yes, eventually there will be a slowdown, but if it’s happening this year, there’s no evidence to that effect.” The near future of the financial markets, both broadly and specifically in post-frame, was the single biggest topic of discussion at the Shield Wall Media booth and at social events.

“Cautious optimism continues to be the theme in our market,” said Mike O’Hara, National Sales Manager for Levi’s Building Components. “Rollformers and contractors continue to be busy and are anticipating a good first half of the year.”

That isn’t to say that there won’t be an overall economic decline. What the post-frame and metal building markets seem to be exhibiting, though, is that they are the solution and not part of the problem. “Metal roofing continues to gain in popularity for residential use,” O’Hara said, while post-frame companies also said their practicality offers hope even if or when the building boom

declines.

Headlining the new products on display is a new precast concrete skirt board product from Perma-Column®, while SDI (Steel Dynamics, Inc.) has a new ability to print on metal that will likely be game-changing as well.

The biggest industry news came from the NFBA itself, which announced it has created an online course in conjunction with the University of Missouri Extension entitled “Basic Principles for Post-Frame Construction – Basic Self-Study Guide.” It is intended for contractors and builders to educate employees and hopefully create an opportunity to recruit younger people by demonstrating a clear path to a good job.

There were multiple software companies on the show floor. We’ll detail their new products in a coming issue, but they included:

- SmartBuild Systems, which bills itself as “the construction industry’s only complete design system.”
- ABIS, which offers a comprehensive software suite for the purpose of running an entire company including a CRM.
- CM (Construction Maestro) was on hand showing people its Encore product.
- Idea Room, which allows your customers to design their own sheds.



- Simpson Strong-Tie, which is in beta with a product that works with SmartBuild and will offer truss design, which is not currently available with SmartBuild.

Here's a rundown of the biggest newsmakers at the show. If we missed any news, please let us know and we'll include it in a future issue.

FBE Show News

Perma-Column

Perma-Column® introduced precast concrete skirt boards which it says “elevates the post-frame industry again.” A patented product, precast skirt boards have a hybrid concrete-wood design that eliminates all wood contact with the ground. “There’s nothing like it in North America,” said Mark Stover, CEO and President of Perma-Column. “This is the new way to build.”

The company also announced a new Pro Builder program. Pro Builders receive sales and marketing support from Perma-Column®, branded gear, and exposure on Perma-Column®’s social channels and website, in exchange for supporting the program. “Perma-Column® Pro Builders have fantastic stories to tell and knowledge to share with fellow post-frame builders,” Stover said. “They have made a commitment to building on permanent foundations that benefit customers. Their inspirational stories serve as valuable learning experiences for the industry overall. We’re looking for more builders like them to recognize and honor.”



Mark Stover of Perma-Column and the new precast skirt board system.

Learn more about that program at permacolumn.com/pro-builders. Stover said Thursday of the show was one of the company’s best ever, adding that “builders are very optimistic about 2023.” He said there were four Perma-Column® distributors exhibiting.

Steel Dynamics Digitally Printing on Metal

Steel Dynamics (SDI) has started taking orders for its new product that is unlike any previous attempt to print images on metal. The company is using the latest technology including “electron beam coatings and curing.” Don Switzer, company Sales Manager of Special Products, said it’s been a few years in the making and available a few months. “We have been painting steel for 20 years and our customers have been after us to do prints,” he said. “We were waiting for the technology to catch up. About three years ago, we started investing in the process. We have spent a significant amount of money and time developing the process.”



SDI can now coat steel to make it look like wood. Hickory Natural is shown on the left and Rough Cedar Gray on the right.

It paid off with a product that’s been available a few months. It’s called TruSteel HD and it prints a reproduction of an actual picture or image, which doesn’t repeat for up to 32 feet. The high-definition image is 400 dpi and “it’s very lifelike. We’ve been fortunate at this show to have customers lined up. The reason is we start with real wood and our creative team does their magic.”

Typical use cases:

- “We are working with a company that makes log cabins and we’ll be able to do the chink line, as an example.
- “Others might want a shed in their backyard that doesn’t look like a shed, or they might want it to look like it’s been there for 25 years, and we can do that.”
- He said there’s also a lot of upside in the garage door industry. “It’s the largest moving thing in your home so people want it to perform like steel, but they want it to look like wood. There are some products out there today that look OK, but we’re going to take that to another level.”

Switzer added that SDI is “intentionally sustainable,” so it is important for him to also note that this product has no VOCs.

NFBA Online Course

The NFBA announced that it has created a Post-Frame Builder Training Curriculum which includes an online course to teach people the basics of post-frame construction. The online study course is described as “a great way to teach the students if you do not have the time or resources to teach the course.” The online study course is conducted by the University of Missouri.

The curriculum is primarily a tool to help youngsters quickly become good builders and employees, and it is also a good tool for sales and support staff to learn about their products.

According to the NFBA website, “The objective of this curriculum is to familiarize employees with concepts and terminology relevant to post-frame. Topics:

- Intro to Post-frame construction
- Post-frame basics and Terminology
- Math Foundations

- Reading Plans and Specifications
- Basic Carpentry
- Site Preparation
- Post-Frame Foundations
- Structural Framing
- Metal Cladding.”

The NFBA Membership Committee was tasked to create the curriculum. The Committee members involved were Joseph M. Zulovich, Ph.D., P.E.; Josh Nowlin of Suburban Buildings; Matt Greiner of Greiner Buildings; Linda Young-Vap of Vap Construction; and Steve Shouten of Remuda Buildings, along with support from Morgan Arwood of the NFBA and many others around the industry. Josh Nowlin and Joe Zulovich gave the presentation at this year’s FBE.

To learn more about the curriculum or to inquire about pricing, contact the NFBA at NFBA.org. **FBN**

New Products

Hixwood announced it would soon be producing a “commercial rib panel” that Sales Manager Bob Kortbein said is sometimes called an R-Panel or a PBR Panel. “It will primarily be used for commercial buildings with a steel frame,” he said. It will be available in 24 and 26 gauge and have a profile of 12 inches.



HB Fuller unveiled a deck post anchor system that is far less cumbersome than cement and is permanent. From a press release, “Simply mix the two-component kit, pour the contents into the hole, and let it sit for 15 minutes. Each two-pound bag easily sets a 4” x 4” post in an 8” deep hole. This

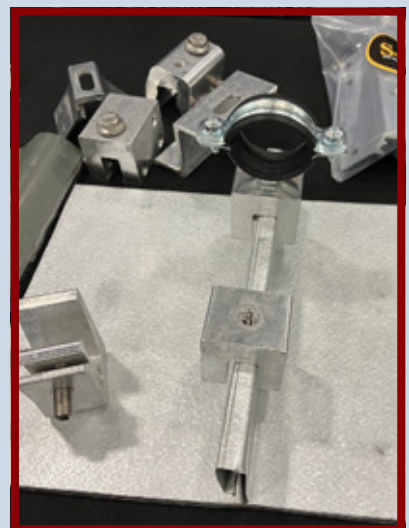
means that you can set posts with smaller holes and get more from each bag.”



Post Protector, which offers slide-on “Barrier” protection for in-ground posts as its primary product, has now licensed a remedial chemical treatment designed to “re-treat” in-service posts. For 25 years, this technology has been used exclusively in the industrial sector, extending the service life of utility poles by restoring preservative levels as their original preservative treatment depletes.

Post Protector is now offering this same technology to the retail sector as “Post

Preservative.” It dissolves and is dispersed into the post to create up to 10 more years of protection. Simply drill a hole and insert the preservative stick. Sticks are typically “re-loaded” every 6-8 years.



S-5! introduced CanDuit Pipe Clamps after feedback from customers asking for a better way to handle conduit and pipes. “CanDuit is the perfect solution to restrain, secure, and support piping, conduit, condensate lines, and other round shapes – all while protecting your metal roof.” The new product fits all S-5! Clamps and brackets.

SCENES FROM Louisville 2023 FBE



The MWI Components booth showed off the company's products and allowed attendees to experience the components firsthand.



Levi's Building Components' booth show before the show start when it was still peaceful.



Tony Del Ghingaro explains Dripstop®.



"Replace Rotten Posts" says the sign at Richland Laminated Columns.



Kyle Stumpenhurst of Rural Renovators gave an hours-long building demonstration that was sponsored by Perma-Column.



SCI Laminated Columns may have made the sale.



Chris Cox (right) helps explain the newest equipment from ASC Machine Tools.



Novagard expressed optimism because its product helps save costs in the long run. As the construction industry grapples with inflation and rising interest rates, Novagard is seeing a lot of their customers going back to basics. "Our contractors are looking to maximize their profitability and minimize call-backs," said Beth Ballee, Novagard's Director of Marketing. "The keys to reducing callbacks all boil down to preparation and product." Most substrates will last for decades, but the sealant is vulnerable to chalking and cracking. "Novagard's NovaFlex silicone sealants offer superior performance characteristics, and our formulations are easy to gun and tool at all temperatures," said Ballee. "Fewer callbacks equal higher profits on jobs and frees up their crews for new business."



Palram is celebrating its 60th anniversary so it hosted an in-show event while introducing new products. "With the continued increase in energy costs, coupled with the growing trend of green building, Palram Americas is seeing an increase in incorporating natural daylighting into both retro-fit and new construction projects. Our Sunsky® corrugated panels are the leading daylighting solution for skylight, sidelight and roofing applications in the post-frame industry," said Jeramy Albert, Business Unit Manager. "With Sunsky installations, we've seen significant energy savings due to reduced artificial lighting and cooling loads. We also saw a lot of interest in our new Palclad Pro interior wall cladding panels at the show. Palclad Pro is installer friendly, containing no fiberglass particles, so respirators are not necessary when installing."



Shield Wall Media delivered some of its awards to partners during the event. Kelly Myers (left) and Matt Orsini of rFOIL accept a Metal of Honor awarded by Metal Roofing Magazine.



Plyco unveiled several new items and product lines. Said Vice President of Sales & Marketing Tom Granitz, "Victory Vinyl windows were introduced to everyone, showing all of the color and function options. This superior quality vinyl window garnered a lot of interest and is already turning heads." Also new is the Black Series 20 door (above). "This door comes with Cool Solar Reflective Technology built-in for best-in-class door performance," Granitz said.

SBCA Digitizes Jobsite Package

SBCA, the publisher of the Building Component Safety Information (BCSI) handbook and the B-Series documents that make up the Jobsite Package, recently started offering digital copies of these documents that truss manufacturers can share with anyone involved in a project.

SBCA's Jobsite Package is likely the most comprehensive set of installation guidance documents available to onsite installers today. While these poly-bagged packets of paper have been available for decades, the new digital methods can be easily accessed from anywhere. This means anyone in the field can pull a bracing or web reinforcement detail within



seconds on their phone or tablet.

Further, the truss layouts and truss

design drawings (TDDs) can be incorporated with the electronic Jobsite Package, keeping all the critical documentation in one place. Plus, digital delivery via email can also ensure building officials are looking at the right documentation on each project, and installers can review guidance on proper handling and installation before arrival on the jobsite.

Growth Leads to Beck Personnel Changes

BECK America, a member of Beck, announced it is experiencing record growth, leading to a number of personnel changes.

Terry Brady has been promoted to Category Manager for innovated products Scrail® SubLoc® PRO and Mezger® Systems. Terry's experience with product application will provide insightful approaches to various fastening challenges.

Robert Iampietro is the new Territory Manager for the Northeast Territory, taking over Brady's territory.

Patrick Donahue is the new LignoLoc® Market Development Specialist.

Erick Delgado is now ET&F® Fastening Systems Field Sales Specialist.

Jason Jennings will head a new sales support team that has been created to assist Territory Managers.

"These changes will help facilitate our continued growth and allow us to become a better partner," said Brett McCutcheon, General Manager of BECK America and ET&F® Fastening Systems. "Your support and partnership are valuable through these exciting transitions and beyond. It's our mission to provide the best experience to match our high quality."

Levi's Hires New Field Sales Representative

Levi's Building Components, a national metal building roofing wholesaler, announced that Dave Creighton will be representing the company in Wisconsin and Iowa. Learn more about the company and find contact information at www.levisbuildingcomponents.com. **FBN**

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Maintain Customer Buy-in After the Sale

■ By Randy Chaffee

Overall, we as an industry have maneuvered the past couple of years fairly well. Business in both the post-frame building and metal roofing industry has remained strong. This is a testament to an industry filled with strong, caring, and detail-oriented professionals.

I think we all can agree that we faced two very challenging scenarios simultaneously during this time frame. The dreaded supply chain issues coupled with labor shortages have certainly been a one-two punch. The good news is that we all seemed to take a collective breath at about the same time. There seemed to be an almost universal throwing of our hands in the air and an acknowledgement of “let’s do the best we can.”

The Customer Buy-in

An important part of success in our daily business lives involves how we manage customer expectations. Specifically, how do we maintain our customer buy-in after the sale? We all put enormous effort into the marketing and sales effort, right? We develop advertising for the proper market. We train sales teams to build the much-desired win-win. We make the deal.

The sale is made. Materials are on order. The job is scheduled. Mission Accomplished, right? Not so fast. Even though the supply chain issue is better than it was months ago, it’s not perfect. Then there is that nagging labor shortage that can make itself felt at any time. Obtaining the upfront sale is only part of a successfully completed deal. What happens when things don’t happen as planned? It depends on how we manage the expectations upfront and how we communicate

and manage issues that arise *before* and/or *during* the project.

During the Sales Process

I’ve found that clear upfront expectations are an absolute must. Everyone has, at minimum, an elementary understanding of both supply and labor concerns. It’s not new at this point; no need to hide from it. If we build a good rapport up front, then guiding the customer to understand the timelines will go a long way if and when things go awry. We simply should not promise the world if we believe this could be problematic. The old phrase of “promise less and deliver more” could not be more applicable here. Yes, sell the job. Just don’t promise things we know are not going to happen. These overpromises can lead to a challenging phase two of the process and likely a negative phase three.

As the Job Is Underway

What happens when mid-project issues arise? First, we’ve hopefully explained that some things can develop which are out of our control. The most important thing here is to maintain a very close and caring relationship before, during, and after the completion. As salespeople, the tendency can be to think we are done when the job is complete. That’s far from the truth.

I understand some companies have a designated person outside of sales to maintain the relationship during this phase. Crew foreman or install managers come to mind. If the person communicating with the customer during construction is not going to be the salesman, I suggest at minimum he/she personally introduce the contact person to the customer.

This part is huge: when is the best time to drop the bad news? Immediately! This is a non-negotiable from my perspective. Bad news is always better received as soon

as possible. Also, we cannot simply say: “it is what it is,” and move on. Understand that, while the customer may understand, they will be disappointed or concerned.

Personally, I feel the *salesperson* needs to maintain an ongoing communication during the install process. Build the relationship further for stage three.

Upon Completion

Yes! The job is completed. This is an equally important time. Let’s make sure the customer is now feeling “juiced” about his/her decision. A positive wrapup will put us in a position to ask for referrals and use the customer as a reference. I understand with demands on all our time, it’s easy to just get a completion sign off and “collect the last check”. Take some time here my friends. This is the last opportunity you may have to help the customer become or remain a raving fan.

Lastly, if we create a happy customer, we should not be afraid to ask for referrals and to use that customer as a reference ... now is the best time! They are pleased that the project is done and how you have communicated throughout. Don’t miss this opportunity to take advantage of this good will. Final thought: don’t forget them. Occasionally following up goes a long way in keeping the pipeline to new opportunities open. Call. Stop by. Send a card. Force multipliers, my friends. **FBN**

Randy Chaffee brings four-plus decades of experience to the post-frame and metal roofing industries. A board member for the Buckeye Frame Builders Association and the National Frame Builders Association, you can follow his podcast at facebook.com/BuildingWins.



CSI: Company Size and Sales

Shield Wall Media and METALCON partnered to generate data about the market segments we serve. Through the survey we learned what builders and manufacturers experienced in 2022 and what they anticipate for 2023.

This column will feature data culled from the survey that we find relevant to Frame Building News readers. The first installment can be found in the January 2023 issue (find it at framebuildingnews.com).


Frame Building News subscribers are very similar to “All Respondents.” One obvious and anticipated difference is that the percentage of post frame is higher, and the percentage of metal building is lower. The participation in metal buildings is lower across the board.

The surprise was the number involved in sheds and carports. Frame Building News subscribers are 17% more likely to be in this market than All Respondents. We will do future surveys to determine why and how post frame builders are participating in this market. *FBN*

What is your primary type/ area of construction?	All Respondents	Frame Building News Subscribers
Roofing	7%	2%
Metal Roofing	20%	22%
Other (Gutters)	0%	0%
Post Frame	23%	33%
Metal Building	20%	15%
Wood Framed (Stick Built)	7%	13%
Modular, Sheds & Carports	1%	0%
Masonry, SIPs & Concrete	3%	3%
Sub-Contractor	1%	0%

In what types/niches of construction do you participate?	All Respondents	Frame Building News Subscribers
Roofing	33%	27%
Metal Roofing	66%	65%
Other (Gutters)	22%	22%
Post Frame	47%	57%
Metal Building	54%	47%
Wood Framed (Stick Built)	35%	47%
Modular, Sheds & Carports	31%	48%
Masonry, SIPs & Concrete	13%	15%
Sub-Contractor	10%	10%

What is your annual volume in gross sales?	All Respondents	Frame Building News Subscribers
\$0-2,000,000	30%	30%
\$2,000,000 – 5,000,000	19%	13%
\$5,000,000 – 10,000,000	11%	10%
\$10,000,000 – 20,000,000	14%	15%
\$20,000,000 – 50,000,000	9%	10%
\$50,000,000+	17%	18%

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