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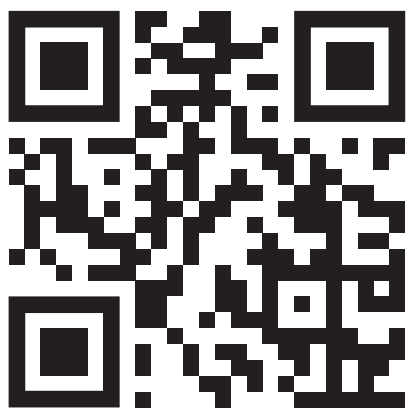
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JUNE 2025  
Vol. 37, Issue 3



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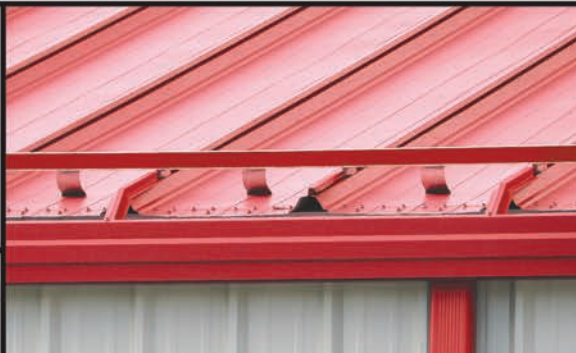


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# Pennsylvania Or Bust

**T**he Post-Frame Builder Show in Manheim, Pennsylvania (June 25-26) will be the biggest show we have ever done.

Spooky Nook in Manheim is a different type of venue for us. We typically have had our shows in traditional convention centers. We looked for a venue in Central Pennsylvania for years and decided to try something different. (Thank you to our friends at AB Martin and Red Dot for the suggestion.)

As of today, 60 days prior to the show, it is looking fantastic. We have nearly doubled the space in the exhibit hall, and

it appears registrations will follow suit. Good things can happen when you are willing to try new things and listen to the people involved.

Our exhibitors have free attendee passes. These have no limitations on the number given or who they are given to. We even have a contest with a prize for exhibitors based on giving out guest passes. A list of exhibitors and short profiles appears later in this issue. By contacting one of them for guest passes, you can attend our show for free and help your favorite vendor win a prize worth about \$3,000.

If you pay the \$50 entry fee for this

event, like all our attendance fees, it will be donated to charity. We are still donating to organizations helping people recover from Hurricane Helene. Spouses and children under 16 are always free.

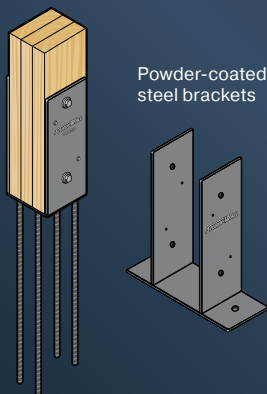
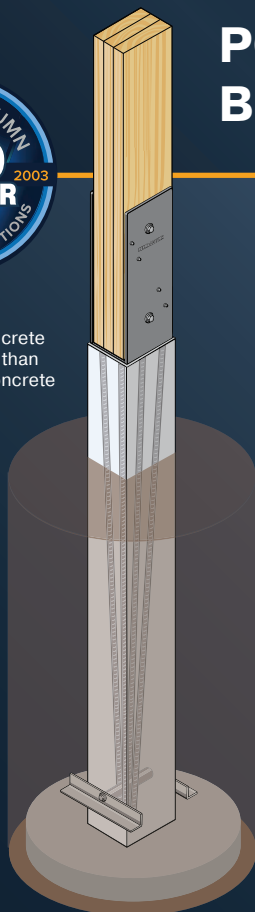
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— Gary Reichert, Publisher

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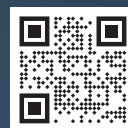
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**Gary Reichert,**  
Publisher, Shield Wall Media

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# Frost-Protected Shallow Foundations

Guidance from The Pole Barn Guru

■ By Mike Momb, Technical Director, Hansen Pole Buildings

I spent over two decades designing, providing and/or building post-frame buildings before an interesting challenge arose. One of our clients had applied for a building permit and their plans checker was asking how he was going to do below-grade perimeter insulation.

In this instance, I found, a demand for this insulation was all about energy efficiency and had nothing to do with potential frost heave.

Now granted, my experience was primarily in regions where frost (and frost heave) were minor considerations. Just dig holes to below frost depth and call it a day. Since holes were usually 4' deep and frost depths were never over 3', insulating to prevent frost heave had never crossed my mind.

This was all well and good in my native Pacific Northwest. However, moving to an area where I have personally witnessed ground frost over 7' deep — not so much.

Since my first exposure to below-grade perimeter insulation, our industry has dramatically changed. A huge preponderance of our clients are now climate-controlling their structures — whether commercial, industrial, residential or “just” a backyard shop.

By use of frost-protected shallow foundation (FPSF) technology, we can provide for our clients both protection from heave as well as being energy efficient. I am all about achieving results both cost effective, as well as easily implemented. Meet both of these requirements and I become a happy camper.

I am not going to bore anyone here with all sorts of technical details. If you want to know exactly how FPSF works in all of its

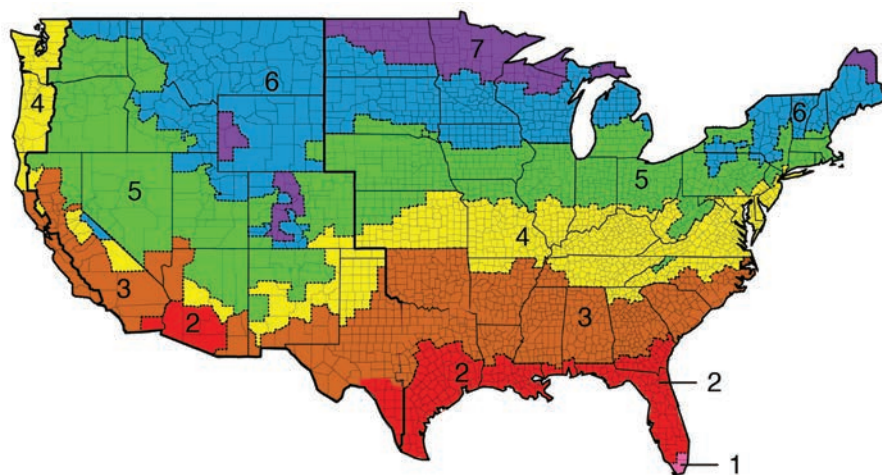


Figure 2. Climate Zones for the contiguous United States. All of Alaska is in Zone 7 except for the boroughs of Bethel, Dillingham, Fairbanks North Star, Nome, North Slope, Northwest Arctic, Southeast Fairbanks, Wade Hampton, and Yukon-Koyukuk which are in Zone 8. Zone 1 includes Hawaii, Guam, Puerto Rico and the Virgin Islands.

splendor, Dr. Dave Bohnhoff, P.E. wrote articles on this very subject and they were published in *Frame Building News* in June and August 2021.

First, let's take on energy efficiency. Looking at 2021's International Energy Conservation Code (IECC) Table R402.1.3 (“R” think – International Residential Code or IRC) requires no slab edge insulation in Climate Zones 0 through 2. Zones 3 and over require R-10 to a 2' depth, and 4' depth in Zones 4 and higher.

Like most Building Codes, there exists a footnoted exception. With heated slabs, R-5 insulation shall be provided under full area of heated slab plus slab edge insulation is not required to extend below slab. Every heated slab I have been involved with has used at least R-10 below heated slab insulation, while retired Green Building Advisor editor Martin Holladay recommends no less than R-20.

For IBC-governed buildings, it gets a little more interesting and is divided into two parts (heated or unheated slabs) with two sections (R residential use or all others).

Unheated slabs in R use require no slab edge insulation in Climate Zones 0 through 2; R-10 to a 2' depth in Zone 3; R-15 in Zone 4 except Marine; R-20 in Zone 5 and Marine 4. Beyond Zone 5, depth jumps to 4' and remains R-20 until Climate Zone 8, where it is R-25.

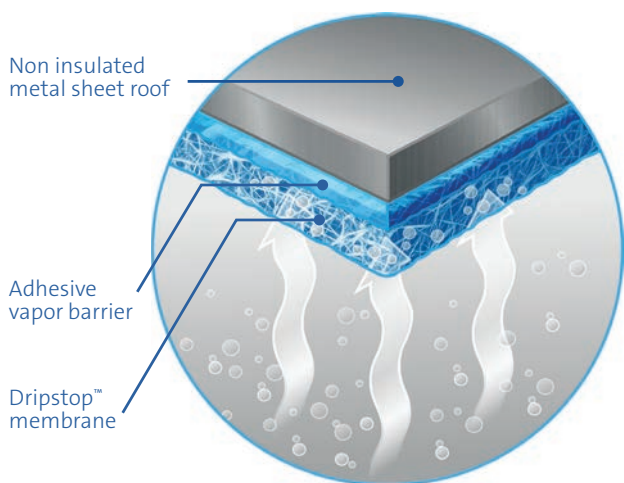
For other uses with unheated slabs, no slab edge insulation is required up through and including Climate Zone 3. Zones 4 and 5 require R-15 2' depth; Zones 6 and 7 R-20, and only in Climate Zone 8 is it R-25 and 4' depth.

Heated slabs in all uses and Climate Zones require R-5 insulation below. For “R”-use buildings, Climate Zones 2 and less require R-7.5 insulation down 12”.

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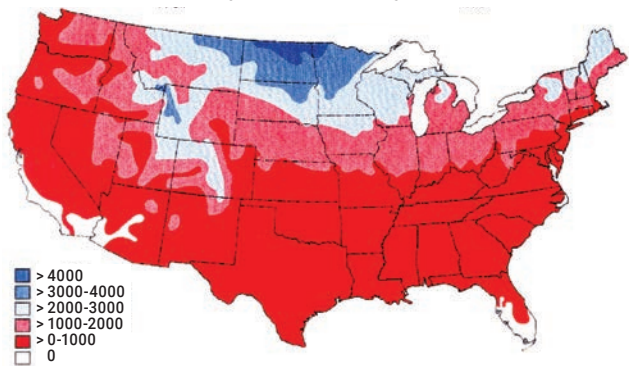
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A simplified analysis of the 100-year return period



Air-freezing index	Vertical insulation	Horizontal insulation				
		At walls	At corners	A	B	C
<1500	R-4.5	NR	NR	NR	NR	NR
2000	R-5.6	NR	NR	NR	NR	NR
2500	R-6.7	R-1.7	R-4.9	12 in.	24 in.	40 in.
3000	R-7.8	R-6.5	R-8.6	12 in.	24 in.	40 in.
3500	R-9	R-8	R-11.2	24 in.	30 in.	60 in.
4000	R-10.1	R-10.5	R-13.1	24 in.	36 in.	60 in.
4500	R-12	R-12	R-15	36 in.	48 in.	60 in.

Climate Zone 3 jumps to R-10 down 24". Climate Zone 4 (except Marine) is R-15 down 24", while Marine and Climate Zone 5 are down 36". Climate Zones 6 and higher ask for R-20 down 48". Buildings other than "R" use are similar to R with an exception at Climate Zone 6

being allowed to be R-15 down 36". FPSF technology recognizes thermal interactions of building foundations with ground. Choices of insulation should be carefully evaluated to consider possible degradation in R values due to water absorption.

For sake of ease of installation for embedded post-frame columns, my recommendation is to dig a trench down 2' below finished grade. Width of horizontal insulation plus one-half width of required embedment diameter, starting at inside edge of column embedments and

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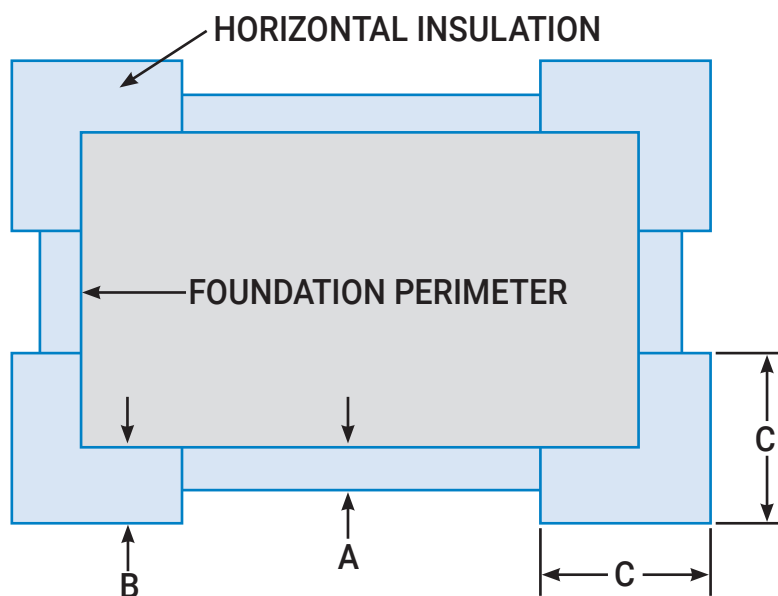
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working outward. Column holes can then be dug another 16" in depth and column set in poured premix concrete to create a bottom collar. This leaves area above collar free to place vertical insulation.

Vertical insulation is installed first. The top edge of the vertical insulation is attached to the inside face of the properly pressure/preservative treated splash planks, with the top edge of the insulation even with the top of the future concrete slab on grade. Installation, in this manner, allows for insulation boards to be protected from UV rays, without the need for other protective measures. For sake of ease of installation, vertical insulation boards are cut to a 24" width.

Place compacted sharp gravel in the bottom of the excavated trench up to the lowest point of the vertical insulation. Lay the horizontal insulation from the vertical insulation base outward, directly on top of the gravel.

Now – to address what is neglected in every document I have researched: Protection from burrowing critters. At the extreme exterior edge of the horizontal insulation, dig a narrow trench down another foot, or more. Into this trench, up and over the top of the horizontal insulation and up the exterior face of the vertical insulation, place 19-gauge

galvanized or stainless steel ¼" mesh wire. Cover this with more compacted sharp gravel. This will protect your insulation boards (as well as under your slab) from rascally rodents.

The inside face of the vertical insulation will be backfilled to match balance the underslab fill.

But, doesn't edge of slab on grade need to be thickened? In a word, no ... not unless your building will somehow have downward-bearing weight upon the edge of the slab. Concrete does not provide any magical properties to resist heat/cold flow if it's not insulated, nor will it prevent frost heaving unless extensively reinforced.

These very same principles can be applied to buildings using ICC-ESR approved wet-set brackets to attach wood columns to poured concrete piers. Here, the depth of piers can be greatly reduced (often to 24" or 30" depths) by use of FPSF concepts.

Many building departments want to see piers themselves insulated. We have found square forms built from rigid insulation to be an appropriate solution. **FBN**

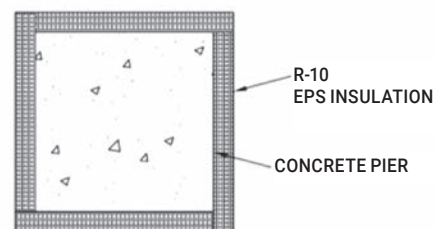


Figure 5-3: Pier Form (Top View)

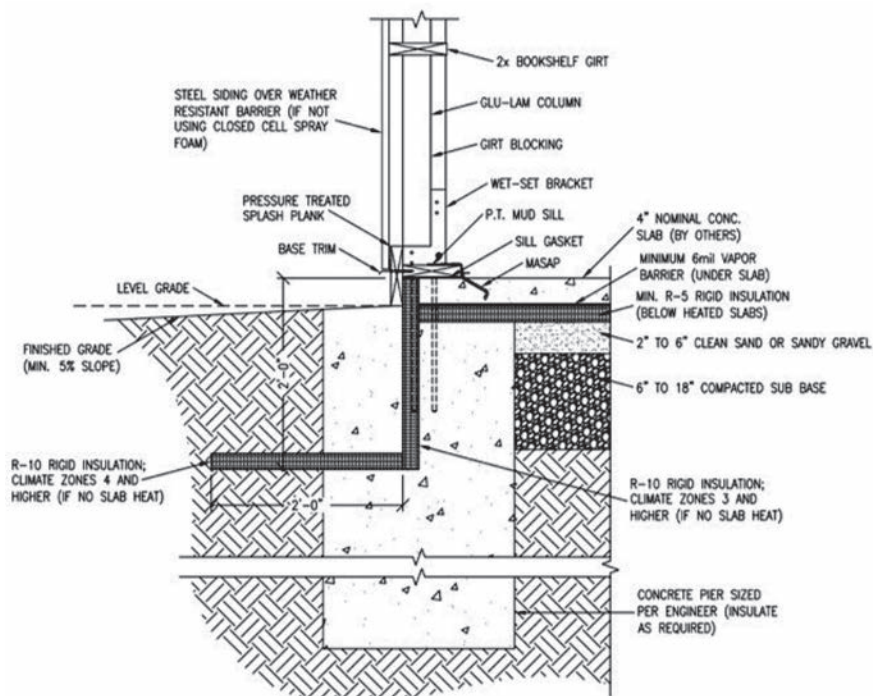


Figure 5-6: Insulating Perimeter With Concrete Piers

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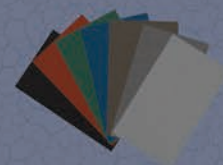


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# Insights on Big Door Systems

■ By Karen Knapstein

As you know, post-frame building systems are ideal for constructing large buildings — and with big buildings come the need for big doors. These large openings are essential for moving machinery, livestock, or equipment in and out with ease. Of course, building codes vary depending on location and environmental conditions, and these codes must be met. For instance, in hurricane-prone states like Florida, wind load-certified doors are often required. Fortunately, manufacturers such as Schweiss Doors, I-Beam Sliding Doors, Trac-Rite, and ASTA America/Janus International offer a wide range of code-compliant products.

Selecting the right door for a project can feel overwhelming given the many options available today. Let's take a step back and explore the fundamentals and available choices to help you make informed decisions.

## Matching the Door to the Application

Different applications call for different door types. Identifying the purpose of the door is the first step. For example, a light-duty commercial sheet door is often sufficient for a backyard shed. Conversely, a heavy-duty rolling steel door is better suited for securing a large, high-value equipment shed.

As building sizes increase to support commercial or industrial operations, heavier and more robust doors are required. This means using stronger frames and hardware. Using non-engineered, non-wind-rated doors puts both your business and your client's property at risk.

## Environmental Considerations

With storm systems growing in intensity, environmental resilience is a growing concern. According to the National Centers for Environmental Information, severe weather events in the U.S. have increased by about 40% since the 1980s. Additionally, a report from the Insure Our Future network notes that climate-related insurance losses have climbed from 31% to 38% over the last decade. Since the door is the only moving part of the building's envelope

and is used daily, it must be both durable and reliable.

High-quality doors and components are essential to ensuring daily performance and long-term durability — especially under extreme weather conditions.

## Door System Options for Post-Frame Structures

### Sliding Doors

Sliding doors, such as those offered by I-Beam Sliding Doors, are engineered for performance and durability. All their doors meet ASTM E330 wind test certifications. The company uses high-capacity, 6,000-pound trolleys that maintain their alignment and resist binding or failure over time. I-Beam doors come with a lifetime warranty — if the building stands, so does the door.

For perspective, a 16×16 commercial-grade sectional door rated for 115 mph wind typically uses 18 rollers, each weighing 350 pounds — that's 6,300 pounds of active hardware. However, sectional door rollers are only under load about 8% of the time, while sliding door rollers carry load 100% of the time. Underbuilt trolleys can easily fail under wind pressure or wear over time.

Another benefit: sliding doors mount outside the building. When wind presses against them, they seal tighter. Adding perimeter seals enhances protection from wind, dust, and debris.



**Sheet doors are ideal for applications with limited headroom.** PHOTO COURTESY OF TRAC-RITE DOOR.

### Sheet Doors

Sheet doors are made from corrugated steel and roll into a coil above the opening. Their compact design makes them ideal for applications with limited headroom, such as storage units, sheds, barns, garages, and warehouses.

There are two primary types: dead-axle and live-axle assemblies. Dead-axle doors have a stationary axle housed inside a barrel,

## Resources

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## PRODUCT FEATURE //

which protects the springs and prevents the shifting issues common with live-axle doors. This results in smoother, more consistent operation.

Dead-axle assemblies are factory-greased, offering rust and corrosion resistance while reducing friction between spring coils. This design extends the door's life and minimizes the need for ongoing maintenance.

Sheet doors also come in light-, medium-, and heavy-duty models, differentiated by the gauge and depth of the guides. While heavy-duty models offer more durability, selecting the right duty level for your specific application ensures cost-efficiency without compromising performance.

### Rolling Steel Doors

Though similar in operation to sheet doors, rolling steel doors are built with interlocking slats rather than a single sheet. This slatted design provides greater strength and allows the doors to be manufactured in much larger sizes — some models are available up to 40 feet wide and 30 feet high.

A key feature of rolling steel doors is service cut-outs, which allow damaged slats to be replaced without replacing the entire curtain. This significantly lowers maintenance and repair costs.

These doors are available in a wide range of models: standard service doors, insulated versions, wind-rated and fire-rated models, counter shutters, and rolling grilles. Their space-saving design also helps optimize lighting, HVAC, and fire suppression systems.

### One-Piece Hydraulic Doors

One-piece hydraulic doors are an ideal option for post-frame buildings, new or retrofitted. Hydraulic doors open to the outside of post-frame buildings, so they do not reduce headroom on the inside. Hydraulic doors are quiet, safe and open quickly via remote control. They can be constructed with a variety of insulation materials to help maintain energy efficiency in temperature-controlled post-frame buildings. Another benefit of hydraulic doors includes the ability to custom finish doors to match the building's exterior and interior. They can also be engineered to meet mandated wind-load requirements.

### Bifold Doors

Using bifold doors on a post-frame building allows for the design for large doors, up to 80 or 100 feet wide. Bifold doors open to the outside of the building, so they do not reduce headroom. They are available with strong and durable liftstraps to ensure safety and a door that opens quickly. Bifold doors are ideal where it snows because they lift up and out of the snow.

### Sectional Doors

Sectional doors, common in residential garages, either retract vertically or arc into the interior space. While they offer good insulation (high R-values and low U-factors), they may not be ideal for industrial or commercial use due to their complex mechanics and



**Bifold doors open outside the building so they don't reduce headroom.**

PHOTO COURTESY OF SCHWEISS DOORS

high maintenance needs.

They also occupy a significant amount of wall and ceiling space, which can interfere with lighting, HVAC systems, and fire sprinklers. Moreover, they are constantly exposed to environmental elements, which can shorten their service life.

When selecting doors, be aware of regional building codes. For example, wind-load certified doors are often required in hurricane zones. For specifics, refer to the International Building Code published by the International Code Council.

### Door Tracks: The Unsung Hero

Choosing the correct door track system is vital to ensuring smooth operation and longevity. The framing material matters — for instance, wood can warp in humid climates, which affects track alignment.

Round and square tracks each have their pros and cons. Square tracks offer a traditional aesthetic but typically have a lower weight capacity and collect debris. Round tracks, on the other hand, provide superior load distribution, self-cleaning action, and longer service life. Nylon wheels on round tracks also ensure quieter operation.

Proper installation is key. Doors must fit snugly against the building and secure on all sides to prevent wind damage. Heavy-duty hardware can make all the difference in high-wind areas.

Flat track is another option but may not suit all environments. Its open design exposes the system to elements unless it's sheltered by a roofline or overhang.

### Final Thoughts

If your approach has been to build the structure and leave the opening for someone else to close, that's your prerogative. But remember: your name is still on the building. Even if you didn't install the door, if it fails or looks out of place, it reflects on you.

Taking the time to specify and install a high-quality door system enhances not only the building's functionality but also your reputation as a builder who delivers complete, well-finished projects. **FBN**

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# Smooth Openings

Consider 4 Factors when Purchasing a Bi-fold or Hydraulic Door for Your Operation

■ By Jason Myrvik, president, Midland Door Solutions

**F**rom concept to installation, a building owner has a lot of decisions to make when purchasing and installing a new overhead door for a shop or equipment storage building. With a broad selection of doors — bi-fold, hydraulic and tracked — sometimes narrowing a decision can be challenging. The process doesn't have to be a hassle, however. Whether it's time to retrofit an old agricultural building or build something new, consider these four key items before making a decision on a new agricultural, aviation or commercial door.

**1 Choose Convenience:** Pesky latches are easy to forget. Certain overhead bi-fold doors come standard with a single-latch system and safety switch for easy operation. A single-latch ultimately saves time compared to a double-latch system, and the safety switch eliminates the risk of damage that can be caused when a user forgets to release the latch.

For more convenience, some manufacturers offer an automatic latch, which allows operators to open the door with the push of a button — even from the comfort of a vehicle.

Beyond convenience, bi-fold as well as hydraulic doors provide building owners easy access to equipment by not obscuring the building's opening. This allows users to use the full height and width of the doorway when entering or exiting — ideal for retrofitting an old building to accommodate today's large machinery.

**2 Choose Speed:** Large sliding doors can be a pain to open and close, especially in the winter. With a bi-fold or hydraulic door, the process is



*Bi-fold doors do not obscure the building's opening, allowing equipment to use the full height and width of the doorway when entering or exiting. PHOTOS COURTESY OF MIDLAND DOOR SOLUTIONS*

simplified — saving time and money as well as getting quick access to equipment.

**Hydraulic doors** — the fastest choice — open as much as 25% faster than other large doors. When choosing a door, look for a strong, durable operating system with an electric over hydraulic power unit, up to 5 horsepower.

Certain Bi-fold doors use nylon straps that wrap over itself to lift the door. Straps like cable systems account for stresses that are five times greater than the weight of the door, but due to the wrap effect it increases the speed of the door.

**3 Choose Durability:** Make your investment last by choosing an all-steel door — one built with heavy-gauge steel tubing and a robust truss system. This delivers unwavering

strength and durability — even in harsh weather — compared to doors constructed with a combination of wood and steel. Another aspect to consider is component durability. Look for doors built with cold-formed steel hinges welded to the door's frame and linked together with cold-formed hinge pins.

Beyond the doorframe construction, look for a door designed with a solid welded construction rather than bolt-together designs. Solid welded doors offer a stronger frame design with less chance of parts loosening over time, resulting in virtually no maintenance.

**4 Choose Reliability:** When considering retrofitting a new door on an existing building, the strength of components is especially

important. Retrofitting saves time and money while expanding a building's opening to accommodate today's new, larger equipment. Make sure the construction is done right though.

Work with a manufacturer who understands what it takes to make a door that lasts. A good manufacturer will start by inspecting the structure — from the jamb and steel header to foundation — to ensure the building is suitable for a retrofit. Upon inspection the manufacturer will design a new steel header and jamb to mount to the face of the building. From there, the manufacturer should work closely with the contractor to ensure the support frame jamb and header system are adequately sized for the existing structure.

Also, using a heavy-gauge steel frame structure allows for the building to handle the stresses exerted by the door. While no frame is truly self-supporting,



**Midland Door Solutions' hydraulic doors operate as much as 25% faster than other large doors and allow use of the full height and width of the building's opening for agricultural and commercial buildings and airplane hangars.**

when a manufacturer and contractor work together, an effective solution can be developed for any type of building.

With all of these factors, it's important to work closely with a manufacturer. Choose one willing to work one-on-one with customers to build a door to exact

specifications — on time and on budget. Find a company that will take charge of the entire process, from design to manufacture to installation and finish work. This ensures the door is done right the first time.

Plus, a partnership with a manufacturer means questions get answered and, if needed, warranty work gets completed quickly. Whether building from the ground up or making the old new again, take your time, follow these steps, and partner with the right manufacturer.

**FBN**

**Jason Myrvik** is the president of Midland Door Solutions and offers more than 20 years of industry experience. As president, his responsibilities include overseeing the manufacturing and installation departments and ensuring the best customer service. He can be reached at [Jason@MidlandDoorSolutions.com](mailto:Jason@MidlandDoorSolutions.com).



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**OUR ROLL UP DOORS ARE STRONG, SMOOTH, & QUIET**

# MWI Celebrates 40<sup>TH</sup> YEAR

■ By Courtney Glover

**B**ased in Spencer, Iowa, MWI Components offers specialized metal products in the post-frame building industry. Starting back in 1985, MWI Components is now celebrating its 40th year in business! With a growing company and an extensive history, MWI has made its name known within the industry.

## History of MWI Components

Bruce Nystrom had a vision back in 1985 to manufacture high-quality products for the post-frame industry. Nystrom followed his dream by creating Metal Works Inc., building some of MWI's very first products on a dirt floor in a shed. Metal Works Inc. initially focused on producing ridge vent and cupola products. The company took off after a successful launch into the post-frame market.

Five years later, in 1990, Metal Works Inc. upgraded to its first official manufacturing facility. As the company continued to grow, the operations were expanded, and MWI Components was established as the marketing and distribution arm of the company. Under the same roof, MWI Components facilitated distribution while Metal Works Inc. manufactured the products.

Metal Works Inc. expanded again to diversify its product portfolio in 2006. Nystrom and his team understood the importance of expanding their product portfolio. To accomplish this, the company integrated a complete line of door track and hardware.



*An MWI Components cupola under construction.*



*TBSG Bottom Door Guide production.*

This expansion allowed MWI Components to launch Dutch and Arcadian door systems, as well as horse stall lines complete with compatible hardware.

Nystrom passed the operations of MWI Components to Ben Nystrom and Phil Ramstack in 2010. Ben, Bruce Nystrom's son, was the National Sales Manager, while Phil was the Plant Manager at the time.

2013 was the year that Metal Works Inc. and MWI Components merged under one name. With this merger, rebranding became

a priority. The logo was refreshed, the company identity was refined, and the brand that is known today as MWI Components was built.

MWI Components continued to grow, and in 2019 they expanded further by constructing a new building to manufacture reflective insulation. The company's goal was to become a one-stop shop, broadening their product lines to serve customer needs all in one place. To accommodate their growth, in 2024 MWI purchased a 40,000-square-foot facility to house incoming products.

Today, the CEOs, Ben and Phil, continue to build upon the foundation that Bruce Nystrom created. As they reflected upon the last forty years, they are deeply grateful for their loyal customers and the long-lasting relationships they have built, along with their dedicated team—past and present—who continue to uphold MWI Components' values.

### MWI Products Over 40 Years

The ridge vent and cupola lines were MWI Components' first products, back when the company was still known as Metal Works Inc. Over time, MWI has evolved those product lines by expanding size ranges and adding accessories. In 2006, they purchased a complete hardware and accessory line from Lawrence



*Powder coating rails.*



## AMERICAN MADE DOOR SYSTEMS

MWI Components proudly manufactures American-made Arcadian Sliding Doors and Dutch Doors, renowned for their superior craftsmanship and durability. Designed specifically for post-frame buildings, the Arcadian Sliding Door delivers smooth operation and customizable color options to match any aesthetic. The Dutch Door offers classic charm and versatile functionality for a variety of applications. Crafted from high-quality materials, these doors reflect MWI's commitment to excellence and support for American manufacturing.



## INDUSTRY LEADERS //

Hardware and consider this to be a pivotal decision for the company. This created new product lines and opened the door to new possibilities for additional products.

In the early years, the company focused mostly on its manufactured products. Later, they chose to incorporate ready-to-sell products into their line. Through this distribution model, they formed partnerships with vendors and were able to introduce a variety of product lines, including polycarbonate and PVC panels, Uni-Seal, Labor Saver, Uni-Vent II and III, Ultra-X, X-Flex, X-Treme series, X-Cell Closures, pipe boots, underlayment, Titan Board panels, and more.



*Packaging horse stall components for shipment.*

### Industry Honors

For seventeen years in a row, MWI Components has won the Metal Roofing Metal of Honor Award. They have also won the Rural Builder Gold Key of Excellence Award, recognizing companies in the construction industry that provide quality products and services to rural builders and contractors, for 21 years in a row.

MWI states that they are proud members of the National Frame Building Association (NFBA) and have been long-time partners with them since 1989, and with the Reflective Insulation Manufacturing Association (RIMA) since 2021.

### MWI Components' Future

MWI Components continuously reviews both existing and new products in order to enhance its portfolio. With new opportunities emerging each day, the company remains eager and optimistic about what lies ahead for them.

### MWI Components' Role in the Community

Even though their customer base is primarily outside of their local area, MWI Components states that they are deeply committed to making a difference within their community. Over the years, they have contributed to the construction of several agricultural buildings at the Clay County Fairgrounds by donating products to create structures that house animals, people, and restaurants during the fair. They continue to expand the markets they serve from solely agriculture to commercial and residential, shifting with these trends.

Due to the impact of COVID-19, MWI launched an annual community initiative to support their local fire department, police station, and sheriff's office by donating funds for essential equipment to enhance their safety and emergency response. Additionally, they supported funding for the Spencer Police Department's toy drive in December, where officers are paired with children to shop for new toys.

In June of 2024, a severe flood swept through Spencer, Iowa,

and the surrounding areas. This impacted at least half of MWI's employees in some way. MWI's facilities remained unharmed, which allowed them to switch their focus from production to recovery efforts. For weeks, the company balanced daily operations while sending five to six of their employees to assist their coworkers with cleanup efforts. MWI organized a laundry service with a local company to clean employees' clothing, provided sponsored meals from their sales team, and delivered food to those in need. MWI also supplied cleaning and storage materials while providing real-time updates from local officials. Additionally, the company raised over \$14,000 to support employees who lost

nearly everything due to the flood. As of today, renovations are still ongoing in many employees' homes, but everyone has returned to their houses and has begun adapting.

The staff at MWI Components state that they believe in the power of the community and will continue to support and uplift those around them in times of need.



*In June 2024, a severe flood swept through Spencer, Iowa.*

### Conclusion

MWI Components' vision was to become a one-stop shop that sourced and manufactured nearly all materials from the United States. At their 40th anniversary, the company believes that they have achieved that goal, but that the next step is maintaining this goal to honor their values.

Over the years, MWI has expanded its product portfolio and built many valuable partnerships. They state that over this time and throughout these changes, MWI has never lost sight of what matters most—respect and relationships. Respect for the industry, their customers, and their team of professionals. **FBN**

**Courtney Glover** is a freelance writer and photographer based in Milwaukee, Wisconsin. She contributes her talents to various publications.

BY FRAME BUILDING NEWS STAFF



This article was originally published in the June 2005 edition of Frame Building News. It is republished here with 2025 updates from some of the building component manufacturers who were featured in the original article.

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

Enjoy this previously published article from Frame Building News.

**2025 Editor's Note:** If your company has recommendations for minimizing corrosion but is not listed, please email your recommendations to Karen Knapstein: [karen@shieldwallmedia.com](mailto:karen@shieldwallmedia.com).

# Treated Wood

Manufacturers' recommendations for minimizing corrosion in preservative-treated lumber

**B**elow is a list of recommendations from building component manufacturers regarding ways to minimize corrosion that may be caused by the new generation of treated wood. NFBA does not endorse the recommendations below, nor is the list exhaustive; they are a sample of the many recommendations in our industry.

## American Building Components

ABC strongly recommends that when attaching panels to ACQ treated lumber:

1. Use stainless steel fasteners to attach panels, clips, or other accessories to treated wood.
2. Do not allow direct contact between treated wood and metal panels or trims.
3. Do not allow water to drain off of treated wood onto panels or flashing.

## AJ Manufacturing

AJ Manufacturing advises builders to place a barrier between door and window jambs and the new generation of treated wood products, using a florescent yellow label on the carton warning of the dangers of placing the product on wood treated with a copper-based preservative. The warning label reads: "CAUTION If this product is being installed next to a copper-based wood preservative (ACQ, Copper Azole) a barrier must be installed between the treated lumber and this product to prevent a reaction between the metal and the preservative."

The company also sells a barrier material the builder can use to protect against the corrosion called "Deck Flash Barrier," a flexible polyethylene waterproof flashing and barrier with a rubberized asphalt mastic adhesive," manufactured by CoFair Products.

**2025 Update:** AJ Manufacturing no longer sells the barrier material. Still being invested in the success of builders, they still

recommend using a barrier.

## Ag-Co

The BlackBoot all-in-one Post Protector & Footing Form creates a foundation-strength base for post-frame buildings. Molded from durable polyethylene, each one-piece unit provides uplift protection and a way to pour footings and position posts with one easy-to-use form. It also provides a barrier between the wood column and any soil moisture or decay organisms, resulting in a design where the less corrosive borate-treated "blue" posts or even untreated posts can be used.

## Grace Construction Products

Simpson Strong-Tie conducted research on Grace's barrier products. When Grace Vycor Deck Protector is properly applied as a barrier between pressure-treated wood and galvanized connectors, it helps restore the corrosion rates of these connectors to levels historically seen with CCA. For interior (dry) applications (including foundation sill plates and supporting roof ledgers in the wall and ceiling cavities), standard G-90 galvanized connectors may be used in conjunction with Grace Vycor Deck Protector and pressure-treated wood. For exterior applications, Grace Vycor Deck Protector may also be used in conjunction with G-185 connectors for additional corrosion resistance.

## Maze Nails

**2025 Update:** 1. Maze Nails guarantees that all STORMGUARD® Nails are Hot-Dipped Galvanized in compliance with ASTM Specification A-153. Additionally, Maze fasteners undergo a double-dipping process in molten zinc through our exclusive STORMGUARD® method, offering exceptional corrosion resistance for typical inland applications. These fasteners come

with a lifetime warranty against red rust for projects not exposed to salt spray. For environments with severe corrosion, we recommend using our stainless-steel fasteners.

2. Type 304 stainless steel nails provide a high degree of corrosion resistance for ground contact or below-ground applications that are subject to higher levels of moisture from rain, drainage or concealed areas that do not dry thoroughly.

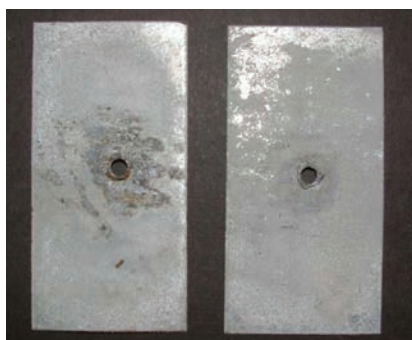
3. Type 316 stainless steel nails provide the highest degree of corrosion resistance for severely corrosive environments such as those within 5 miles of the seacoast or other marine environments.

### Perma-Column

Perma-Column is a concrete replacement for the portion of posts that would be in ground contact on a post-frame building, to which untreated wood is bracketed above ground. This avoids using copper-based treated columns, but ACQ, CA, or other ground contact-treated wood may be required for skirtboard. Perma-Column recommends a stainless steel split-drive fastener to connect the skirtboard to the concrete column.

### Plasti-Sleeve

Plasti-Sleeve is a one-piece molded plastic sleeve with an enclosed bottom designed to fit posts cleanly while still allowing ventilation. Plasti-Skirt is a heavy duty U-shaped plastic cover for skirtboards, which provides a positive barrier between corrosive treated woods and metal trims and siding (corrosion-resistant fasteners would still be required). Some builders have used un-



G-90, direct contact with ACQ



G-90, direct contact with CA-B



G-90, with ice/water shield barrier, with ACQ



G-90, with ice/water shield barrier, with CA-B

*These photographs were taken after metal sheet specimens from Wheeling Corrugating had been in a corrosion cabinet for 366 hours. They illustrate the two primary findings of the study: (top) metal placed in direct contact with copper azole-treated lumber corroded more than metal in contact with ACQ-treated lumber; (bottom) use of an ice/water shield product as a barrier membrane significantly reduced corrosion in both conditions.*

TOUCHSTONE RESEARCH LABORATORY PHOTOS

treated or borate-treated wood with Plasti-Sleeve and Plasti-Skirt, eliminating copper and its corrosive effects.

**2025 Update:** The Plasti-Sleeve product line now includes 22 specialized sizes for Plasti-Sleeve, our economical Short-Sleeve post protector, and Plasti-Skirt, an easy to use plastic skirt board/grade plank protec-

tor. All of which are made in the USA.

### Post Protector

**2025 Update:** Post Protector and Skirt-Board Protector offer an affordable and attractive solution to separate post-foundations from ground contact and exposure to the environment, while preserving in-ground strength and protecting steel from corrosive chemicals.

### Postsaver (GreenPost)

**2025 Update:** GreenPost (formerly Postsaver) is a fully code approved and industry accepted non-toxic, environmentally-friendly barrier for both treated and untreated lumber to provide protection from decay and termites for below-ground post applications. The vulnerable area of the post is coated with waterproofing emulsion and shrink-wrapped with a heavy-duty polyethylene. The heat-shrinking process ensures a secure application to protect post below



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ground.

With juvenile and faster growing timbers introduced to the industry treaters have told us there are new challenges for treatments as they struggle to get penetration of treatment into the increased heartwood areas of the timbers. Unlike historically having slow growth/tighter growth ring timber the industry now has new challenges in protecting posts from rot and decay.

### Trufast

As a result of research and performance tests, Trufast confidently recommends the following Trufast fasteners as compatible for ACQ-treated wood applications and guarantees their performance under the conditions of the standard Trufast fastener warranty:

1. All Trufast roofing fasteners with Tru-Kote, including drill point, thread point, purlin fasteners, spikes, fluted nails, and concrete fasteners.

2. All Trufast SIP panel fasteners with Tru-Kote.

3. Trufast LCS low profile and ClipMate clip screws with TEC-17 and TEC-17+.

4. Trufast Pantite screws with TEC-17 and TEC-17+.

In addition to the above fasteners, Trufast also offers 300 series stainless steel fasteners.

### Wheeling Corrugating

The results of a study funded by Wheeling found that the use of water and ice shield material was most effective in preventing a corrosive reaction between any of the steel products tested and either type of pressure-treated lumber (see photos).

Effectively, there was no surface damage where the water/ice shield contacted the metal or painted surfaces. The use of 30-pound roofing felt was somewhat effective in minimizing the corrosion of the various steel products, but did not appear to offer substantial improvement over direct

metal to wood contact. Direct contact with the pressure-treated lumber grades had the anticipated effect of corrosion on both the galvanized products and two of the painted steel materials in that the paint and the base steel were damaged by direct contact with the treated lumber. **FBN**

**(2005) Editor's note:** NFBA staff, at the request of the Editorial Review Committee, asked post-frame supplier companies to identify and to provide information for products or practices that reduce the potential for connector and fastener corrosion. NFBA, its officers, board members, committee members, and staff are not responsible for statements made regarding product performance, nor do they personally nor does the association itself seek to endorse or recommend use of specific products by publication of this list. Any opinions are those of the companies listed and not those of NFBA or the publishers by fact of publication.



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# Post-Frame Opportunities

If you've been in the post-frame building game a while, you already know, we're not in the same business we were ten years ago. Heck, even five years back feels like a different world.

What used to be mostly barns and machine sheds has morphed into one of the most versatile and in-demand construction methods out there. Homes. Breweries. Retail. Fire stations. It's everywhere.

Anyone remember the classic line from the 1980s Oldsmobile commercials: "This is not your father's Oldsmobile"? This was a campaign designed to tell buyers changes were in the air and this is the new generation old Oldsmobile. I think it's safe to say: This ain't your father's pole-barn anymore. Welcome to the new generation of post frame.

And guess what? The real opportunity is just starting to heat up.

If you're still riding on the way things used to be, I'll be blunt: You're already behind. However, if you've got your boots strapped on, head on a swivel and your eyes forward, there is more opportunity now than I've seen in five decades of involvement.

Let's break it down.

## Barndominiums: From Barns to Dream Homes

What started decades ago on the farm now lives in folks' visions of their dream home. Barndominiums are more than a trend; they're a movement. Wide-open spaces. Tall ceilings. Quick builds. Flexible options.

If you're in post-frame and ignoring residential builds, you're missing one of the biggest shifts we've ever seen.

The smart players are leaning into:

- **Custom Building:** Folks are begging for experienced builders who can deliver high-end post-frame homes. Are you in?

- **Material Supply:** Homeowners don't want the plain metal box anymore. They want premium finishes along with high-end doors and windows. Upgraded siding, roofing and insulation. If you're still pushing the same catalog you had in 2015, you're missing the mark.

- **Design & Engineering:** More municipalities are tightening up codes. Engineered plans aren't a bonus anymore — they're expected. If you're offering this, you're in the sweet spot.

This wave isn't slowing down any time soon.

## Post-Frame Means Business — Literally

Drive through any booming area and what do you see? The continued growth and acceptance of post-frame buildings popping up in places they never used to be. Post-frame is now used to build:

- Auto shops
- Breweries
- Retail stores
- Fire stations
- Community centers.

Why? Because it goes up fast, can offer some cost efficiency and lasts. But there's a catch—these customers expect a fit and finish that goes beyond ag basics. Well beyond.

Builders need to step up with HVAC integration, heating and plumbing, advanced insulation and fire-rated assemblies. Suppliers need to stock products that match commercial codes and the modern eye.

The biggest play here? Want to own this space in your market area? Turnkey. Be the one-stop shop. Design to build.

Don't have the expertise to handle it all? Fear not my friends. Collaboration is key. Develop relationships with contractors in areas outside of your level of experience and foster a team approach. Don't forget

the financing part of the equation. With barndos reaching the level of visibility and acceptance they have, financing has become much more accessible. Become familiar with and partner up with banks so you can assist your buyer with this vital part of the project as well.

.....

## Ag Buildings Are Still Here ... But They've Grown Up

Ag isn't dead ... far from it! But, it's gotten smarter.

Today's farmer is thinking long-term. They want:

- Bigger clear spans
- Better insulation
- Thoughtful ventilation
- Classy office finishes
- Energy efficiency built in.

No more cheap-and-done. They're investing in buildings that work harder, last longer and look better.

If you're still quoting ag like it's 1998, someone else is going to eat your lunch.

## Metal Roofing and Siding Are The Showpiece — Not the Afterthought

Metal used to be the practical choice. Now, it's the premium one.

Metal roofing and siding have broken out of the "just for barns" mold. Developers, homeowners and commercial property owners all want it. And they want it to look good. And it does thanks to:

- Standing seam systems
- Hidden fasteners
- Exposed fasteners with long life heads
- Textured and matte finishes
- Large color palette
- New siding options such as board and batten.

You want margin? This is one place you will find it. If you're not selling metal as an upgrade, you're leaving cash on the

table. Familiarity to all the myriad of panel options is paramount with today's savvy buyers.

### Marketing and Tech – Not Optional Anymore

This one separates the old dogs from the pros who learned new tricks.

Today's customer doesn't walk into a showroom first. They look you up online. Review your website. Watch your YouTube videos. Scroll your LinkedIn posts. Check you and your projects out on Facebook, Instagram and TikTok. If you're invisible there, you're invisible—period.

Want to stay in the game?

- Show your work. Yard signs work well but online presence matters even more with today's tech savvy consumers.

- Use modern tools such as virtual consults, 3D design and digital quotes. They're not just for the "big guys" anymore.

- Play both sides. Be a HYBRID marketer. I feel you must present yourself simultaneously in-person and online. Handshakes and hashtags. You need both.

Remember this: Visibility = Opportunity.

### So... Where's This All Going?

Post-frame's future is wide open. The demand for faster, smarter and better construction is growing like never before.

So here's the truth:

- Builders who embrace residential and commercial? They'll thrive.
- Suppliers with high-end, customizable products? They'll grow.
- Companies using both boots-on-the-ground hustle and digital muscle? They'll lead.

I've seen a lot of changes in my 50 years in this industry and one thing is for certain: With or without you, the industry's moving forward at lightning speed.

Don't run from it ... lean into it. Be the one who adapts, adjusts and keeps moving. Comfort zones never closed a deal or built anything worth talking about. Growth lives just outside 'easy' so go meet it there.

So ask yourself: Are you clinging to the past, or building for what's next?

Let's Build! **FBN**

**Randy Chaffee** brings more than four 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](https://facebook.com/BuildingWins). No web access? Call (814) 906-0001 at 1 p.m. Eastern on Mondays to listen.

# .24

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# 10 Reasons To Attend the **POST-FRAME** BUILDERSHOW

**T**he 2025 Post-Frame Builder Show provides a one-of-a-kind opportunity for business owners and employees to gain knowledge specifically designed for the post-frame industry. The following are the Top 10 reasons why business owners, managers, and key team members should attend the 2025 Post-Frame Builder Show at the Spooky Nook Sports Center in Manheim (Lancaster County) Pennsylvania, June 25-26.

**1 Gain knowledge of industry trends and forecasts.** Trade show attendees learn from experts and peers about what is happening in their industry and what is expected to happen in the next 12-24 months.

**2 Gain knowledge of new products and services.** Manufacturers are constantly developing new products and features that help their customers improve productivity and efficiency. Trade show attendees learn about the latest products and features that can give them a competitive advantage.

**3 Learn about legal, regulatory, and compliance changes.** What new laws and regulations have been implemented over the past year? How will these changes affect your business and what steps can businesses take to succeed?

**4 Gain knowledge of how other businesses operate.** Trade show attendees meet their colleagues and discuss how their businesses operate and what challenges they are facing. By doing so, attendees learn how other businesses improved efficiency and solved problems. Attendees can use this information to improve their own

efficiency and solve their own problems.

**5 Gain knowledge about your competition.** The post-frame industry is constantly evolving with new trends and new component options. Attendees can learn what their competition is doing and what is working for them. Who's stepping up their barndominium game? Who's adding services to their line-up? What changes might be right for you?

**6 Build relationships with key vendors.** Vendors can be invaluable partners. Trade show attendees get face-to-face time with multiple key vendors — in a single location — and establish relationships that will help their business succeed.

**7 Build relationships with colleagues in the industry.** Getting to know colleagues in the post-frame industry is a great reason to attend any trade show. Attendees can meet colleagues from other regions and have a resource to “bounce ideas off of” in the future. For example, if a business owner is encountering problems in their builds, or with specific components they are using, they can look to their peers for input on what is working for them.

**8 Build relationships with your team.** Many businesses send their key employees to trade shows. This is a great opportunity for key team members to grow their involvement in the industry, learn about new products and practices, and meet key vendors. It also provides an opportunity for those team members to feel like an important part of the business and to build relationships with other team members away from the office. Be sure to stay at the attached Warehouse Hotel for

easy access to the trade show and all the team building fun the Spooky Nook Sports center has to offer.

**9 It's time to be inspired.** Trade shows provide a great reason to get out of the office for a few days. When an owner or manager is in the office, most of their time is spent dealing with immediate issues. Trade shows provide an opportunity to step away from daily responsibilities and focus on the big picture and future goals and strategic plans for the business.

**10 Visit beautiful Lancaster County, Pennsylvania.** Take time before or after the trade show to enjoy Pennsylvania Dutch Country, known as the Garden Spot of America. There are many local attractions starting with the activities to enjoy right at the Spooky Nook Sports Complex all the way to taking llamas for a walk at a nearby farm. If you want to do a bit more traveling, Hershey, home of everyone's favorite chocolate factory, is less than a 30-minute drive and those that want to explore further can trek just under 6 hours to experience Niagara Falls. For those who want their travel time to fall somewhere in the middle, a 3-hour drive will take you to one of the most under-rated yet beautiful areas known as the Pennsylvania Grand Canyon. There, you can walk trails, see eagles soar and soak in the beauty of the region.

The Post-Frame Builder business-to-business trade show [[www.postframebuildershow.com](http://www.postframebuildershow.com)] provides a unique opportunity to gain targeted industry knowledge and to meet colleagues in the post-frame industry. It only happens once per year – so don't miss it June 25-26! **FBN**

2ND ANNUAL

# POST-FRAME BUILDER SHOW

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NOW!



June 25-26, 2025

Spooky Nook Sports Lancaster • Manheim, PA



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**REGISTER BY MAILING THIS COMPLETED FORM WITH PAYMENT OR ONLINE:**  
**www.postframebuildersshow.com**

## 2ND ANNUAL POST-FRAME BUILDER SHOW

Please fill out and mail with payment by June 9th to: **PFBS Registration, P.O. Box 255, Iola, WI 54945.**

(Please Print)

Name(s): \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

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Phone (required): \_\_\_\_\_

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**ADMISSION FEE:**

**\$50.00 PER PERSON**

Quantity: \_\_\_\_\_

Total Enclosed: \$ \_\_\_\_\_

Tickets also available at the door.

# POST-FRAME BUILDER<sup>HOUSE</sup>SHOW

June 25-26, 2025  
Spooky Nook  
Sports Lancaster  
75 Champ Blvd.,  
Manheim, PA

**P**ost-Frame Builder Show exhibitors are brought together to provide attendees with the information, products, and services needed to make their business more successful. Shield Wall Media is pleased to gather together equipment manufacturers, component manufacturers and suppliers, financing specialists, and other companies committed to helping their customers overcome

challenges.

If you're a decision maker for your company, we encourage you to attend the show to build your business and your network. For updated information and to register, visit [www.postframebuildershow.com](http://www.postframebuildershow.com).

For your convenience, here's a current list (as of April 28) of the Post-Frame Builder Show exhibitors. **FBN**



## A&L Paint Co.

**Booth #437**  
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Rebersburg, PA 16872  
888-980-9796  
[alpaint@ibifax.com](mailto:alpaint@ibifax.com)  
[www.alpaintco.com](http://www.alpaintco.com)

A&L Paint is a family owned company specializing in low VOC paint, stains and finishes. Our low odor Vision Stain is a great option for Timber Frame Buildings. We offer competitive pricing on all our products as well as same day shipping which results in you having your product within 1-3 days.



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AmeriLux International is a value-adding distributor and fabricator of building materials and plastic sheets. Our brands include the virtually unbreakable CoverLite® polycarbonate corrugated panel, extremely durable Agrilite™ PVC corrugated panel, highly rigid KLEAR® PVC corrugated panel, low maintenance EZ Liner® PVC interlocking panel, and revolutionary EZ Forms® concrete wall-forming system.



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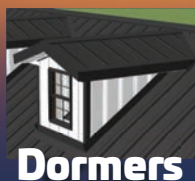


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**Booth #219**

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931-589-2386  
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www.buffalorivertruss.com

Buffalo River Truss, based in Lobelville, TN, has over ten years of experience crafting high-quality steel trusses for

the post-frame industry. Offering steel trusses up to 100' wide with various roof pitches. Buffalo River Truss LLC focuses on low lead times, and superior structural integrity.



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**Booth #106**

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info@capitalforest.com  
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CFB LLC Distributors, founded in 2013 in Lebanon, PA, supplies high-quality screws like U2 Fasteners and Big Timber. They also provide ceiling liners for agriculture buildings, KHI KHO reflective insulation, and TR Vent. Committed to excellent customer service and competitive pricing, they deliver top building products efficiently.



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260-593-0258 (fax)  
dalamwelding@ibyfax.com  
www.dalamwelding.com

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First Federal Bank of Kansas City offers nationwide barndominium construction lending in all 48 continental states. The loan can include land purchase, complete build of home, land improvements such as water well, septic system, driveway, clearing property, fence, etc. First Federal Bank of Kansas City is an Equal Housing Lender and Member FDIC.



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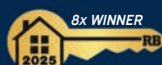
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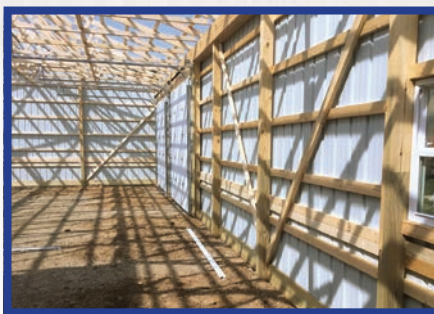


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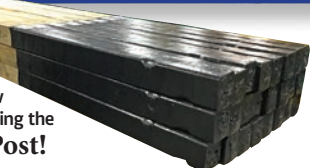
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www.simcosouthernindiana.com

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# POST-FRAME BUILDER SHOW

## June 25-26, 2025

**Spooky Nook Sports Lancaster  
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**[missy@shieldwallmedia.com](mailto:missy@shieldwallmedia.com)**

**920-216-3007**

**FAX 1-715-227-8680**

# Shield Wall Media Magazines and Events Help Businesses Connect and Grow

**W**isconsin-based Shield Wall Media specializes in producing publications and events for professionals in the construction industry. The publications and events help subscribers, exhibitors and attendees learn how to effectively run their businesses, learn about new products, and learn how to overcome building and business challenges. Construction-related businesses on the supply side and the user side are brought together with magazines, events, and websites that help them to help each other.

## Shield Wall Media Magazines

The magazines are categorized in two primary areas: roofing and building. The roofing magazines include *Metal Roofing* and *Roofing Elements*. The building magazines include *Rural Builder*, *Frame Building News*, *Plain Builder*, and *Metal Builder*. *Rollforming Magazine* caters to metal component manufacturers that supply both the roofing and building trades. *BuildMyBarndo.com* is an online-only brand, which supplies consumers with inspiration and insights about barndominiums. Shield Wall Media also produces an annual *Business Directory* as well as the *Construction Survey Insights (CSI)—Annual*, which uses construction market research to identify industry trends, helping the readers make informed business decisions.

All Shield Wall Media publications are free to qualified construction industry professionals.



## Shield Wall Media Events

Shield Wall Media hosts three construction-based business-to-business trade show events. Each Shield Wall Media event is paired to complement one of its core publications. **The Post-Frame Builder Show**, scheduled for June 25th and 26th in Manheim, Pennsylvania, at the Spooky Nook Sports Complex, is the sister event to *Frame Building News* magazine, the largest and oldest post-frame publication in existence. Likewise, this year's event is slated to be the largest ever Shield Wall event to date.

**POST-FRAME  
BUILDER SHOW**

**Construction  
Rollforming  
Show**

**Rural Builder  
Show**

**The Construction Rollforming Show**, returning this year to Ohio and slated for October 1st and 2nd at the Dayton Convention Center, is the complement to *Rollforming Magazine*, and is the only show dedicated to roll forming and metal forming light gauge metal for the construction industry.

The Gatlinburg Convention Center is slated to host the **Rural Builder Show** on February 4th and 5th, 2026. The complementary show to *Rural Builder* magazine, the event encompasses all low-rise construction, be it residential, specialty use, agricultural or other non-high rise build.

Shield Wall Media events are different from typical industry shows. These are business-to-business shows with the goal of connecting qualified decision-making attendees and the exhibitors who can provide them with the supplies and solutions to overcome their challenges. These connections help those on both sides of the aisle grow their businesses.

Each event also includes informational sessions that emphasize topics decision makers want to see, as well as a complimentary banquet/social that allows attendees and exhibitors to connect at a more casual level. These are included in the general admission price of \$50 for the entire event. Exhibitors are also allowed unlimited free passes, so if attendees have a relationship with an exhibiting vendor, they can request a pass from them. All monies collected for attendance at Shield Wall Media events are donated to charity. To date, over \$30,000 has been donated to charitable causes, most with ties to the construction industry.

Shield Wall Media events are family friendly, and attendees are encouraged to bring the next generation of construction professionals to the shows. Non-industry spouses, as well as children under the age of 16 are admitted free of charge. Families are encouraged to extend their stay and enjoy the weekend after attending the Wednesday-Thursday events. **FBN**

For information on advertising in Shield Wall Media publications, contact Gary Reichert: [gary@shieldwallmedia.com](mailto:gary@shieldwallmedia.com).

For information on or to exhibit at a Shield Wall Media event, contact Missy Beyer: [missy@shieldwallmedia.com](mailto:missy@shieldwallmedia.com).

# Opportunity Is Knocking ... Will You Answer?

## Post-Frame Builder Show Prioritizes Education for All Attendees

■ By Karen Knapstein

**A**t the 2025 Post-Frame Builder Show, all attendees will have access to all show features at no additional cost. Sponsored by Frame Building News, the largest and oldest post-frame publication in existence, this is a can't-miss, family-friendly event for the post-frame industry. It features a robust exhibition floor filled with more than 80 exhibitors, as well as educational sessions about practical topics led by leaders in the industry, and a complimentary social hour.

All Shield Wall Media events feature all-access admission: All the show features are included in the show pass. (And exhibitors have an unlimited number of show passes to give out, so contact an exhibitor for a free show pass.)

New this year is the Barndominium Business Panel, which will focus on various aspects of building a successful residential post-frame business. Industry experts will share insights on key challenges—including securing customer financing, cultivating strong supplier relationships, leveraging design tools, and selecting materials ideally suited for post frame homes. The moderated session will begin with panelists addressing pre submitted questions before opening to inquiries from the audience. (Send questions to Karen at [Karen@shieldwallmedia.com](mailto:Karen@shieldwallmedia.com) or call 715-952-1654, ext. 105.)

Each day of the Wednesday-Thursday show will feature two tracks of educational seminars that focus on the post-frame industry. One track, the Barndominium Learning Center, is dedicated to the post-frame residential sector, while the other, the Building Success Learning Center, is comprised of topics that all post-frame businesses will benefit from — regardless of their specialty.

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### BARNDOMINIUM LEARNING CENTER

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#### **8AM WEDNESDAY: Online Strategies for Building Your Barndominium Business**

Leading this session is James Charles of E-Impact Marketing. James is a co-owner and lead marketing strategist at E-Impact Marketing, a digital agency specializing in growth-focused marketing strategies for construction and manufacturing companies. James has worked with dozens of shed and post-frame builders to grow their businesses by reaching more customers online.

About the presentation: Over 500,000 Americans search the Internet for “barndominiums” every month. How can you ensure your business is visible to them? This session will examine the best online channels for reaching potential customers, including a deep dive into Google search results.

#### **9AM WEDNESDAY: Barndominium Business Panel**

This is an hour long panel discussion that will focus on building a successful barndominium business. Industry experts will share insights on key challenges—including securing customer financing, cultivating strong supplier relationships, leveraging design tools, and selecting materials ideally suited for post frame homes. The moderated session will begin with panelists addressing pre submitted questions before opening to inquiries from the audience—so bring your questions to get them answered.

Randy Chaffee will moderate the panel discussion.

Specialists who are knowledgeable about a wide range of barndominium-related topics are slated for the Barndominium Business Panel discussion. They include:

- TJ Norris, CEO, The Barndo Co., <https://thebarndominiumco.com/>
- Keith Dietzen, CEO, SmartBuild Systems, <https://smartbuild-systems.com/>
- Stephanie Caffee, Barndo Loan Specialist, First Federal Bank of Kansas City, [www.ffbk.com/barndo](http://www.ffbk.com/barndo)
- Trent Wagler, Coil Division/Marketing Director at Graber Post Buildings Inc., [www.graberpost.com](http://www.graberpost.com)



**James Charles,  
E-Impact Marketing**



**Randy Chaffee,  
Source One Marketing**

Send questions for the panel to Karen Knapstein ([karen@shieldwallmedia.com](mailto:karen@shieldwallmedia.com)), fax: 715-304-3604 (ATTN: Karen); or call them in to Karen at 715-952-1654, ext. 105.

#### 10AM WEDNESDAY: Insulation & Ventilation Considerations for Post-Frame Residences

Industry veteran Mike Momb will address this important topic. Known as “The Pole Barn Guru,” Mike represents his family’s fourth generation in construction. He studied architecture at the University of Idaho. He began managing a pre-fabricated wood truss plant at age 19, and at age 23 opened his own truss plant and lumberyard specializing in post-frame building kits. He spent the 1990s as the Pacific Northwest’s most prolific post-frame building contractor with as many as 35 crews in six states. Since 2002, he has been the Technical Director for Hansen Pole Buildings and has participated in sales, design, and providing or erecting over 20,000 buildings in all 50 states, Canada and Mexico.



Mike Momb, The Pole Barn Guru, Hansen Pole Buildings

#### 8AM THURSDAY: Understanding Your Numbers

Gehman Accounting’s Steve Miller will present this seminar. Gehman Accounting seeks to understand the unique challenges their clients face. They help clients identify ways to correct revenue loss and maximize profitability. Their goal is to empower business owners to move forward with greater confidence and hope. Gehman Accounting offers a personalized Business Analytics Report to help clients understand their numbers. They inspire confidence.

#### 9AM THURSDAY: Streamlining Barndominium Projects: Smart Strategies for Faster Design & Bidding

SmartBuild Systems’ Keith Dietzen and Royden Wagler will team up for this presentation on efficient barndominium design processes. “Watch live while we complete design, material takeoff, and pricing on a complicated barndominium in 30 minutes,” says Keith. He and Royden will answer questions and do a live design.

Keith obtained a bachelor’s degree in Economics from the University of Illinois and did graduate studies at the University of Chicago. He founded Keymark Enterprises in 1975, which pioneered software applications in the wood truss, engineered wood product and related residential construction sectors. After selling Keymark’s wood software division to Simpson Strong-Tie over a decade ago, Keith started SmartBuild, LLC to develop design, drawing and estimating software for the post-frame industry in 2018. SmartBuild has become the gold standard for software in the post-frame industry with over 1,500 licensees all over the country.

Royden grew up in an Amish heritage, where craftsmanship and a hands-on approach to building were a natural part of life. Fond memories include helping his father build pole barns in the mid-nineties on days off from school, sparking his passion for construction. His career began in post-frame construction and expanded into HVAC and electrical work before he transitioning into sales at a major post-frame supplier. This led to early connections with SmartBuild, where he helped refine its post-frame software. Now part of the SmartBuild team, he continues to contribute to industry innovation.

#### 10AM THURSDAY: Barndominium Financing for Builders: Turn More Prospects into Projects

Stephanie Caffee of First Federal Bank of Kansas City will lead this session, which is designed specifically for builders who want to better understand how barndominium financing works for their



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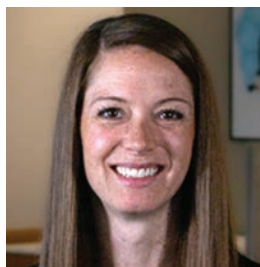
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prospective clients — and how they can set projects up for success from the start. We'll cover nationwide barndominium financing options, including what lenders look for and why financing a barndominium differs from a traditional home build. You'll learn what can be included in a barndominium construction loan, such as land, site prep, metal building kits, interiors, and utility installations — critical knowledge when helping clients plan their budgets. By the end of this talk, you'll understand how to better support your clients, manage lender expectations, and get more barndominium projects to the finish line — faster and easier.



**Stephanie Caffee, First Federal Bank of Kansas City**

Stephanie is a seasoned lending professional with a Bachelor of Science in Finance and nearly a decade of experience in the mortgage industry. Originally from California, she relocated to Kansas and has been helping clients navigate the home loan process for the past nine years. A lifelong enthusiast of barndominiums, Stephanie turned her passion into a specialty by focusing on barndo loans in 2022. She now serves clients across the region as a dedicated loan officer at First Federal Bank of Kansas City, combining her financial expertise with a deep understanding of unique home builds.

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## BUILDING SUCCESS LEARNING CENTER

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### 8AM WEDNESDAY: Ask the Pole Barn Guru Anything

This Q&A session with Hansen Pole Buildings' Mike Momb promises to be a lively interactive discussion of everything post frame, including business, sales, design, and assembly. With this breadth of hands-on experience, Mike can tackle nearly any question you have about the post-frame industry.

### 10AM WEDNESDAY: Snow Retention Best Practices

Snow retention is an important topic of discussion when it comes to metal roofing in cold climates. Tim Martin will tackle this weighty subject. Tim is a representative of Levi's Building Components (among other companies) who lives in Lancaster County, Pennsylvania. He has been representing quality metal roof and metal building component companies for the last 19 years. He has a working knowledge of snow retention and how it should be used. He is regularly asked for advice on snow retention layout and uses his years of seeing what works and what does not work.

### 8AM THURSDAY: Opportunities in the Post-Frame Industry

SourceOne Marketing principal Randy Chaffee returns for this session to explore new and growing opportunities in the post-frame building industry. With over 40 years in sales, Randy is a trusted voice in the metal roofing, post-frame, and metal building industry. As owner of Source One Marketing, he helps build brands and relationships that last. Furthermore, he's the host of Building-Wins.LIVE and Let's Chat with Randy Chaffee, bringing energy,

insight, and top guests to the conversation. A speaker, emcee, podcast pro, and all-around force multiplier, Randy blends old-school hustle with modern digital tools to stay ahead of the game.

### 9AM THURSDAY:

#### Post-frame Foundations: Our Quest for Longevity

In this engaging presentation, Mark Stover, President of Perma-Column, discusses the extraordinary range of innovative solutions builders can use to construct an enduring post-frame building. Mark will cover the evolution of posts to columns to advanced materials and explore the methods aimed at eliminating the structural threat of rotted wood. He will emphasize the importance of meeting established construction standards and codes. With many options on the market to choose from, Mark will also review how post-frame builders and consumers benefit from distinct market solutions. Drawing on his deep experience, Mark shares his mission to elevate and improve the performance of builders and the post-frame structures they create.



**Mark Stover, Perma-Column**

With more than 15 years in the building industry, Mark has long been recognized as an innovative business thinker. From his early years as a sales strategist to his various leadership positions, he has instinctively looked for better, more efficient ways to operate. It's only fitting that, since 2017, Mark has passionately guided Perma-Column® and advanced its mission to provide post-frame builders with permanent foundation solutions. Before joining Perma-Column®, Mark served as chief growth officer at Burrow's Post Frame Supply. In his distinguished career, he's managed sales and marketing teams, optimized distribution channels, and successfully elevated every business he has led.

### 10AM THURSDAY: Moisture Mitigation

For over 25 years, Dripstop™ has been dealing with condensation on non-insulated metal roofs. Attendees will leave this session understanding the problem of condensation and the various methods and tools that can be used to deal with it — and understanding how easy the problem is to control.

Don't let this chance pass you by—whether you're just starting out or looking to take your post-frame business to the next level, if you're a decision-maker, the 2025 Post-Frame Builder Show has something for you. With all-access admission included in every show pass, you'll have full entry to over 80 exhibitors, two days of in-depth educational seminars, the brand-new Barndominium Business Panel, and our complimentary social hour. Bring your questions, connect with industry leaders, and walk away with the practical strategies and supplier contacts you need to succeed. Reach out to any exhibitor for a free show pass or register today—and get ready to answer the opportunity that's knocking. **FBN**

# Enjoy Your Stay

Host Hotel Offers Ultimate Convenience

■ By Karen Knapstein

**T**he host hotel of the second annual Post-Frame Builder Show is the Manheim Warehouse Hotel at the Nook. The hotel features a casual restaurant and complimentary Wi-Fi throughout the property.

Constructed within the shell of an old warehouse, the property offers a restaurant, bar and even an arcade. Free private parking is available on site. Each guest room includes hypoallergenic bedding, air conditioning, a 40-inch flat-screen TV, refrigerator, hair dryer and complimentary toiletries in the modern, private bath with walk-in shower.

The Warehouse Hotel connects directly to the Spooky Nook Sports Complex—home of the Post-Frame Builder Show—making it exceptionally convenient. Guests also benefit from 24-hour front desk service and free onsite parking.

When it's time to dine, enjoy casual fare at the on-site restaurant, Forklift & Palate. In keeping with the spirit of the warehouse restoration, the restaurant incorporates recycled and repurposed materials from the original structure. State-of-the-art environmental practices—such as geothermal heating and rainwater recycling—help make the site as eco-friendly as possible.

The Forklift & Palate menu ranges from appetizers and handhelds to entrées and desserts, plus a dedicated kids' menu. Served on a first-come, first-served basis, guests can savor American-style favorites, from creamy macaroni and cheese to hearty steak and potatoes.

Room rates are \$129 per night, plus



Spooky Nook Sports: Easy to find, easy to stay.



11% tax (totaling \$143.19 per night). To reserve by phone, call 1-855-618-6181 and mention group code 14882. You can also book online at <https://bit.ly/3Gvaju0>. Don't wait—rooms are expected to sell out quickly.

For additional lodging options,

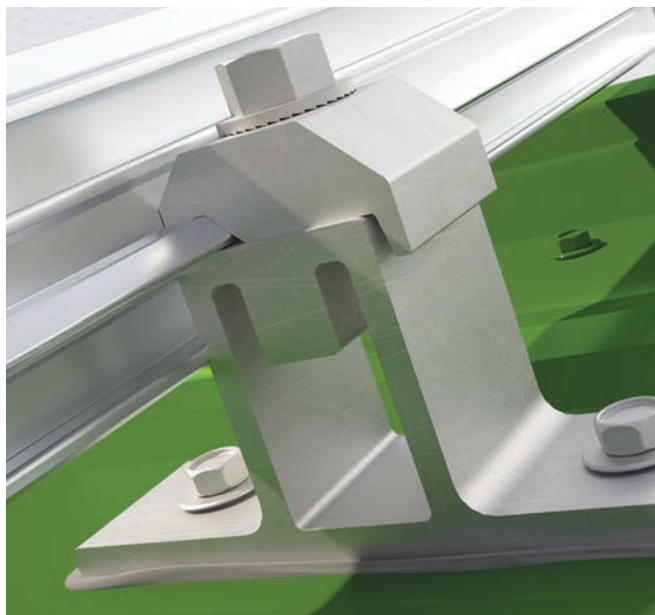
Spooky Nook Sports staff recommend Comfort Suites Manheim (543 Champ Boulevard), located just half a mile from the event center, and Hampton Inn & Suites Mount Joy/Lancaster West (2301 Strickler Road), approximately 2.5 miles away.

Whether you choose the convenience of the Manheim Warehouse Hotel at the Nook or prefer one of the nearby alternatives, you'll be ideally situated to enjoy every aspect of the Post-Frame Builder Show. Book your room today to secure the best rates and location—and get ready for an exciting, informative event experience. We look forward to seeing you in Manheim! **FBN**

# Find These Problem Solvers At The Post-Frame Builder Show

**S**hield Wall Media trade shows are focused on connecting builders and suppliers and helping them find solutions to their problems and finding the best products and services to meet their needs.

Fine these new solutions to building challenges at the 2025 Post-Frame Builder Show in Manheim, Pennsylvania, June 25-26.



## COLOR SNAP UNIVERSAL SCREW-DOWN BRACKET

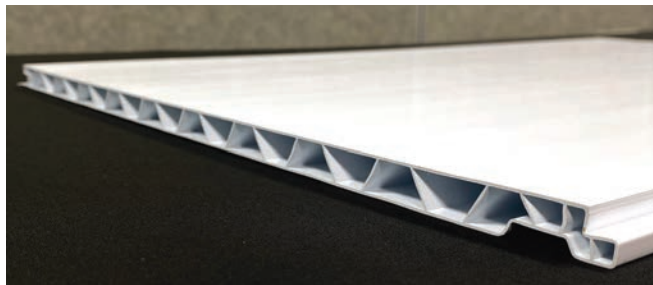
**AceClamp • [www.aceclamp.com](http://www.aceclamp.com) • Booth 109**

AceClamp's Color Snap Universal Screw-Down Bracket provides snow retention for virtually any roof. The pre-assembled components save labor, making it cost effective. The system is non-penetrating, uses no set screws, is watertight, and features a patented self-locking push-pin design. 2" color strips are added to match the roof panel color.

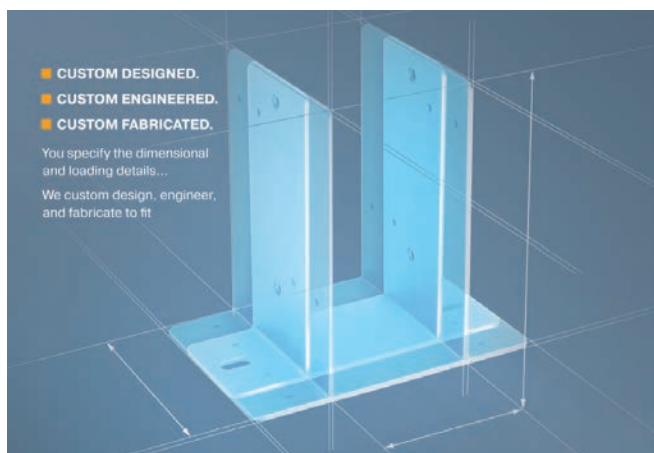
## TITAN BOARD

**MWI Components • [www.mwicomponents.com](http://www.mwicomponents.com)  
• Booth 301**

MWI Component's latest product launch is the Titan Board. This sophisticated product can enhance any space with the PVC cladding material. The glazed white finish is UV-resistant,



maintaining its appearance without fading or yellowing even after long exposure to natural light. It enhances indoor lighting and provides a clean, modern look.



## STURDI-WALL CUSTOM ANCHOR BRACKETS

**Perma-Column • [www.permacolumn.com](http://www.permacolumn.com) • Booth 401**

Custom-engineered anchor brackets support the unique design requirements of post and beam construction. You specify the dimensional and loading details, we design, engineer, and fabricate the anchor bracket to fit. This is the same high-quality materials and manufacturing processes we perfected for Sturdi-Wall® brackets, in a range of powder-coated color options.

## INTEGRATION FOR PERMA-COLUMN

**SmartBuild Systems • [www.smartbuildsystems.com](http://www.smartbuildsystems.com)  
• Booth 310**

SmartBuild now supports Perma-Column, an advanced solution for post-frame construction. Easily integrate Perma-



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Column products, offer upgrade pricing, generate 3D visualizations, create detailed cross-sections, and order materials directly from your dealer. Designed for durability, Perma-Column protects structural integrity and is backed by a lifetime warranty.



### **TRIMWRIGHT BRAKE**

**Stoll Metal Works • Booth 208**

Stoll Metal Works introduces the TrimWright Brake. Focusing on well-built USA-produced quality and simplicity, the Trim-Wright brakes are available in 10' 8" and 12' 6" lengths. Options include the highly unique Stoll Metal Works Back Gage system, as well as several automated control options.



### **CLASSIC FRAMER TOOL BELT**

**Weaver Tool Gear • [www.weavertoolgear.com](http://www.weavertoolgear.com) • Booth 427**

Built for serious builders, the Classic Framers Tool Belt combines

rugged, American-made craftsmanship with everyday affordability. Heavy-duty leather, reinforced stress points, and a balanced pouch layout deliver comfort and durability on the jobsite. Backed by a two-year warranty. Available in sizes S–XL.



### **TOW-A-LIFT TOWABLE FORKLIFT**

**Equipter • [www.equipter.com](http://www.equipter.com) • Booth 523**

Equipter is the manufacturer of the Equipter Tow-A-Lift, the towable forklift. This unique machine can be transported with a pickup truck; no trailer or specialized equipment is needed. The Tow-A-Lift can move materials and transport deliveries across landscaping without disrupting the ground beneath it

### **SMART SET BRACKET**

**Smart Set LLC • (ph) 608-334-1139 • Booth 435**

Smart Set LLC will be exhibiting its new wet-set concrete foundation bracket. Made from ¼" steel plates, the Smart Set Bracket systems are designed to provide structural connections for wood columns to concrete foundations as a custom-built post base. They are engineered for residential and commercial use and eliminate contact between the wood and the soil. It comes in



either powder-coated or galvanized finish and features a lifetime warranty. They can be set in a wet concrete slab or piers. In post-frame shed construction, they are inserted at the top of the poured columns. A laser is used in the slab or column setting process to assure they are even. **FBN**

# Introducing *BCSI-2025*

## An Overview of Revised Restraint and Bracing Recommendations for Metal Plate Connected Wood Trusses

■ By Greg Greenlee, P.E., SBCA Technical Director

**F**or years, post-frame building contractors have relied on the prescriptive recommendations in SBCA's Building Component Safety Information (BCSI) guide to promote safe handling, installation, and bracing of metal plate connected wood trusses. Since its initial conception, the guide has been periodically reviewed and updated by soliciting and incorporating feedback from industry experts and allied organizations. These updates integrate shifts in technology, process, product, and building codes to uphold the merit, validity, and relevance of the information provided. The most recent version was published in 2018 with an interim revision dated in March 2020.

In late 2023, SBCA began a consensus-style process with the goal of completely overhauling the guide. A broad committee of 17 individuals from SBCA's Engineering and Technology Committee, Truss Plate Institute's Technical Advisory Committee, and the National Framers Council, plus SBCA staff members, was formed for the project with the objective of ensuring the safety and prescriptive bracing recommendations included are relevant, technically correct, and practical.

Understanding the importance of bracing, the committee that was formed recognized that for bracing to be effective, it needs to be properly installed, which the guide needs to make easy to understand. With this in mind, the committee tasked itself with developing a new visual look and layout changes. At the end of January 2025, the committee completed its work and released the new *Building Component Safety Information - Guide to Good Practice for Handling, Installing, Restraining and Bracing Structural Building Components, BCSI-2025*.

### OVERVIEW OF CHANGES

Many of the changes incorporated in *BCSI-2025* involve layout and visual improvements. New content was added to describe the component design and approval process, code requirements, and jobsite planning. Prescriptive temporary bracing recommendations were enhanced, and new permanent bracing recommendations were added.

Additionally, the guide now utilizes chapters, section numbers,



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**Building Component Safety Information - Guide to Good Practice for Handling, Installing, Restraining and Bracing Structural Building Components, released in January 2025. ALL IMAGES COURTESY OF SBCA**

a single-column format, updated graphics, and refined defined terms as described below.

**Chapters** – The most notable change to the guide is that the layout has been revised to a chapter format instead of the previous section format organized by B-Series content. The new guide consists of thirteen chapters and four appendices. Content from the different B-Series sections was organized into individual chapters in a project sequential manner, and duplicate information was minimized.

**Section numbers** – Section numbers were added to the document to facilitate referencing specific parts or sections.

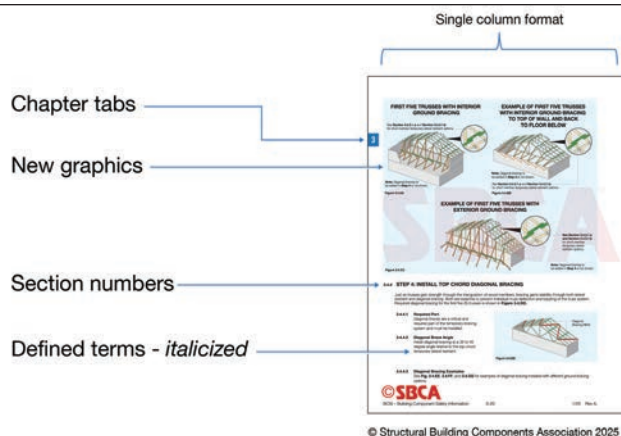
**Single-column format** – *BCSI-2025* is formatted using a single column rather than two columns per page. This is consistent with recent changes to the building codes and many referenced standards.

**Updated graphics** – All of the guide's graphics were updated, and photographs were

replaced with graphics to provide a clean, consistent look.

**Defined terms** – *BCSI-2025's* catalog of defined terms has been streamlined and are now shown italicized.

**Content Organization** – In previous versions of BCSI, recommendations for post frame construction were combined with the recommendations for installation and bracing of trusses spaced more than two feet on center. The committee recognized that there are many building types that utilize trusses spaced more than two feet on center that are not post frame structures.



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Therefore, the information was divided into two chapters (*Chapter 8 - Trusses with Spacing Greater Than Two Feet on Center* and *Chapter 9 – Post Frame Construction*).

SIGNIFICANT CHANGES

Beyond these changes, there are a handful of technical changes to the prescriptive recommendations in the new *BCSI-2025* guide. Since the last BCSI was published, the industry has continued to progress, and common understanding of truss bracing has evolved, in addition to the state of practice. To reflect this, the prescriptive recommendations in BCSI have been revised with the newly published *BCSI-2025*. The following is a list of notable changes:

**Trusses Spaced More than Two Feet Apart** - Limits of applicability for the prescriptive restraint and bracing recommendations were added for trusses spaced more than two feet on

center. Within these limits, the lateral restraint requirements are provided as a function of the truss clear span, rather than providing maximum truss spans for different lateral restraint spacings. These limits of applicability are included in Chapter 8 and are shown below:

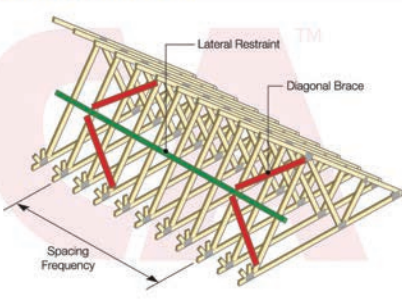
- Maximum truss clear span of 60'-0"
- Truss spacing greater than 2 feet up to 4 feet

- Flat bottom chord trusses
- Trusses with a top chord pitch between 3:12 and 12:12
- Symmetrical triangular trusses
- The truss top chord should consist of minimum No. 1 Southern Pine or equivalent


Because of the greater complexity, trusses to be installed outside of these limits should have a restraint

Table 5.7.1



Frequency of Diagonal Bracing (Number of Truss Spaces)	
Maximum Compression Force in Restrained Web	Maximum Truss Spaces Between Sets of Diagonal Braces
up to 2,000 lb	10
up to 2,400 lb	8
up to 3,100 lb	6
up to 4,400 lb	4
up to 5,600 lb	3




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**If you have questions about the Project of the Month or any other editorial feature in Frame Building News, contact the editor: Karen Knapstein • 715-952-1633, ext. 105 • [karen@shieldwallmedia.com](mailto:karen@shieldwallmedia.com)**

**Table 5.7.2**

Specified Lateral Restraint	Size of Truss Web	Type & Size of Web Reinforcement		Grade of Web Reinforcement	Minimum Length of Web Reinforcement	Minimum Connection of Web Reinforcement to Web
		T	I			
1 Row	2x4	2x4		Same species and grade or better than web member	90% of Web or extend to within 6" of end of web member, whichever is greater	3" x 0.131" nails @ 6" oc <sup>2</sup>
	2x6	2x6				
	2x8	2x8				
2 Rows	2x4	---	2-2x4			
	2x6	---	2-2x6			
	2x8	---	2-2x8			

**Notes:**

1. Maximum web length is 14 feet.

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and bracing plan design prepared by a registered design professional, potentially incorporated as part of the building design.

**Web Member Bracing for Trusses Spaced Two Feet Apart or Less** – Previous editions of BCSI have recommended installing web member diagonal bracing at every 10 truss spacings where lateral restraint is required. This recommendation has been revised so that now the spacing of the diagonal braces is a function of the force in the web member to be braced provided on the truss design drawing. As the force increases, the recommended diagonal brace spacing decreases. Additionally, the single diagonal brace option has been removed from *BCSI-2025* with a preference for the double brace option that provides more capacity with the prescriptive nailing requirements.

**Web Reinforcing Recommendations** – The web reinforcement table was revised by removing the ‘L’, ‘U’, and scab reinforcement options. Although, the ‘L’, ‘U’, and scab reinforcements are viable options, they are not always equivalent to the one or two rows of lateral restraint as indicated in the current table.

**Long Span Trusses** – *BCSI-2025* recognizes that long span trusses, defined as trusses with a clear span greater than 60 feet, require special

attention. Planning guidance for the hoisting, installation, and restraint/bracing is provided within *BCSI-2025*, but the guide also reinforces the code requirement to engage a registered design professional to provide a temporary and permanent bracing and restraint plan. Accordingly, some prescriptive restraint and bracing recommendations have been revised or removed.

## B-SERIES SHEETS

The content of the B-Series Sheets was also updated to correspond to the information and recommendations in the new BCSI guide, *BCSI-2025*. Because the names of the documents, B1, B2, B3, and so on, are part of the construction industry vernacular, so the decision was made to maintain the current names of these sheets.

The committee also decided to align the scope of the B10 Sheet to match the post frame construction chapter in *BCSI-2025*. Recommendations relating to the installation, restraint and bracing

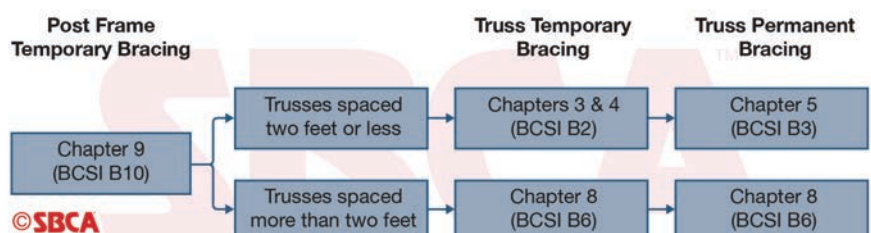
of trusses spaced more than two feet on center have been removed and will be included in a new B6 Sheet.

## DOCUMENT AVAILABILITY AND ADOPTION

With references to building codes, standards, and OSHA regulations, *BCSI-2025* contains the most current information regarding the handling, installing, restraining and bracing of metal plate connected wood trusses. *BCSI-2025* is currently available for purchase, and the corresponding B-Series Sheets will be available for purchase as of May 31, 2025, at [www.pubs.sbcacomponents.com](http://www.pubs.sbcacomponents.com).

## About SBICA

The Structural Building Components Association (SBICA; [www.sbcacomponents.com](http://www.sbcacomponents.com)) is a trade association representing manufacturers of structural building components. Its membership also includes truss plate suppliers, original equipment manufacturers and resellers, computer software companies, lumber suppliers, builders, and professional individuals in various fields, including engineering, marketing, and management. SBICA provides services its membership needs to continue expanding the market share of all structural building components by promoting the common interests of those engaged in manufacturing trusses, wall panels, and related structural components; to ensure growth, continuity, and increased professionalism, which will strengthen the structural building component manufacturing industry's influence. **FBN**



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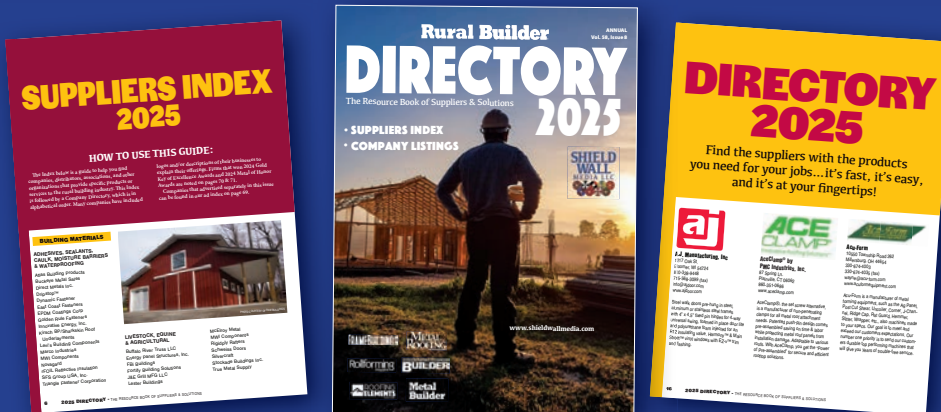
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**Wes Gingerich will serve Hixwood's customers across Colorado, New Mexico, Nebraska, Kansas, Oklahoma, Texas, Iowa, Missouri, and Arkansas.** PHOTO COURTESY OF HIXWOOD

### Hixwood Welcomes Wes Gingerich to Sales Team

Hixwood, a leading roll-formed steel panel building supply company based in Wisconsin, has announced the addition of Wes Gingerich as its new outside coil salesperson for the Midwest territory. Gingerich will serve customers across Colorado, New Mexico, Nebraska, Kansas, Oklahoma, Texas, Iowa, Missouri, and Arkansas, reporting directly to Noah Oberholtzer.

With a strong legacy of values and craftsmanship dating back to 1998, Hixwood [www.hixwood.com] has continued to grow and evolve since its 2020 acquisition by Ambassador Supply. Under the leadership of General Manager Paul Zimmerman, the company has invested in people, technology, and operational excellence—doubling its revenue in just three years.

“Wes brings a drive for excellence and a wealth of industry knowledge that perfectly align with the culture and values we prioritize at Hixwood,” said Zimmerman. “We are so fortunate to have him join our team as we continue building momentum across the region.”

Gingerich is an industry veteran who brings valuable experience in coil sales. His addition strengthens Hixwood's presence across key Midwest markets, reinforcing the company's ongoing commitment to delivering exceptional service and quality materials to its customers.

Hixwood continues to expand its leadership team and invest in the future, enhancing employee benefits, upgrading facilities, and reinforcing a strong workplace culture that reflects its Wisconsin roots and long-standing community ties.



**Brian Petit, MFM Flooring Division Director.**  
PHOTO COURTESY MFM BUILDING PRODUCTS

### MFM Building Products Merges with NAC Products To Create MFM Flooring Division

MFM Building Products, a manufacturer of a full envelope of waterproofing and weather barrier products for the building industry, has merged with National Applied Construction [NAC, www.nacproducts.com] Products, Inc., to strengthen the company's interior flooring crack isolation, sound control and waterproofing products. NAC will now serve as the MFM Flooring Division.

NAC Products has been an industry leader in flooring and surface protection systems for more than 40 years. NAC revolutionized the market in 1983 with the introduction of their ECB (elastomeric crack bridging) anti-fracture membrane to prevent tile from cracking in commercial and residential applications. Since

that time, many other innovative flooring products have been developed for sound control and general waterproofing.

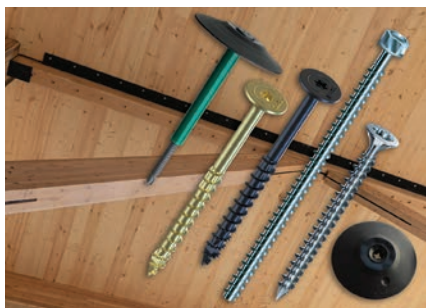
MFM Building Products [www.mfmbp.com] has served as the manufacturing partner for NAC's self-adhering membranes for more than four decades. MFM's commitment to producing quality and performance-based products has enabled NAC to provide environmentally-friendly, safe, and cost-effective flooring solutions.

According to Brian Petit, MFM Flooring Division Director, “The merger is a win-win solution for our customers who will still receive the same products and services in a more streamlined fashion. MFM is able to provide added technical support, R&D capabilities, and customer service resources which will benefit our customers.” Tony Reis, MFM President, added, “Our relationship with NAC made this a logical move for both companies. We have always been focused on exterior waterproofing products. Now we can offer our customers interior solutions as well.” MFM is a 100% employee-owned company, and all manufacturing is done in the USA.

### JELD-WEN Completes Sale of Towanda, PA Facility

JELD-WEN Holding, Inc. (NYSE: JELD) (“JELD-WEN” or the “Company”), a leading global manufacturer of building products, has announced that, in compliance with the court-ordered divestiture of its Towanda, Pennsylvania business, JELD-WEN has completed its previously announced sale of Towanda to Woodgrain Inc. on January 17, 2025 for a purchase price of \$115 million, subject to customary closing adjustments.

JELD-WEN Holding, Inc. is a designer, manufacturer and distributor of high-performance interior and exterior doors, windows, and related building products serving the new construction and repair and remodeling sectors. Based in Charlotte, North Carolina, the company operates facilities in 15 countries in North America and Europe and employs approximately 18,000 associates.



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### **SPAX® Earns ICC-ES Evaluation Report for Structural Fasteners for Mass Timber Applications**

SPAX® Engineered Fasteners, a brand of Altenloh, Brinck & Co., Inc., has announced that it has received an official Evaluation Report from the International Code Council Evaluation Service (ICC-ES) for its structural fasteners in mass timber applications. The ESR-5358 report includes SPAX structural fasteners, including fully and partially threaded fasteners, in a variety of sizes and screw-head types. They are code listed and compliant with the standards set by the International Building Code (IBC) and International Residential Code (IRC). Made in the USA and Germany, the structural fasteners will be highlighted in the fast-growing mass timber market.

The ICC-ES Evaluation Report offers independent verification for builders, engineers and code officials, confirming that SPAX structural fasteners comply with rigorous performance and safety standards. Through extensive testing and manufacturing quality assessments, the ICC-ES ensures that SPAX fastening solutions meet or exceed industry standards for strength, durability, and reliability in structural applications.

“The SPAX team is proud to expand its selection of code-compliant structural fasteners through our latest ICC Evaluation Report,” said Matthew Smith, Director of Product Management, Altenloh, Brinck

& Co. “The ICC-ES report solidifies our commitment to providing code-compliant, high-performance fastening solutions that streamline installation, while ensuring long-term structural integrity and meeting the highest industry standards.”

### **ABC Supply Co., Inc. Acquires the Assets of Roofing and Supplies, Inc.**

ABC Supply Co., Inc., the largest wholesale distributor of roofing and other select exterior and interior building products in North America, has acquired Roofing & Supplies, Inc., located at 2503 Hull St. in Richmond, Virginia.

Founded in 1970 by Luther Linwood Caudle Sr., Roofing & Supplies, Inc. is a family-owned business with a strong reputation among local contractors, specializing in residential roofing, gutter products and related accessories. The company is currently operated by the second-generation sib-ling duo Luther Caudle Jr. and Gay Caudle.

“We’re thrilled to welcome the Roofing & Supplies, Inc. team and their customers into the ABC Supply family,” said Tom Kuchan, ABC Supply’s Northeast Region vice president. “Located just two miles from downtown Richmond, the company has built a loyal customer base that we’re excited to grow alongside our five existing area locations. With their skilled and experienced team joining us, we are confident that we’ll continue to deliver the exceptional service our customers deserve.”

### **US LBM Acquires Walker Lumber & Supply, Goodrich Brothers**

US LBM, a leading distributor of specialty building materials in the United States, has acquired Walker Lumber & Supply, a top building products distributor in Nashville, as well as Goodrich Brothers, Inc., in Pewamo, Michigan.

Founded in 1949, Walker Lumber & Supply offers an extensive line of specialty lumber and hardware to residential and commercial builders, contractors and DIYers, across Central Tennessee.

“We’re thrilled to be joining US LBM,” said Ray Hayles and Scott McMillan, who will continue to run Walker Lumber & Supply’s day-to-day operations. “This partnership allows us to collaborate with our new sister locations in the Southeast to further enhance our customer’s experience while extending our services to new communities.”

Recognized as Dealer of the Year by LBM Journal in 2023, Walker Lumber & Supply is the first Tennessee location for US LBM.

“Walker Lumber & Supply has a long history of success with over 75 years in the business and they’re a great fit for US LBM,” said US LBM President and CEO L.T. Gibson. “As US LBM’s first location in Tennessee, partnering with the team at Walker Lumber & Supply positions us to better support the Southeast region, giving us a presence in an area that continues to see growth.”

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QS Capital Advisors acted as Walker Lumber's exclusive financial advisor on the transaction.

Founded in 1984, Goodrich Bros. provides millwork, stairways, interior and exterior doors, windows and hardware to residential and commercial builders throughout Michigan. Tony Goodrich, who joined the organization in 1990, will continue running day-to-day operations.

"The entire team at Goodrich Bros. is looking forward to joining US LBM," said Tony Goodrich. "This partnership will allow us to continue serving our communities, while generating new opportunities for our associates and customers."

US LBM now operates 17 locations in Michigan as part of its Zeeland Lumber and Standard Supply & Lumber division.

"The Goodrich Bros. team is a valuable addition, complementing our existing operations and expanding our manufacturing capabilities in Michigan," said US LBM Regional Vice President, Gene Tomczak. "We're thrilled to have them join US LBM."

US LBM is the largest privately owned, full-line distributor of specialty building materials in the United States. Offering a comprehensive portfolio of specialty products, including windows, doors, millwork, wallboard, roofing, siding, engineered components and cabinetry, US LBM combines the scale and operational advantages of a national platform with a local go-to-market strategy through its national network of locations across the country.

### SENCO Upgrades Line of Paper Tape Collated Framing Nails to ProHead Design

SENCO, a leader in professional power fastening technology, has announced that as of April 1, 2025, it has transitioned its 30-degree paper tape nails to its proprietary ProHead® offset full round head design.

ProHead is a uniquely robust offset head design that provides increased

holding power with no compromise in the efficiency, productivity and versatility pros have come to expect from SENCO's clipped-head and full round head products.

The ProHead 30-degree paper tape nails feature SENCOTE proprietary coating that provides a dual purpose: acting as a lubricant to ensure more fully completed drives and as an adhesive for one of the highest withdrawal values in the industry.

"We chose to standardize on the ProHead design for our full line of paper tape framing nails because of its strength and versatility," says Ryan Schuler, product manager at SENCO. "Customers will benefit from the increased holding power and fewer partial drives and pull-outs. Plus, we're proud to make them at our manufacturing facility in Cincinnati, Ohio."



Framers have traditionally chosen between clipped-head or full round head style nails depending on their specific needs. The clipped head design allows for a neat and compact framing assembly. It also minimizes the space between nails on a collated strip and enables a steeper angle of collation, allowing for a greater quantity of nails on a strip and fewer reloads. Full round head nails, on the other hand, are recognized by some building inspectors for their holding power and enhanced structural integrity.

The ProHead design from SENCO provides the benefits of both types of framing nails. Its proprietary offset head design allows more nails to nest on a single paper tape strip for greater efficiency, while it is recognized under ICC ESR-1539 to comply with IBC and IRC building codes. ProHead nails

are also compatible with and fit in most 30-degree to 34-degree framing nailers.



**Central States Board & Batten.** PHOTO COURTESY OF CENTRAL STATES

### Central States Launches Board & Batten Metal Siding Nationwide

Central States, Inc. is launching its newest metal panel, Board & Batten, to customers nationwide to meet demand for the popular metal siding product. Central States introduced Board & Batten to select customers last year. Effective immediately, this innovative and popular metal siding product is available to customers nationwide.

The company's Board & Batten features a Galvalume base coated with a variety of finish options, including six of the most popular SMP paint colors in the market, six textured paint colors to create an organic appearance, and three high quality digitally-printed wood-grain options.

Steel Board & Batten is a cost-effective siding solution with superior durability, offering excellent resilience to extreme weather, pests, and rot than comparable wood or fiber cement systems. Board & Batten from Central States is available in the company's solid color options and features a limited lifetime warranty.

Board & Batten is the first Central States panel to feature innovative direct print technology that creates a natural wood finish on steel siding. This cutting-edge process replicates the look of real wood, providing the warmth and charm of wood siding without the maintenance and susceptibility to weathering. **FBN**

# Post-Frame Dream Home

Post-frame home a worthy fit for high-end neighborhood



**T**his building projects shows how well a post-frame home can fit into an expensive, HOA neighborhood where homes run from \$800,000-\$1 million. You can see from the photos that post frame is not just for low budgets, but can also be used for higher-end homes that fit into any neighborhood.

This home has classic curb appeal, with low maintenance thanks to the Cottage Panel metal siding and Alpine Ridge metal roof. The oversized and doubled solid cedar porch posts add the WOW factor and bring warmth into the aesthetic and provides the perfect place to relax on a weekend.

Some of the upgraded items on this home were custom color windows and door, Alpine and Cottage Panel metal roofing and siding, and solid cedar porch details. A vaulted living/kitchen ceiling that leads out to the screened in porch compliments the relaxed lake-life vibe that the owner wanted. **FBN**





## PROJECT DETAILS

**BUILDER:** Milmar Buildings, LaPorte, Indiana

**LOCATION:** Michigan

**SIZE:** 50' x 68' with additional porches

**ROOF PITCH:** 6:12

**FOUNDATION:** Post-frame with Perma-Column bases

**TRUSSES:** ProTec, 2' OC

**ROOF PANELS:** Star Supply 29 ga. Alpine Panels

**WALL PANELS:** Star Supply 29 ga. Cottage panels

**WALK DOORS:** Krosswood French Doors, full-lite Black stain Douglas fir

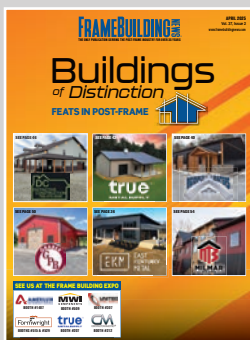
**POSTS:** 3-ply 2x6 laminated

**WINDOWS:** ProVia Endure Black Vinyl



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# Changing Times: Using Data To Make Business Decisions

■ By Gary Reichert

**T**imes they are a changin'. I don't particularly like Bob Dylan but the song title is appropriate. One of the trends in media is the migration to digital. In many ways digital is the future. 61% of Gen Z reads primarily on their phone, as do 51% of older generations. (Source: Forbes article titled "New Survey Spotlights Exactly What Gen Zers Are Reading On Their Phones" by Rob Salkowitz, published on December 8, 2022.) It seems reasonable to assume the numbers are currently higher.

At Shield Wall Media we have done several things to follow the digital trend. We offer digital versions of our magazines, including audio versions and podcasts. We continue to look for ways to leverage technology to curate and distribute information.

In July, Shield Wall Media will have been in existence for six years. In that time we have grown from three to seven magazines, added a data generation component, and three trade shows. A primary reason for this growth is we look for under-served markets and position ourselves to where we believe the market will be in two to five years.

We estimate that approximately 20% of the construction markets we serve are members of the Plain Communities. They are not served by the trend toward the digital distribution of information. Several major publications have moved to a digital-only format. In our view it does not make sense to abandon or

move away from 20% of an industry.

One of the areas heavily impacted by Plain Communities is addressed specifically by *Garage, Shed & Carport Builder Magazine* and the *Garage, Shed & Carport Builder Show*.

To address this, we are rebranding *Garage, Shed & Carport Builder* and slightly shifting the focus of the magazine. The June/July issue of *Garage, Shed & Carport Builder* will be the last issue under this title.



Starting with a Fall issue, the new title for the publication will be *Plain Builder*.

The new magazine will still include information on small, special-use residential buildings and additions. It will also include other building types — including post-frame construction — and emphasize the role of the Plain Communities in construction. Naturally, we welcome everyone to read and subscribe to the magazine, but the editorial will focus on the interests and information needs of this vital and growing portion of our industry.

We appreciate feedback and welcome editorial ideas and article contributions. Thank you for supporting *Garage, Shed &*

*Carport Builder Magazine* and the shift in focus as it transitions to *Plain Builder*. **FBN**

**Editor's Note:** Plain Builder will be delivered four times each year. Subscribe now so you won't miss a single issue of Plain Builder when it debuts in the Fall. To subscribe, fill out the subscription form on the opposite page and mail to Shield Wall Media Subscriptions, PO Box 255, Iola WI 54945.

If you like the CSI columns or find the information useful, help us help you. Shield Wall Media executes a State of the Industry Survey each year.

Please complete the survey and share it with your colleagues. A larger survey sample generates more reliable data.



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