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EDITOR'S NOTE //

BY ROCKY LANDSVERK



The 98 Fund's Duty Will Not Wait

Sometimes the Editor's Note gets interrupted by God or fate, and in either case, I'm honored to be a part of that this issue. One of our coworkers took a trip to Alaska this summer and happened to be on a flight with somebody involved with an organization that seems worth writing about. The 98 Club explains its origins on its website:

In October of 2008, members of the United States Military Academy's Class of 1998 stood together at their 10th reunion, reminiscing about their first decade as members of "The Long Gray Line." Their lives had changed inextricably in that short

span — they had left West Point in May of 1998 with the class motto "Duty Will Not Wait," perhaps not fully realizing what the profession of arms would mean to them. Ten short years later, these classmates had deployed all over the world — to Iraq, Afghanistan, Kosovo, Bosnia, and other places less known. Many had seen combat. All had lost friends and classmates in the process.

While paying tribute to their fallen brethren at the reunion, a small group of classmates decided duty continued beyond the end of military service and they determined the best possible tribute to those classmates who had lost their lives was to ensure the well-being of their

families. The plan for a Memorial Scholarship was born and The 98 Fund has been broadened "to provide help to classmates who returned from combat different than the way they left, to create opportunities for the children to preserve the memories of their parent(s), and to remain ready to meet additional, unforeseen needs that arise due to the dynamic and ever-changing battlefield of the 21st century."

The group meets once a year in Alaska for a retreat, which is where my coworker met one of them. If it strikes a chord with you, learn more or donate on its website at the98fund.org and also look for "Bullets 2 Beans: The Podcast." **FBN**



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ON THE COVER:
Post-Frame Show is coming to Branson in 2024. Photo courtesy of the Branson Convention and Visitors Bureau.
Cover design by Tom Nelsen



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Gary Reichert,
Publisher, Shield Wall Media

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Glulam & Nail-Lam

When to Use Glulam and NLT for Your Post-Frame Projects

■ By Mark Robins



Unbraced 5-ply 2" x 8" Glulam Titan Timber used for interior bearing column on a freestall dairy barn. (PHOTO COURTESY OF TIMBER TECHNOLOGIES)

In today's building construction market, builders and customers are using timber more and more for its sustainability, environmental friendliness, and minimal carbon footprint. It's lighter in weight than steel or concrete, and erection is faster. There are many different types of timber and engineered wood products currently available for frame building construction that perform well as structural elements.

Durable and attractive, they offer a range of benefits over other building materials. Two of the most common are glued laminated timber (also called glulam) and nail laminated timber or nail lam or NLT. What follows is a comparison between the two.

Glulam

Glulam is a type of structural engineered wood product comprising a number of layers of dimensional lumber bonded together with durable, moisture-resistant structural adhesives. Glulam is made of a longer and larger piece of building material composed of smaller pieces of lumber. This allows glulam to be made from younger trees from second and third growth forests, and this makes glulam relatively sustainable and faster to replenish than larger pieces of whole timber from older, bigger trees. Glulam is stiff and sturdy, and can be bent and shaped.

Glulam is one of the oldest forms of timber used in construction; it dates back to 1866. It was patented in 1872 in Germany. In 1942, fully water-resistant

phenol-resorcinol adhesives were introduced that made it safe for outdoor use. The wood is all oriented in one direction, so it acts like a solid piece of wood.

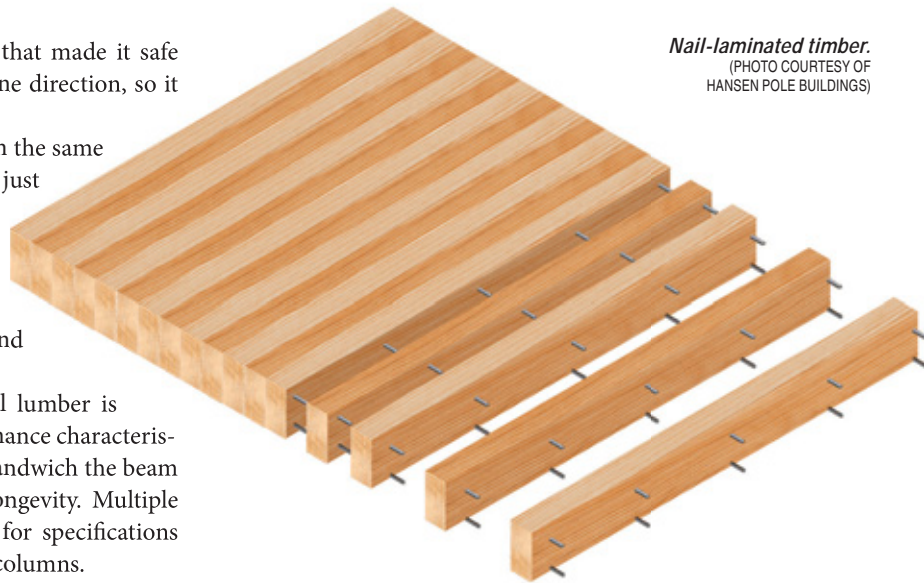
Because the layers of wood are all oriented in the same direction, it can shrink or expand in length, just like solid wood. Per the APA — The Engineered Wood Association — standard glulam members range from 6 inches to 72 inches in depth and 2.5 inches to 10.75 inches in width. Components are cut to length when ordered and can surpass 100 feet.

To form a glulam component, dimensional lumber is positioned according to its stress-rated performance characteristics. In most cases, the strongest laminations sandwich the beam to absorb stress proportionally and ensure longevity. Multiple plies and lengths are engineered or designed for specifications with higher design values than solid or nailed columns.

Dale Schiferl, principal at Timber Technologies, Colfax, Wisconsin, uses different types of glulam adhesives. “One particular type for structural finger joints and one type for face gluing,” he said. “Both are common two-part adhesives used for engineered wood products such as glue lam, lvs and ‘I’ joists.”

Mike Momb “The Pole Barn Guru” who is the technical director at Hansen Pole Buildings, Browns Valley, Minnesota,

Nail-laminated timber.
(PHOTO COURTESY OF
HANSEN POLE BUILDINGS)



cautioned that glulams should only be factory assembled, in controlled temperature environments.

Nail Laminated Timber

NLT is an affordable and easy to produce a form of laminated timber. It's been around a long time and used to be called mill



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Advantages of Glulam

- It is perfect for long span and curved designs.
- It offers strength with no compromise on aesthetics. Lamination process is quiet flexible and glulam of varied sizes ranging from 45 mm x 45 mm to 250 mm x 1800 mm x 30 mm can also be produced.
- It is locally available and environmentally sustainable material. Since it is constructed out of timber which is mostly available everywhere, it does not require mining or any other high energy demanding processes.
- It is far superior to solid timber due to its high strength and dimensional stability. Glulam members will remain more stable and will not form cracks unlike solid timber members.

Advantages of Nail-Lam

- It delivers flexibility since it is relatively easy to fabricate it.
- It is light weight compared to other materials used for floor and roof systems like concrete, steel etc.
- It can be used for both residential and commercial projects. It can achieve a variety of forms, including dramatic cantilevers, simple and compound curves etc.
- NLT with consistent cross section will allow sound waves to reflect similar to other hard-surface systems like concrete, CLT etc.
- Because there's no glue or other chemicals used, the wood maintains its natural look.

Information provided in part by HAPPHO.
www.happpo.com



MORE RESEARCH

Read another in-depth article on laminated columns from the January 2021 magazine issue. To read the article for free, visit our website at framebuildingnews.com/laminated-columns.



The ability of glulam beams to span long distances and their dimensional stability makes them an ideal option for garage door headers. (PHOTO BY THE APA)

decking or heavy timber. To create NLT, dimension lumber is placed on edge with individual laminations mechanically fastened together with nails or screws. Its strength and durability comes from these nails and sometimes screws that fasten the individual pieces of dimensional lumber into a single structural element. The geometry of the NLT construction is similar to glulam because you are laminating dimension lumber on top of one another. The main difference is the nails, and the number of layers is significantly higher.

All the NLT panel layers span in a single direction; this means NLT panels can be used for curves, where the difference between each layer can be offset to fit the curve. Additionally, NLT panels can technically be created on site instead of only at a manufacturing site, so there is some flexibility in usage there.

The International Building Code (IBC) recognizes NLT as code-compliant for buildings with varying heights, areas, and occupancies, allowing for Type III, Type IV, or Type V construction. NLT is created from dimensional lumber stacked on edge: 2"x4", 2"x6", 2"x8", 2"x10", or 2"x12" at 1-1/2" on center and fastened together with nails. Plywood sheathing is often added to one top side to provide a structural diaphragm. Plywood sheathing also allows the product to be used as a wall



Special connection details can be utilized in glulam columns for concealed base plates. (PHOTO COURTESY OF TIMBER TECHNOLOGIES)

panel element.

There are different types of NLT and Schiferl said he has seen many types and he think this is part of the challenge for the post-frame industry. "There are no standards. It's the Wild West when it comes to nail lams. I have seen wire nails with structural finger joints. I have seen truss plates at the joints with 10d nails 12" o/c. I have seen butt joints with the faces held together with a 2-sided truss plate. I see a lot of nonstructural finger joints used. Not sure what that does, if anything. Looks better than having nothing or a truss

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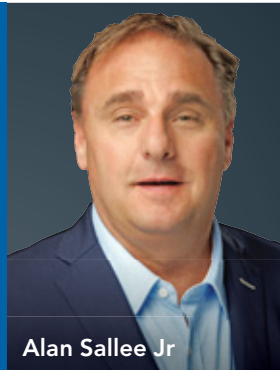
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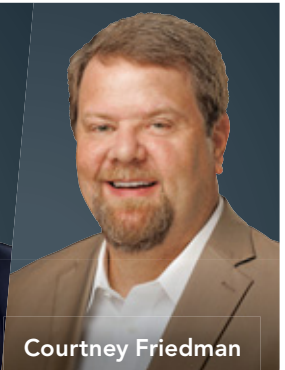
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Ommegang Pavilion, Cooperstown, New York. PHOTO COURTESY OF UNALAM

plate? And then as far as the lumber used I have seen everything from #2 SPF to high grades of MSR SYP ... again, no standards.”

Comparisons

Can glulam and NLT be compared? Schiferl explains that glulam has advantages over NLT in that it is lighter, straighter and easier to notch and cut.

Yes, the two can be compared, said Liz Connor, CE Coordinator and Sales at Unalam, Unadilla, New York, but it has some difficulty. “It’s a bit tricky to really compare the advantages and disadvantages for the two products because their primary uses don’t really overlap. Using glulam as a panel is certainly possible, but is not the most common usage. Whereas, panels are a primary use case for NLT.”

Connor said the main advantage, and a fundamental difference between the two products, is that glulam can be used as

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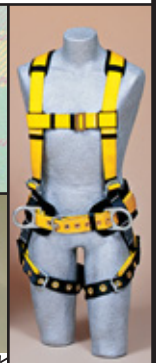
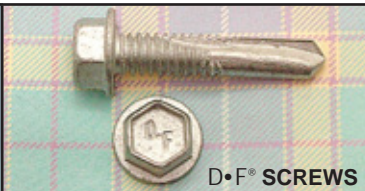
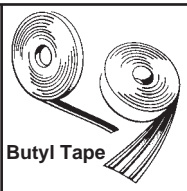




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5 Glulam Beam Misconceptions

■ Submitted by the APA: The Engineered Wood Association

Glued laminated timber, or glulam, is a highly innovative and versatile construction material engineered for a host of residential and commercial construction applications. High design values and proven product performance make the cost-competitive material a natural choice for projects from simple beams and headers in residential construction to soaring glulam arches for domed stadium roofs spanning more than 500 feet.

Glulam beams are one of the original engineered wood products, yet their perceived status as a commodity has led to many misconceptions over time. Here's a look at common myths — and how to dispel them — that can help dealers sell glulam more effectively and help builders specify glulam in their designs.



Glued laminated timber, or glulam, is engineered for a host of residential and commercial construction applications.

MYTH: Glulam is only for custom, exposed applications.

REALITY: Glulam beams are often chosen for their beauty in exposed designs such as rafters in vaulted ceilings or long clear-span ridge beams, but they're also ideal for hidden, in-the-wall structural applications. Common residential uses for stock glulam beams include garage door headers, floor edge and center girder beams and headers for window and door openings, as well as headers for large openings such as patio doors.

MYTH: Glulam beams don't have the same span capabilities as some engineered wood products.

REALITY: Glulam is inherently strong and dimensionally stable, making it suitable for a range of applications, including long-span roof beams and heavily loaded floor beams. It has the same range of design values that is typical for other engineered wood products. Stock beams come in 60-foot lengths and are commonly used to create spans of 20, 24, and 28 feet and greater. Stock glulam is an ideal option for framing large window openings and for creating great rooms without column supports that interrupt flow.

MYTH: Glulam beams are only available cambered.

REALITY: While glulam beams are available with camber to negate the possible adverse effects of long-term deflection, uncambered beams are common and are readily available. Because most residential applications require very little or no camber, uncambered stock glulam is an ideal choice. Stock beams are typically supplied with a relatively flat camber radius of 5,000 feet, or zero camber. Thus, they have just the right camber for most residential construction applications. If, however, more camber is required, such as for long-span roof beams, custom beams are available through local lumber dealers to meet the most exacting specifications.

MYTH: Glulam beams are expensive.

REALITY: Stock glulam beams that are found in most contrac-

tor yards are cost competitive when compared with other wood and engineered wood building materials in the same range of sizes and dimensions.

MYTH: Glulam beams are hard to get and are limited in size availability.

REALITY: Glulam beams are readily available in stock and custom sizes. Stock glulam beams are available in all major market areas. They're available in widths that match standard 2" x 4" and 2" x 6" wall construction, so there's no need for furring when connecting headers to walls.

Stock beams are manufactured in commonly used dimensions and cut to length when the beam is ordered. Typical stock beam widths used in residential construction include 3-1/8", 3-1/2", 5-1/8", 5-1/2", and 6-3/4" inches. Stock glulam beams are also available in I-joist-compatible (IJC) depths.

For nonresidential applications, where long spans, unusually heavy loads, or other circumstances control design, custom members are typically specified.

Glulam is available in a range of appearance classifications, but the appearance designations do not relate to structural characteristics. "Framing" quality beams, for example, are used in concealed applications and provided in widths designed to fit flush with 2" x 4" and 2" x 6" wall framing where appearance is of no importance. "Architectural" beams are typically used for applications where members are exposed to view.

In addition, pressure-treated glulam beams are available for exterior applications such as for deck beams, allowing for longer deck spans with fewer columns. *FBN*

For more information on the properties of glulam beams, visit www.apawood.org.

any type of framing element: column, beam, brace, arch, truss member, or floor/roof panel. "NLT is intended primarily as a floor/roof panel only, although it could also be used as an axial load only column (like a built up stud)," Connor said. "Glulam provides greater options for curvature and much larger member sizes."

In terms of NLT advantages, Connor explains that for shrinkage of a wide panel, "Glulam will stay as a solid unit, so all shrinkage will appear between panels (potentially becoming a large gap, or limiting how wide glulam panels can be) ... for NLT, each individual board can shrink — creating small gaps between each board, rather than large gaps between panels. NLT can also be assembled with board edges staggered or different sizes, leaving a 'ribbed' bottom surface to the panel, which isn't really feasible with a glulam panel."

Momb explains that true glulam columns will be stronger, straighter, less prone to warp and twist than nail-lams, and that most true glulam column manufacturers are using much higher strength lumber than what can be obtained from their local lumber dealer. Also, he advises that since nail-laminated columns perform poorly in weak axis bending, they should only be incorporated in fully sided walls, unless appropriately braced.

Also, he said, "In actual testing, 3-ply 2"x6" glulams fabricated from 1650 msr SYP (Southern Yellow Pine) uppers and #1 SYP lowers have a claimed Fb (fiberstress in bending) of 1900, yet actual testing showed an Fb of 2361. Nail-lam columns with identical uppers and M-29 lowers have a claimed Fb of 1782, yet tested at only 1569. This testing was done by Timber Technologies." *FBN*



Glulam columns used for architectural exposed purposes on the Berkie Trailhead structure near Cable, Wis. (PHOTO COURTESY OF TIMBER TECHNOLOGIES)

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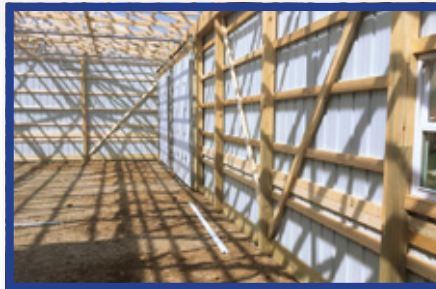
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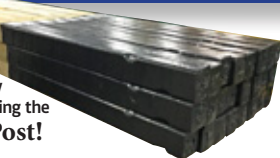
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Best In Show

Post-Frame Builder Show Set for Branson in June 2024

■ By Gary Reichert
Publisher/CEO

Boom! Sparkle! Ooooooh. Ahhhhhh. That is about the closest I can come to writing fireworks.

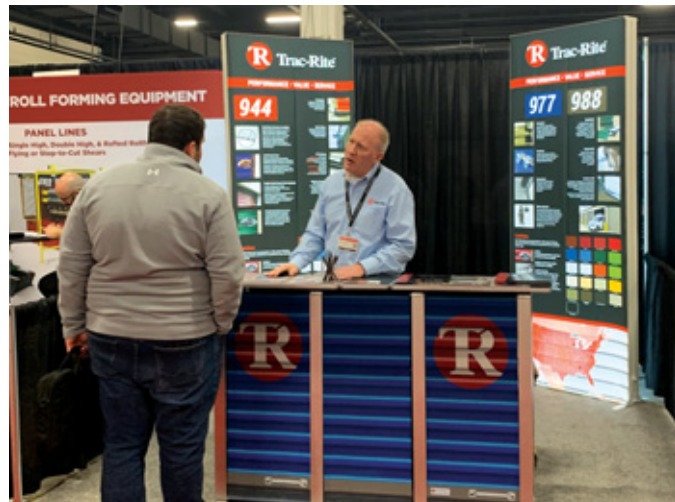
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Now, after four years, I would like to make an announcement worthy of fireworks.

Reserve June 18-19, 2024.

Those are the dates for the first-ever Post-Frame Builder Show in Branson, Missouri.

Magazines and shows are a natural complement to each other. A show will reach a small number of people while a magazine will reach several times more. Both are about communicating information and providing an opportunity for businesspeople and manufacturers to interact.



Trac-Rite and other companies have already signed up to exhibit.

PHOTO BY DANI PARKER

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MAIL TO:
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The educational programming will be worth the cost of admission. PHOTO BY DANI PARKER



The Branson Convention Center will host the 2024 Post-Frame Builder Show, June 18-19.

Frame Building News is the largest and oldest post-frame publication in existence. According to our most recent survey, it is basically alone in its field. It is only fitting that Frame Building News has its own show.

Many shows try to be everything for everyone and see the number of bodies on the floor as success. We know our audience and we know what we want to deliver. Our goal is a qualified audience so we can connect exhibitors and the decision makers who want to do business with them. We do several things to achieve that

goal.

1. Our educational programming emphasizes topics decision-makers want to see. We are not targeting crews and the person holding the hammer. We value them, but they are not our target for shows.

2. Our educational programming is included with the charge for general admission. General admission is \$50. If you have relationships with exhibitors, they have an unlimited number of free guest passes. These passes include the educational programming and are good for contractors,

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- 1** All attendees have access to the complete educational programming. Not only that, but the educational programming will be worth the price of admission on its own.
- 2** A more exclusive audience allows you to spend quality time with exhibitors.
- 3** The show is being presented by the most established, largest, and longest-running post-frame publication.
- 4** Our happy hour and exclusive audience give the opportunity to network with actual decision-makers.
- 5** Branson, Missouri, is AWESOME. Bring your family and make it a working vacation.

manufacturers, or anyone else.

3. We keep it simple and business-oriented. If you are looking for a supplier, it doesn't take three days. Our exhibit hours are Wednesday and Thursday so you can get in, do business, and still spend your weekend with your family.

The Post-Frame Builder Show is our third show. We continue to learn from our experience and strive to improve with every show. A huge part of that is listening to our exhibitors and attendees. We need feedback to keep getting better.

For general thoughts on our shows, magazines, consumer books or data generation contact me:

gary@shieldwallmedia.com

cell: 715-252-6360

office: 715-513-7289

If you want information about exhibiting, attending or educational programming for our shows, contact Missy:

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Rollforming Show Returns to Cincinnati

Get the Metal-Forming Information You Need September 27-28

By Frame Building News Staff

The fourth installment of the Construction Rollforming Show is heading back to Cincinnati in September. Slated for Wednesday and Thursday, September 27-28, at the Duke Energy Convention Center, the event will once again provide attendees with opportunities to speak directly with the suppliers and manufacturers that help roll formers not only get the job done, but help make their businesses more profitable and more successful.

The Construction Rollforming Show isn't a show for contractors; there won't be any "cash and carry" bargains. Show developer Gary Reichert explains, "The Construction Rollforming Show is designed for small roll formers — not small contractors. If you need to learn about metal forming or speak directly with manufacturers who sell in pallet, container or truck-load lots, this show is for you."

It is also the perfect opportunity for anyone who is considering making the transition to manufacturing their own metal trims, gutters, roof and wall panels — perhaps in order to create their own post-frame building kits. Attendees can learn what it takes to get started and how you can be competitive and successful in this essential industry.

The CRS is an event that was developed specifically for construction metal formers. Attendee registration includes all-access to educational sessions, exhibits, a complimentary social hour, and one-on-one conversations with industry insiders.



Construction Rollforming Show 2023

Educational sessions will be held both days of the show. Topics include, but are not limited to:

- maintaining and maximizing the efficiency of equipment
- best manufacturing and business practices
- coil quality and variation
- selecting the right equipment for your needs, and
- what is coming next in the construction metal forming industry.

For example, Rob Bowlin, AmeriPak, will lead a session on preparing metal panels so they won't be damaged during shipping, while Frank Schiene of Metal Rollforming Systems will teach about roll-forming machine maintenance. All ses-

sions are allotted enough time for question and answer sessions following the presentations.

The educational sessions also include general business topics. Randy Chaffee, Source One Marketing, who has more than four decades of successful sales experience and writes a column for Frame Building News, will be leading a session each day of the show; he will present "Making the Right Buying Decisions" and "Growing Opportunities." Chaffee will also be recording his popular "Building Wins" podcast at the show.

In addition to educational sessions, as of this early writing, more than 50 suppliers and manufacturers are confirmed to exhibit, and the show expects to sell out floor space before the end of June. Attendees can speak one-on-one with coil and fastener suppliers, equipment manufacturers, component manufacturers, and more, which means you'll get all the information you need to make informed

decisions.

Metal-forming machines will be on display on the expo floor; some will even be demonstrating operation. Hershey's Metal Meister, SWI Machinery, and Formwright (New Tech Machinery) will all have equipment set up for up-close inspection. Star 1 Products will also be performing demonstrations of its felt applicator.

If you form light gauge metal used in post-frame construction, metal buildings, carports, metal roofs or gutters — or you are looking to get into metal forming — you can't afford to miss the 2023 Construction Rollforming Show.

Learn more and watch for updates at constructionrollformingshow.com.

Show Hours & Location

The Construction Rollforming Show

expo floor will be open from 12:30-5:30 p.m. Wednesday, September 27 and 8:30 a.m.-12:30 p.m. Thursday, September 28.



Educational sessions will be held from 9 a.m.-4 p.m. Wednesday and 9-11 a.m. Thursday. The schedule will allow attendees to get the most out of your attendance.

Attendee preregistration costs just \$50 and covers everything the show has to of-

fer, including access to the expo floor and entry to all educational sessions. (The cost at the door is \$75, but still includes access to all show features.) To preregister visit rollformingmagazine.com/construction-rollforming-show-registration.

Questions about exhibiting at the Construction Rollforming Show can be directed to Missy Beyer, Shield Wall Media Director of Shows. She can be reached at missy@shieldwall-media.com or 920-216-3007.

The official Construction Rollforming Show host hotel is once again the Hilton Cincinnati Netherland Plaza (35 W Fifth St., Cincinnati), which is conveniently located across the street from the Duke Energy Convention Center. The street address of the Duke Energy Convention Center is 525 Elm St., Cincinnati, OH 45202. **FBN**

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Is Your Business on a Solid Foundation?

An Understanding of the State of the Industry Can Help!

■ By Linda Schmid

Hindsight is 20/20, but predicting what is coming can be tricky. Many industry and economic experts made predictions regarding construction activity in 2023, including many who said 2023 was going to be a letdown after the flurry of construction activity in 2022. Are those predictions coming true? Based on the first few quarters, what is indicated for the rest of the year? And what, if anything, can builders do to make themselves more economy-proof?

Current Strengths and Weaknesses

Stephen Keith, National Sales Manager at Stockade Buildings, says that business

was surprisingly busy in the first quarter of the year. The second quarter saw a dip in the suburban buildings that are one of their staples, but there was no lack of garage and agricultural projects.

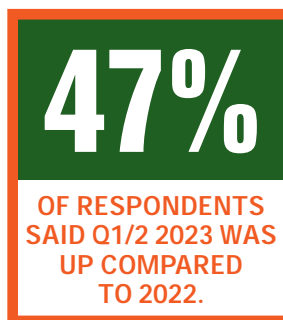
Paul Zimmerman, General Manager of Hixwood, said that the industry is strong. “Not as strong as 2021 but still strong,” he said. “Overall, the economy hasn’t affected this industry. We have seen a shift from recreational toybox type sheds to more agricultural buildings, but demand is still strong.”

Steel residential siding and steel board and batten siding have performed much better than expected, Zimmerman added.

Mike O’Hara, National Sales Manager at Levi’s Building Components, agreed that the state of the economy has had limited effect on pole barn building. He says that as a representative of a company that participates in “an interesting niche market that spans residential, commercial, ag-

and shed, they really haven’t been negatively affected by the economy yet.”

Even the metal and lumber pricing fluct-



tuations haven't negatively impacted projects, according to O'Hara.

Buddy Pullen, Regional Sales Manager at AmeriLux, finds that units and sales are down, but that is what most people expected as the pandemic ended and everything opened up again he stated.

Andrew Mullen of Direct Metals Inc. (DMI) said that they believe a general economy recession is underway.

"We have seen a slowdown in the 4th quarter 2022 and first quarter 2023 in new residential construction," said Mullen. "This is mainly due to a pull-back by large national builders due to the cost of customers financing new homes."

"Higher interest rates make the 'repair or replace' question much more important," Pullen said, "and in the current condition, I feel like end users will focus more on home improvement and upgrading versus purchasing a new home."

Ben Johnston, COO of Kapitus, a provider of financing for small and medium sized businesses said, "Higher interest rates are cooling the real estate market across the country, but we continue to see strong credit demand from contractors as a shortage of affordable housing, coupled with low unemployment rates, generate demand for new housing stock."

He also sees homeowners who are locked into lower rate mortgages choosing to stay in their homes rather than selling and repurchasing in a higher rate market. These homeowners are looking to renovate existing housing stock, driving demand for contractors.

Since spring of 2022, Johnston has seen a tightening in credit, however, which accelerated after the failures of SVB and Signature Banks. As banks become more cautious, many quality applicants, often small businesses, are unable to obtain the financing they need.

Perhaps tighter credit explains why Sean Shields of the Structural Building Components Association (SBCA) sees that single-family housing construction has returned to 2019 (pre-COVID) levels. He notes that many component manufacturers who were in a position to pivot to multi-family projects actually saw an increase early this year as near-record numbers of large projects got underway.

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GOING IN TO 2024.**

40% anticipated a decrease compared to

16% Agricultural or

16% Commercial.

High-end earners who will sometimes move forward with projects regardless of the economic situation have continued to invest in real estate and home improvement.

For many, the slow start to the year is providing the opportunity to retool and retrain.

"Production equipment that has been on backorder for 12 months or more is being delivered and installed," Shields explained. "Personnel have to be trained on these new systems, and the current conditions are favorable to getting this new capacity up and running."

Due to the current slowdown, lumber costs have been relatively low for most grades and sizes. MSR lumber is still difficult to source in many areas of the country, though, impacting products such as floor trusses and long span roof trusses.

However, it appears that not all construction niches are equal. Rob Haddock, CEO of S-5!, says that while residential construction has taken a geographically varied hit, other sectors are doing well.

"The commercial/industrial space is still reasonably robust, especially in manufacturing and data center related construction. The agricultural marketplace is on stable ground, pardon the pun," Haddock said.

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THE NUMBER OF RESPONDENTS CONCERNED ABOUT COST OF MATERIALS DECREASED OVER THE LAST 6 MONTHS.

59% October 2022

45% May 2023

“Obviously, the economy has dampened real property commerce because of interest rate increases, but the uncertainty of economic stability going forward has played the greatest role in dampening the construction economy,” Haddock said.

Keith Dietzen, CEO of Keymark, said that it’s a bit of a surprise how strong the post frame and roofing industries have remained while interest rates have gone from near zero to the highest in many years.

While interest rates are an important indicator of the economy and where it is headed, there are other indicators. Mullen states that the team at DMI believe that the national unemployment rate is a leading indicator of the economy, which is something they will be watching to help them make business decisions.

Ann Iten, Director of Marketing at Westlake Royal Roofing Solutions said, “We are continuing to watch any, and all, changes in the following areas: the industry’s ongoing challenges with labor shortages, residual global supply chain and logistics issues.”

The Forecast

Pullen predicts that the cost of borrowing money (interest rates) is going to be the biggest challenge for builders and contractors in 2023.

Keith says that Wichita is a diverse economy with suburban, commercial, and industrial opportunities which makes it strong even during recessions. However, he warns, “if the banks make it hard to

borrow money, it will be 2008 all over again.”

Tom Bowne, Chief Economist for the Freedonia Group (a division of Market-Research.com, Inc.) has this to say, “We expect that residential construction activity will face a number of headwinds in 2023. As the Federal Reserve maintains its tighter monetary policy in an effort to keep expectations of future inflation from rising, mortgage interest rates will remain elevated, constraining housing demand. Smaller regional banks are likely to be less eager to make construction loans while these banks’ balance sheets are under increased scrutiny. That tighter lending environment will weigh on builders’ and contractors’ ability to finance projects.”

Later in the year, however, there is a chance that the Federal Reserve may ease monetary policy somewhat, offering some relief for mortgage lending Bowne said. The other factor that will likely provide a boost to new construction as 2023 progresses, he continued, is the aforementioned lock-in effect of existing homeowners with low mortgage interest rates retaining ownership. The lack of available houses will create new home construction demands for newly formed households.

Mullen said, “As the financing industry and their customers get used to more normal or higher than 2020 interest rates, we expect the high demand for residential housing to continue to drive demand beyond the fourth quarter of 2023.”

The presidential election will have a bearing on the economy, according to Pullen, which translates to the construction industry in the following way: “With an election cycle around the corner, I expect a drop in interest rates next year which will bump volume,” Pullen said. “As far as the remainder of ’23, I am expecting a sustained trend of slowing volume while end users wait on that interest rate drop.”

Shield says that component manufacturers as a group expect the last half of

2023 to pick up. There is concern that many projects will be started within the same time frames, thereby straining supply chains and causing volatility in the lumber and steel markets. Further, hiring and training enough people to service a spike in demand could be problematic.

Component manufacturers advise builders and developers to avoid a “wait and see” attitude, according to Shields. “By the time you realize that a lot of projects are going forward, it’s likely too late to get a good place in line, which can lead to many delays such as material or production capacity shortages.”

Zimmerman believes that finding qualified labor will be the biggest challenge throughout 2023. He sees evidence that commercial building would pick up if there were more qualified crews.

Dietzen agrees that the labor shortage will continue to be problematic. He advises employers to automate as much as they can.

“My best advice to contractors is to automate,” Dietzen stated. “One of the most effective ways to address the labor challenge is to use software systems that can automatically generate necessary information that otherwise would require many hours of toil from team members who are already more than busy.”

These concerns may be inapplicable, at least in the short term, as Johnston warns that the SVB and Signature Bank failures have made everyone more cautious and if interest rates continue to rise, participation by those paying the bills may dissipate. More likely they will continue to build and invest, but they will be looking for price concessions and better overall terms Johnston said.

Johnston’s group sees trouble ahead for the commercial market as remote work becomes a permanent fixture in American life and many long-term leases expire.

Bowne feels the outcome of that trend is uncertain. He put it this way: “Office construction is expected to see below-average

93%

OF FRAME BUILDING NEWS SUBSCRIBERS PREDICTED THEIR PROFITABILITY FOR 2023 WOULD BE AS GOOD OR BETTER THAN 2022.

activity for a few more years as businesses continue to sort out staffing arrangements (in-person vs. hybrid) and their need for space to handle their personnel.”

He expects that the non-residential construction markets in general may face a bit of a downturn similar to the residential market later this year based on the difficulty in obtaining construction financing.

“Activity in retail building construction will be dampened if consumer confidence and overall economic activity weaken during the middle part of 2023,” Bowne said. ”

However, he did offer some hope for light manufacturing. “Construction of light manufacturing facilities will continue to be aided by efforts to improve supply chains, which could induce some reshoring of manufacturing activity,” he concluded.

Advice For Building a Stronger Business

What should companies do to improve or maintain their success going forward?

O’Hara advises partnering with suppliers to work together for better outcomes. They can offer such insight as when it is best to buy the supplies you need.

Pullen thinks that favorable financing options for customers will help, but he also advises that companies “minimize expenses, get lean, and protect cash flow.”

Mullen expects growth even if the economy is not roaring, mainly through new market penetration and the expansion of their product line. Perhaps there are new markets or add-on products or services that would bolster builders’ businesses.

Agricultural building is often touted as a safe market, and Mullen points out that the population is constantly increasing along with the need for domestic food production, so they expect agricultural building to increase in 2023. Perhaps this would be a good time to add agricultural building to the “menu.”

Renee Ramey, Executive Director of the Metal Roofing Alliance, comments, “We anticipate the importance of environmentally friendly building materials will con-

tinue to drive the market toward products that are sustainable, offer longevity, and provide benefits in the extreme weather conditions we continue to see happening throughout the U.S. and Canada.”



Pullen chimes in, “as the industry and our society trends to greener and more environmentally friendly methods and materials, manufacturers who do not share that view will be left behind.”

Increased interest in energy efficiency

makes a good case for Haddock’s advice. He says builder/contractors should be proactive and provide themselves a Plan B in case their usual revenue takes a dip, for example the installation of solar photovoltaic products.

Two trends that Dietzen has observed seem to bode well for the future: more and more roofing contractors are adding metal roofing to their service menu and consumer demand for barndominiums is growing. “There is real opportunity in these markets,” Dietzen said. Perhaps they are more good Plan B options.

With some materials’ price fluctuations making estimation difficult, O’Hara had this to say, “Don’t just bid on projects to keep your crew busy. Know your numbers and take the emotion out of the estimating process. Then be all-in on projects as the best advertising is word of mouth and repeat customers.” *FBN*

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Balanced Beams

Best Practices for Storing and Handling Engineered Wood Beams

■ By APA – The Engineered Wood Association

To ensure optimum performance of engineered wood beams, proper storage and handling practices should always be followed. These recommendations help protect beams from damage during shipment, storage and on the construction site.

Glulam

APA trademarked glulam beams are often protected with wrappings when they leave the mill. But care must be taken during loading, unloading and transporting, as well as in the yard and on the job site.

Loading and Transit: Glulam beams are commonly loaded and unloaded with forklifts. For greater stability and handling safety, place beams flat on forks rather than on bottoms (see image at right). Carrying extremely long beams on their sides may cause excessive flexing. Using two or more forklifts, lifting in unison, may help control flex.

A crane with slings or chokers may also be used to load or unload beams, however, it's recommended to provide adequate blocking at all beam edges between the sling and the members to protect corners and edges. Only fabric slings should be used to lift glulam members. Spreader bars can be used to reduce the likelihood of damage when lifting long beams.

Transport: Stack beams on lumber blocking or skids when loading them on trucks. Beams can rest on their sides or bottoms. Secure the load with straps to keep it from shifting. Protect beam edges with “softeners” or wood blocking when strapping down the load.

Storage: When possible, store glulam beams under cover to protect them from rain and sunlight. Place beams on lumber blockings, skids or rack systems on level, well-drained ground. Center beams on



blockings or racks to evenly distribute the load. Water-resistant wrappings are another way to protect beams from moisture, dirt and scratches.

Because sunlight can discolor beams, opaque wrappings are recommended. Beams can be wrapped individually, by the bundle or by the load. In some instances, the wrappings can be used to protect beams until installation. Sealants on the ends of beams help guard against moisture penetration and checking. The ends of beams should be sealed immediately after trimming.

For long-term storage, cut slits in the bottom of the wrapping to allow ventilation and drainage of any entrapped moisture. Do not expose glulam members to rapid changes in moisture and temperature, such as may occur from temporary heating units.

Structural Composite Lumber (SCL)

Loading and Transit: Care must be taken to protect SCL in all transit peri-

ods — from the point where the product is delivered, to job-site handling and storage, to final installation. Take care to avoid forklift damage. If the ground is unlevel in the storage area, reduce forklift speed to avoid “bouncing” the load. When handling with a crane, pick up the load using a spreader if necessary to minimize handling stresses. SCL products are usually shipped in water-resistant wrapping that protects them from moisture, soiling and surface scratches (see Figure 1).

Storage: SCL packages should be set on level, well-drained surfaces, with longest materials on the bottom. Lumber bumpers or blocks should be used to keep SCL packages from direct contact with ground—maintain at least 6-12 inches of ground clearance. For long-term storage, cut slits in the bottom of the wrapping to allow ventilation and drainage of any entrapped moisture to reduce the possibility of water damage, staining or decay. Store SCL in a covered area whenever possible. Maintain stack height within safe limits and do not

store other material on top of SCL.

I-Joists

Loading and Transit: I-joists should never be dropped off the delivery truck. It's recommended to use a forklift with wide forks to handle long length material or use a boom. Never bounce or jerk loads. Maintain low forklift speeds and smooth braking to prevent accidentally dumping. Always keep I-joists vertical when handling and avoid lifting I-joists by top flange. If I-joists are delivered wrapped, don't open bundles until time of installation (see Figure 2).

Storage: I-joists should always be stacked and stored vertically and level—never flatwise. Maintain at least 12 inches between the ground and the I-joists. I-joists can withstand normal exposure to moisture, but excessive exposure may lead to dimensional changes that affect serviceability. Storing I-joists in a covered area minimizes impacts of weather and moisture. If stored outside, material should be covered to protect from dirt and weather;

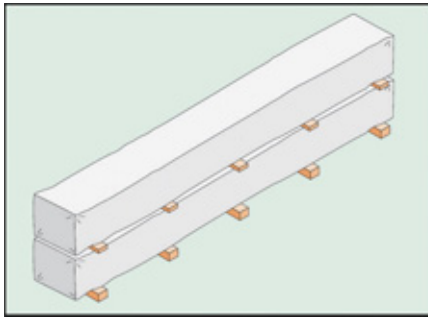


Figure 1

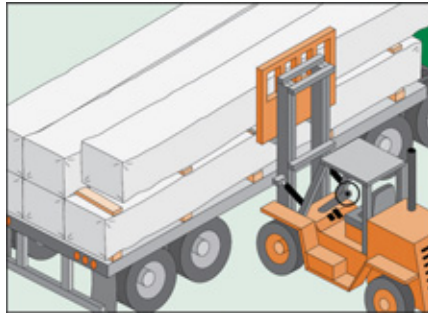
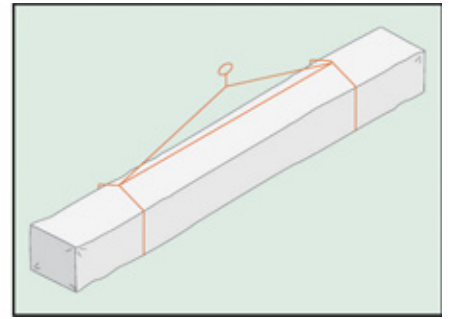
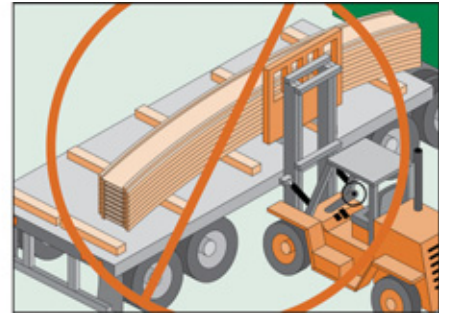


Figure 2

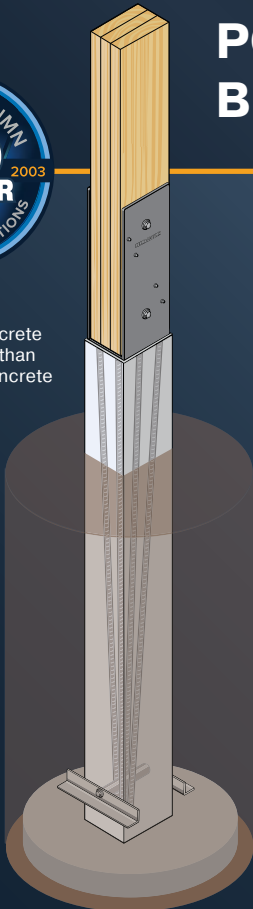


delay unwrapping bundles until the time of installation. Use stickers to separate bundles, spacing stickers every 8 feet and maintaining vertical alignment.

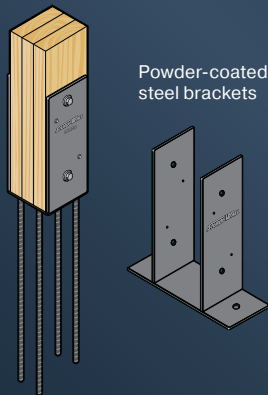
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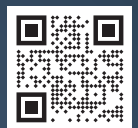
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Zircon Stud Finders Their Most Advanced Ever

For decades, stud finders have been designed based on capacitive technology that identifies changes in density behind the walls. While this technology can indicate the location of wood stud framing, it also discovers metal, plastic, wiring, and other objects in walls just as easily, often creating “false positives.”

For professionals and DIYers, this innovative technology will provide a more accurate representation of what is behind the wall and significantly improve confidence that what is detected is truly a wood stud. The benefits are significant: minimized rework, less damage created, and increased safety. The latest invention is Zircon’s Wood Stud SuperScan with Target Control Technology + FILTERz. By analyzing the complex data streams from multiple sensors and controlling the result using sophisticated intelligence, the stud finder finds wood studs and filters out metallic objects, such as plumbing, conduit, straps,



New full-thread screws from fischer.

brackets, screws, protector plates, or ductwork in the wall. Additionally, the technology alerts the user to the presence of other low signal-strength, non-metallic targets, like plastic pipe, PEX tubing, and wiring.

zircon.com

New Technology Used in New Screws from Fischer

The fischer Group of Companies has released the latest generation of Power-Full II full-thread screws. These wood screws are ideal for permanently and securely connecting or reinforcing supporting wood constructions. They also offer the advantage of easy and efficient installation as an economical pro solution for challenging fastening requirements in timber construction.

The new PowerFull II screws can be used for main and secondary beam connections, false beam edges, shear tension bracings or shear connections. The new screws are more user-friendly than the previous version, with significantly more comprehensive and structured content. Compared to its renowned predecessor, fischer has optimized its full-thread screw even further. For instance, as an alternative to the effective screw-in depth of the screw thread, this screw-in depth can be applied without considering the length of the

screw tip by calculation, but with a significantly increased pullout parameter. This allows the pullout load capacity or tensile strength to be increased by up to 60%.

The screw geometry developed by fischer. It significantly improves the pullout load capacity, while the higher thread pitch reduces the screw-in torque for simple and easy installation. Its unique core-milling geometry enables low edge and axial spacing and high loads without any pre-drilling. The special tip geometry makes it easy to place and insert while reducing the splitting behavior in the base. The needlepoint allows the screw to be inserted with ease under slanted screw connections.

www.fischer-international.com/en

FastenMaster Releases New MVP Multipurpose Wood Screw


FastenMaster, a division of OMG, Inc., launches the MVP Multipurpose Wood Screw designed for framing, interior remodeling, cabinetry and more.

MVP features FastenMaster’s exclusive double-lead SureStart point for a fast start, and the TORX ttap drive system provides a stable, wobble-free installation. The fastener also features a durable ProjectLife Coating that delivers superior corrosion protection for the life of the project and a SureSink Head that countersinks into the wood without compromising clamping force.

MVP fasteners are available in six sizes from 1½- through 4-inches in half-inch increments, and come packaged in small packs of 100, project packs of 250 to 500 depending on the length, and in bulk quantities of 1,250 to 2,000 fasteners depending on the length. A free TORX bit is provided in every box.


In other FastenMaster news, the company has launched an online color match tool for composite decking. The tool can be found in the “Training Center” section of FastenMaster’s website and can also be found at FMC-ColorMatch.com.

www.fastenmaster.com





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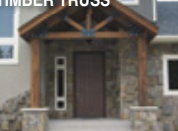




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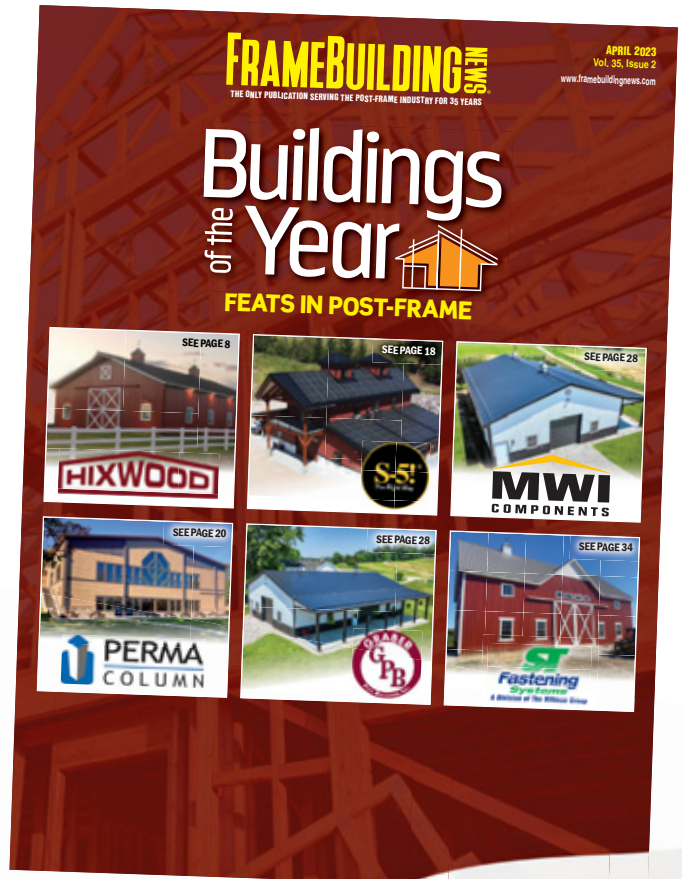
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High-end Post Frame Building

What It Takes To Be Successful Selling Big Projects

■ By Mike Momb

My first child, Annie, was born April 30, 1976. A few days later, we brought her home in a half-ton 1950 Chevrolet pickup I paid \$150 for; it would both start and run (those being its best features).

This was a well-worn farm truck my mother referred to as “the Flintstone mobile,” as you could put your feet through the floorboards to speed up or slow down. It did feature a custom paint job done with a gallon bucket of blue paint and a

six-inch brush!

Living paycheck-to-paycheck, it was not until 1985 that I became successful enough to afford to have my daughter’s (as she had by then claimed it as her own) pickup restored to being “street neat.” Annie cried when she saw her truck, as she didn’t believe it to be hers, until we showed her progress photos to prove it actually was. Sadly, Annie didn’t live to be able to drive her truck, as cystic fibrosis claimed her just before her 13th birthday.

Fast forwarding to 2017, with a lot of highway miles put on, it was time to freshen up Annie’s truck. More than four

decades after I had originally purchased it, I had sufficient funds to have this job done right. My selected restoration shop had a good reputation and I made it abundantly clear I did not want to end up with a “just needs” result.

Two years and double my original budget – I ended up with a truck done 90% right (give or take). I have since spent this much again, in order to correct things done almost right, to where last year

(TOP) The author’s post-frame home, his motorcycle, and Annie’s 1950 Chevy pickup.
ALL PHOTOS PROVIDED BY HANSEN POLE BUILDINGS.



it won 35 awards at 36 shows, including a Goodguys' Builder's Choice Top 10 Award.

Regardless of economic climate, there will always be those who are willing and able to pay top dollar, for high-end work, done right. In Annie's truck's case, my original shop did not have the talent or facilities capable of delivering what they knew I wanted. They didn't make efforts to bring themselves to this next level or to be honest and admit early on it was just over their heads.

High-End Post-Frame Builders

Post-frame builders come in all sorts of shapes and sizes.

Chuck-in-a-truck (where I started) is just scraping by. Generally, Chuck doesn't know if he or she is actually doing things right or wrong. He lacks equipment to build better or easier. Hopefully this builder doesn't run out of money before completing work and what gets built, stays built.

Technicians. Before Y2K, I was a prolific post-frame builder. I hired sub-contract crews to erect buildings for our clients. Most of these were excellent technicians and finished work ran from quite good to exceptional. A few of these crews would leave every year to go out on their own, with most returning later, as they could build a great building, but couldn't manage a business.

What Does High-End Mean?

What about building truly high-end post-frame buildings? Is there a market and what does it take to be successful?

According to Forbes, in March 2022, 8.2% of U.S. homes were valued at over a million dollars. U.S. Census Bureau data tells us just over a million single family homes were completed in 2022. Any way one looks at it, 8% of a million is 80,000 units!

Shane Kitchen owns Shane Builders in Caro, Michigan. He says, "High-end mar-



Lauri Koch, Ted Koch, and Toquima in front of their home in Idaho.

ket will always be here and they usually build when the economy is bad because labor and material prices are at their lowest."

T.J. Norris, co-founder of The Barndo Co., Duncan, South Carolina, believes, "Building luxury post frame homes is a feat well worth conquering."

So why would your potential high-end client even consider post-frame as a design solution? Post-frame, thanks to a current barndominium craze, has become popular in modern culture. Roughly 10% of all people will invest in a product due to it being new or cutting edge.

Post-frame transcends IRC (International Residential Code) limitations of 36-foot truss spans, lengths of 60 feet measured perpendicular to truss spans, and story heights of less than 12 feet. Post-frame building shells go up quick and are easily super-insulated.

Close to 20 years ago, my then-wife and I built ourselves a high-end post-frame shop house. Centered around a 48' x 60' x 16' ceiling with basketball half-court/garage/shop are 18' x 48' of home office on one side, 18' x 60' of garage (1950 Chevrolet pickup is there), plus a kitchenette. There's a Minnesota Vikings-themed

Higher-end clients will absolutely pay more money to deal with somebody that is going to give them a certain level of concierge service. They understand that time is money.

Arik Hertz

bathroom and a large sauna.

Upstairs from our basketball court is a living area with 16' ceilings and a massive kitchen (plus a mezzanine). Included are high-end oak finishes, solid wood and real tile floors, granite countertops and two elevators. This 8,000-square-foot finished, all-electric home, averages under \$500 a month for utilities! We are amongst your high-end post-frame client base.

Understanding the Truly Wealthy

Arik Hertz owns Everlast Structures in Southeast Wisconsin. His take on high-end hits proverbial nails directly on their heads. "As I continue to build for wealthier clients, I really had to shift my mindset personally on how wealthy people think about money. I grew up extremely poor, so spending even \$50,000 on a garage

would be an unrealistic event. Now I sell/build \$300k to \$400k hobby garages for wealthy individuals.

“In order to do this, I had to get over the fact that I could never see myself purchasing a garage at that price point no matter how much value it brought to me because I couldn’t conceive having that much free cash laying around. I had to stop making my lack of money get in the way of their dreams and visions.

“For truly wealthy people (not the ones trying to look wealthy) a dollar amount is simply a number. I’ve found that wealthy people can put value on things that we generally can’t understand. Take for example an individual worth \$20 million who has a car that belonged to his father who passed away. He tells you that he would give all of his money just to ride in that car with his Dad again. He’s building a hobby building for that car. How much do you think he is willing to spend on that building to protect that car?

“I have also found that higher-end clients are extremely risk-averse when it comes to wasting their time or getting ripped off. Higher-end clients that I’ve worked with in the past will absolutely pay more money to deal with somebody that is going to give them a certain level of concierge service. They understand that time is money.

“I think the final thing is, you truly have to become a friend and a confidant with the client. Wealthy people talk and they usually have large circles; that’s generally how they become wealthy.”

Kitchen mentioned being scared as a stumbling block toward entering high-end post-frame markets. He stated, “I remember my first 5,000-square-foot house built like it was yesterday. It was for a local restaurant owner, and he had high expectations on quality.”

According to Kitchen, “Also owning or renting equipment to build big projects is another issue. Bidding it too is an issue because of lack of experience building the big stuff.”

Surrounding Yourself

Why even enter into high-end post frame? Consider that a successful technician might make \$100,000 a year, and have



Hansen Pole Buildings helped create this high-end event facility, a wedding venue in Colorado that spans over 5,000 square feet and was also featured in this year’s Rural Builder Source Book edition.

to be on-site driving screws and pounding nails. While needed and rewarding, years of physical labor do take their toll on body parts.

A single million-dollar custom post-frame home can result in gross profits in multiples of what a technician makes in a year. To truly be successful as a high-end post frame contractor takes a shift in thinking to becoming a true businessperson, rather than a builder.

Your key to success is to become a builder of a quality culture within your organization. Your organization includes far more than just your employees, it is ev-

everyone involved in your processes. When potential clients can see your attention to detail in every phase, price is never an objection.

It is realistically impossible for any single person to know everything. Don’t be shy about reaching out to experts who can make or break your business by providing services you can pass along to your clients.

Accountants. Engage a CPA who has intimate knowledge of our industry. Even if you consider yourself to be a great money manager, chances are good you are not a tax expert. Your CPA can manage your financial records, keep you on track with following financial guidelines, help plan your spending and provide business support. Too many building contractors fail due to confusing cash-flow with profits; don’t be one of them.

Architects. Can be invaluable in selling to a high-end client. While drafting services are literally a dime-a-dozen, your client expects a superior outcome. Your architect should be able to walk your client through crafting a home they will absolutely love. A great architect more than pays for himself or herself in creative ideas your clients will be overjoyed with.

As Kitchen says, “High-quality building plans make Building Officials happy.” Your architect will assist in avoiding roadblocks within permit processes.

Bonding Agent. You are selling peace of mind. Especially when starting off dealing with high-end clients, an ability to provide a performance bond assures your client they will indeed get what they have paid for.

Construction Attorney. You want to have agreements crafted between you and your client, as well as you and any suppliers or subcontractors, clearly outlining all expectations and responsibilities for all parties. Your high-end client should only have to be responsible for paying you.

Engineer. Your post-frame experienced engineer will work with your architect to combine his or her ideas into structural reality. Most reputable providers of custom post-frame building packages provide structural engineering services, as well as high-quality materials. A good engineer will save more money on any given high-end building than what you pay them.

Home Builder Associations. This is an investment, not an expense. Many have group benefits available with better rates, better coverage, and better options. They provide access to ongoing education as best practices, trends, regulation, and industry tech are changing constantly. You want the best possible subcontract tradespeople and your home builders’ association is where you will find them. Being an association member adds to your credibility with potential clients.

Lenders. While a surprising number of your high-end clients are able to pay cash, having a mortgage banker who understands post-frame construction can prove invaluable.

Accordingly, T.J. Norris says, “There can be debate amongst trades as to which is a superior system, but when it comes to the bank and appraisals, the structural preformed foundation is king. Sometimes you need to learn to speak the language of the residential lenders rather than conform them to your methods, as all of our posts are anchored above the slab. Usually once we accommodate this method of construction the lenders and appraisers alike consider our structures to be con-

ventional enough to qualify for a traditional financing option and the appraisers won’t usually put special considerations into the build.

“These first two are more so for making sure you are maintaining the value of the investment for people who are building a luxury post-frame home and need to maintain their equity and safeguard it for future resale value.”

I had to stop making my lack of money get in the way of their dreams and visions.

Arik Hertz

Realtors. Shane Kitchen mentions, “Realtors were rarely involved with my builds as customers already had property.” However, not every potential client will. Having a savvy realtor available who can find those impossible to find buildable properties can make or break deals.

My father was a building contractor, and every year he attended the National Association of Home Builders International Builders’ Show. This gave him an opportunity to network with other builders and suppliers, discover innovative products before competitors knew they even existed, and learn how to do business better. Want to be a successful high-end builder? Then put this on your calendar.

FBN

Mike Momb has been Technical Director for Hansen Pole Buildings, LLC of Browns Valley, Minnesota for more than 20 years. His daily post-frame blog, as well as his weekly “Ask the Pole Barn Guru” column can be followed at the company website, www.HansenPoleBuildings.com/blog/.



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INDUSTRY NEWS //

Triangle Fastener Acquires Fastener Business Segment of CSS

Triangle Fastener Corporation announced that as of July 1 it had acquired a segment of the Connective Systems & Supply, Inc. business that focused on fasteners for roofing, metal building, and mechanical contractors in and around Denver. CSS has been a leading provider of fasteners and products to construction industry professionals since its founding in 1985. This segment of its business is supported by approximately 20 employees in two locations who achieved \$15 million in sales in 2022.

“The acquisition of CSS aligns with TFC’s plans for long-term business growth by developing branch locations in the western United States and expanding our catalog of proprietary TFC-branded products,” TFC said in a statement. “In addition to the pending opening of a lo-

cation in San Antonio, Texas, the integration of CSS assets will bring us to a total of 27 US locations, and a marked increase in our presence in the central and western United States.”

Triangle Fastener Corporation was founded as a single location in 1977 in Pittsburgh and has established more than two dozen locations and three distribution centers across the US.

Malco Products Names Rebecca Talbot as VP/Marketing

Malco Products, one of the nation’s leading solution developers and manufacturers of a variety of high-quality tools for the HVAC and building construction trades, announced that Rebecca Talbot has joined the company as its new vice president of marketing.

Talbot comes to Malco with a broad base of marketing accomplishments and

professional experience, including positions at DeepRoot Green Infrastructure, Resideo (Honeywell) and Lakeland Companies. She holds a bachelor’s degree from Metro State University and a Master of Business Administration degree from Georgia Southwestern State University.

Talbot will succeed Nancy Gunnerson, Malco’s director of marketing, who recently retired after a 34-year career with Malco. “We are very excited to welcome Rebecca to our team, and also wish Nancy a wonderful retirement after an incredible 30+ year career at Malco,” said Rich Benninghoff, president and CEO of Malco Products.

Alsido Survey: Why Do Homeowners Replace Windows?

A brand of Associated Materials, Alsido commissioned a national survey, conducted online by The Harris Poll, to

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learn the most common reasons house/apartment/condo owners would consider replacing their windows, along with other valuable insights into the window purchasing experience. The survey polled more than 1,300 house/apartment/condo owners across the United States.

Topping the list of reasons they would consider replacing windows is to enhance energy efficiency (36%), followed by damage (29%), moisture mitigation or leakage (12%), part of a larger home renovation (9%), alleviate ongoing maintenance needs (6%), and aesthetics (5%). House/apartment/condo owners only had a slight difference of opinions among the four regions of the United States (Northeast, South, Midwest and West).

Enhancing energy efficiency was the top contender that homeowners selected to save costs and reduce their carbon footprint. However, one age group did not agree with the majority: nearly half of 18- to 34-year-olds (45%) said damage was the No. 1 reason they would consider replacing windows.

The survey also asked house/apartment/condo owners how they would choose a contractor if they were considering replacing windows. Word-of-mouth/family or friend recommendation and best price (each 28%) tied for the top spot, followed by high

rating online (22%), product selection or brands available to them (14%), and advertisements or other promotions (4%). Males and females, however, did not agree on the top quality that drives their contractor choice: females lean more toward word-of-mouth recommendation, while the best price drives males' purchasing decision (33% and 27%, respectively).

Lakeside Construction Fasteners Promotes Velliquette to President

Lakeside Construction Fasteners, Inc. announced the promotion of Eric J. Velliquette to President. Eric has been with Lakeside Construction Fasteners for 10 years, during which time he held the position of Vice President Sales & Marketing.

Before joining Lakeside Construction Fasteners, Eric had previously worked as the Vice President of Sales and Marketing for Atlas Bolt & Screw Company, a Marmon Holdings Inc. company, one of largest fastener manufacturing-distributors in the USA servicing the metal building industry. During his tenure with Atlas, Eric earned an MBA and selected as an adjunct professor at Ashland University's College of Business, located in Ashland, Ohio.

In partnership with owners John and Kyle Lane, Eric has forged continuous growth at Lakeside Construction Fasteners by providing the metal building industry with alternative product solutions, keeping quality a focus, and working to develop long-term customer relationships. Kyle Lane, CEO of the Lakeside Group of Companies, welcomes Eric into his new position. Kyle Lane, CEO, stated "he is confident LCF will continue with a strong future, poised to reach even greater heights under Eric's leadership."

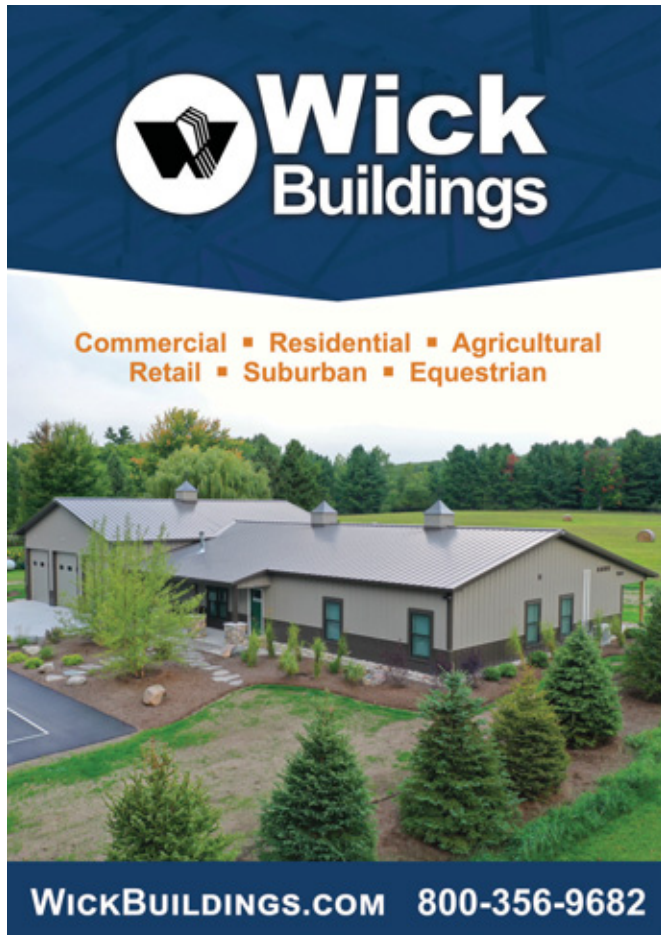
Timbera Creates Timber Digital Marketplace for Construction

Established to transform the timber industry in a sustainable manner, Timbera has just been introduced to the market with the aim of connecting buyers and sellers on a global scale. The new brand provides a digital marketplace for all professionals in the architecture and construction sector.

From sourcing and purchasing to compliance and financing, the all-in-one platform offers a comprehensive set of services including advanced search tools and a chat room where each buyer and seller are able to interact directly.

"The origin of Timbera arose from the clear identification of the complex obstacles currently faced by the timber industry within the international framework, whether in terms of transactions, transparency of information, or delivery times," said Tomás Costa Leite, Board Director of Timbera. On this single platform, he said, professionals can "find an accessible, responsible and efficient way of marketing timber. It is our belief that this is the future of the industry."

Timbera grants buyers access to a wide network of verified products and suppliers to deliver high-quality services based on secure and environmentally responsible transactions. For sellers,



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it offers, among other benefits, an extended reach, assuring market visibility on a global scale.

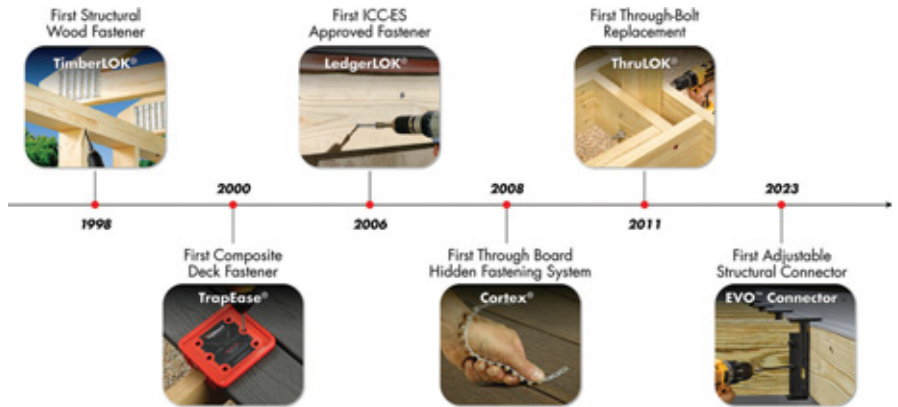
Timbera is the latest business area in the Vicaima Group, which has over 850 employees and operates in over 50 countries.

US LBM Builds Massive Truss Manufacturing Facility in Florida

US LBM, a leading distributor of specialty building materials, has opened a new floor and roof truss manufacturing facility and building materials yard in Auburndale, Fla.

The new, more than 100,600-square-foot facility is located 40 miles northeast of Tampa and 60 miles southwest of Orlando and operates as part of US LBM's Raymond Building Supply division, which serves professional builders across Florida. In addition to operating three roof truss lines and one floor truss line, the new location also supplies residential and commercial builders in central Florida with a range of materials, including lumber, engineered wood products, cabinetry, windows, custom millwork, and exterior and interior doors.

The Auburndale location is Raymond Building Supply's third truss facility in Florida; the division of US LBM also op-



FastenMaster through the years.


erates manufacturing facilities in North Fort Myers and Miami. US LBM has added 15 component manufacturing facilities through acquisitions and greenfield expansions over the past year.


FastenMaster Celebrates 25th Anniversary

FastenMaster is celebrating 25 years of providing professional building contractors with products and fastening solutions. Established in 1998, FastenMaster created the category of structural wood-to-wood screws with the introduction of TimberLOK, a heavy-duty wood screw designed to eliminate the need to pre-


drill when attaching two pieces of wood together. It was the first of what has become the "LOK Line" of structural wood-to-wood fasteners for residential applications.

FastenMaster is a division of OMG, Inc., which has over 600 employees globally, and more than 400 in Western Massachusetts. OMG operates manufacturing plants in Illinois and Minnesota and produces over 1 billion fasteners each year. **FBN**


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Park Your Equipment, Have a Drink

Custom Post-Frame Garage Has Epoxy Floors, Cypress Doors and Siding

B&D Builders completed two structures with plenty of space for both storage and hanging out. The 2,400-square-foot custom garage includes a bar (not pictured here) and seating area and a 500-squarefoot loft. Reclaimed barn siding on the walls provides a nice contrast to highgrade epoxy floors.

The second building includes 1,860 square feet for farm equipment and ATV storage, as well as a covered porch and second-floor balcony to enjoy the surrounding views.

The siding and custom garage doors are made from cypress, a wood that ages well and is highly rot resistant. These buildings have elements of timber frame construction but are also postframe. *FBN*



PROJECT DETAILS

ARCHITECT: Mark C. Myers Architects

BUILDER: B&D Builders

LOCATION: Delta, Pennsylvania

SIZE: Garage 2,400 square feet.

Equipment building 1,860 square feet.

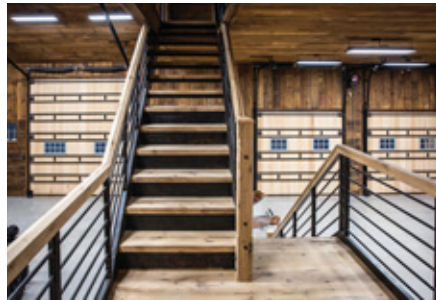
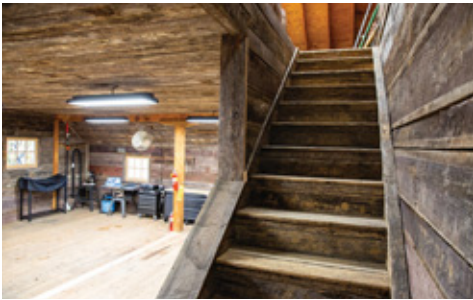
FRAMING: Rigidply Rafters

STEEL FABRICATION & TIMBERFRAMES:

Mid-Atlantic Timberframes

WINDOWS & DOORS: Vintage Millwork & Restoration

STANDING SEAM ROOF: Drexel Metals



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Stockade Buildings

“That’s not your daddy’s pole barn!”

■ By Linda Schmid

“**S**tockade is a family.” That is how Stephen Keith, National Sales Manager, sees the company. That makes sense since the founder, Vince Draper, started the company approximately 45 years ago and still owns it to this day. His wife, Julie Draper, Vice President of Operations, helps run the company, and many of the employees and dealers have been with Stockade almost from the beginning.

“Our loyal customers are family, too,” Keith said.

THE FAMILY THAT WORKS TOGETHER

Vince Draper saw an opportunity in the little town of Cape Girardeau, Missouri back in the mid ’70s. He started as a post-frame builder and developed the Stockade System, adding employees and builders to



support the dealer network.

The dealers are builders who focus on post-frame construction and get their materials from Stockade, who they count on to do the sourcing of materials and engineering to get the lumber, steel, trim,

nails, and trusses (“The Entire Package”) on the truck and delivered to the jobsite.

The plant employees cut the girts and purlins, create and glue laminated columns, accessories, put the trim boxes together, build the trusses and load the

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JUNE 19-20, 2024
Branson Convention Center, Branson, MO
postframebuildershow.com

ADMIT 1

For More Information Contact Missy Beyer:
missy@shieldwallmedia.com • PH 920-216-3007

trucks. Alpine Truss designs/engineers the trusses, then materials are assembled on the truss table, and they are off and running. A third party, Truss Plate Institute, comes in unannounced and verifies the trusses are designed and assembled correctly.

Keith is proud to say that every building is engineered to local codes, not just the trusses. Ag-use buildings did not require total engineering “back in the day” and remain exempt from codes in some areas today, so some builders only have the trusses engineered, NOT the entire structure.

The company serves about two-thirds of the country, everything east of the Rocky Mountains. “When it has to go over the mountains, the freight costs are prohibitive,” Keith said.

They use McElroy Metals, SFS Fasteners, Plyco Corp., MWI Components and others, but McElroy Metals has been their exclusive metal supplier for over 35 years. “McElroy has been an awesome partner during challenging times,” Keith stated.

FINDING DEALERS

“It has always been a challenge to find dealers,” according to Keith. Ideally they are looking for good quality builders who want to focus on post-frame. Working with general contractors is fine and necessary but they, of course, do not do as many projects as builders that specialize in post-frame buildings. “My job is to keep the



plant busy so we are always looking for more general contractors and specialty post-frame contractors.”

Additional difficulty in recruiting builders lately is likely attributable to the labor shortage that has affected just about every company in America. They draft people from trade schools, colleges and of course family members because they are always looking for more help.

Recently there have been major shortages in truck drivers, particularly during the COVID-19 pandemic. In fact, the pandemic changed many things from product shortages to never-before-seen price instability.

However, business did not slow down. To handle the ongoing business demands, they had to source new drivers and spend a lot of time on the phone with builders and suppliers. Keith says their builders and employees are their #1 concern, so they did everything possible to retain their employees and properly service the builder group.

Part of what got the company through supply-chain hassles and tremendous price uncertainty was changing the way they did business. Costs were increasing so fast that pricing could not be guaranteed! They started taking deposits when the builder placed an order (half down up front) and allowed the additional lumber inventory to be purchased, “locking” in the pricing at that time for the builders, which was helpful on the lumber cost side of the business. Stockade worked closely with other suppliers — doors, windows, and accessories — trying to increase inventories and eliminate costly shortages.

KEYS TO SUCCESS

Stockade puts people first. A second key to their success is flexibility. Thirty years ago they were building 30' x 40' boxes. Dealers have added complexity as they work on increasingly sophisticated post-frame buildings. The running joke is: “that is not just your daddy’s pole barn”.

Besides coming through so many of the difficulties the industry has had to cope with, virtually unscathed, Stockade is pleased and proud to have been awarded the Rural Builder’s Gold Key Award 22 times. That says it all. **FBN**



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Submission is not a guarantee of publication. We reserve the right to edit content.

If you have any questions about the Project of the Month, contact the editor:

Rocky Landsverk • rocky@shieldwallmedia.com • 715-513-7288

Growing Along with the Industry

Buffalo River Truss Believes the Trick Is Treating People Right

■ BY LINDA SCHMID

Growing up, brothers Monroe and Mahlon Miller were trained in woodworking by their dad, and they learned a love of creating something useful.

As adults they worked in construction, building post-frame buildings, roofing, and working in stud framing. However, they discovered a lack of quality steel frame trusses in the industry, a lack they thought they could supply. Further, they felt that it was an opportunity to help their community, offering jobs in an area where opportunities were few and far between.

In 2014 they decided to get into the manufacturing side of things; they started Buffalo River Truss.

Early Challenges and Solutions

An early challenge for the Millers was engineering. Mahlon Miller, Owner/Manager, says that wooden trusses are common and the engineering requirements are built into software in many cases, but when they started working with steel, every new truss had to be engineered and approved without software. This required finding the right engineers and developing processes and systems to keep trusses consistent.

After persistence and keeping on the lookout for quality sources they found an engineering firm to work with that supplies engineering services across the country.

The process of finding the best layout and flow through the workspace proved tricky at first. With limited space and fast growth they were out of space quickly.

Juggling the raw steel and finished product for maximum production caused them to develop efficient processes in their limited space.

They resolved this space dilemma when the opportunity came about to purchase a building from a company that moved out of the area. They got a good deal and now

they operate with 100,000 square feet of manufacturing space.

Steel Trusses

A great percentage of their production is used for post frame agricultural buildings, according to Miller. “Steel shines for use in ag and open buildings; many farm-



ers put up open buildings to store hay or provide some shelter for animals,” he said.

Farmers like steel trusses because they allow for even more head room than scissor trusses. Their most commonly requested truss is the 40' Miller said because it is economically rewarding to build with that size.

Business Today

The company is located in Lobelville, Tennessee, about 75 miles to the west of Nashville in a county of about 8,000 people. Very few companies locate there, so there is very little job opportunity which helps with the challenge of finding employees, but even so, it isn't always easy to find new recruits.

Miller says that they have partnered with the Hope Center to employ people who are trying to rebuild their lives after various types of personal problems. Some

of these people have worked very well, becoming trusted members of the team.

Buffalo River Truss has gone mill-direct and negotiated great rates with steel mills such as Steel Dynamics. They now serve Tennessee, and much of the southeast, moving into Virginia, Missouri, Indiana, Iowa, developing a new distributorship in Iowa, and expanding toward the north-east.

Into The Future ...

The company's culture and philosophy surely play their part in the company's growth. Miller said that as a Christian company they strive to always be honest and treat people right. They believe that if they work as hard as they can at produc-

ing the best product and service, fairly and truthfully, they will succeed in the end.

With this solid foundation, the company is working toward an ambitious goal. They want to become a leader in an industry that they hope will be expanding so that steel trusses are almost as common as wood trusses.

How do they plan to make that happen? They plan on partnering with builders and distributors across the country to provide steel trusses for the post frame industry. With a newer larger footprint and manufacturing capacity they are ramping up their marketing and sales to get the word out.

The quality of their product and service should do the rest. *FBN*





The Septemer/October 1975 issue of Farm Building News included this article, and you will notice what appears to be product placement on the cover (PBR bottles)

FOR 30+ YEARS FRAME BUILDING NEWS has been providing the news, trends and resources builders need. This article was written in 1975 but its advice seems timeless.

— FBN Staff



1975 Advice: Managing Downturns

How to Increase Your Profit in Tough Times

■ By Jack Miller

While 1975 is proving to be a good year for most farm builders, it has been a tough one for contractors in general construction. Economists have termed it the worst recession since the Depression of the '30s.

If you're not among the farm builders who are having a good year, and share the problems of the urban builder, keep in mind that the key to survival in tough times is working harder and working smarter.

In spite of the enormous problems they faced this past year, however, some builders "managed" to grow and increase their profits. The key to their success during this tough period is in the word "managed" ... they managed their companies into a stronger profit position.

Now that we're beginning to pull out of the slump, what can you as an individual farm builder do to increase the profitability of your business as things begin to get better?

Here are some sound management tricks.

Know what's going on. Don't stick your head in the sand. Stay active in your various trade associations. Read the necessary magazines, newspapers, and economic letters so that you can keep current. Find a source of information that will keep you informed as to what's going on in your marketing area.

Have a game plan ... better yet have alternate plans. It's difficult to plan while

the future is uncertain. But you're better off having a plan and changing it than you are having no roadmap at all.

Know the break-even volume for your company. Be sure you understand your fixed costs and variable costs. What overhead will continue even if you sell nothing? Once you get a good handle on your break-even volume, you will know exactly how much work you have to have in order to stay in business.

Be sure you're getting your financial and cost-control data on time. Timely information is extremely critical during slow times. Be sure you are getting timely information on your cash position; your cash needs; job cost data; materials costs, availability, and price stability; and a current reading on your backlog of work. A builder should get a profit-and-loss statement every month. That way you get a feel of how you're actually doing and can develop enough guideline numbers to plan ahead.

Write good contract agreements. Now is not the time to get caught in a legal hassle. Warranties should be spelled out and not oversold. Be sure to protect yourself against future price escalation. Don't get caught in the middle.

Develop a good relationship with your banker or with more than one banker. It's always extremely difficult to borrow money when you really need to, so develop the relationship before you need the money! Watch your cash needs closely and also keep an eye on the interest rates and availability of money. Many banking people predicted that the summer of 1975 would be the best time to borrow money. Government demand

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FLASHBACK //

for money will be high in late 1975 and early 1976, and it may be very difficult for a contract to arrange for necessary funds during that period.

Focus your attention on cash management. Be conservative and don't take big risks. If you have enough cash, you can last through any economic storm. The problem is running out of cash and not being able to get it when you need it.

Watch your prospect backlog. Tune your advertising to "prospect getting," rather than "image building." Use a rifle instead of a shotgun. Zero in on specific markets that are expanding in your area. Some industries don't know a recession is going on.

Work at getting more productivity from your employees. Hard times can be an opportunity to motivate your people. If they see friends and neighbors unemployed, they will have a stronger desire to do a better job for you. Make it easy for

your people to improve themselves and they may surprise you.

Conserve your assets. A recession is not the time to be wasteful. Be sure your company is doing everything it can to conserve cash, time, machinery, and the materials that you use. People can get into the habit of being conservative. A simple thing like turning the lights off at night in an office building can be a constant reminder that a businessman can't afford to waste energy and money today.

Get back to basics. Planning, controlling, prospecting, selling, and hard work are the remedies for a recession. During good times, we become order-takers; during hard times, we get back to basics and learn how to sell.

Look for opportunities. You will find some of your best business opportunities during a down-swing in the economy. Bargains come on the market when times are tough. Good people also become

available. If the kind of work you have been doing has dried up, look for areas where you might take advantage of your experience and capability.

Don't give up. Persistence is a virtue, particularly during hard times. Once you give up, you're lost. Most problems and situations can be solved even during a tough recession — if you're willing to stick with it.

Watch your attitude. Don't talk about the recession negatively ... and don't use it as an excuse for a poor or weak sales effort. Time spent mourning troubles is time wasted. Like a bad cold a bad attitude is catching. Every organization needs confident leadership, especially during a recessionary period.

Remember, during even a tough recession, some businesses manage to grow. Somehow, they increase their capability and their profitability. Shouldn't you be one of the winners? *FBN*

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FN AUGUST 2023

Visibility = Opportunities

Yes, visibility does equal opportunities. A new concept right? No, not really. This has always been a truism. It's just that in today's fast-paced and very visual world we are now more aware of this ... or should be. The beautiful thing is that is that we have so many opportunities at our disposal to stay out front.

Bob Burg from his book *Endless Referrals*: "All things being equal, people do business with, and refer business to people they know, like and trust."

The more we are seen, the more we expand our opportunities. It really is a Force Multiplier. Think about it. What if we do not have to expend all the effort to market and advertise our products or services? What if by being visible on a very regular basis, opportunities find us? That sure can expand our efforts, right?

So how do we accomplish this? Easy right? Well, yes and no. All things worthwhile take some effort and commitment. With this said, being visible is not all that hard if we make a conscious effort to be involved in our community, our industry ... our world.

In today's competitive business landscape, building a strong and recognizable brand is essential. The famous American essayist and philosopher Ralph Waldo Emerson coined the phrase "Build a better mousetrap, and the world will beat a path to your door." Very true words decades ago when this was written and I believe still very pertinent today. However I challenge you to consider that today we must still "build the better mousetrap" but ... we MUST constantly and consistently communicate this to our potential clients. Every day our competitors are!

In today's virtual/digital age within which we now live, the ability to talk directly to our audience has never been

greater. So many opportunities! It simply is not enough to build a better building, install a better roof, provide a stronger service or manufacture a higher quality or more feature- and benefit-laden product. This remains a MUST, but it is imperative to let our potential clients in on the secret.

How do we go about this?

Old school meets new school for a more Hybrid approach.

Most frame builders likely make use of the timeless and proven yard signs, vehicle signs, and newspaper advertisements. Others may use some social media to varied degrees. Have an easy-to-use, informative and consistently updated website? Great!

I suggest that we develop a comprehensive plan to marry the old and new so that we are telling the same story wherever a potential client may find us.

Our physical and virtual persona must match. We cannot spread one message virtually and present differently in person. This is confusing at minimum and can cause potential clients to question who the real you is.

Be you. People really want the authentic you. Just present this "real you" at all times and in all places. Be aware of your visibility. There are more people noticing you, what you do, how you act, what you say than you will ever realize. We must be the Brand Ambassador at all times.

This is important. Brand Ambassador? What are you talking about, Randy? It's really simple. You may be a metal roofing contractor. Maybe a post-frame builder. Rollform metal? Are you the owner? Maybe. Are you a crew member? Great! Sales rep? Excellent. Each of these positions is a Brand Ambassador for the company they own or for whom they work. But that's not all. We must be a "personal brand ambassador" as well. Why? It's re-

ally simple. People buy from people. As Bob Burg refers ... customers want to know, like and trust YOU! You personally. This is YOUR brand. Plant it, cultivate it and reap the rewards. Remember ... no one, NO one does YOU better.

A little more about Virtual Visibility. This is so wide open today. I find the use of all things virtual to be the ultimate Force Multiplier. Social media. Text and email videos. Blogs. Host a podcast. Guest on podcasts. Combinations of all the above. I am practicing this by writing this column every issue.

Be Visible! Many think there are two schools of thought here. Physical and Virtual Visibility. One is a start. Both are much better. I however feel we need to be HYBRID with our approach. This is really the simple concept of combining the old school physical visibility with the virtual approach to develop a game-changer. Never will virtual supplant good ole person-to-person. What it can do is augment, in a huge way. Virtual visibility is your 24/7/365 Brand Ambassador friend! It continues to work while you sleep, when on vacation or any other time you are not physically visible.

Are you being a HYBRID Brand Ambassador? If not, now is a great time to start. Let's GO! **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, follow his podcast at facebook.com/BuildingWins. No web access? Call (814) 906-0001 at 1 p.m. Eastern on Mondays to listen.



CSI: The Good & Bad (not ugly)

Our Mid-Year Survey included questions about concerns and challenges for the remainder of 2023. Some things remained constant across “All Respondents,” “Post-Frame Builders,” and “Frame Building News Subscribers,” but there were some interesting differences.

All groups listed four of the top five things being added in 2023 as the same. All were planning to add Support Employees, Construction Employees Manufacturing Equipment, and New Products or Building Types. The really good news is that roughly 1/3 of respondents in all categories were looking at *adding*. One third of respondents adding people and new products is a good sign that post frame is healthy.

The one difference was All Respondents and Post-Frame Builders (PFB) were looking at adding Trucks for the last spot and Frame Building News Subscribers (FN) were adding Jobsite Tools; 25% of PFB and 22% of FN were looking to add Trucks, and 22% of PFB and 29% of FN were looking to add Jobsite

tools.

Some nuggets for PFB vs. FN that didn’t make the top five. A total of 22% of both are looking at adding Metal Forming Equipment; 9% of PFB and 11% of FN were buying Real Estate.

For concerns, the most remarkable aspect was the similarity across groups. Number one across the board was inflation. Numbers two and three were either Interest rates or Finding Employees. Numbers four and five were either Cost of Materials or Retaining Employees.

With Inflation being number one and Interest Rates either two or three, the economy is obviously the biggest concern.

Other survey questions help tell a more complete story: 37% of PFB and 45% of FN predict their profitability will increase in Q3 and Q4, while 69% of PFB and 64% of FN believe the General Business Climate will stay the same or improve. In spite of very consistent and high levels of concern regarding inflation and interest rates, the outlook for the future of post frame for Q3 and Q4 is pretty optimistic. *FBN*

TOP 5 LIST

WHAT IS BEING ADDED IN 2023

All Respondents		Post Frame		FN Subscribers	
Employees - construction	33%	Employees (support)	37.50%	Manufacturing equipment	37.78%
Employees - support	33%	Employees (construction)	31.25%	Employees (construction)	31.11%
New products or building types	30%	New products or building types	31.25%	Employees (support)	31.11%
Manufacturing equipment	28%	Manufacturing equipment	28.13%	New products or building types	31.11%
Trucks	25%	Trucks	25%	Jobsite equipment	28.89%

CONCERNS

All Respondents		Post Frame		FN Subscribers	
Inflation	59%	Inflation	59.38%	Inflation	60%
Interest rates	51%	Finding employees	56.25%	Interest rates	55.56%
Finding employees	49%	Interest rates	53.13%	Finding employees	48.89%
Cost of materials	45%	Retaining employees	40.63%	Cost of materials	40%
Retaining employees	32%	Cost of materials	37.50%	Retaining employees	33.33%

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