

# GARAGE • SHED • CARPORT BUILDER

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April 2021

**SHED  
SHOWCASE**  
PAGE 28

**PRODUCT  
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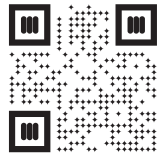


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# What *should* have been...

My experience putting this issue together was kind of bittersweet. This *should* have been the post-show issue for the first Garage, Shed & Carport Builder Show. The show was originally scheduled for Feb. 4-5. As you are probably aware, we were forced to postpone the show; it is now being held Nov. 4-5 at (the same place as originally planned) The Century Center in South Bend, Indiana.

The post-show coverage would have included new products exhibited at the show, news, and a Shed Showcase filled with projects sourced from contacts made at the show. Since we couldn't have that, we rustled up some sheds and garages (large and small) sourced from builders from around the U.S. (Check out the unique 'resting cabin' in Norway!) If you would like to see one of your builds featured in *Garage, Shed*

& *Carport Builder*, all you have to do is send me the building details. Information we look for (in addition to a clear, high resolution photo or two, includes shed size, roof pitch, and materials used). [Download a project data form here: <http://bit.ly/GSCProject>.] Submission is not a guarantee of publication, but there's never any cost associated with submitting a project or having it published. It's absolutely free. No catches, no exceptions — it's free.

In addition to the projects, we have an even more robust section filled with products you will find useful. You'll find "tons" of products profiled in this issue. The special section begins on page 38. From cupolas to fasteners to windows — you'll find products to help you build the sheds your customers dream of.

This is the sixth time this magazine has

been published. Our subscriber list is growing each subsequent issue. While it's probably more information than you need (or would like) to know, we deliver our newly launched magazines by polybagging them with our established titles until we have a large enough subscriber base to warrant stand-alone delivery. The reason I mention it: We expect to transition to stand-alone delivery by the end of the year. If you haven't yet sent in your subscription card, once that transition happens (which could be as early as late summer), you'll no longer receive *Garage, Shed & Carport Builder*.

To make sure you continue receiving this magazine, fill out the blow-in card and return it to us. You don't even need a stamp ... the postage is on us.

Until next time — be well.

*Karen*

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**Managing Editor**

Karen Knapstein  
karen@shieldwallmedia.com  
715-513-6767

**Editors**

Jessica Franchuk, Jenn Milner

**Circulation/Subscriptions**

Barb Prill  
barb@shieldwallmedia.com  
920-471-4846

**Digital Product and Data Engineer**

For help with online Classified Ads & the Business Directory contact: Steve Duberstein:  
steve@shieldwallmedia.com

**Publisher**

Gary Reichert  
gary@shieldwallmedia.com  
715-252-6360

**Executive/Advertising Assistant**

Kathy Budsberg  
kathy@shieldwallmedia.com

**Sales Assistant**

Kathy Welk  
kathyw@shieldwallmedia.com

**Graphic Designers**

Tom Nelsen, Kevin Ulrich

**On The Cover:** A 12' x 24' Charleston model lofted cabin built by Country Cabins. COURTESY OF SHED HUB, SHEDHUB.COM **Above:** A post-frame man-cave/garage built by Greiner Buildings. COURTESY OF GREINER BUILDINGS

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**CORRECTION:** The January Product Feature (p. 36) included incorrect opening dimensions for MWI Components' Dutch Door. The correct frame opening is 87-3/8" high. Garage, Shed & Carport Builder regrets the error.



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**Next Issue:**

- Outdoor Living Spaces
- Carport Framing Options
- Wood Preservatives and Treatment



**Arcitell Announces Partnership With Advanced Aluminum**

Arcitell, LLC recently announced an exclusive distribution agreement for its flagship product, Qora Cladding [qoracladding.com], with Advanced Aluminum of Polk County, Inc., based in Lakeland, Florida. Advanced Aluminum is one of largest suppliers of steel and aluminum roofing and siding components for agricultural, commercial and residential use in the Florida and Georgia markets.

This agreement makes Advanced Aluminum the exclusive distributor of Qora Cladding to the Manufactured Housing and Shed/Portable Building Markets, and non-exclusive distributor for residential and light commercial construction in the states of Florida and Georgia.

“Advanced Aluminum is very pleased to announce its partnership with Arcitell and Qora Cladding,” said Greg Smith, general manager, Advanced Aluminum of Polk County, Inc. “With over 30 years of serving our customer base as their supply chain provider, we are happy to include Arcitell moving forward. We believe their products are a good fit in the industry and we look forward to a long and successful future. Joining as a Qora Cladding distributor provides our established base of customers access to a very well designed product at an economical price. Arcitell’s values align directly with Advanced Aluminum’s, ‘Customer First’ commitment.”

Qora Cladding is an easy-to-install cladding product that resembles the look of stone without compromising performance or aesthetic appeal.



The building of Wausau Supply Co.’s Butte, Montana, warehouse is in progress.

**Wausau Supply Co. Expands Reach With Three New U.S. Distribution Centers**

Wausau Supply Co., a manufacturer and distributor of premier building materials, is significantly expanding its reach with the opening of new distribution facilities in West Unity, Ohio; Murfreesboro, Tennessee; and Butte, Montana. These latest additions to the company’s supply network address the growing demand from Wausau Supply’s customers for wider distribution of its product offerings, including the Diamond Kote® Building Products and Waudena® product lines, across the U.S.

In addition to distributing many of the industry’s top-tier building product brands, Wausau Supply manufactures Diamond Kote®, a factory-finished complete siding system built upon highly durable LP® SmartSide® siding. Available in a wide array of stocked colors and featuring color-matched accessories and flashing, Diamond Kote® siding streamlines installation for contractors – reducing labor costs by eliminating face nails, and adding a heavy-duty spline to the board that stacks and locks. The company also manufactures steel and fiberglass entrance systems through the Waudena® product line – providing pre-hung, factory-finished artisan exterior doors.

Wausau Supply recently commenced operations at its new Murfreesboro distribution facility located 35 miles southeast of Nashville, and – late last year – opened

a distribution location in West Unity, Ohio. As a result of its strategic expansion, Wausau Supply has added to its distribution footprint Kentucky and Tennessee, the northern portions of Georgia, Alabama and Mississippi, Ohio and western Pennsylvania.

The company is also on track to complete construction on a new 150,000 sq. ft. facility in Butte, Montana in the first quarter of 2021, which will provide distribution capability throughout Montana, Utah and Idaho. Once the Butte location opens, Wausau Supply will operate a total of 18 distribution facilities across the U.S., four of which also serve as manufacturing facilities – enabling the company to service all or part of 32 states.



**Access Garage Doors Continues Growth Trend**

Access Garage Doors is a top-tier dealer for Clopay and LiftMaster. The company offers customers a comprehensive selection of new garage door and opener products, as well as installation and repair services. Through its franchise model, Access is growing its presence with new locations in Florida, Pennsylvania, New Jersey, and Minnesota.

New franchise owners include: Brian Kendall, Tallahassee, Florida; William Tompkins, South Pittsburgh, Pennsylvania; brothers Mohamed and Suliman Masoud, Morristown, New Jersey; and Mike Rustad, South St. Paul, Minnesota.

As of mid-February, Access reported awarding nine new franchises over a 13-month period. **GSCB**

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### Safety Gloves

OSHA estimates that more than 70% of hand and arm injuries could be prevented with the proper protective equipment. Lack of compliance is often the greatest challenge to workplace safety, and compliance increases when PPE is comfortable to wear. That means considering form and fit as well as function.

Brass Knuckle® SmartCut™ BKCR303 gloves succeed on three fronts by providing dexterity, grip and ANSI cut level A2 protection. This triple threat is accomplished with a glass fiber and ultra-high-molecular-weight polyethylene (UHMWPE) shell — a composite yarn that has a strength-to-weight ratio eight to 15 times greater than steel — and polyurethane coating. The thinner, 13-ga. material delivers deftness without trading away its inherent cut-resistance.

The non-sticky polyurethane coating on the palm and fingers features excellent grip, even against oils, fats, and greases, and can deliver enhanced puncture protection and abrasion resistance, all without adding bulk or reducing touch sensitivity.

In addition, the glove's uncoated back and wrist improves ventilation. A seamless and stretchable full knit wrist provides a snug fit and prevents dirt, debris, and cold from getting inside glove. Color-coded cuffs easily indicate glove size.

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

### Safety Glasses

Milwaukee Tool enhances safety and productivity on the jobsite with an expansion of its safety glasses lineup including anti-scratch, fog-free, and new magnification and lens color options. All new safety glasses are designed for extended wear and are equipped with

comfortable temple arms for comfort. Aside from the magnifying safety glasses, all new glasses are available with yellow lenses that make environments appear brighter and are ideal for working in low light, gray lenses that are optimized for indoor and outdoor locations, as well as clear and tinted lenses.

New safety glasses in the Milwaukee Tool lineup include Anti-Scratch Safety Glasses; Anti-Scratch Magnifying Safety Glasses; Fog-Free Safety Glasses; and Performance Safety Glasses.

Milwaukee is also expanding their Performance Safety Glasses with new gray and yellow lenses. Launched in 2019, the Milwaukee Performance Safety Glasses are equipped with fog-free lenses that resist scratching to ensure that users' vision stays unobstructed on the jobsite. As a step up in productivity and durability, the Performance Safety Glasses feature military-grade impact protection above the Z87.1+ ANSI rating\*, withstanding a projectile impacting the lenses at 725 ft. per second.



Milwaukee Tool's new safety glasses are designed to provide users with all-day comfort, ultimate durability and protection—without sacrificing jobsite productivity.

\*ANSI Z87.1—Eye and Face Protection Standard: Sets the comprehensive standards to be used for protective eye and face devices in OSHA U.S. regulations. Z87.1 is the standard for safety glasses.

[www.milwaukeetool.com/ppe](http://www.milwaukeetool.com/ppe)

### Cordless Power Tools

Bosch Power Tools has announced the release of its PROFACTOR high-powered cordless tools, powered by its exclusive CORE18V battery platform and equipped with Bosch BITURBO Brushless™ technology. Delivering power that outperforms its corded counterparts, PROFAC-



TOR cordless tools give professionals the freedom to take on the most demanding applications on one battery platform.

At the heart of this new high-powered cordless system is Bosch's best battery technology — the CORE18V battery platform. It features advanced cell technology, cutting edge design and Bosch-exclusive COOLPACK™ 2.0 technology. With a design including copper end plates, welded cell connectors and power rails, the batteries provide reduced resistance and greater efficiency, allowing tools to draw higher currents from the battery. With the PROFACTOR-optimized CORE18V 8.0 Ah and the new PROFACTOR Exclusive CORE18V 12.0 Ah batteries, professionals can power the full PROFACTOR tool lineup from a single platform.

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

### Color-match Deck Screws

GRK Fasteners has introduced its Deck Elite color match decking screws. These screws are designed for use in wood deck boards, providing a fast drive for increased productivity and an ideal wood tone finish, meaning fewer profit-killing callbacks and more happy customers.

The Deck Elite screw features:

- Tan Wood Tone provides better blending with deck lumber for better aesthetics
- Fast-bite Tip provides a fast start for one-step drilling
- Zip-Tip™ eliminates pre-drilling
- Star Drive eliminates stripping and counter-sinking head prevents screw from protruding from deck





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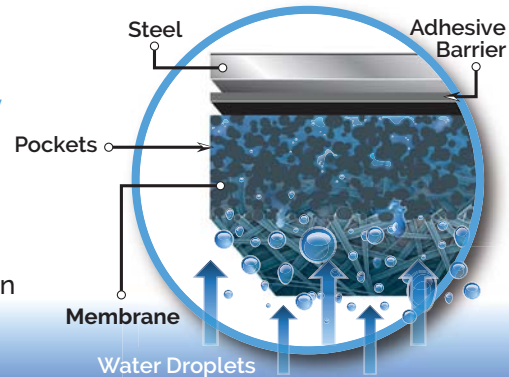
**Areas of use:**

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- CEE-Thread enlarges hole to reduce wood splitting and reduces heat buildup, eliminating head pops.

- W-Cut™ Thread Form reduces installation torque for fast driving, ease of install and less battery drain on cordless drills or impact drivers.

GRK Deck Elite screws offer a Lifetime Guarantee against rust for the lifetime of the project. They are available in key sizes for decking top boards and fencing applications, including 1-5/8", 2", 2-1/2" and industry standard 3" lengths. Optimized pack counts cover square footage of decking from 100 to 400 sq. ft.

[www.grkfasteners.com/new-deck-elite](http://www.grkfasteners.com/new-deck-elite)

### Farmhouse-Inspired Garage Doors

Morgantown, Pennsylvania-based Artisan Custom Doorworks has added a new line that celebrates the American Farmhouse. The composite with steel frame doors are premium design, faux barn wood to deliver high curb appeal with minimal maintenance.

According to Matt Courtney, Artisan's President, "A recent custom project involved building three garage doors from reclaimed barn wood. The results were phenomenal and we wanted to share the look, so we were inspired to recreate it with high-density urethane."

American Farmhouse gives door dealers a new product to bring to homeowners (and vice versa). The composite construction is resistant to bugs, moisture, and rot, making the doors virtually maintenance-free. That extends to special finishes that are more UV-resistant than traditional garage door finishes. By using urethane, the lightweight doors cause less strain on garage door openers, door hardware, and springs.



Single and double doors are available in planks or swing configurations and standard sizes range from 8' to 25'. Artisan offers a wide range of windows, lites, and hardware choices. American Farmhouse is available in 30 finishes, including greens, blues, classics and natural barn wood tones, all in solid or driftwood versions.

[artisandoorworks.com](http://artisandoorworks.com)

### Hip & Ridge Shingles

Atlas Roofing Corporation has announced the launch of its StormMaster® Hip & Ridgeshingle, featuring the company's proprietary Core4™ Enhanced Polymer Technology, which allows the shingle to provide extra strength, flexibility, durability and extreme weather resistance.



Core4 Technology are manufactured with polymers enhanced at a molecular level that help shingles stand up to the most severe weather conditions. StormMaster Hip & Ridge feature Scotchgard™ Protector for long-lasting defense against black streaks caused by algae.

StormMaster Hip & Ridge colors match Atlas StormMaster Shake, StormMaster Slate and Pinnacle® Pristine shingles.

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

### Utility Knives

STANLEY has announced three new additions to the brand's portfolio of cutting solutions. The latest collection from STANLEY® features a versatile Utility Knife with 10-Blade Storage (STHT10479) and a Control-Grip™ Utility Knife (STHT10432). These knives are ideal for heavy duty cutting a variety of building materials, from drywall and shingles to flooring and packaging.

The new line of utility knives is the latest innovation to join the brand's legacy



of dependable tools suitable for professional users across all trades. The latest offering provides razor-sharp performance, jobsite durability, comfortable use and easy blade change.

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

### Stone Veneer

Eldorado Stone has debuted Koryak Ridge™ as the latest color palette for its Stacked Stone profile. The new hue blends old-world textures with bright, modern tones to provide a multilayered design statement to suit a wide range of residential and commercial spaces. The panelized format of Koryak Ridge Stacked Stone also reduces installation time, which can be a benefit for builders and designers working under tight timelines.

The Stacked Stone profile offers the appearance of a precision hand-laid dry-stack set. Stones within the profile measure 4" high, and can be found in widths of 8", 12" and 20" to offer a simple panel system installation for expansive walls and column facias.



Stacked Stone is available in 12 total color palettes. Alderwood, Black River, Castaway, Chapel Hill, Dark Rundle, Daybreak, Dry Creek, Koryak Ridge, Nantucket, Santa Fe and Silver Lining are distributed nationwide, while Slate Gray is available throughout the Western United States.

[www.eldoradostone.com](http://www.eldoradostone.com) **GSCB**

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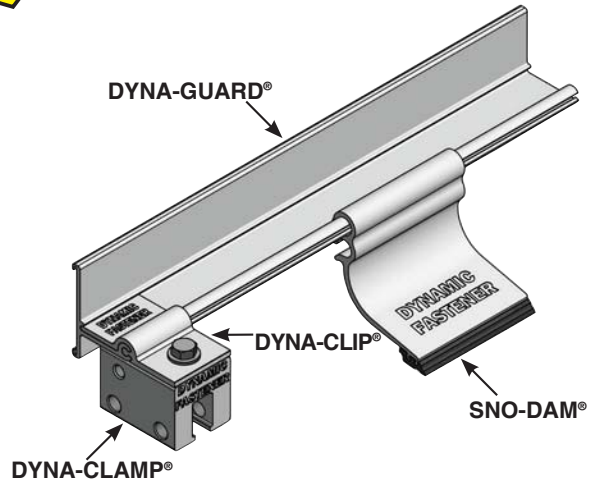
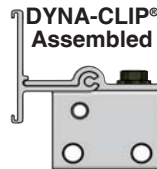


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# BUILDING BIG

## Contractors Achieve Unlimited Lengths With Fabric & Steel

BY KAREN KNAPSTEIN

**C**onsumers and manufacturers in need of a large enclosure will find that a tensioned-fabric building can provide them with the shelter they need without the wait and added expense associated with a large “conventional” structure. This may be an opportunity for builders and general contractors who have the skilled manpower available to capitalize on it.

### Benefits of Fabric

Perhaps the most compelling selling point for a fabric building is the amount of natural light that is allowed into the building. ProTec Buildings, a division of Sioux Steel Company [www.siouxsteel.com], manufactures steel-framed, fabric covered buildings. “Our standard white material has about 50% light throughput,” explained ProTec Sales Manager Jon Gustad.

A fabric-enclosed building is excellent for animal confinement. “Light being able to get to bedding material helps inhibit microbial growth,” Gustad said. Another constant consideration is ventilation. “One thing you always fight in animal confine-



**Plenty of light and ventilation make a fabric building well suited to animal confinement.**

PHOTO COURTESY SIOUX STEEL/PROTEC

ment is condensation,” he continued. One of the factors in determining the amount of condensation you do or don’t have is how much air volume is in the building. “These buildings have a lot more air volume by the nature of their construction. And they’re very easy to ventilate using ridge vents, louvered vents, and powered ventilation [fans],” he said.

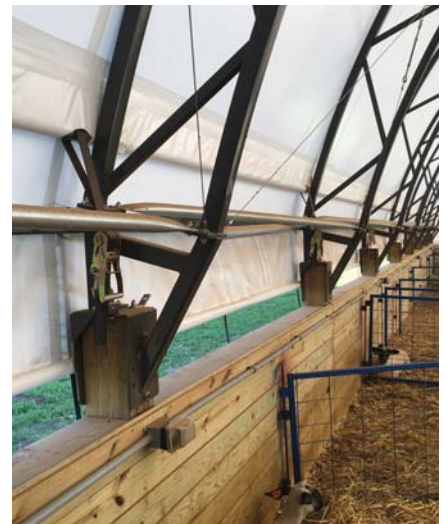
The hoop fabric structures are best suited for cold applications. “The most challenging use of these types of buildings is if someone wants to insulate them,” Gustad explained. “Keeping it heated presents a greater challenge than anything else. It’s not impossible, but it’s definitely more challenging. For any type of cold storage there’s no limitation. A lot of counties and states use them for salt and sand storage.

“One of the greatest advantages of these buildings,” Gustad continued, “is that, when properly configured with ventilation, they provide cool shade in the summer heat and then can be buttoned up in the winter to provide warmth through a greenhouse like effect. Many users report

that, without any source of supplemental heat, their building will be 10-20 degrees warmer inside than out.”

ProTec manufactures two different types of fabric building kits in its Sioux Falls, South Dakota, plant; one uses single tubes and the other uses webbed steel arches. The kits are available with open span widths from 24’ to 180’ and can be manufactured to any length. The fabric carries a 15-year pro-rated warranty.

The smaller of the two types is built with a single-tube framework. The 2 ½” tubing is made from 14-gauge stock, which is galvanized to protect it against rust and corrosion. The single-tube buildings are mounted on pony walls that are usually built with pressure-treated posts embedded in the ground. The slip-fit connections mean “minimal tools are required to



**Pony wall mount assembly in a ProTec Sentry Series structure.** PHOTO COURTESY SIOUX STEEL/PROTEC



**A crew of three to five will have no trouble setting up a single-tube ProTec structure.**

PHOTO COURTESY SIOUX STEEL/PROTEC

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assemble the frame; the frame members slip together and the cover slips over the frame,” said Gustad. “Most buildings that I would call personal use or farm use buildings you’re going to be in the 80-foot and under range for width,” he said. “A three- to five-person crew could build pretty much any of those.”

The larger of ProTec’s two types of building kits is the Sentry Series, which uses webbed steel trusses for the framework. “The structures that are 40’ and wider are what most people visualize as a truss,” Gustad said. The truss has a top and bottom chord with webbing in it. The standard finish for the Sentry Series framework is powder coat. If the planned use is animal confinement, fertilizer, or salt storage, then components are sent off-site and galvanized through a hot dip process. “When you’re getting into really big buildings, then you need quite a bit more substantial crew,” he added. “Depending on the size of the structure, the building process could require multiple telehandlers and boom lifts on-site at one time.”

The structures are built for a broad range of uses. The smaller, 24’-30’-36’-wide buildings are often used “as garage-type storage on personal property or acreages,” said Gustad. “Bigger buildings are used for hay storage, livestock buildings, beef and sheep confinement facilities. Larger buildings are also used for equestrian riding arenas. It’s a more economical clearspan than wood or standard steel. The much larger 150’-180’ wide are commonly used for flat grain storage. Our biggest building so far holds a little over 5 million bushels of grain. It’s 180’ wide and over 700’ long.”

Gustad explained that ProTec works exclusively through its dealer network, which is currently heavily concentrated in the upper Midwest (Minnesota, the Dakotas, Iowa, Wisconsin, and Illinois). “We’re a manufacturer. We don’t have any of our own erecting crews. We work exclusively through our dealer network; we’re always looking to grow that network.” There are ProTec dealers from coast to coast, but in areas other than the Midwest, they are not as concentrated, so



**Constructed with rigid steel frames, Legacy Buildings can span up to 400 feet and can be designed for any length.** PHOTO COURTESY LEGACY BUILDING SOLUTIONS

there is some opportunity for builders to fill the voids.

“We get a fair number of building inquiries from areas where we have holes in the map,” he said. “Dealers who come on board with us find we have a comprehensive marketing department that will work with them to update their websites and help them with their marketing strategies.”

### Legacy Building Solutions

Legacy Building Solutions [www.legacy-buildingsolutions.com] designs, manufactures and installs tension fabric buildings. Their structures, however, are engineered with rigid I-beam frames. Sara Davis is a Building and Project Design Consultant with Legacy Building Solutions. She explained, “The frame itself has structural integrity; the fabric only keeps the building enclosed.”

With Legacy’s solid steel frames, customers have the opportunity to “Go Big.” Their frames are very strong, so they can design large, wide, clear span structures. Clear span means the buildings can be very wide (generally more than 300’) without using central column supports. How high? “We recently completed a building for a major steel manufacturer that is 97’ at the peak, said Davis, and “there are almost no engineering limits to how long we can make a structure for a customer.”

### Design

Legacy designers will work with the engineering and estimating team to create the building that the customer imagined. They use software that is standard in the metal building industry, so the plans are easily understood by any engineer, permitting

official, or general contractor.

### Fabrication

Legacy manufactures the steel frames at their Minnesota headquarters. The fabric cladding for walls and roof are also cut, welded and assembled there. Legacy has recently added a paint shop that applies epoxy coatings to the steel to protect the frames in corrosive environments (e.g. salt storage, mining materials, fertilizer facilities).

### Installation

Legacy uses proprietary fabric and provides installation services so customers typically contract with Legacy to install the buildings as well. These crews travel the continent and the world, installing Legacy’s customized tension fabric structures. They are highly trained in Legacy’s techniques—including stringent safety standards.

When they are done, the Legacy structure looks are very similar to a traditional building made with traditional materials like steel and wood. It has straight walls, high peaks and an interior that is bright and uplifting. The steel frames and the fabric cladding combine to make this a permanent and durable building.

### Conclusion

The biggest benefit of fabric buildings is the natural light that fills the interior space. An infinite number of sizes can be achieved with fabric and steel. Even if you never have the need or opportunity to build a large fabric structure for a customer, perhaps you will want to take it into consideration when it comes time to build your next workshop. **GSCB**

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# Best Practices

## Manufacturers Weigh In On Decorative Accessories

COMPILED BY KAREN KNAPSTEIN



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### Selecting decorative elements

Consider the use of your structure when selecting the exterior decorative components. If you choose a cupola with windows, it could be used as a skylight to provide natural light. If you choose a cupola with louvers, if left open to the structure, it would provide some natural airflow. (If left open, be aware of potential leak path.)

A unique weathervane may also play into the overall aesthetic that you want to achieve for your building; whether it be country-chic, rustic, craftsman, Victorian, etc.

Building size also needs to be considered when choosing cupola size and quantity.

Additionally, the size of a cupola is vital when determining the appropriate weathervane size.

Shown below is a table to aid in the process of selecting decorative elements based on size. This table is a reference tool based on MWI products. Consult your building engineer and manufacturer for further recommendations.

### Proper installation

It is of utmost importance to follow the manufacturer's guidelines for installation. There are key points of installation that will aid in the overall longevity of the product(s) being used on the structure.

Ensure the cupola is installed securely (to prevent issues caused by harsh weather conditions, such as heavy winds).

**Avoid:** Installation methods that increase the potential for water infiltration (leak paths).

**Always avoid:** Unsafe installation practices (be sure to use the proper safety equipment while installing any elements on a roof).

Since most owners don't maintain their cupolas, encourage your customer to think about whether or not they are going to want to make the climb to do maintenance. PVC vinyl cupolas require no maintenance.

In some cases, vinyl won't look right. If a building has stained wood siding, a cupola with a wood finish would be more appropriate. Western red cedar is a premium grade of wood, naturally preserved from rot. It's a good choice if you need to match the look of a wood building.

### Installation tips

No-fail trick for cutting the base of a decorative cupola: Make a roof pitch template. Here's how: Screw two 1" x 3" boards together so they pivot, then straddle the roof with the pivot at the peak and each "leg" placed flat against the roof. Mark the boards and add a second screw so the boards will no longer move. (The length of the boards needed will depend on the size of the cupola base.)

For a cupola with a square base: Use the template to mark the cupola base on opposite sides and cut out the "V" to fit over the ridge of the shed roof.

For a cupola with an octagonal base: Mark the center of the opposite sides of the octagonal base. Cut out a square



**Royal Crowne Cupolas**

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

To have the cupola look like it fits on the building, you should have 1¼" of cupola per linear foot of uninterrupted roof line. For example: If your building's roof ridge is 40' long, the calculation would be: 40 x 1.25 = 50, so the cupola should measure 50" across at the base.

| BASE SIZE                   | 24" x 24" Square | 36" x 36" Square | 48" x 48" Square                 | 66" x 66" Square                   | 48" Octagon   | 84" Octagon                       |
|-----------------------------|------------------|------------------|----------------------------------|------------------------------------|---------------|-----------------------------------|
| TOTAL HEIGHT (without base) | 32.5"            | 48"              | 67 <sup>3</sup> / <sub>8</sub> " | 80.5" w/ louvers<br>84" w/ windows | 77"           | 134 <sup>1</sup> / <sub>8</sub> " |
| BUILDING WIDTH*             | 24' - 30'        | 36' - 40'        | 48' - 60'                        | User Defined                       | User Defined  | User Defined                      |
| BUILDING LENGTH*            | 24' on Center    | 36' on Center    | 48' on Center                    | User Defined                       | User Defined  | User Defined                      |
| WEATHERVANE*                | 24" or 30"       | 30"              | 46"                              | 46" or Larger                      | 46" or Larger | 46" or Larger                     |

\*Recommended; Contact MWI for details. Building width determines cupola size. Building length determines quantity of cupolas needed. On Center: measures the center of one cupola to the center of the next. Example: (2) 24" cupolas will measure 24' from the center of one cupola to the center of the next on a building roof. COURTESY OF MWI COMPONENTS



piece of cardboard the size of the cupola base and draw a centerline. Use the wood template to transfer the roof pitch to the cardboard. Cut the “V” out of the cardboard. Align the centerline on the cardboard with the center mark on the cupola base. Transfer the angle to the base and cut out the section to fit over the ridge.

**Additional tips:**

- If a ridge vent is present on the shed, cut the cupola base to fit around the ridge vent or remove the ridge vent from the area where the cupola will sit and replace with cap shingles.
- If installing a functional cupola, leave an area in the lowest two sides unsealed to allow drainage of any water that finds its way into the cupola.
- Apply silicone caulk to all exposed screw heads to eliminate the risk of corrosion and water infiltration. **GSCB**

**More Selection & Installation Tips:**

- The length of the weathervane should match (or be close to) the measurement of the cupola base. (i.e. A 22”-26” weathervane would look at home on a 24” cupola)
- If installing a functional cupola, cut the hole in the roof 5”-6” smaller (per side) than the inside of the cupola base. For example, a 36” square cupola should have no larger than a 24” square hole. If framing out an opening for a cupola during shed construction, make sure to use the proper flashing to prevent leaks.
- When selecting shutters, don’t over- or under-size them. Shutters should be the same height as the window. Install shutters in pairs.
- If installing a functional cupola, only remove roofing and sheathing — don’t cut the ridge or rafters.
- To reduce the risk of water infiltration, don’t fasten a cupola directly to the mini-building roof deck. Fasten pressure-treated 2x4 mounting blocks to the roof deck. (The blocks should fit snugly *inside* the cupola base.) Screw through the face of the cupola base into the sides of the mounting blocks.
- When installing shutters on a shed with vinyl siding, drill the pilot hole in the siding 1/4” larger than the fastener to accommodate siding expansion and contraction.
- Avoid installing rectangular shutters on arched windows. **GSCB**



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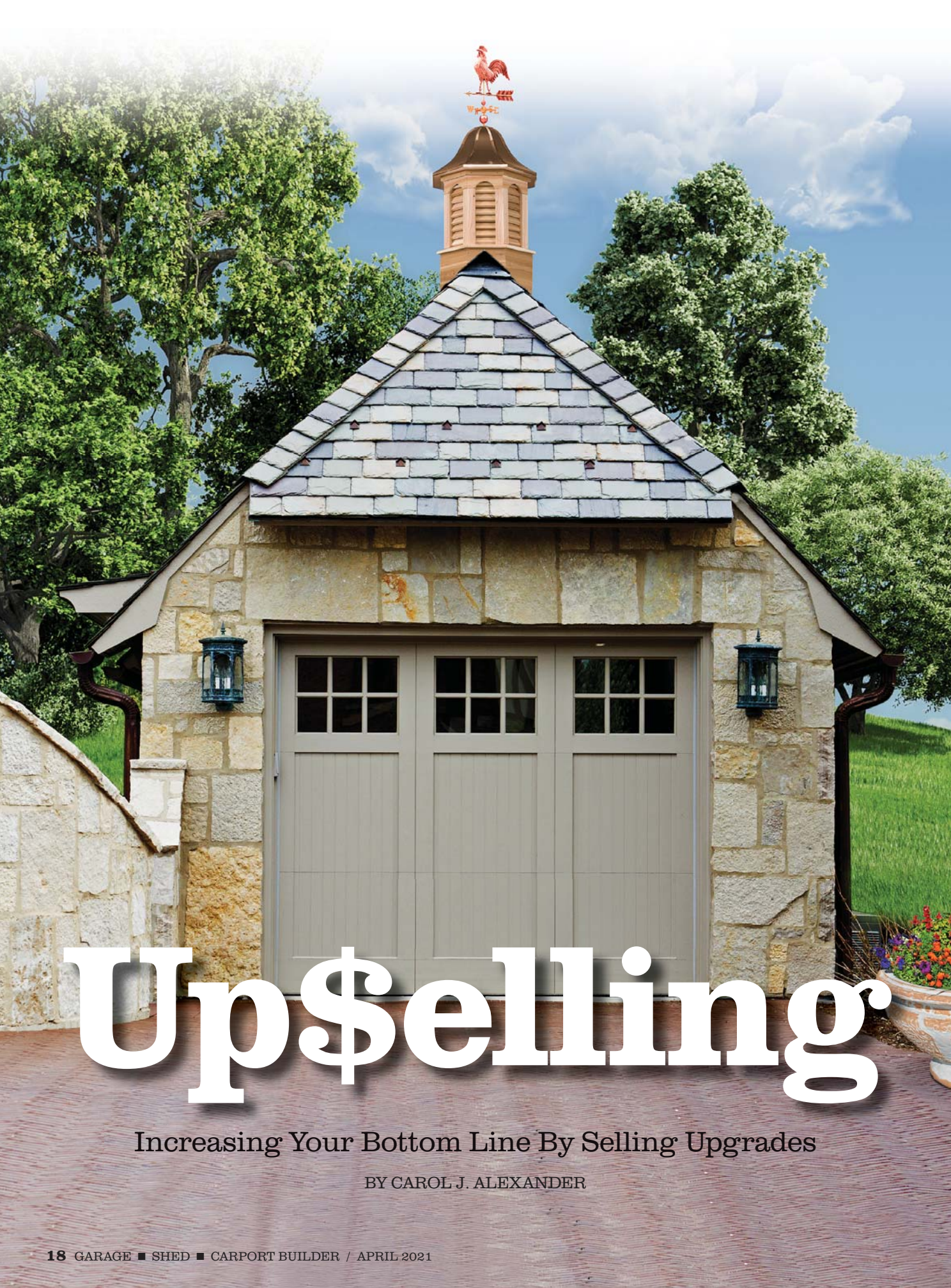
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# Up\$elling

Increasing Your Bottom Line By Selling Upgrades

BY CAROL J. ALEXANDER

**E**very professional builder has felt – or is feeling – the pinch caused by spiking lumber prices, which have more than doubled since the onset of the COVID-19 pandemic. Add to this the need to comply with distancing regulations in your manufacturing facilities and increased employee absences due to exposure regulations, and your building prices have gone up as well.

“We’ve had to raise our prices about 20 percent,” says Vernon Ulrich, sales manager of Golden State Buildings in Sanger, California. “Which has negatively impacted our sales numbers.”

When you’re struggling to sell any buildings at all, you wonder how you can upsell your customers on accessories and upgrades. Believe it or not, you can. And, by selling add-ons to the buildings you’ve already closed the deal on, your sales increase with less effort.

“All those little upgrades bring an amazing amount of profit to the sale,” Ulrich says.



**To appeal to customers who need a backyard home office but are hesitant to pay for the upgrades, build an upgraded model and use it for the office on your sales lot. Accessories like lamp and mailbox posts may drop a little extra cash on your bottom line.**  
**Opposite Page: A cupola can be the crowning glory for many types of buildings.** PHOTOS COURTESY OF ROYAL CROWNE CUPOLAS

### Is it an upgrade or an accessory?

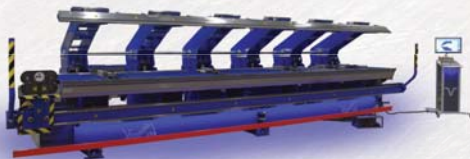
Building upgrades are functional items that improve the performance or usability of the structure. Upgrades include an electrical package, metal roof, or premium siding.

An accessory is, for the most part, cosmetic. Popular accessories include cupolas, shutters, and window boxes.

Workbenches and ramps, since they are functional but not always necessary, could be classified as either an upgrade or an accessory. Regardless of the name, it’s an opportunity to show your customer how it will increase their enjoyment of their shed and make their life easier, and by selling the improvement, you

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Depending on the end-use of the building, sometimes upgrades sell themselves. A backyard home office requires electrical and HVAC services, for instance. In an area with concrete foundation requirements, you may consider including concrete slabs in your offerings, depending on the skills, labor and materials at your disposal.

Thomas Slack, manager of Shed Windows & More in Longs, South Carolina says that accessories often sell themselves, too. For that reason, he works the upsell of these items into the normal sales process.

### What the Sales Process Looks Like

#### Listen to the customer

Before showing a new customer model buildings or making any suggestions, discuss with them how they'll use the building and what they hope to gain from it. "Pay attention," says Ulrich. Then, you'll be able to see how the building will solve their problem today, and in the future. Questions you should ask include:

- What do you plan to use the building for?
- Are you looking for something basic that will be out of sight? Or are you looking for something that will add a decorative look to your backyard?

#### Identify the customer's needs

During this conversation, listen for needs the customer may not realize they have. For instance, they want the building to store lawn equipment but haven't mentioned needing a ramp. "Don't be afraid at this point to steer the conversation," says Ulrich.



Make sure you have shed models on display that have skylights so your customers can see how much of a difference in natural lighting they will make. They may decide it's an option they have to have.

• Will your shed be visible from your back patio? You could dress it up with some decorative hardware, shutters, or a flowerbox. Would you like to add any of these options?

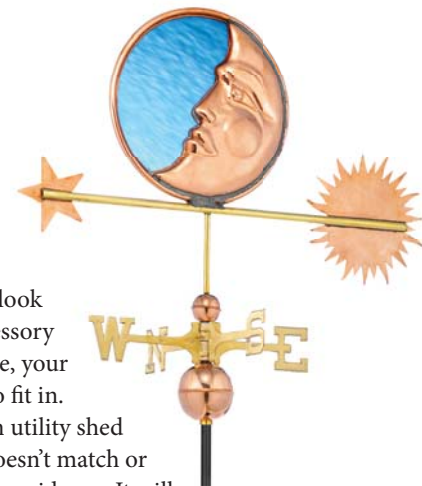
• You mentioned you plan to store a lot of boxes and small things in this building. How would you like to add some heavy-duty shelving to keep your things organized?

#### Appeal to the customer's sense of community

In the discovery process, it's important to find out where the customer lives. If they live in an upscale neighborhood with a homeowners' association, they need to check the association's rules regarding accessory buildings. Some HOA's require particular colors, types of siding, and roofing material. If not, ask them what

Carry along a cupola and weathervane when delivering your sheds so you can capitalize on a quick upselling opportunity.

PHOTOS COURTESY OF ROYAL CROWNNE CUPOLAS.



their neighbors' properties look like. If their neighbors' accessory buildings are fairly elaborate, your customer will want theirs to fit in. Explain to them that a plain utility shed will look out of place if it doesn't match or complement the style of the residence. It will also look out of place if the mini buildings in their neighbors' backyards have upgraded roofing and siding and ornamentation like shutters, cupolas, and window boxes.

- Have you checked your HOA requirements for outdoor storage buildings? Do you have any limitations?
- Since you want something that looks nice, a metal roof would add a beautiful touch to this building, especially with this color combination. (Have samples with color combinations ready to show them.) Would you like to add that option?

#### Ask the customer their budget

Knowing the customer's budget gives you a starting point when showing them choices of both buildings and upgrades or accessories. If they aren't sure what they want to spend, or won't tell you, be sure they understand you only want to sell them what they need, nothing more, suggests Ulrich.

- What is your budget for a mini building? If you're unsure, do you have a range in mind?
- I want to stay within your budget, but I also want to meet your needs. Let's look at a few options, then we'll design what best suits both.

Show the customer the best option for their needs, regardless of their budget. "Don't start with a base model, at the lowest price point, and then add on," says Slack. "Because then the customer fixates on that low price point." He suggests beginning your tour of the sales lot with the luxury model, the building that will most fully fill their needs. Then, follow up by showing them something with fewer upgrades.

When you take away the options, the customer experiences a feeling of loss. They then view the options not as an added expense someone talked them into, but as something they chose.

#### Demonstrate value

Present the upgrade as a solution to the customer's problem. For instance, a customer wants to use the shed for his occasional woodworking hobby but doesn't want to include an electrical package. So you ask, "How much more likely are you going to use your woodworking shop if you don't have to run extension cords for your lights and power tools? How much more satisfying will your hobby be if you can skip that step?"

Paint the picture for the customer that the upgrade isn't an electrical package, a means to provide power, but a motivation to pursue a hobby. The power not to run a lathe, but the power to help them follow their dream. At this point, when the customer chooses to purchase the add-ons you become, in their eyes, the problem-solver in their buyer's journey rather than just another sales professional.



Offering ramps with your garden sheds will solve a problem your customer may not have even thought about.

#### Demonstrate the future benefit

Point out the immediate and future benefits of portable shed ownership to your customers. A specialty mini building, such as a backyard office or workshop, will solve their additional workspace problems now, and in the future, if they should decide to sell their property, they can either take their mini building with them or possibly include it with the real estate. Let your customer know that if the mini building is clearly an asset

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to the property, real estate professionals and potential buyers will take note of it.

Staying with the backyard office example: Perhaps a work-from-home customer hesitates to pay for the home office package because they plan to sell in the near future. This is your opportunity to point out that their property would be more attractive to small business owners, freelancers, or others who work from home if the building has all the upgrades in place to make working from home a seamless experience.

### **Additional Tips for Upselling**

**Before and after:** To appeal to customers who need a backyard home office but are hesitant to pay for the upgrades, Slack suggests building a luxury model and using it for the office on your sales lot. However, he suggests finishing only half of the building so the customer can see the contrast. “It gives them the WOW factor,” he says.

**Display the options:** If you run a sales lot only, and aren't the manufacturer who can build designer models for customers to see, Slack suggests having accessories on display in your office. When a customer can see a window box, shutters, or cupola, they're more apt to buy.



**Offer bundle discounts on accessories: Group accessory packages together and offer a price break so the customer gets a deal, but you still get a bigger profit margin on the sale.** PHOTO COURTESY OF ROYAL CROWNE CUPOLAS

**Keep inventory on-hand:** Another tip Slack recommends is to create opportunity for spontaneous sales. Have the inventory on-hand, not just samples. If a customer has to wait six weeks for that cupola, he says they're more apt to pass.

**Plan for impulse buying:** Steve Fisher with Royal Crowne Cupolas, a Pennsylvania manufacturer of cupolas and lamp posts, offers another way to capture those last-minute sales. “Carry a cupola along with the delivery,” he says. “After the building is set up, let the customer know you can install it in a matter of minutes.” The same could be said for other accessories the homeowner may have hedged on.

**Strategically organize your sales lot:** Ulrich recommends mixing basic models with the optimized models on the lot. “That way customers can see the difference,” he says.

**Offer bundle discounts:** Offering packages, like the home office or barn package, makes the shopping experience easier and streamlines production. But even with packages, you still get the customer who wants to add and delete, says Ulrich. So, he suggests offering a discount for a bundle of a set number of options.

According to Ulrich, shed sales have gone up and down during the past year. He says he's had to pivot Golden State's marketing strategies in order to offset the fewer sales. But overall, he's optimistic. You should be, too. **GSCB**

*Carol J. Alexander writes feature articles, website copy, case studies, and more for the home remodeling and building industry. Notable clients include This Old House, Chicago Faucets, and BobVila. She lives in the beautiful Shenandoah Valley of Virginia.*



# Building Progress Award

## New Award Recognizes Individuals' Impact On Construction Trade

**T**he Shield Wall Media Building Progress Award is a brand new award that will recognize those who have made significant impacts on the growth and/or development of the construction trade.

Before we press forward with taking a look at the nomination and election process, let's take a brief look back and recognize the final recipients of the Hall of Fame awards that the new award is replacing.

The Rural Builder Hall of Fame and the Metal Roofing Magazine Hall of Fame awards were both long-standing programs. The Rural Builder Hall of Fame ran from 1982-2020, with the final, 2020 awards being presented to Curt A. Gooch, Cornell University; Randy Ridenour, who retired from Atlas Bolt & Screw Co.; and Michael J. Dunipace, owner of Dunipace Buildings.

The Metal Roofing Magazine Hall of Fame ran from 2007-2019, with the final award being presented to Tom Hulsey, who was Vice President of Engineering for ST Fastening Systems prior to his retirement. Bruce Crouch, president of ST Fastening Systems, accepted the award on Hulsey's behalf at the first Construction Rollforming Show in December 2019.

### What The New Building Progress Award Is About

Both of the Shield Wall Media Hall of Fame programs have now come to a close and have been replaced by the Building Progress Award program. In this program, one Award will be presented each year, beginning in 2022. Anyone can nominate one or more individuals who have had a significant impact on some facet of the construction trades serving the town and country market.

As the name implies, the Building Progress Award will be bestowed upon someone who has spent their career bettering and advancing the low-rise construction industry. Those advancements may include innovating products or processes, developing solutions to significant problems in the trade, influencing young people entering the workforce or people from other professions to join the construction trades, supporting trade education efforts, or any number of other ways to positively influence the construction industry.

### Nomination & Voting Process

The nomination process is non-exclusionary; anyone who has a vested interest in the construction trade may make nominate a candidate who has made an impact on the low-rise construction industry. Builders, manufacturers, public relations and media professionals, and anyone else who comes in frequent and close contact with construction trade leaders and influencers are in an excellent position to make nominations.

Candidates must have made exceptional, enduring contributions to the success of the industry and must have been active in the industry for a minimum of 10 years. Individuals who have received entry into the Metal Roofing Hall of Fame or Rural Builder Hall of Fame are eligible for the Building Progress Award.

Once a nominee's qualifications have been reviewed and vetted, the candidate's professional profile will be published online and in all Shield Wall Media titles (time permitting).

The Nomination Period for the Building Progress Award cycle closes December 31 each year. Voting for the first award cycle will commence January 1, 2022. Ballots will be published in each of



## Shield Wall Media BUILDING PROGRESS AWARD

Download the Shield Wall Media Building Progress Award nomination form at <http://bit.ly/SWMBPAward>.

our magazines, distributed via email, and voting will be available online.

Voting for the inaugural award will continue through the final day of the 2022 Construction Rollforming Show, which is expected to be held in August. (Exact dates will be announced as 2022 show plans develop.) Voting is open to everyone over the age of 18, but is limited to one vote per person.

The candidate with the most votes will be announced and live-streamed from the Garage, Shed & Carport Builder Show in November 2022. This person will have the distinction of being honored with the inaugural Shield Wall Media Building Progress Award. Additionally, Shield Wall Media will donate \$1,000 to the charity of the recipient's choice. The charity is subject to approval and must be a 501(c)(3) organization.

All non-winning candidates will be rolled over and included on the next year's ballot, making repeat nominations unnecessary. **GSCB**



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## *Official Nomination Form*

---

Name of Nominee: \_\_\_\_\_  
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Title/Company: \_\_\_\_\_  
Relationship to Nominee: \_\_\_\_\_

Please describe why this person should receive the Shield Wall Media Building Progress Award.  
How have they influenced or advanced the construction industry?

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

---

**Email the completed form to one of the editors.**

**Questions? Contact an editor:**

Karen Knapstein: 715.513.6767; karen@shieldwallmedia.com  
Jessica Franchuk: 920.224.5146; jessica@shieldwallmedia.com  
Sharon Thatcher: 715.257.4197; sharon@shieldwallmedia.com  
Jennifer Milner: 920.659.6212; jenn@shieldwallmedia.com

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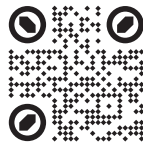
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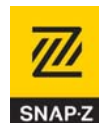
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# SHED SHOWCASE

As Seen On  
ShedHub.com

## Country Cabins



**SIZE:** 8' x 10'

**MODEL:** Meditation Suite

**WINDOWS:** 24" x 50" insulated

**DOORS:** Glass out-swing patio door

**ROOF:** Corrugated Galvalume

**WALLS:** LP Barn Siding

**SPECIAL FEATURES:** Weathermatch floor

The Country Cabins Meditation Suite/Reader's Retreat was designed to rest into the backyard landscape and provide a cozy living space connected to nature. The small size is meant to fit in most backyards. Other uses include meditation studio, kids' play area, or a backyard office working space. The interior was painted with exterior-grade Haley Navaho White to provide a quick visual upgrade from a standard unfinished brown interior. The exterior is LP Barn Siding painted with Navaho White with Barn White trim.

# SHED SHOWCASE

As Seen On  
ShedHub.com

## Quality Structures



**SIZE:** 16' x 48'  
**MODEL:** Side-Porch Cabin  
**WINDOWS:** 24" x 36" vinyl  
**DOORS:** Midco 9-panel fiberglass, insulated; 9' x 7' aluminum garage door  
**ROOF:** Metal, Gallery Blue  
**WALLS:** Metal, Arctic White, Gallery Blue

There is plenty of storage in this 16' x 48' Side Porch Cabin from Quality Structures (Hersey, Michigan). It features a 9'w x 7'h aluminum garage door, treated wood ramp, 4x6 notched runners with steel plate joiners, and 5/8" treated flooring.

## Country Cabins



**SIZE:** 12' x 24'  
**MODEL:** Signature Series Lofted Cabin (Charleston)  
**WINDOWS:** 24" x 36", Apple Supply  
**DOORS:** Mayfield Door Co. 9-lite steel door  
**ROOF:** Graber Post, 29 ga., Mountain Red  
**WALLS:** LP Barn Siding, Mahogany Urethane

This structure is a great backyard office space and the urethane colors make it a nice fit into a woodland edge as a hunting retreat. Pressure-treated yellow pine notched runners (4x6) provide a sturdy foundation for delivery. Trim is finished with Haley Jamestown Red.



## Country Cabins

**SIZE:** 14' x 16'  
**MODEL:** Appalachian Cabin  
**WINDOWS:** 24" x 36", Apple Supply  
**DOORS:** Country Cabins, Mountain Red paint (Haley)  
**ROOF:** Graber Post, 29 ga., Burnished Slate  
**ROOF PITCH:** 5/12  
**WALLS:** LP Barn Siding, Chestnut Brown Urethane; Haley Pequa Tan trim



This building is designed to be a mix of utility and a family gathering spot. The 4' porch provides enough space to be in the shade and out of the rain, but still enjoy the outdoors. Pressure-treated yellow pine (4x6) notched runners provide a sturdy foundation for cars or lawn tractors. A great spot to have a cold drink after a long day mowing the lawn!

# SHED SHOWCASE

As Seen On  
ShedHub.com

## Quality Structures



**SIZE:** 12' x 20'

**MODEL:** Deluxe Portable Cabin

**WINDOWS:** 24" x 36" aluminum; 8' transom dormer

**DOORS:** Midco 9-lite fiberglass, insulated

**ROOF:** Galvalume **PITCH:** 7/12; 2/12

**WALLS:** Vinyl siding, 7/16" OSB sheathing

**SPECIAL FEATURES:** 4x4 porch posts wrapped in vinyl; PerformMax 3/4" tongue and groove flooring, poly decking on 4' porch; 12' workbench on back wall.

Quality Structures, Hersey, Michigan, built this cabin finished in Cape Cod Grey with Glacier White trim and black shutters. Notched pressure treated (4x6) yellow pine runners. 7/16 OSB wall sheathing.

## Country Cabins



**SIZE:** 12' x 24'

**MODEL:** Louisville

**WINDOWS:** Aluminum, 24" x 36", Apple Supply

**DOORS:** Wood double door by Country Cabins

**ROOF:** Graber Post, 29 ga.

**PITCH:** 7/12; 2/12 on dormer

**WALLS:** LP Barn Siding finished with Haley Barn White, Cedar Urethane on doors and trim

This storage shed has an equestrian look and a triple-transom dormer over the doors. Pressure-treated yellow pine notched runners (4x6) make for a sturdy platform for lawn equipment.



## Country Cabins

**SIZE:** 10' x 12'

**MODEL:** Garden Shed

**WINDOWS:** 24" x 36", Apple Supply

**DOORS:** Country Cabins

**ROOF:** Graber Post, 29 ga. **ROOF PITCH:** 5/12

**WALLS:** LP Dutchlap

**SPECIAL FEATURE:** Luxe Guard industrial rubber flooring

This shed was designed so the owner can take full



advantage of their backyard. It's equally suited as a workshop or a quiet retreat; the Garden Shed is both functional and versatile to fit any need. Luxe Guard flooring is a great way to give your shed an added touch. The Luxe Guard industrial rubber flooring is durable, easy to clean, waterproof, and seamless.

# SHED SHOWCASE

## Reed's Metals, Inc.



**SIZE:** 24' x 40' x 10'

**POSTS:** 8x8 pressure treated

**DOORS:** 3070 walk door; Janus Model 750 RUD 10' x 8' hand operated overhead door, Satin White

**ROOF:** PBR Metal Roofing Panel, 26 ga., Galvalume

**ROOF PITCH:** 4/12

**WALLS:** PBR Metal Siding Panel, 26ga., AkzoNobel Barn Red; AkzoNobel Arctic White trim

**SPECIAL FEATURES:** Red Oxide painted zee purlins and webbed steel trusses

## Lester Buildings



**SIZE:** 30' x 40' x 12'

**WINDOWS:** A.J. Manufacturing

**DOORS:** A.J. Manufacturing walk; Clopay garage

**ROOF:** Lester UniRib Antique Brown, 28 ga., Eclipse Roof System

**ROOF PITCH:** 6/12

**WALLS:** Lester UniRib, 28 ga.

**CUPOLA:** MWI Components

**INSULATION & MOISTURE CONTROL:** Tyvek, R-19 wall batt; 4mil poly vapor barrier and UniRib interior steel liner. Ceiling: Hass R-49 blown insulation.



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# SHED SHOWCASE

## Blunier Builders



**SIZE:** 40' x 64'

**WINDOWS:** A.J. Manufacturing Harmony Series vinyl

**DOORS:** Plyco Corporation 20 Series

**ROOF:** McElroy Metal Kynar Max-Rib Ultra Steel

**WALLS:** McElroy Metal Kynar Max-Rib Ultra Steel

**SPECIAL FEATURES:** Plyco cupolas and weather-vane, Blunier Builders custom cedar porch trusses

This building serves as vehicle storage, a basketball court, and a game room that includes shuffle board, ping-pong, and foosball tables. The gable porch is supported by custom cedar trusses and cedar columns.

## Reed's Metals, Inc.



**SIZE:** 24' x 30' x 12'

**ROOF & WALLS:**

PBR Metal Roofing & Siding Panel, 26 ga., AkzoNobel Forest Green

**ROOF PITCH:** 4/12

**SPECIAL FEATURES:**

Red Oxide painted zee purlins and webbed steel trusses; trusses 15' OC



## Kennedy Brothers



**SIZE:** 12' x 14'

**WINDOWS:** Anderson Thurma Tru

**DOORS:** Harvey 6' sliding patio door

**ROOF:** CertainTeed Architectural Shingles

**TRUSSES:** Wood 2x6 KP

**WALLS:** T1-11 Siding

**POSTS:** 6x6 pressure treated

**SPECIAL FEATURES:** 4x12 covered deck. Spray foam insulation under floor, wire mesh installed to keep animals out.

This was built as a quiet, peaceful place for the builder's wife. She uses it to knit, craft, and relax in the morning sun on the porch. It's a wonderful "glamping" spot on summer nights.





# SHED SHOWCASE

## Arched Cabins



**SIZE:** 20' x 32'  
**WINDOWS:** Pella ThermaStar (customer provided)  
**DOORS:** N/A (customer provided)  
**ROOF/WALLS:** SuperSpan PBR, 26 ga.  
**INSULATION/MOISTURE CONTROL:** Tyvek House Wrap (customer provided); SilverCoat R-25  
**SPECIAL FEATURES:** Tube steel arched walls  
 Every Arched Cabin is custom manufactured as DIY kits that consumers can assemble or hire local builders to assemble and finish.

## Reed's Metals, Inc.



**SIZE:** 16' x 50' x 16'  
**DOORS:** 3070 all steel walk door  
**ROOF:** PBR Metal Roofing Panel, 26ga., AkzoNobel Charcoal Gray **ROOF PITCH:** 4/12  
**WALLS:** PBR Metal Siding Panel, 26ga. AkzoNobel Pearl Gray; trim: AkzoNobel Charcoal Gray; 3' wainscot AkzoNobel Charcoal Gray  
**SPECIAL FEATURES:** Red Oxide painted zee purlins and webbed steel trusses; trusses 16' 8" OC; 45° angle cuts in corner of framed openings

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# SHED SHOWCASE

## Hixwood Metal



**BUILDER:** Kevin Zimmerman

**SIZE:** 28' x 42'

**WINDOWS:** Silverline 4x4 windows

**DOORS:** Plyco Model 92 doors

**ROOF:** Hixwood Super Rib 100, 28 ga., textured, BeckryTech Burnished Slate **PITCH:** 5/12

**WALLS:** Hixwood 10" Board & Batten panel, 26 ga.; wainscot Hixwood Light Stone, 26 ga.; BeckryTech coatings

**FASTENERS:** Nails from Maze Nails; screws from East Coast Fasteners

This post-frame building serves as the front-facing, customer service area of a commercial greenhouse. Large sliding windows will provide plenty of air flow to keep customers comfortable. Builder Kevin Zimmerman sourced the construction materials from Hixwood Metal. Although the facade looks like shingles, wood, and stone, it's actually 26 ga. textured steel coated with BeckryTech from Becker.

## Mid Michigan Structures



**SIZE:** 10' x 20'

**ROOF:** 40-year corrugated steel

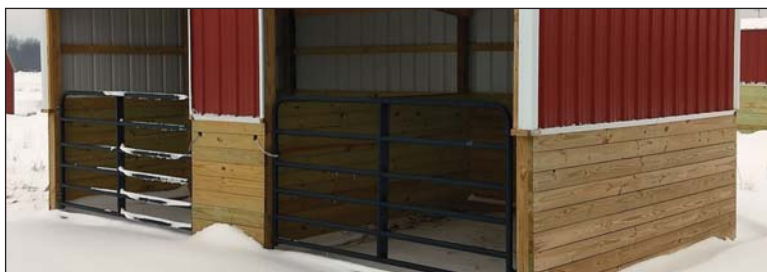
**WALLS:** 40-year corrugated steel/#1 grade pressure-treated tongue & groove 2" x 6" boards

**BRACKETS:** Middle Creek Welding, Pennsylvania

**LATCHES:** Albany Hardware, Wisconsin

**SPECIAL FEATURES:** Tongue & groove wall base; bar gates, fully fastened with screws; tongue & groove divider wall

This run-in shelter is built to last. It has 2x6 roof purlins, Pressure-treated 4" x 6" skids, and the Roof is lined with single bubble foil insulation to prevent condensation. Also, it's all assembled with screws (no nails) for long-lasting durability.



# SHED SHOWCASE

## DNT Hammerfest



Photo Credit: Tor Even Mathisen (Best Photos), DNT Hammerfest (Construction), SPINN Arkitekter

**SIZE:** 150 sq. ft.

**ROOF & WALLS:** Kebony Character Cladding  
Developed in Norway, Kebony's revolutionary technology is a process that modifies softwoods by heating the wood with furfuryl alcohol — an agricultural by-product. By polymerizing the wood's cell wall, the softwoods permanently take on the attributes of tropical hardwood including high durability, hardness and dimensional stability. The process contributes to the timber's unique aesthetic which will see it develop a silver patina over time to match the surrounding rocks and landscapes.

## Jamaica Cottage Shop



**SIZE:** 12' x 24'

**MODEL:** Cross Gable Cottage

**DOORS & WINDOWS:** Custom windows & doors

**ROOF:** 29 ga., Autumn Red

**WALLS:** Custom white cedar shingles, painted grey  
**INSULATION:** 5 1/2" R-21 fiberglass in floor and ceiling; R-13 foil-backed rigid foam insulation in walls

**SPECIAL FEATURES:** Exposed wall framing; hand-crafted shutters; 6x6 hemlock skids.

## Greiner Buildings



**SIZE:** 50' x 56' x 14'

**WINDOWS:** Plyco Series CTB500

**VENTILATION:** MWI precut vented soffit

**INSULATION:** Spray foam

**FASTENERS:** Maze framing nails; Atlas screws

**DOORS:** Plyco Series 20 walk doors; Overhead Door Company Model 194 w/ Odyssey 1000

**ROOF:** Central States Panel-Loc Plus, 29 ga.

**WALLS:** Central States Panel-Loc Plus, 29 ga.

This post-frame hobby garage is the perfect combination of fresh and functional with cozy living and gathering space and plenty of storage for vehicles, toys and equipment.





# Frustration To Diversification

Shed Builder Expanded Into Three Complementary Businesses

BY SHARON THATCHER

**F**rustration can be a big motivator. It was for Reuben Nolt of Floyd, Iowa, who went into the truss building business due to long lead times from suppliers for his shed building business. Now truss building has become half of his business, with the other half devoted to panel roll forming.

Nolt and his business partner Alvin Brubaker own and operate Riverside Metal Roofing LLC. Their customer base is located in a 150-mile radius of their northern Iowa shop.

According to Brubaker, the shed side of Riverside's business came as an unexpected offshoot of Reuben's venture into roll forming.

"Reuben started [building sheds] shortly after he started the [roll forming] business in the wintertime when the guys didn't have much to do," Brubaker said. "They started building with a sheet of metal left over here and a sheet of metal left over there."

The sheds were built to-order direct to the consumer. Except for a little advertising in local papers, they relied on word-

of-mouth, as they continue to do today.

It was a successful side business, and two years later, in 2010, the truss line was added. "It was an existing truss line," Brubaker said, "a buyout from a guy out west."

The purchase put Riverside on the fast track to diversifying into another segment.

The truss line utilizes pre-engineered trusses using software and engineering services from Eagle Metal. "The trusses are pre-engineered by Eagle," Brubaker explained. "I'll tell the computer, for

If you would like your shed-building business profiled, contact Karen Knapstein at 715.513.6767 or karen@shieldwallmedia.com.



Riverside's truss line was added in 2010. Truss building now accounts for half of the company's business.

PHOTOS BY SHARON THATCHER

**BUSINESS AT A GLANCE**

**Riverside Metal Roofing LLC, Floyd, Iowa**

**Owners:**

Reuben Nolt and Alvin Brubaker

**Roll-forming equipment:**

Hayes panel line roll former; SQ2 Snap Loc line; Jorn ag trim brake

**Coil Supplier:**

Hixwood Metal, Stanley, Wisconsin

**Services offered:**

Roll-forming panel and trim accounts for about half of business. The other half of business is truss manufacturing and post-frame shed building by order. They offer truck delivery.

example, I need a bearing here, a bearing there, the roof slope is 4/12, this is the pounds of snow load, and the computer does all the calculation. The software is all pre-engineered and tested, so I have a truss design I can send to the engineer for stamping.”

For Nolt and Riverside, one-time frustrations over long lead times for materials

has led to a trifecta of diversification that has paid off. Every aspect of the three businesses – roll forming, shed building and truss manufacturing – complement each other.

And there are no longer problems keeping workers busy during the long winter months. **GSCB**



# PRODUCT PROFILES

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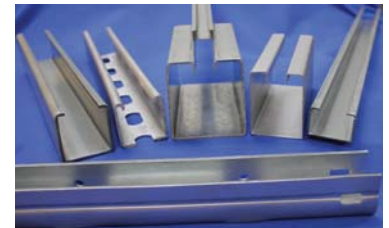
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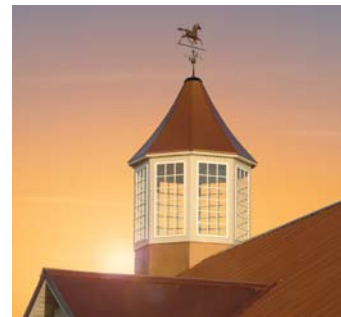
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800-522-2426



## Royal Crowne Cupolas

Royal Crowne is a cupola manufacturer located in Paradise, Pennsylvania. Our cupolas are made with either cellular PVC (vinyl) or Western red cedar. We offer many styles in sizes 18" to 72" square. Our cupolas are a beautiful complement to your home, barn, garage, carport, or shed. Royal Crowne Cupolas can also provide ventilation or lighting to your building, and are a perfect Crowne for your building!

[www.royalcrowne.com](http://www.royalcrowne.com)  
717-288-2630



## Ornamental Decorative Millwork

New Craftsman Crosshead from Ornamental Decorative Millwork instantly upgrade the appearance of interior doors, windows and cased openings. The one-piece pre-built crosshead comes in five common widths and can be installed in less than 10 minutes. Lightweight and factory-primed, the 5-1/4" tall Craftsman Crosshead is made of Poplar. Available in sizes to fit doorway and window widths of 24", 28", 30", 32", and 36".

[www.ornamental.com](http://www.ornamental.com)  
800-779-1135

# DOORS: GARAGE

SUPPLIES & SOLUTIONS



## Safe-Way Garage Doors

Safe-Way Door is a leading manufacturer of quality residential, commercial and industrial overhead garage doors in steel, wood and aluminum. Doors are available in multiple configurations including polyurethane and polystyrene insulated, uninsulated and up to 11 colors in steel and multiple powder-coat colors in aluminum. Commercial door sizes are available in all panel designs. Pictured is an Ambient Model 273 with long tinted contemporary glass in Rosewood.

[www.safewaydoor.com](http://www.safewaydoor.com)  
574-267-2813



## Kevmar Garage Doors

Kevmar Door is a manufacturer of specialty garage doors. Our products are sold across the U.S. and Canada. With deliveries via company trucks in the Midwest. The Kevmar product line includes a high value line of pan type stamped steel doors for the shed industry.

[www.kevmarmfg.com](http://www.kevmarmfg.com)  
217-543-2828



## ASTA America

ASTA AMERICA is your trusted provider for sheet roll-up doors. For more than 30 years, ASTA AMERICA has provided high-quality products with unparalleled service to the carport and shed markets. We offer a full-line of sheet roll-up doors in every size, color and option in the book. While our company has expanded and our product offering has evolved over the years, our unwavering dedication to the quality of our products and commitment to unsurpassed customer service remains steadfast.

[www.astaamerica.com](http://www.astaamerica.com)  
770-874-1882



## I-Beam Sliding Doors

Sliding Doors with Ultra Glide Track & Trolley System. Heavy duty 6,000-lb. capacity and 115 MPH wind rated. Fully adjustable: up-down, in-out. Never drag, bind or come out of adjustment. Aluminum frame doors with easy latches. Plus, Incredible Swing Doors (shown). Electric screw-jack lift for ultimate safety. Aluminum frame, fully automated door system. Easily retro-fit.

[www.ibeamdoor.com](http://www.ibeamdoor.com)  
815-945-3667



## Diamond Doors

Diamond Doors offers quality bi-fold doors at competitive prices. The doors are equipped with greaseless hinge bushings, have an auto-locking option, and are the simplest bi-fold to install on the market. The door arrives on site completely assembled, painted, and wired. Diamond Doors has a responsive service team on call so installation can be efficient and problem free.

[www.diamonddoors.com](http://www.diamonddoors.com)  
866-325-7600



## Timberlane Garage Doors

Timberlane's premium garage doors are handcrafted for homeowners all across the country. From classic garage door designs to the ever-popular overhead carriage, trifold, and farmhouse styles, all can be crafted from an array of durable, long-lasting materials. Photo shown features our 308 Carriage Collection Garage Doors in white with windows.

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



### Midland Door Solutions

Midland Door Solutions offers hydraulic and bi-fold Architectural doors for a wide range of buildings. The doors are custom designed to meet your building's aesthetics while providing outstanding durability. A 5-to-1 safety factor ensures the doors' load carrying capacities exceed expected or actual loads, resulting in optimal safety. In addition, Midland's turnkey approach – working with you from design to installation – results in an ideal solution and fit.

[www.midlanddoorsolutions.com](http://www.midlanddoorsolutions.com)  
800-921-7008



### Wayne Dalton

Wayne Dalton Carriage House Style Model 6600 is built with durable steel and is a unique way to add curb appeal to a home. It provides the benefits of a steel garage door, including thermal efficiency and long-term durability, with the beauty of wood — thanks to its composite overlay. Wayne Dalton offers a variety of different textures, colors, windows and hardware options for a one-of-a-kind look.

[www.wayne-dalton.com](http://www.wayne-dalton.com)  
855-493-3667



### Trac-Rite Door

Trac-Rite offers doors for big sheds too! Our model 977 fits openings up to 14' wide by 16' tall. It features sturdy guides and a chain hoist system for easy opening and closing, and a redesigned wind lock system for smooth operation even in demanding applications.

[www.tracrite.com](http://www.tracrite.com)  
800-448-8979



**DOORS THAT WORK!**

960 E Cemetery Ave, Chenoa, IL 61726  
815-945-3667 • [ibeamdoor.com](http://ibeamdoor.com)  
[ibeamdoor@gmail.com](mailto:ibeamdoor@gmail.com)



### SLIDING DOORS

Heavy duty doors with minimal moving parts, maintenance free for decades of operation. 115MPH wind warranty sliding door with reputation unsurpassed to back it up. Outstanding heavy duty hardware, 6000# Ultra Glide trolleys, and EZ locking latches for ease of use for a lifetime.

### INCREDIBLE SWING DOOR

Strong aluminum frame for ultimate safety and operation. No need for bulky dangerous uncontrolled hydraulic power systems, these doors run with smart servo drives that control the motion, speed, and accuracy that's unmatched to anything else on the market.

# DOORS: WALK / SPECIALTY

SUPPLIES & SOLUTIONS



## MWI Components

MWI's doors will make the impression you strive for. Choose from thousands of color combinations for your Bale, Dutch or Arcadian Sliding Doors. MWI's completely galvaneal substrate doors come in double cross-buck or half-light options; the company also offers sliding doors in fully assembled or kit form. Finish your look with the Arcadian Sabre Slim, an exterior lockable, polished, chrome-plated handle. The keyed entry on 1-1/2" Split Sliding Arcadian Doors and interior latch functions will make your doors the talk of the industry!

[www.mwicomponents.com](http://www.mwicomponents.com)  
800-360-6467 ext. 5



**BAD JOKES.  
GREAT DOORS.**



## Plyco Corporation

If you're looking for a commercial, residential or agricultural door, Plyco has the right door for your construction projects. Contractors rely on Plyco for a comprehensive line of durable walk doors that meet today's building codes. Plyco offers pre-hung service doors individually packaged, pre-drilled for lock set, and insulated with injected polyurethane foam. Plyco walk doors are perfect for post frame, metal frame and commercial buildings.

[www.plyco.com](http://www.plyco.com)  
800-558-5895



## Shed Windows and More, Inc.

Shed Windows and More specializes in doors that are the specific sizes needed for outdoor buildings such as sheds, garages, barns, playhouses, and chicken coops. Starting in 2019 we also started featuring garage doors, roll-up steel doors, fiberglass and steel pre-hung doors, and decorative glass inserts for doors. All doors are processed in house. Our doors are of the highest quality, backed with 5-star customer service, excellent Google reviews, and quick shipping.

[www.shedwindowsandmore.com](http://www.shedwindowsandmore.com)  
843-399-1820



## Extrutech Plastics, Inc.

Extrutech All Weather Doors are corrosion proof, bright white, with a smooth flat 1-3/4" thick PVC door panel and solid PVC frame with a weather strip sealed edge. They are available as single and double doors, in standard or custom sizes, as well as replacement door panels to fit existing frames. For use in high moisture, salty, acidic areas where corrosion may be a problem, or for controlled environments such as car washes, dairies, laboratories and more.

[www.epiplastics.com](http://www.epiplastics.com)  
888-818-0118



## A.J. Manufacturing

A.J. Manufacturing builds high quality steel walk doors. Options include pre-painted white, clay, bronze or brown panel and frame, or fully stainless steel doors. A.J. doors are pre-hung in steel, aluminum or stainless steel frames with 4 x 4.5" fixed pin, or ball bearing hinges for 4-way universal swing, even with a foamed-in-place door lite or a deadbolt bore. The 1-3/4" doors are polyurethane foam injected for an R-12 insulating value.

[www.ajdoor.com](http://www.ajdoor.com)  
800-328-9448

# FASTENERS & ADHESIVES

SUPPLIES & SOLUTIONS



## Dynamic Fastener

Dynamic Fastener has added additional lengths to partner with their very popular 12-16x1-1/2" T-17 Hi-Lo fastener. Lengths are now available in 2", 3" and 4". All lengths are available with a T-17 point, Hi-Lo threads and a 5/16" hex washer head. This screw is used to attach up to 18 gauge sheet metal to wood. Screw can also be used to plug a previous #9 or #10 pole barn screw or anytime a slightly larger fastener is desired. Screw is available with a 9/16" outside diameter sealing washer or without. Also comes standard with our Dyna-Coat® 1000 hour salt spray premium coating.

[www.dynamicfastener.com](http://www.dynamicfastener.com)  
800-821-5448



## BECK America

The patented SCRAIL® ROOFLOC® System was developed to install metal roofing, siding, and interior liner panel quickly and efficiently. Eight times faster than traditional screws and two times faster than collated screws. This performance could only be achieved by the combination of the pneumatic FASCO® Roofing Installation Tool and the SCRAIL® ROOFLOC® fasteners. Decreases time installing screws. Eliminates the need to pre-drill eliminating metal shavings and pigtails. Creates a better watertight seal than traditional screws.

[www.beck-america.com](http://www.beck-america.com)  
800-239-8665



## S-5!

The S-5-NH 1.5 clamp is designed specifically for 1-1/2" nail strip profiles with a wider horizontal (base) dimension (≥ 0.475" and ≤ 0.800") and is an ideal mounting solution for VicWest Prestige, NewTech FF150 and similarly-dimensioned profiles. Featuring an innovative reversible "hinge" insert that forms to the shape of the seam to prevent damage, the NH 1.5 allows for a superior fit on these nail strip profiles, while offering optimal holding strength.

[www.s-5.com](http://www.s-5.com)  
888-825-3432



## Marco Industries

Marco's Ultra Pro 20 fasteners can stand up to the harshest elements in extreme conditions thanks to a proprietary heat-cured alloy coating that is applied to the entire surface of the fastener. This offers maximum adhesion and corrosion resistance. The dip/spin/cure process provides a premium paint finish that provides great color and durability in the field. Ultra Pro 20 is offered in metal-to-wood parts.

[www.marcoindustries.com](http://www.marcoindustries.com)  
1-800-800-8590



## Maze Nails

Maze is the exclusive manufacturer of Stormguard double hot-dipped Garage Door Jamb Seal nails, and Soffit and Fascia nails with a lifetime warranty against rust. In business since 1848, Maze offers a full line of painted nails to match manufacturers' colors. The thick, uniform zinc-coating is compatible with aluminum, and the strong steel shank drives much better than aluminum nails. Maze also has an entire line of stainless steel painted trim nails in over 200 colors. Proudly made in the USA in Peru, Illinois.

[www.mazenails.com](http://www.mazenails.com)  
800-435-5949



## Triangle Fastener Corp.

APS500® Advanced Polymer Sealant is engineered to produce superior adhesion to metal, coated metals, aluminum, zinc, brick, wood, PVC and most common construction materials. It is a class 50 sealant that provides exceptional movement capabilities compared to other class 25 sealants. It is NSF registered, UV resistant, paintable, and provides long-life performance. It is formulated to install in temperatures as low as -32°F. Available in 24 standard colors, and in smooth or textured finish.

[www.trianglefastener.com](http://www.trianglefastener.com)  
800-486-1832

# FASTENERS & ADHESIVES

SUPPLIES & SOLUTIONS



## East Coast Fasteners

East Coast Fasteners produces durable fasteners for all combinations of building materials. The Ply-Lo Extreme line of fasteners is designed for extreme environments. The Ply-Lo Driller is the latest innovative addition to the company's fastener line, designed to save contractors time and money. The patented Ply-Lo Driller features a design intended to be more forgiving than other fasteners. This means the tip is designed to reduce the likelihood of "walking" when fasteners are driven at a slight angle. Less walking means quicker and easier installation as well as a reduction in material damage and waste. The East Coast has fasteners available in colors to match virtually any panel in lengths of 1", 1-1/2", 2", 2-1/2" and 3".

[www.plyco.com](http://www.plyco.com)  
800-558-5895



## Titebond

Titebond WeatherMaster Metal Roof Sealant is specifically formulated to outperform all other sealant technologies, including silicones, tri-polymers and polyurethanes. This superior polymer provides a waterproof seal against water, wind, dust and dirt. It offers exceptional adhesion to Kynar-coated metal materials, along with standard metal, aluminum, steel, galvanized bonderized surfaces, plastics, and glass. Titebond WeatherMaster Metal Roof Sealant is available in over 50 colors, all of which match today's popular metal roof and metal siding colors.

[www.dynamicfastener.com](http://www.dynamicfastener.com)  
800-821-5448



## ST Fastening Systems

Woodbinder® fastening systems advance the thermal qualities, moisture control, and structural integrity of the building envelope. ST's Dual Solution Engineering is designed to match your roofing systems with both Kwikseal® MB professional and ZXL™ long-life solutions. The long-life ZXL is the only molded ZAMAC head with an encapsulated EPDM sealing system featuring a multi-layer barrier coating. The DurasealPlus® clear and the Powderful™ powder coating delivers three times the UV/Rust protection of wet paint. The Woodbinder® #12 T-17, the OSB Screw added to the system to address the need for greater strip out strength in OSB board, is also available in both a professional and long-life ZXL version.

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



## Direct Metals Inc.

Direct Metals Inc. (DMI) is a fastener manufacturer and master distributor of a wide range of building fasteners engineered for the metal roofing and post-frame building markets. DMI has a full line of post-frame fasteners, panel clips, clip fasteners, pipe flashings, ventilation and a full line of metal roofing accessories.

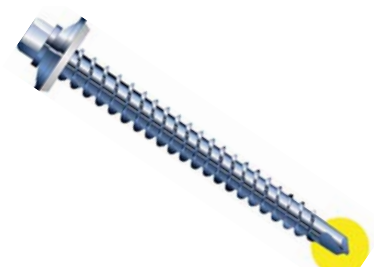
[www.directmetalsinc.com](http://www.directmetalsinc.com)  
855-800-8878



## Novagard

NovaFlex Metal Roof Adhesive/Sealant, a neutral cure silicone sealant, has excellent adhesion to all types of metal, provides permanent flexibility, and does not shrink or crack. It is a low-odor material and cures to a medium modulus, flexible, and durable rubber-like solid. It can be used on metal roofs, panels, and gutters. It is used most frequently as a seam sealant or joint filler in metal roof systems.

[www.novagard.com](http://www.novagard.com)  
800-380-0138



## Leland Industries

Mini Drill Points (MDPs) are the solution when fastening panels into wood or lightweight steel. MDPs deliver clean cut holes with no pig tailing, with industry leading pullout values. MDPs can drill up to 16 gauge and will not fracture Fiberglass or PVC panels. The High Hex Head provides stability during installation and our Flow Cone Washer will never leak. MDP's Low Profile Head is ideal for residential applications. MDPs can be powder coated to match the color and warranty of your panel.

[www.lelandindustries.com](http://www.lelandindustries.com)  
800-263-3393

# FOUNDATION & TRUSS PRODUCTS

SUPPLIES & SOLUTIONS



## Plasti-Sleeve Post Protection

First on the market by many years, Plasti-Sleeve literally created the foundation alternative category for post-frame construction. The clean fitting, easy-to-use, slide-on Post Protection sleeves provide the economical protection that many post-frame customers now expect. Quality black polyethylene plastic, more than 20 specialized sizes, and great pricing make Plasti-Sleeve a smart choice for post protection. Market leadership has continued with Short-Sleeve, for economical grade-level post protection, and Plasti-Skirt, an easy-to-use plastic skirt board protector.

[www.plastisleeve.com](http://www.plastisleeve.com)  
877-775-3383



## Rigidply Rafters

Glue-laminated arches, beams, posts, and timber trusses manufactured by Rigidply Rafters give beauty a completely new meaning. Rigidply also manufactures metal-plated roof and floor trusses, tongue-and-groove and V-groove decking, and offers a complete line of post-frame building materials to complete your project.

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



## FootingPad by AG-CO

FootingPad brand isolated post footings has introduced a 20" diameter footing. With over 300,000 sold, FootingPad has reduced the labor cost in thousands of buildings. These composite footings are lightweight and easy to use, saving labor and equipment wear and tear. The new 20" FootingPad has a load capacity of over 6,500 pounds and joins a line of four other sizes, with the largest, 24", carrying loads over 9,300 pounds!

[www.footingpad.com](http://www.footingpad.com)  
800-522-2426

## GreenPost Barrier Wrap

GreenPost Barrier Wrap from Planet Saver Industries is an affordable, all-in-one solution for in-ground post decay, treatment retention and uplift restraint. Green Post double-layer wrap is factory heat-sealed to the lumber, and delivered ready to install with uplift restraint notches. When used with cement, this technique provides maximum anchorage characteristics, resisting post withdrawal generated by wind load. It is non-toxic, environmentally friendly and termite tested.

Richland Laminated Columns LLC, Ohio, **419-895-0036**

Structural Glulam LLC, Pennsylvania, **717-355-9813**



## Starwood Rafters

Starwood Rafters' laminated wood products include Lam-Ply Truss, the company's most popular product. It combines plywood with glulams and dimensional lumber for stronger trusses that can be spaced farther apart. It can be used in many applications.

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



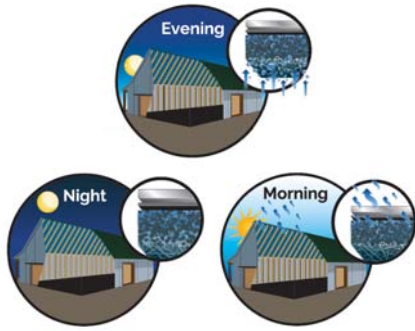
## Perma-Column LLC

Keep your reputation out of the dirt—stop building on temporary foundations. Your customers deserve permanent solutions. Perma-Column precast concrete columns outperform traditional wood posts and easily integrate into your current building process. For poured concrete foundations, Sturdi-Wall and Sturdi-Wall Plus Brackets simplify post-frame construction. Capitalize on post-frame construction done right. Perma-Column promises to help you "Build better, build stronger, build to last."

[www.permacolumn.com](http://www.permacolumn.com)  
260-622-7190

# INSULATION, MOISTURE CONTROL, VENTILATION

SUPPLIES & SOLUTIONS



## DRIPSTOP

DripStop is the absolute best way to handle condensation in uninsulated metal buildings; it fights condensation without insulation. Specially designed air pockets store condensation and hold it overnight, then it evaporates back into the air as humidity. Since it arrives on the job-site already installed, it is not only safer, but it saves the time and labor costs of installing insulation. DRIPSTOP protects the steel by adding a layer of protection from the corrosive elements found in livestock confinement.

[www.dripstop.com](http://www.dripstop.com)  
937-321-3000



## Plyco Corporation

Ply-Foil is a multi-layer, reflective insulation for use in specialty and standard construction projects. Two outer layers reflect 97% of radiant heat. Each layer of foil is bonded to a layer of polyethylene for strength. Inner layers resist conductive heat flow while a center layer of polyethylene gives Ply-Foil additional strength. Perfect for new construction or retrofit.

[www.plyco.com](http://www.plyco.com)  
800-558-5895



## MFM Building Products Corp.

Peel & Seal, manufactured by MFM Building Products, is the quick and easy solution for low-slope roofing for garages, sheds, and other out buildings. The self-adhering Peel & Seal membrane applies direct to the roof deck and requires no special tools, coatings or adhesives. Peel & Seal features a cross-laminated aluminum surface which is extremely durable and can be left exposed to the elements indefinitely. The product is available in Aluminum, White, Almond and Granite Gray and comes with a 10-year warranty.

[www.mfmbp.com](http://www.mfmbp.com)  
800-882-7663



## Covertch - rFoil

rFOIL 2500 Series reflective Insulation is a layer of polyethylene bubbles bonded to and sandwiched between a radiant barrier metalized foil and white polyethylene sheet. rFOIL is specifically designed to control heat gain/loss, and prevent interior condensation in all types of post frame, metal and metal-clad buildings. It provides the best defense against the radiant heat transfer that occurs commonly in building systems. The key is the aluminized surface which blocks 96% of radiant heat transfer.

[www.rfoil.com](http://www.rfoil.com)  
800-837-8961



## Hitz Halter from Hershey's the Metal Meister

Hitz Halter insulation is the choice for all below-grade applications. Its 3mil film on each side and termiticide-treated foam add long lasting value to your building. And the 4' x 24' fanfold sheets, with PEX and rebar spacings marked for you, make it a breeze to install!

[HitzHalter@HersheysMM.com](mailto:HitzHalter@HersheysMM.com)  
877-661-3030



## MWI Components

Infinity Shield™ is offered in standard rolls of 4' x 125' Single Bubble Foil/Foil, Double Bubble Foil/Foil, Single Bubble White/Foil and Double Bubble White/Foil. They also manufacture a no seam 6' x 125' and 8' x 125' roll version of all the available SKUs. Infinity Shield™ is extremely cost efficient and hassle-free. Additionally, the standard crushed edge tab (2") will result in simplified overlapping. Fall in love with their ultra-white bubble's more opaque finish — a result of additives throughout all layers of the bubble.

[www.mwicomponents.com](http://www.mwicomponents.com)  
800-360-6467 ext. 5



# MISCELLANEOUS

SUPPLIES & SOLUTIONS



## MWI Components

Ever heard the phrase, “easy-peasy, lemon squeezy”? Re-roofing has never been as “easy-peasy” as it is now with MWI’s Labor Saver! Eliminate the need to tear off your existing roof with this outstanding product! The Labor Saver is a light and durable, high-density, polyethylene foam (10 lbs./box). This cost-effective product eliminates wood furring strips that can lead to creased roof panels. Don’t get frustrated this roofing season; the Labor Saver’s 2 1/2” x 1/4” by 150’ rolls take two steps: roll across roof and tack down.

[www.mwicomponents.com](http://www.mwicomponents.com)  
800-360-6467 ext. 5



## Innovations Manufacturing, Inc.

Innovative IM Ramp System allows planks to be adjusted, removed or left in place. We have developed a series of shed products that have become very popular within the shed building industry. Contact one of our Sales Reps to learn how our products can help your manufacturing processes.

<https://im-inc.com/>  
303-321-0945



## Dynamic Fastener

Dynamic Fastener offers same day shipping of screws, anchors, flashings, safety equipment, hand tools, power tools and Dyna-Guard® Snow Retention System. Available in-house painting of screws and rivets, with one or two day lead time. The company’s free 140-page, full color tool and fastener hand guide provides engineering data and details product offerings.

[www.dynamicfastener.com](http://www.dynamicfastener.com)  
800-821-5448



## identiGROW

Your product is your best advertisement — that’s why product identification works to build your business. 3D plastic plates are an economical and dressy plate that is a compelling choice. Custom sizes, shapes and colors create a stunning plate that compliments your business, and long after the color fades, the imprint is still legible.

[www.identigrow.com](http://www.identigrow.com)  
540-283-9193



## Roofhugger, Inc.

Roof Huggers are 10’ long, tested, high strength, structurally correct, 16 gauge, 0.060” min., G-90, 50 KSI, “Z” shaped sub-purlins, specifically notched to let the ribs of any existing metal panel pass through the vertical leg of the “Z”. This unique retrofit system allows any new metal roof to be installed over an existing metal roof without its removal, saving time and money, and allowing for thermal upgrading of the existing building.

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



## Indiana Warm Floors

Scott Patton, owner of IndianaWarmFloors.com radiant heat systems has been in business since 1979. Radiant is the best for comfort and efficiency in residential, commercial and farm projects. Pole barn houses use Combi boilers for heat and hot water. Snow Melt systems are very popular, as well. Pex tubing, placed 9”-12” off center and the Glycol solution is heated with gas or electric. Systems are installed, or provided as a kit, to builders and contractors in the Midwest and beyond.

[www.IndianaWarmFloors.com](http://www.IndianaWarmFloors.com)  
260-668-8836

# PAINTS, STAINS, COATINGS

SUPPLIES & SOLUTIONS



## PPG TrueFinish Industrial Coatings

For over 135 years, PPG has built a strong reputation as a global coatings leader. Our AQUACRON® 200 semi-transparent urethane and Aquacron 100 solid-color coatings deliver excellent exterior protection and exceptional color retention in a variety of pre-mixed colors or over 1,800 PPG THE VOICE OF COLOR® custom hues. PPG delivers more than world-class coatings. Unlike many shed and barn coatings manufacturers, we provide world-class technical support, on-site application training and color matching services.

[ppgtruefinish.com](http://ppgtruefinish.com)  
866-774-8783



## Beckers Group

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

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



## Daich Coatings

The revitalized Terrazzo™ line of real stone coatings for concrete, masonry, linoleum, vinyl and tile surfaces includes a heavier stone filling for higher durability. The Daich Coatings decorative granite resurfacer comes in Silverado, Pearl Grey, Moonscape, Café, Glacier and Tangiers. Self-priming Terrazzo can be used on basement or garage floors, walkways, porches, pool decks and patios. The real stone coating resists hot tire pick up, impact, salt, mold, water and mildew.

[www.daichcoatings.com](http://www.daichcoatings.com)  
866-463-2424

## PRODUCT RECALL

### Northern Tool & Equipment Recalls Powerhorse Portable Generators

Northern Tool & Equipment has recalled about 3,640 Powerhorse 13000ES Portable Generators (Model #799215) due to a shock hazard.

The gasoline generator is blue with white Powerhorse logos, a black frame and two wheels. Powerhorse 13000ES is printed in white on the top front. Serial numbers for the recalled generators are listed in the chart below. The serial number is located on the lower left of the frame.

The generators were sold at Northern Tool & Equipment stores nationwide and online [[www.northerntool.com](http://www.northerntool.com)] from July 2016- September 2020 for about \$1,850.

| Model Desc. | Serial # Range        |
|-------------|-----------------------|
| 2016 Units: | 205160001 - 211160248 |
| 2017 Units: | 210170001 - 211170248 |
| 2018 Units: | 206180001 - 211180124 |
| 2019 Units: | 208190001 - 211190124 |
| 2020 Units: | 203020001 - 208200124 |

Consumers should immediately stop using the recalled generators and contact Northern Tool & Equipment to schedule a free repair by an authorized dealer.

**GSCB**



## Dynamic Fastener

Drop-Stop® sealer was designed for application to metal roofs and problem areas such as gutters and expansion joints. Drop-Stop® can easily be applied over sloped, contoured surfaces and will give long-lasting, colorful protection. Made from select synthetic rubbers, Drop-Stop® is applied as effortlessly as heavy-bodied paints and stretches and recovers to bridge roof joints in which thermal movement can be expected. With 1,500 PSI tensile strength and 600% elongation capabilities, the product can single-handedly tackle most metal repairs.

[www.dynamicfastener.com](http://www.dynamicfastener.com)  
800-821-5448



## Sherwin Williams Coil Coatings

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

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

# ROOF PANELS, WALL PANELS, SIDING

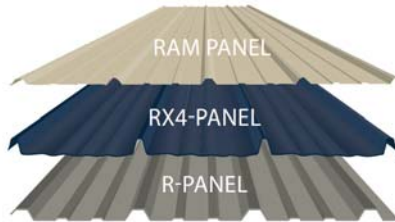
SUPPLIES & SOLUTIONS



## Hixwood Metal

No matter what the size of your next project, Hixwood has your back. We run the largest, most efficient machines in the industry. Whether you need roof panel, wall panel, or trim, we will get you what you need — fast. Whether you are looking for custom metal on a commercial, industrial, recreation, or agriculture building, we will trim for any application and any size. No one does metal like Hixwood. We stock more, bend faster, and cut closer.

[hixwoodmetalinc.com](http://hixwoodmetalinc.com)  
715-644-0765



## Ramco Supply

Ramco Supply manufactures metal roofing panel systems. Standing seam roof profiles, exposed fastener and concealed fastener panels are available in a variety of substrates, gauges and colors, along with accessories, including DripStop. Ramco has developed a unique system that allows same-day pick-up of custom length metal roofing and siding, or Ramco can deliver and unload on-site in 48 hours. Save money by completing your project more quickly and easily with less damage!

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



## Graber Post Buildings, Inc.

Graber Post Buildings is excited to announce the release of the Board & Batten siding panel. It provides the classic look of wooden board and batten with the strength and longevity of a steel siding system. We offer this in all 28 color options in 26 gauge.

[www.GraberPost.com](http://www.GraberPost.com)  
800-264-5013



## Union Corrugating Company

Since 1946, Union Corrugating has been an industry leader in providing metal roofing products, supplies and wall systems for residential, commercial and agricultural applications. Our current residential and agricultural metal roofing options include MasterRib, ValuRib, Corrugated, 5V, SL150, Advantage-Lok II, FL100, Union Rib, TS-324, Trapezoidal Panel, 7/8 Corrugated, R/PBR/IR Panel, M Panel, SL175, ML150, and ML200. We also offer a full range of metal structural framing components including Cees, Zees, Receiver Channel and Eave Struts.

[www.unioncorrugating.com](http://www.unioncorrugating.com)  
888-685-7663



## Petersen | PAC-CLAD

PAC-CLAD exposed fastener panels allow for design flexibility in a cost-effective yet architecturally attractive metal panel. Multiple rib patterns, widths and gauges are offered. Panels come in 46 standard colors plus custom colors if desired.

[www.pac-clad.com](http://www.pac-clad.com)  
800-PAC-CLAD



## Qora Cladding

Now available – Integrated Corner Accessory. Seamlessly integrating with the Qora panel, this matched outside corner features alternating left and right patterns to stagger joints. This helps to seamlessly integrate Qora cladding around edges and provides even more structural integrity. The integrated corner will provide a continuous, inline corner pattern which matches traditional stone masonry patterns.

[www.qoracladding.com](http://www.qoracladding.com)  
301-223-2266

# SNOW & RAIN MANAGEMENT

SUPPLIES & SOLUTIONS



## SS Snow Stoppers

SS Snow Stoppers act as a restraining system that holds ice and snow in place, allowing it to melt away without the fear of sliding off of your roof. When installed properly, a barrier is created that does not distract from the aesthetics of your roof, but is still very effective at stopping an avalanche. RMG Premium and SS G Classic Snow Stoppers are 14-gauge stainless steel and come in 28 powder coated colors to match your roof.

717-598-0312



## AceClamp

Snow Titan® is a commercial-grade, heavy-duty alternative to our popular and easy-to-install Color Snap® snow retention system. Snow Titan utilizes the already familiar non-penetrating AceClamp® sliding-pin clamps and snap-in ice flags but delivers almost twice the strength and holding power of conventional snow retention systems. Constructed with non-corrosive materials such as stainless steel and aluminum, Snow Titan is built with durability in mind and can handle snow loads on roofs with up to 42" spans.

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



## DoorBrim

DOORBRIM manufactures stylish rain diverters that eliminate common leak issues and extend the life of doors and hardware. Custom sizes are available for all door and window configurations. Our products have an 8" projection, are easily installed and come in three UV-coated colors. Paintable and proudly "Made in the USA."

[www.doorbrim.com](http://www.doorbrim.com)  
754-400-1357



## S-5!®

ColorGard by S-5! with Versabacket 47, designed specifically for exposed-fastened metal roofs, is the only snow retention system on the market designed and engineered on a site-specific basis. ColorGard provides the safety you need while complementing the look of your roof, with a clean appearance and perfect color and finish-matching, designed to last the life of the roof. Extensively tested for load-to-failure results, ColorGard comes with an industry-leading, limited lifetime manufacturer's warranty.

[www.s-5.com](http://www.s-5.com)  
888-825-3432



## Dynamic Fastener

Dynamic Fastener's Dyna-Guard® snow retention system is designed to be used on virtually any style metal roof. Dyna-Guard® is an 8' long extruded aluminum rail with a T-shape profile. Dyna-Guard® is installed by attaching non-ferrous clamps or mounts to a metal roof and bolting or screwing the system to clamps or mounts. Eight Dyna-Clamps® with round-point stainless steel set screws and Sno-Dams® are also offered. Sno-Dams® attach to the back of Dyna-Guard® and inhibit snow and ice from sliding underneath.

[www.dynamicfastener.com](http://www.dynamicfastener.com)  
800-821-5448



## ST Fastening Systems

ST Fastening Systems offers Snow Trax snow retention guards for exposed fastener roofs and the MRC Snow Trax roof clamp for standing seam roofs. The Snow Trax is 16 gauge 304 stainless steel available in more than 20 powder coated colors. Its adhered rubber gasket eliminates the need for additional sealant. The MRC is extruded aluminum, and a colored rail slides through the clamp grooves to provide maximum protection from snow and ice.

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



## Shed Suite

Shed Suite is a simple to use dealer and order management tool for shed companies. Shed Suite has integrated credit card processing and text to receive digital signatures and orders. Live demonstrations are available with the founder, Jason Graber.

<https://shedsuite.com>  
941-877-0427



## IdeaRoom Inc.

Your customers deserve a world-class buying experience. You deserve a thriving online business. Step up your game with 3D sales tools that produce higher conversion rates, reduced sales costs and higher average sales prices. Solutions for the shed, carport and building industries.

[www.idearoom.com](http://www.idearoom.com)  
208-954-8570



## SmartBuild Systems

SmartBuild is a software system that empowers users to create custom designs for post-frame structures. SmartBuild uses cutting-edge technology to deliver complete 3D interactive input in a user-friendly web-based environment. Users are guided through a simple, menu-driven set of prompts to design any custom building. SmartBuild automatically creates framing, sheathing and trim cut lists, material lists, pricing, and drawings to make ordering materials streamlined.

[www.smartbuildsystems.com](http://www.smartbuildsystems.com)  
303-579-6277



## AppliCad USA Inc.

AppliCad has developed software for simplified roof modeling in 3D that results in comprehensive cladding material and labor take-off, client proposals, and job planning. The software creates complete material lists, cutting lists, workshop details, supplier orders, and a labor summary at the click of a mouse button. With 25+ years experience and software in 148 countries, AppliCad knows how to do estimates for metal roofing and wall cladding, including all associated trim and accessory items.

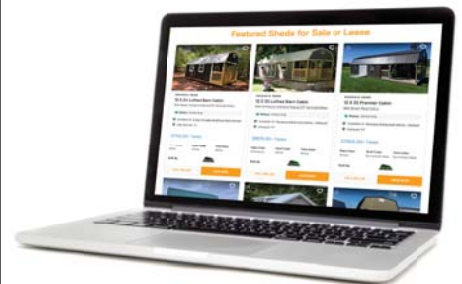
[www.appliacad.com](http://www.appliacad.com)  
561-748-0545



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We design and sell a full-featured ERP system that focuses on the building materials market. Our software is designed from an operations standpoint and is exceptional at improving our clients' efficiency and accuracy across all aspects of their business.

<https://goparagon.com/>  
866-971-0940



## ShedHub

Are you looking for ways to simplify marketing or streamline office tasks? At ShedHub we help growing shed businesses manage their growing pains. Imagine getting back more of your day with a remote assistant, or staying on top of customer service with automated process tracking and customer alerts. ShedHub is designed with both modern and Amish/Mennonite businesses in mind.

[www.shedhub.com](http://www.shedhub.com)  
415-915-7433



## Acu-Form

Acu-Form Trim Roll Formers produce precise parts in a variety of profiles, including custom matches. Our machines are built for longevity and ease of operation. All our forming dies are made from D2 tool steel for a longer wear life. The ease of operation and accurate production save you time, which is money. These machines can be powered by electric, hydraulic or mechanical.

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Malco Tools' TurboShear for Corrugated Metal cuts corrugated mild steel with ease! This versatile and portable TurboShear easily attaches to any drill to make easy cross cuts, fast lengthwise cuts, even circular and square outlet cuts in large or small pattern corrugated metal roofing and most trapezoidal (box) pattern metal roofing panels.

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The Knudson Mfg., Inc. KFS-1420E FRAMEMAKER® light-gauge steel stud/ track roll former provides framing contractors and fabricators with highly cost-effective versatility. Web widths from 3.63 to 12.00-in. Flange heights from 1.63 to 2.50-in. 20 to 14 ga. – Grade 50 galvanized steel. Running line speeds up to 120-ft./min. A library of over 30 in-line punch tools – to include slots, rounds, and dimples. Tackle all your framing needs!

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ASC's Lap Siding rollforming is featuring a Heavy Duty Rollformer with cast stands and a hydraulic Post-Cut Shear. This set up allows the production of panel down to a length of only 1 foot! Optional items for this line include Remote Access for Up/Download of Orders and Remote Support, Bundle & Coil Tag Printer with Scanner, Stacking Systems and much more.

[www.ascmt.com](http://www.ascmt.com)  
509-534-6600



## Marion Manufacturing

Marion Manufacturing adds the value to the metal by designing, fabricating, and installing custom manufacturing and production machinery. Marion specializes in metal-forming equipment such as roll formers, uncoilers, shears, stackers, etc. Marion Manufacturing also offers a full-service machine shop and re-tooling and service on other brands of equipment.

[www.marionmanufacturing.com](http://www.marionmanufacturing.com)  
888-865-8740



## ToughTradeTools, County Line Concepts

Better and safer tools for contractors is the aim of County Line Concepts. The RidgeLine and RidgeLine 9 were introduced in 2019. They are oversized protractors for making precise cuts of large building materials such as metal and wood. Manufactured in the U.S., the RidgeLine 9 is mounted on a HDPE body and used to mark angles on 9" on-center metal panels, with extendable arms capable of "0" to 12/12 pitch, rotating left or right. The RidgeLine is used to mark angles from "0" to 12/12 pitch on any flat material, also rotating left or right.

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



### Roll Former Corporation

Since 1978, Roll Former seamers have a history of quality and durability. Our seamers produce perfect seams on all materials from 12 oz. copper to 24 gauge Kynar-finished Galvanize/Galvalume at 30 fpm without damage to the material. They can seam NTM, Knudson and ESE profiles! The Model SSX will form a complete double-lock standing seam with a single pass. Our exclusive nose switch cuts the unit off if it comes to the edge of the roof, eliminating expensive and time-consuming accidents.

[www.rollformercorp.com](http://www.rollformercorp.com)  
215-997-2511



### AMS Controls

AMS Controls develops advanced hardware and software technologies that increase profitability and productivity for the metal forming industry. AMS Controls' customers include some of the largest metal processing operations, including those producing metal buildings, metal roofing, light-gauge framing, fenestration, custom roll-formed parts, HVAC ductwork, and more. With over 14,000 installations at more than 4,500 locations worldwide, AMS Controls sets the standard for operational efficiency in the metal form.

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



### Cardinal Manufacturing

At Cardinal, we're all about making your day easier. Whether it's the Mule 413 with its history of rugged reliability or the Mule 737T with its extreme power and flotation, you'll find the Mule to fit your needs. The new Mule 628T offers 16.6% more power than the Mule 624T, along with several brand-new innovative features. As always, our highly acclaimed service/tech team stands behind our products. We're here for you.

[www.cardinalmanufacturing.com](http://www.cardinalmanufacturing.com)  
888-323-8737



### Bradbury Company

The Bradbury B.O.S.S.™ Series is a state-of-the-art roll former and closed-loop servo shear with speeds up to 300 FPM and accuracy of 1/16". The B.O.S.S.™ can be close coupled to a new or existing roll former and is the leader in high production panel line roll forming.

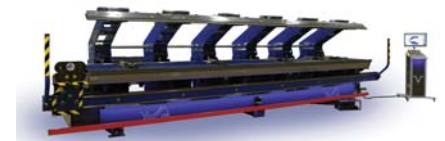
[www.bradburygroup.com](http://www.bradburygroup.com)  
620-345-6394



### Metal Plus LLC

Metal Plus, LLC continues to create and develop metal roofing tools in order to create a safer and better workplace for our industry. We now offer three brackets which are second to none: The Ultimate Bracket, The Big Boys and The Roofer's Helper. Installation of Standing Seam Metal Roofing has never been so fast, efficient and comfortable. We've also revolutionized the industry of anchor points with our newest product the Universal Safety Anchor (USA)!

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



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# WINDOWS, SKYLIGHTS, DAYLIGHTING

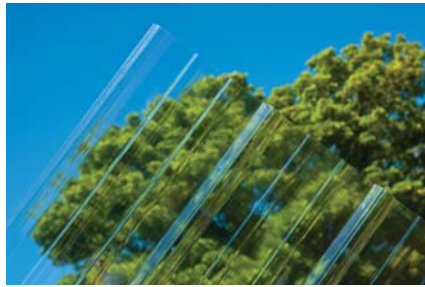
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Available direct from the manufacturer TUFTEX brand polycarbonate and PVC panels offer a variety of solutions for your garage, shed, carport or other home projects. TUFTEX is made in the USA, by Onduline North America. Polycarbonate panels are backed by a 10-year warranty. All panels are lightweight, easy to install, and also available in 9" OC Ag Panel and 12" OC R Panel profiles (38" wide, 36" of coverage and lengths from 2.5' to 24').

[www.us.onduline.com/pro](http://www.us.onduline.com/pro)  
540-898-7000



## Shed Windows and More, Inc.

Shed Windows and More specializes in windows, skylights, and decorative windows that are the specific sizes needed for outdoor buildings such as sheds, playhouses, and chicken coops. We also offer windows, garage door windows, and decorative windows that are sized for home installation. Our doors are of the highest quality, backed with 5-star customer service, excellent Google reviews, and quick shipping.

[www.shedwindowsandmore.com](http://www.shedwindowsandmore.com)  
843-399-1820



## Direct Metals Inc.

Direct Metals Inc. (DMI) distributors have the flexibility to offer many choices in daylighting options including profiled and flat monolithic translucent panels. Profiled panels are available in different strength ratings and thicknesses: 1.0mm, 1.5mm and 2.0mm. Custom panel profile-matching technology is available to your customers where DMI can create a custom translucent panel using your CAD drawing (minimum orders apply). All panels are co-extruded with UV protection and offer a 10-year warranty against loss of light transmission due to yellowing and against hail damage.

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855-800-8878



## A.J. Manufacturing

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# Speed Up Drying Time

For Best Results, Add Air Movement and a Little Heat

BY JAMIE WHITE, PPG SEGMENT SPECIALIST

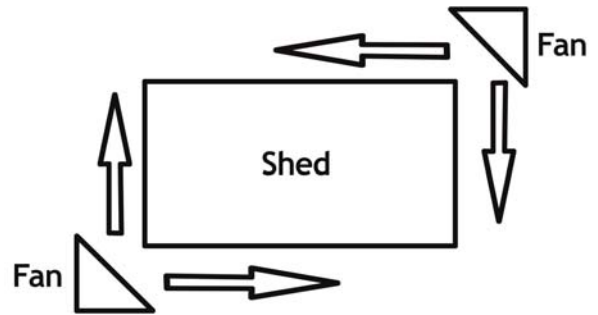
**I**s painting your sheds the bottleneck in your shop? Do you wish you could move them out faster or put the roof on sooner? Do you ever feel like you are just sitting around watching paint dry?

So what is the key to speeding up the dry time of your waterborne urethane and/or waterborne acrylic coating? The two main factors that affect the drying times of water-based coatings are cold temperatures and high humidity. Heat would seem like the best way to counter these two factors and it will definitely help, but it is not the most cost-effective tactic. The most efficient and cost-effective way to speed up the drying time of your shed coatings is air movement.

Water-based coatings dry via the evaporation of the water and solvents in the coating. When you spray a shed in your paint bay, you are not only coating the shed with moisture, you are also filling the air with moisture. This makes it difficult for the water in the coating to evaporate because the air is saturated with water.

To alleviate this, you can turn on fans pointed at the shed on multiple sides. This breeze across the surface will help draw the moisture out of the coating, which, in turn, will help it dry.

So what role does heat play? Generally speaking, heat is still important because the warmer the air is, the faster the coating will dry. However, it is not always easy to consistently and efficiently raise the temperature in your paint bay. If it is August in Alabama, you can just roll the shed outside after painting, but, if it's winter in Minnesota, that approach will not work and heating can become costly. The good news is, if you can get your paint bay to 60-70°F and have good air movement across the coating, you will drastically improve your dry times. This, in turn, will help alleviate bottlenecks and make your production more efficient.



Take a look at the graphic. We have found this to be the simplest way to increase air movement around your buildings. By aiming two fans at opposite corners, you can create a breeze across all four sides. The larger the fans, the better. Try to keep the fans at a minimum of 3' from the coated surface. If you combine this setup with the best heat you can provide, then you will see success. Make sure you speak with your PPG TrueFinish Specialist to check for proper application temperatures. In general, most water-based acrylic paints can go down to 35°F, but keep in mind that is generally meant to be the low temp and rising, not the high temp and dropping. Most water-based urethanes require 50°F and rising. You must also ensure that air is moving across all coated sides. Many times we see shops with a single fan mounted from the ceiling or only one fan available on the ground, which means only part of the shed is catching a breeze. Any dead area on the side of a shed will continue to dry slowly.

If you have any questions or would like additional information on this topic, please reach out to your local PPG Representative. **GSCB**

*To better understand how to get the best coatings system, contact Jamie White (jamiewhite@ppg.com), who will put you in contact with a PPG Truefinish Specialist in your market.*

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