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# Plea For 2 Minutes

## How You Can Help Open The Country Back Up

Dear readers, advertisers, exhibitors and attendees,

Regulations issued by the State of Indiana force us to postpone the Garage, Shed and Carport Builder Show, scheduled for South Bend in February, until November 4th and 5th. We will be at the same venue in November, with the same hotel. The Century Center and the Hilton Doubletree have both been extremely supportive and helped as much as they can.

Several decrees were a challenge. Besides the now-common ridiculous limits on occupancy, the forms required the names and contact information of either myself or my staff to the kings, queens, emperors or commissars of Indiana and St. Joseph County so they would have some individual to hold accountable for violations. I personally have had enough of these arbitrary and baseless restrictions.

I do not believe I am the only business person that feels this way. My decision was: Is it worth the time it would take to identify my officials and write a letter (or call) to express how angry and frustrated I am with the current situation?

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- There is also a button on many if you prefer to call rather than email

- Complete any required contact information on the web page
- Paste the letter.

The letters are on page 38-39 so you can see the options we have prepared. Please, feel free to use any of this information in any way you like. Share the link. Rewrite the letter to fit your opinion.

We are in a position that requires some action. To help other business owners, we have tried to make this fast and simple enough that you cannot say no. **GSCB**



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**SPECIAL SECTION**

**40** Virtual Garage, Shed & Carport Builder Show



**Next Issue:**

- Building Big: Fabric Buildings & Long-Span Trusses
- Synthetic Decking and Building Materials
- Cupolas & Ornamental Accessories

## Show Off Your Sheds In April

The biggest thing that has happened here at Garage, Shed & Carport Builder magazine since our last edition is we've had to postpone our first show. The Garage, Shed and Carport Builder Show was originally scheduled to take place February 4-5, but due to restrictions from the State of Indiana and St. Joseph County, we've rescheduled the show to November 5-6. It will be held at the Century Center in South Bend, Indiana.

At some point, we'll all be able to hit the road again and attend trade shows. (I really miss visiting with builders and manufacturers face to face!) When that time comes, you'll no doubt want to know how to best handle trade show tax write-

offs. (See the article starting on page 24.)

Since this issue should have been the show preview issue, focusing on all the exhibitors you would see at the South Bend trade show, we felt it fitting to launch a "virtual" show. Beginning on page 40, you can learn about what the exhibitors have to offer. As part of each company's profile, you'll see a Quick Response (QR) code. Scan the QR code with your smartphone to visit that company's "virtual booth" online. Each booth is unique, and may include images, additional product details, videos, and more.

In the April edition, we'll hold a different kind of exhibition ... I invite each of you to submit one of your sheds to be published in our Projects and Products issue. The Product Profiles will return and

be featured with a gallery of shed projects. From Adhesives to Ventilation, we will show you products in more than a dozen different categories.

All shed builders are welcome to submit projects for publication. What we need: Three to five clear photos, specific materials used, shed size, location, and a brief description. [If you like, you can download this form, which will prompt you for all the info we need: <https://bit.ly/35yGJy9>.] Feel free to contact me with questions.

If you would like to share your experiences and opinions with me — either on or off the record — feel free to call, write, or email. (My contact info is on page 5.)

Until next time, be well.

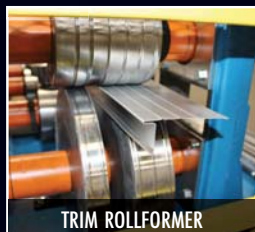
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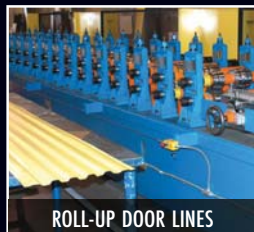
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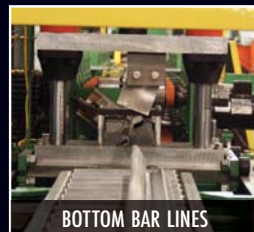
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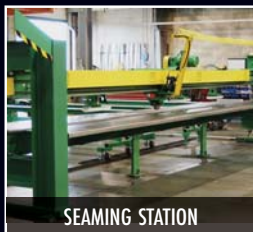
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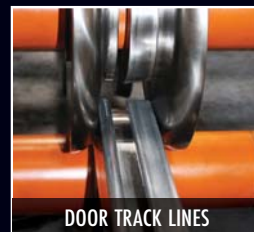
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**Access Garage Doors Expands**

Access Garage Doors has announced its expansion in the Midwest and Southeast with two new franchises. The company, which has more than 15 years

of experience in residential and commercial garage door repair and installation, has grown its presence in Ohio with the addition of the franchise Access Garage Doors Cleveland West, in Ohio.

Franchise owner Rick Boettcher is excited to work with a brand that's an essential business, especially during the pandemic. "Anyone who starts a business in 2020 knows it's a gamble," said Boettcher. "But that goes with being an entrepreneur. As an essential business, I know that our services will always be required and never be outsourced to another country."

The company has also announced Marty Dillard as its newest franchise owner of Access Garage Doors of South Nashville, Tennessee.

Dillard left a career in electronics and robotics research and development to pursue his entrepreneurial aspirations. "I chose Access Garage Doors because it's a young and affordable franchise with a lot of growth potential," said Dillard.

Access Garage Doors offers homeowners services on garage door opener systems and garage doors, as well as a wide selection of high-quality new garage doors and openers. Access Garage Doors is a Master Authorized Clopay dealer and an Authorized Service Provider for Lift-Master, Home Depot, Genie, and Clopay.

**Nova USA Wood Products' Marks 15th Anniversary**

Nova USA Wood Products recently completed its 15th anniversary reporting a 100 percent increase in year-to-year sales revenues for its proprietary wood stain and fastening products. Launched in 2005 as a manufacturer and distributor of premium tropical hardwoods, the company has continually expanded its presence nationwide through the ongoing introduction of products like its proprietary line of ExoShield Wood Stains, ExoClad Rainscreen QuickClips and ExoDek QuickClip Hidden Deck Fasteners.

"Over the past 15 years, we've dedicated ourselves to the deep understanding of the exotic wood needs of our customers and high-end markets they serve," says Steve Getsiv, president and CEO of Nova Products Inc.

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**Universal Supply LBM Announces Additions**

Distributor of specialty building materials US LBM ([www.uslbn.com](http://www.uslbn.com)) has announced expansions in Southeastern Pennsylvania, southern New Jersey, and the New York metro area. One of the largest building products distributors in the United States, US LBM offers a comprehensive portfolio of specialty products, including windows, doors, millwork, wallboard, roofing, siding, engineered components and cabinetry.

US LBM has opened a new roofing and siding location in Yeadon, Pennsylvania. The location is US LBM's tenth new roofing and siding focused greenfield to open since 2018. US LBM opened a similar roofing and siding focused location in nearby Kimberton, Pennsylvania, in 2019.

“Roofing and siding continues to be a strong specialty category for US LBM, and this new location further expands our reach and product offering in Southeastern Pennsylvania and the Delaware Valley,” said US LBM Chief Development Officer and Universal Supply President Jeff Umosella. The new location will operate as part of US LBM's Universal Supply division.

US LBM expanded its presence in New Jersey with its acquisition of Tri-County Building Supplies. Founded in 1964,

Tri-County Building Supplies operates multiple locations in southern New Jersey, including a 14-acre flagship location in Pleasantville that includes a showroom and 60,000 sq. ft. of warehouse space. Tri-County is a leading provider of lumber and specialty building materials, including roofing, siding, wallboard, insulation, millwork, hardware, cabinetry, interior and exterior doors, windows and stair rail installation, to professional customers and homeowners in southern New Jersey.

Tri-County Building Supplies will operate as part of US LBM's Universal Supply Company, which has more than 20 locations across the Mid-Atlantic, including New Jersey, Connecticut, Maryland and Delaware.

“Universal Supply Company and Tri-County Building Supplies have complementary operating models and share the same principles of providing superior customer service and a wide catalog of products to building professionals,” said Umosella.

US LBM reported it strengthened its presence in the New York metropolitan tristate area with the acquisition of Ridgefield Supply Company in Ridgefield, Connecticut. Founded in 1883, Ridgefield Supply operates an 89,000-sq. ft. facility in Ridgefield, which is comprised of a lumberyard, warehouses, a hardware

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

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and paint store, window and millwork showrooms and an employee training center. Serving customers in Fairfield County in Connecticut and Westchester County in New York, Ridgefield Supply's product mix includes lumber, paint, windows, doors, millwork, decking and interior and exterior trim. Glen Albee will continue to lead Ridgefield Supply's day-to-day operations as president.

**MFM Building Products To Celebrate 60th Anniversary**

MFM Building Products (www.mfmbp.com), a manufacturer of a full envelope of waterproofing and weather barrier products for the building industry, will be celebrating the company's 60th Anniversary in 2021.

MFM Building Products was founded in 1961. Initially, the company manufactured products used for wrapping underground pipe to protect from water penetration and pipe contents becoming contaminated. Over the years, MFM expanded this technology to develop sealing and waterproofing products for use within the building envelope. In July 2017, MFM became an ESOP company and still holds true to its original core values.

Today, MFM manufactures a wide array of weather barrier products that include low-slope roofing membranes, roofing underlaments, window and door flashing tapes, multi-purpose waterproofing membranes, specialized waterproofing tapes, and HVAC duct and pipe wrap.

The company's exterior, waterproof-



MFM Building Products headquarters is located in Coshocton, Ohio. PHOTO COURTESY OF MFM.

ing membranes are self-adhering and self-sealing for ease of installation and complete waterproofing protection.

MFM products are manufactured in the United States and sold through an extensive distributor network around the globe.

**S-5! Receives 2020 Industry Advocate Award**

S-5!, a leading authority on metal roof attachment solutions, has been awarded the 2020 Gold Level Industry Advocate Award for outstanding service, participation and support of the Metal Building Manufacturers Association (MBMA).

Accepting on behalf of the S-5! team was CEO and Founder Rob Haddock at the virtual MBMA annual meeting and awards presentation on Dec. 8.

Haddock, a well-known metal roof consultant, technical author, speaker and inventor of the non-invasive clamps for fastening accessories to standing seam metal roofs, was awarded for his time, expertise and advocacy of MBMA and the entire metal building industry.

Among the 10 companies who were presented with gold, silver and bronze level awards, S-5! earned top-notch gold recognition and was recognized for its exceptional commitment to promoting and enhancing MBMA initiatives, including participation in MBMA committees, advocacy efforts to enhance the metal building systems industry, attendance at MBMA educational and promotional events and safety program participation.

**CD Smith Building New CornBoard Facility**

Construction management firm C.D. Smith Construction, Inc. (C.D. Smith) is building a carbon negative manufacturing facility for Corn Board Manufacturing, Inc. The facility, which will be located in Sac County, Iowa, will convert corn stover biomass — leaves, stalks and husks — into an environmentally-friendly engineered pressed board called CornBoard™.



The new facility will be located in Sac County, Iowa. CornBoard is an alternative to pressed wood construction materials. PHOTO COURTESY OF CD SMITH CONSTRUCTION/MCMAHON ASSOCIATES, INC.

Corn fields show great potential as a renewable forest. Corn stover is plentiful and available after every harvest each year. If 20% of the available corn stover in Iowa was pressed into 4'x8'-half inch thick panels, it would cover 251,212 football fields or 332,182 acres.

CornBoard™ is a pressed wood alternative produced by taking overabundant and underutilized bio-mass material from corn stover and turning it into a building material that is an economical and environmentally responsible alternative to pressed wood products, such as pallets, furniture, plywood alternatives, skis, snowboards and building materials. CornBoard™ was developed, refined and patented by researchers at the University of Illinois.

"The leading-edge nature of this project appeals to us," C.D. Smith's President and CEO, Justin Smith says. "Our involvement speaks to our desire to be on the forefront of innovation and an industry leader in environmentally sustainable construction. We're excited to be part of this transformational effort."

"We're looking at the big picture," shares Corn Board Manufacturing, Inc.'s CEO, Lane Segerstrom. "The time has come for business to adapt and deliver life's essentials in a nature-positive way. This project is a collaborative effort between like-minded organizations who are striving to do the right thing for our environment and our communities. Bringing quality jobs and economic development to Rural America through this carbon negative plant is extremely exciting." **GSCB**

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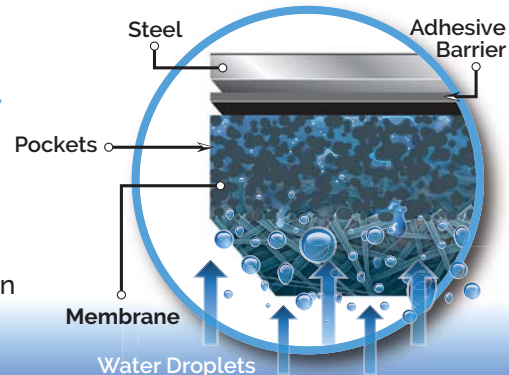
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# On The Other Side Of Chapter 11

Navigating Through a Supplier's or Customer's Business Woes

BY GARY REICHERT, PUBLISHER

**T**he year 2020 was an interesting year. Even if everything goes smoothly for the next few months and the world transitions back to “normal,” there will be long-term changes to the business climate and society in general. Anyone who has ever spoken to me knows I am not bright enough to predict what those changes will be, but smarter people have predicted a future that makes sense.

According to the Wall Street Journal, companies borrowed heavily to survive the stress from COVID-19 and will start

to feel the pressure of the increased debt load in mid-2021.

A lot can happen between now and six months from now, but experts are predicting an increase of up to 25% in Chapter 11 filings. Having witnessed two such filings recently, both on opposite sides of the filing, there is some real-world insight I would like to share.

**Obligatory disclaimer:** I am not and never wanted to be a lawyer. The following are reflections from my recent personal experiences — nothing more. This does not constitute legal advice. All situations are unique, and my experi-

ences may or may not apply to your situation. Any decisions you make are yours, and you assume all the risks and benefits associated with them. (Maybe I should have been a lawyer...)

## **Bankruptcy: One Size Does Not Fit All**

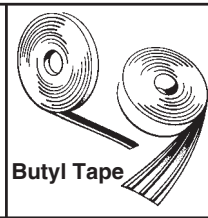
Before discussing my personal experiences, we should explain the differences in types of filings commonly referred to as “Bankruptcy.”

Chapter 7 is a liquidation of assets by the court. This most often applies to individuals, but can be applied to



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businesses when the business has no future prospects or chances of viability.

Chapter 11 is a reorganization. Reorganization can take many different forms. Debt facilities may be renegotiated, nonperforming divisions or assets may be disposed of, or sometimes divisions are pieced out and sold at auction.

The Small Business Reorganization Act relaxed standards for Chapter 11 so that small businesses would be better able to maintain their equity and some operational control of their business. The Subchapter V of Chapter 11 originally only applied to businesses with under \$2,725,625 in debt. The Cares Act temporarily expanded that to \$7,500,000 to help deal with COVID-19 stress. The Cares Act provision is currently set to expire on March 27, 2021, so some larger companies may find Chapter 11 more attractive. If you are dealing with a business bankruptcy, the majority of cases will be Chapter 11.

### Variables to Consider

The outlook and circumstances of a business associate's bankruptcy are vastly different based on your relationship with the company. If you buy products or services from the company, there is an excellent possibility you won't notice any changes in operation. If you sell product to the company and they pay you, the differences can be striking.

In many instances of Chapter 11, the end result is the acquisition of the company or part of the company by new owners. That is what happened when Shield Wall Media acquired the Construction Division from F+W Media.

When the change in ownership occurs, one of the documents that must be approved by the court is the Assignment and Assumption Agreement. This agreement details everything that will be transferred (or not transferred) to the new owners.

The Assignment and Assumption



Agreement will have schedules including physical assets, inventory, real estate, and intellectual property. It also includes the agreements the old company had in place with existing vendors and customers. Typically, the new owners will keep the agreements that generate revenue, leave, or attempt to renegotiate the debt obligations.

If you sell products or services to the company, there are two basic considerations: recouping what you are owed from the old company, and maintaining the relationship with the new company.

Being owed money you cannot collect can be emotional. There are feelings of being cheated and it is not fair for someone to not honor their obligations. If the business going through Chapter 11 owes you money, watch the court filings closely. It is critical that you comply with the dates provided by the court. Typically, the company will continue operations during the Chapter 11 process. Ceasing operations decreases the cash flow and value of the company, which benefits no one.

If you know the filing dates are coming, you may want to evaluate the orders the company is placing with you. Once the filing takes effect, the court will often

allow the business to pay for goods and services for ongoing operations. If an invoice arrives before the date, it will be included in the settlement and payment will probably be delayed until the filing is resolved. If the invoice goes in after the filing date and is considered necessary for continuing operation, it should be paid promptly, as payment is overseen by the court. Monitoring invoice dates may be the difference between getting paid promptly and not getting paid at all.

When deciding if you will maintain a relationship with the new owners, the first decision is based on whether you believe the business will be viable in the future. If any operational challenges are fixed with the new ownership, it may be worthwhile to continue. Remember, you both have the option to renegotiate pricing and payment terms for the ongoing relationship. As a vendor, this is a great opportunity to develop that relationship. A business has many moving parts. All of the vendors need to be confirmed or replaced.

Staff, resources, and real estate all need to be evaluated in a Chapter 11. This often has a timeline of 30 to 60 days. Those tasks are in addition to maintaining operations and working through the legal



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maze surrounding Chapter 11 and buying a business. If it is a small company, they will want—or need—to maintain many of the existing relationships for expediency. If you want to keep their business, the best thing you can do is make the transition simple. The new owners will probably be grateful to check items off of their lengthy to-do list.

If you buy from the company negotiating Chapter 11, you can mostly disregard the court notices. The dates and updates are mostly insignificant. One item to consider is: Everyone doing business with the company filing Chapter 11 receives the court notices. They are also a matter of public record, so the company's competitors receive them as well. Often, competitors will call and try to put their own spin on the process. One of Shield Wall Media's largest and most critical vendors just went through a Chapter 11 process. I received calls from more competitors than I knew existed. I filed them away in case I need them in the future, but otherwise gave them little time and attention.

One reason the competitors were dismissed was the company working through Chapter 11 helped us negotiate the tasks required when we bought the Construction Division that became Shield Wall Media. They took that opportunity to be a resource, and it benefited them in the future.

### Negotiating Terms and Commitments

If you buy from the company, one area of legitimate concern is their ability to meet their commitments. There are two primary aspects to this risk: their ability to deliver in a timely manner, and your payments for products or services.

If you have net 30 or other payment terms, the money is a non-issue. Since payment isn't due until after delivery, if they do not deliver, you do not pay. There is no downside risk to you based



on non-performance. I dealt with this on a daily basis with advertisers asking what would happen if we went out of business. The answer was simple: Advertising is not considered as revenue until the issue prints and mails. If the issue you advertised in never mailed, there is nothing earned and nothing owed. It would be the same with products. If it's never delivered, you would never owe anything.

I would be extremely hesitant to prepay or put a deposit on an order from a company going through Chapter 11. Operation is overseen by the courts, yet even in the best-case scenarios, if they cannot deliver product, your money is tied up for a while. You will probably get your deposit back someday, but personally, I would not take the chance.

Timing is a different consideration, and requires some research. The ability to pay bills can affect any company's relationship with their vendors and suppliers. Suppliers will often change terms for customers who pay slowly or present collection challenges. If a company cannot get raw materials, it obviously

will disrupt their supply chain and create delays. A delay in their production becomes a delay in your production.

Usually that is not the case, and that is one of the reasons the court allows and oversees payments of invoices after the filing. In my personal experiences, this has not been a concern. But for critical components, I would have a backup waiting.

The one thing to remember is Chapter 11 does not mean the company is being liquidated and going away. The end result could be something that the outside world would never notice, or it can end in a complete change of management or ownership. The new owners could decide to liquidate, or they could grow like we have at Shield Wall Media. When we went through the acquisition of a company from Chapter 11, we did not miss a single issue. We came out of the process launching a new show and new magazines.

In any result, caution is appropriate and redundancy is good, but a critical partner going through Chapter 11 is not a reason to panic. **GSCB**



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# Backyard Home Offices

Is adding completed office units to your product line-up the right move for your shed business?

BY CAROL J. ALEXANDER

**I**n 2014, Anthony Taylor-Weber needed office space for his home inspection business. He wanted to work from home but with a growing family, space was a premium. So, he and his wife, Jamie,

priced home renovations and additions. All options were too costly.

Their predicament led to the birth of a new business for the Taylor-Webers—Outdoor Office in Sherwood, Oregon.

“I read a study that said by the year 2025 30-million people would work from

home full-time,” says Anthony. “That proved to me that my business model was a viable one.”

With his construction background and Jamie’s eye for design, the Taylor-Webers created a product that rapidly grew in popularity. Thinking it would take years to get this side gig off the ground, they started building offices in their own garage. That lasted six months before they outgrew the space. They’ve moved to larger facilities three times since then, roughly doubling their footprint each time.

“We started wanting to do six buildings per year,” Anthony says. “But the first three weeks of 2020, we signed contracts for three buildings and by the first of March were on pace to build two per month.”

Then, Covid-19 hit.

“The facility we moved into this summer was five times that of our previous one,” Anthony says, “and now, we’ve outgrown it.”

## Another Pre-Covid Backyard Office Builder

In 2010, home builder Jason Ellis and his father, Jeff Ellis, started building backyard studios as a way to pivot their construction business after the 2008 recession. Their studios and offices



Consumers want plenty of natural light in a home office. Outdoor Office builds custom spaces for consumers. PHOTO COURTESY OF OUTDOOR OFFICE



When you're selling a \$30,000 product, the client has a certain level of expectation.  
PHOTO COURTESY OF OUTDOOR OFFICE

morphed into full-blown accessory dwelling units (known as ADU's) for those who wanted in-law suites without remodeling their home. Their new business, Kanga Room Systems in Waco, Texas, offers pre-fabricated kits homeowners can put together themselves. Or, Kanga Room will assemble them for you.

Already a thriving business, Kanga Room has sold "a bunch of kits" since Covid-19. And, according to Jason, they've done nothing to instigate the increased sales. Obviously, the need has increased demand.

### **What Covid-19 Has Done To The Work From Home Space**

Several months into the pandemic, Global Workplace Analytics (GWA) published survey findings of almost 3000 participants worldwide regarding their work from home habits. In their "Global Work From Home Experience Survey Report," 31 percent of respondents said they worked from home on a regular basis prior to Covid-19 and 88 percent are working from home on a regular basis

currently. That's a 57 percent increase in work from home employees around the globe. And in a June 2020 article in Stanford News, Nicholas Bloom, professor of economics in Stanford's School of Humanities and Sciences, states that in the U.S., "almost twice as many employees are working from home as at work."

### **Benefits Of A Backyard Home Office**

Forced home to work, many workers found themselves trying to perform from the kitchen table. Smack in the middle of chaos. When reality proved this work from home arrangement wasn't going away, workers improvised in a variety of ways. Of those ways, only the backyard home office offers many of the same benefits of "going to work"

**Privacy**—A backyard home office gives your customers the quiet and space they need for virtual meetings without a kid's head popping up or the dog barking. And, if a customer works with sensitive information, data safe glass could be an upsell.

**Separation**—When you have a dedicated space for work, where you can shut the door and "go home," it helps your brain to relax and focus on the family.

**Organization**—With a backyard office, a customer's work doesn't become mixed in with their child's schoolwork or the family mail when it's dropped on the table.

### **Jumping on the Bandwagon**

Seeing the need for dedicated work space in their communities has led some shed builders to try and capitalize on the demand and add backyard offices to their product line-up. One such company is Ulrich Barn Builders in Harrisonburg, Virginia.

"Actually," says Paul Yates, design consultant with Ulrich, "it was an idea we bounced around pre-Covid but the virus brought it back to the front burner and we've been leaning into it pretty heavily"

When the demand for offices increased last spring, the leadership team at Ulrich started discussing the possibilities. They surveyed furloughed workers in their



The year 2020 saw serious growth in the home office market. Outdoor Office of Sherwood, Oregon, experienced the growth first hand. PHOTO COURTESY OF OUTDOOR OFFICE

target markets to gauge interest. When they saw the results, they began the design phase.

“It did take a bit of time to get the design figured out,” says Paul. As, according to him, the company adapted an existing product to accommodate the need.

“There were some challenges from the zoning and building permit side of things,” Paul says. “For example, I was told yesterday we’re going to limit our completed unit to one size, ten-by-twelve, to make things easier.”

Ulrich launched their backyard home office in August. They weren’t willing to disclose sales numbers but Paul did give some insight.

“At first, customers didn’t want to commit because they thought it would blow over,” he says. “Now, people are actually relocating out of the cities because they see this as more long-term. They are driving up the demand.”

### Advice From The Pioneers

If you’re thinking of pivoting your shed manufacturing company to meet the backyard home office needs since Covid, Jason and Anthony have a few words of advice.

### Do Your Research

“Get the data for your target market on work-from-home workers before you make any decision,” says Anthony. He stresses that some rural markets, where the industry landscape is manufacturing, may not have the demand for home offices because those workers can’t work from home. But if your target market is an urban or suburban setting, the data will let you know if the demand is there.

Also, ask your client base what they want. Some customers may want to buy the shed and do the work themselves, says Jason. “It’s about 50/50 for us, the number of customers who want a turnkey building versus doing it themselves.”

### Design Your Model

“You need to ask, ‘What changes need to be made to my existing product?’” says Jason. After all, he says a backyard home office is not a dressed-up shed. Besides the obvious electrical and HVAC package, the structure will need some updates. Floor joists and wall studs must be two-by-six construction to accommodate insulation. Roof rafters need joists for creating flat ceilings. You need to install blocking for nailing up drywall. And, ceiling heights need to be higher.

“You’ll need to follow residential building standards to hold the value and get approved by local ordinances,” says Anthony. “Completed units are an alternative to additions and remodels,” he says. “They’re not a shed.”

Jason agrees. “There’s a fine line in design,” he says, “that makes a building look like it was made for its use, and that is was a converted shed.”

Because, in addition to the studs, floor, roof, and siding, a backyard home office includes the cost of an electrician, the electrical inspector, an HVAC unit, upgraded doors and windows, and any other options you want to include. “Your design needs to be noticeably different from your shed,” says Jason, “so customers will pay for these upgrades.”

Anthony agrees. “When you’re selling a \$30,000 product, the client has a certain level of expectation.”

Another thing Anthony says to consider when designing your backyard home office is the weight of the unit. If you’re selling completed units to deliver, they can’t exceed the weight limits for your delivery rigs.

### Crunch The Numbers

Just because a pivot is a good idea, doesn’t mean it’s a good idea for your business. Anthony stresses shed builders ask themselves, “What’s this investment going to require?”

Once you design your unit, a launch is

no small feat. Website copy needs to be added, point-of-sale documents printed, and advertising campaigns created. Unless your company employs a marketing team with content writers, this is something you'll need to hire out.

Also, building completed units require either hiring skilled employees or subcontractors for things like electrical work. Some states require you have a general contractor's license to hire subcontractors—a requirement many shed builders don't have. And, Anthony muses that in today's building climate, with a lack of skilled workers, few electricians will subcontract a \$2000 job wiring a shed when they can get a \$50,000 job wiring an entire home.

### The Future Of Working From Home

As Paul says, customers were reluctant to commit at first because they thought the pandemic would blow over. But it looks like it's here for at least another year. What does that bode for the future of working from home?

According to the GWA survey, the work-from-home trend will continue post-Covid and become part of our new normal. To what extent, though, remains to be seen.

All things considered, Anthony intimates that some shed builders are better off focusing on improving their product rather than spreading themselves thin to produce something new. "Don't get caught up in the money," he says, "and lose sight of your why?"

He recommends taking the time to work with your clients, put their interests first, and provide a solution to their problem. **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.*



The Writer's Haven model from Jamaica Cottage Shop features a flying v covered porch.  
PHOTO COURTESY JAMAICACOTTAGESHOP.COM.

## Backyard Offices: A Hot Ticket In 2020

By Karen Knapstein

**J**amaica Cottage Shop is a shed manufacturer located in South Londonderry, Vermont. The company has two models — the Writer's Haven and the Home Office — that are specifically designed as backyard work spaces. Domenic Mangano, who founded the company in 1995 and serves as its president, said they saw a significant uptick in orders in 2020.

"In 2020 we saw an increase in demand for additional space," Mangano said. "We saw that people were spending more time at home with more people in the household. The home office is something people are very interested in." JCS offers three options for delivery of its backyard buildings. They can be delivered as a DIY set of plans, or as a complete kit shipped free through North America, or fully assembled (dimensions and weight permitting) within a 200-mile radius of the factory.

Mangano also attributes an increase in interest and sales to the addition of a shed configurator on the JCS website ([www.jamaicacottageshop.com](http://www.jamaicacottageshop.com)) in 2020. "Customers can configure a building to their liking and watch the

price change as they add and remove options. At the end of the process they can check out and purchase the shed or save their design to a wish list," he explained. "We saw an increase in orders as well as configurations and upsells. A lot of the choices being made were being done at home without the interaction of anyone at the call center. ... Customers are putting buildings together on their own without our help."

To increase its sales and reach, JCS also offers an affiliate program. Once signed up for the program, Jamaica Cottage Shop provides reviewers, shed builders — anyone with online reach — a unique affiliate link that can be used on a website, blog or social media accounts. Every time a client purchases from a referral link, JCS pays the referrer a 5% commission (paid monthly).

"Over the last 12 months there was quite a bit of uncertainty. We ramped up coming out of winter like we always do, and then we were told by the government to send everyone home ... But we brought almost everyone back within 60 days," he said. "And 2020 ended up being our best year ever; it surpassed the numbers from our previous year. We expect to continue in 2021 as we continue to gain market share and build a national brand." **GSCB**

# Trade Show Tax Deductions

## How to Cut the Costs of Travel and Lodging

BY PHILLIP M. PERRY

If you attend trade shows on a regular basis, you’ve probably noticed that travel costs keep going up. Sending several people to an event can result in a serious hit to your bottom line.

Luckily, Uncle Sam allows you to soften the financial blow by deducting your travel expenses on your income tax return for any legitimate show. And what qualifies as legitimate? The answer is basically that the event must relate directly to your business.

“As long as you are expecting to generate business from the trade show, then expenses for attending are legitimate deductions,” says Richard R. Rhodes, an enrolled agent with Hinckley Tax Service, Medina, Ohio ([hinckleytaxservice.com](http://hinckleytaxservice.com)). “Even if you do not generate revenue directly from the event, you might be anticipating doing business in the future with someone you have networked with.”

### Supporting Material

You can take specific steps to establish that your trip is a legitimate one for tax purposes. “The IRS wants to know the intent behind your travel,” says Suzette Flemming, president of Flemming Business Services, a financial management company based in Great Falls, Montana

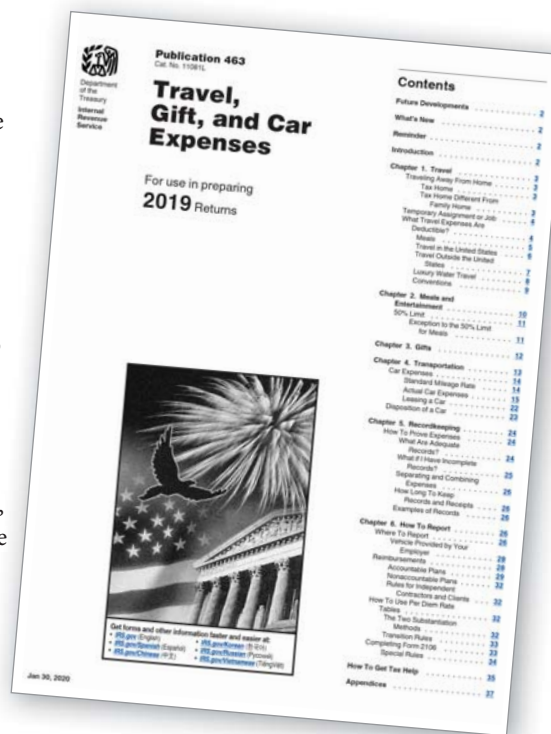
([flemmingbusinessservices.com](http://flemmingbusinessservices.com)). “Take notes that support the business nature of your trip. Whom did you see? What subjects did you discuss? How did activities during your trip support your operations?”

Retain any materials such as show badges or seminar workbooks that help prove you were actually at the event, says Flemming. Other helpful materials would be conference agendas with business-oriented sessions, a list of exhibitors who serve your organization, a catalog of relevant seminars (mark the ones you attended) and business cards and vendor brochures.

### What To Deduct

Here is an important caveat: The ideas in this article are intended to provide you with initial guidance. You should always confer with qualified legal and accounting professionals to make sure you deduct expenses properly.

So what are some deductible expenses? Actual transportation costs are the most obvious. They can include travel by airplane, train, bus or automobile. Taxi or hired car travel during the trade show visit is also deductible. So are baggage costs, tips and what the IRS calls “ordinary and necessary expenses related



Download IRS Publication 463 at <https://bit.ly/2Keo7MA>.

to your business travel.” These might include rental fees for computers or other equipment.

The Internal Revenue Service provides extensive guidance on the deduction of expenses in its publication Travel, Gift and Car Expenses. Visit [www.irs.gov](http://www.irs.gov) and search for “463.” For a complete list of



deductible items in that publication see Table 1-1 on page 5. Additional information is available in another IRS document entitled Business Travel Expenses. Search the same site for “511.”

There are two special cases worth mentioning. First, meals are only 50 percent deductible. And their costs are not deductible at all if the trade show is close to home. On the other hand, if your travel requires an overnight stay then the 50 percent deductibility would be allowable. The IRS puts it this way in its publication Travel, Gift and Car Expenses: “You can deduct the cost of meals if it is necessary for you to stop for substantial sleep or rest to properly perform your duties while traveling away from home on business.”

Second, the 2017 Tax Cuts and Jobs Act (TCJA) eliminated the deductibility of entertainment—an expense commonly encountered by businesspeople attending trade shows.

“Loss of the entertainment deduction has hit many businesses pretty hard,” says Flemming. “Some are rethinking how they court clients.” How about your own business: Should you still entertain customers even though you cannot deduct the bill? “You need to look at your return on investment,” says Flemming. “Does the expense result in more business because it encourages customers to return?”

### Careful Records

Despite the elimination of the entertainment deduction, there are still many legitimate deductions available to business travelers. And while they certainly soften travel’s bottom line impact, keep in mind that the system only works if you record and retain the requisite backup documentation. “Travel expenses, especially those for meals, are very often low hanging fruit for auditors,” says Rhodes. “That’s because many people fail to keep adequate records.”

If your paperwork does not support



your deductions, they can be taken away. In addition to the increased taxes that will result, there may also be penalties and interest payments.

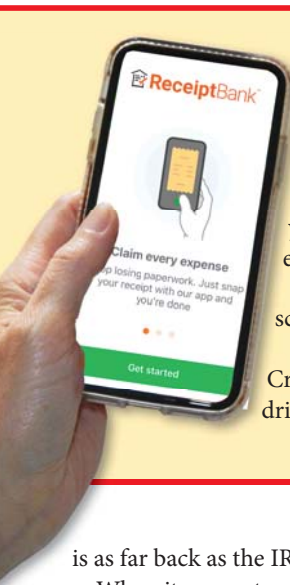
So how can you track your expenses in a way that will satisfy the authorities? The tried and true medium is paper—and many people still keep folders bulging with receipts. But with the arrival of the digital age, things can be a bit easier—at least for anyone comfortable with technology.

“Smart phone apps are especially valuable for keeping receipts of your meals,” says David Cawley, Partner and Certified Valuation Analyst at Fraim, Cawley & Company, CPAs, Roanoke,

Virginia (fraimcpa.com). “You can just take pictures of your receipts and store them in a database.” Alternatively, you can have vendors email receipts to your smart phone. Then file the emails in a folder which is easier to access—and to back up—than faded paper files. (For computer programs that can help see the sidebar, “Apps That Track Expenses” on the next page.)

One more thing: Once you have your records in hand, hang onto them. “The IRS can go back three years when auditing your returns,” says Flemming. “If they find anything they can go even further back than that. So we recommend keeping documentation for seven years, which





## Apps That Track Expenses

Hate stuffing bags with paper receipts and jotting indecipherable notes in journals? Try using these electronic expense trackers that are as close as your smart phone.

**Receipt-bank.com.** Reads key details from receipts when you snap them with your smart phone. Store data online or export it to your computer. Pricing starts at \$15 monthly.

**Expensify.com.** Automates expense accounting from receipt scanning through final reports. Pricing starts at \$5 per month.

**mileIQ.com.** Runs in the background to track mileage. Creates a comprehensive travel record. Basic version offers 40 free drives each month.

*Source: Flemming Business Services, Great Falls, Montana*

is as far back as the IRS can go.”

When it comes to state law, Flemming cautions, the rules can be more onerous. Montana, for example, can go back 10 years. “Find out what the rules are in your own state, because each one is different.”

**Bonus tip:** “Consider charging all of your business expenses on a dedicated credit card,” says Cawley. “Then you’ll have a permanent record of where you went and how much you spent.” And that credit card’s statements will provide an easily accessible journal of your business activities.

### Per Diem Rates

Does collecting meal receipts—digital or otherwise—seem like a hassle? Ask your accountant if you are eligible to utilize “per diem” rates—daily cash amounts that are set by the government.

“Each year the IRS comes out with a per diem rate for each geographic area,” says Cawley. “The rule is that you can either deduct your actual expenses in terms of meals and incidentals or just use the per diem rate, based on how many days you are there. You should track both in tandem, then use whichever number is higher. This can be really handy in high per diem cities.”

The per diem option is often overlooked by business travelers. “Many people will deliberately keep their meal expenses low, because they are on a budget,” says Cawley. “But then they forget that they have a right under the IRS code to take the higher per diem rate. As a result they end up not getting their higher deduction.”

One more thing: Are you planning to use your personal car to travel to the show? If so, you face another decision: Whether to use the standard mileage rate or keep track of your actual expenses. The decision will lie in how good a record keeper you are and how much hassle you want to put up with. Sometimes the standard deduction is the easier option.

### Personal Time

What if you spend some vacation or personal time during your trip? How does that affect the deductibility of your expenses? An excerpt from IRS document 463 provides some clarification: “You can deduct all of your travel expenses if your trip was entirely business-related. If your trip was primarily for business and, while at your business destination, you extended your stay for a vacation, made a personal side trip, or had other personal activities, you can deduct only

your business-related travel expenses.”

It’s important to keep careful records about your journey, allocating correctly between business and personal time. “My overall tip is to be truthful,” says Catherine Raker, an accountant with Cendrowski Corporate Advisors, Chicago (cca-advisors.com). “If it’s really a personal trip and you do some business-related activities don’t write the whole trip off as a business expense.”

Expenses that are shared for business and vacation can fall into a grey area, according to Cawley. “Your airline fare might be disallowed if you spend two days of your trip on business and five days on vacation. On the other hand, your hotel bill for the specific two business days, and other direct expenses for the business portion of your trip, would still be deductible.”

Personal time often means the presence of a spouse—and expenses related to that individual’s travel can complicate record keeping. Ordinarily such expenses must be separated from those of the business traveler and may not be deducted. There is one exception: “If you are traveling with your spouse who is participating for a genuine business reason in the event, then that individual’s expenses are covered,” says Flemming.

### Keeping Track

Trade shows can be valuable resources for your business. By bringing together vendors and buyers in one place, they facilitate more buying activity and higher profits. Taking the time to document your activity when you travel to a show can help alleviate the costly impact travel and hotel expenses can have on your bottom line.

“It can be hard to keep careful records when you are busy, but those records do help come income tax time,” says Cawley. “Tracking your travel expenses when you attend a trade show can really pay off.”

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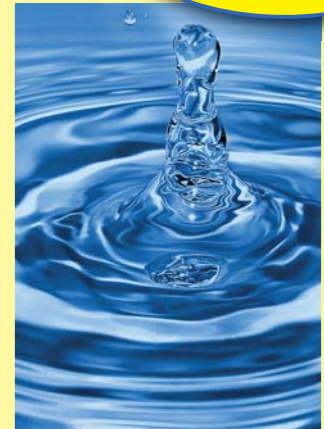
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# Profits By Design

## Save Time, Increase Profits With Shed Design Software

BY KAREN KNAPSTEIN



**Y**ou're no doubt aware 2020 saw an increase in demand for backyard sheds. As homeowners worked (and continue working) remotely throughout the pandemic, they realized they could improve their lives with the addition of an accessory building or two. Their desire to add a carport, storage shed, or even a backyard office have fueled the increase in demand.

Odds are that when the consumer decided they wanted a backyard shed they didn't jump in the car and start cruising around looking at shed lots. The growing trend is for consumers to begin their research online. A web-hosted online configurator allows that potential customer to determine what they want — and what they can get — for their budget. Without the pressure of having a sales person present, they can determine the size, type, material, and special details of the shed that will suit their needs. SmartBuild Systems and IdeaRoom are two Visual CPQ (Configure, Price, Quote) software options for configuring buildings.

### SmartBuild Systems: From Post-Frame To Backyard Sheds and Garages

Keith Dietzen, CEO of Keymark Enterprises, developer of SmartBuild Systems, said that until a few years ago, there wasn't a professionally built software design option that worked really well for post-frame builders. He explained, "There were a couple tiny companies that did some software that did some things, but the software was incomplete and didn't work very well."

To meet the needs of post-frame builders, Dietzen hit the road. He interviewed and visited post-frame builders and suppliers across the country to learn what they would need and want in building design software. His first trip, about 4 1/2 years ago, was a visit to Graber Post Buildings and A.B. Martin. "When we visited Graber Post we were accepted with open arms," he said. "They brought in multiple teams to talk with me and see what I was planning. At that time, they were using one

of the other software programs and were frustrated. After interviewing a bunch of companies and finding some were willing to commit financially ahead of time, we rolled up our shirt sleeves and started the work. We knew how to develop it and how to get it done. After two years of development, we started licensing the software about 2 1/2 years ago."

SmartBuild Systems is rolling out its shed and garage configuration software in February 2021. Garage and shed builders will now be able to take advantage of the same degree of technical support and customer service that post-frame builders have enjoyed since SmartBuild launched a few years ago. PHOTO COURTESY SMARTBUILD SYSTEMS

of the other software programs and were frustrated. After interviewing a bunch of companies and finding some were willing to commit financially ahead of time, we rolled up our shirt sleeves and started the work. We knew how to develop it and how to get it done. After two years of development, we started licensing the software about 2 1/2 years ago."

The software is a hit. "Now, we have two full-time people for customer support, we have eight people working full time on development, and three people full time in testing." Through customer feedback, the development team identifies and priori-



Customers can research and have most of the decisions made before they even meet with a sales representative or builder, which saves you time. PHOTO COURTESY SMARTBUILD SYSTEMS

tizes issues with the software. They are continually upgrading the software and have a new release every two weeks. Regularly scheduled webinars keep users apprised of the upgrades and changes.

**How SmartBuild Licensing Works**

Dietzen explained that while building companies can license the software directly from SmartBuild, there are some big advantages of getting it from a distributor.

The first advantage is that distributors enter and maintain the materials database. “For SmartBuild to run, it has to have a whole database of material. When a contractor buys from us, we’ll support them, but they have to enter their own data structure (the materials they use). Distributors have already done that.”

The second advantage is most distributors will subsidize the cost of SmartBuild. If a contractor hasn’t been buying from a given distributor, but can get SmartBuild from them, they may consider switching. A distributor might say, “If you buy your materials from me, I’ll provide SmartBuild to you.” Dietzen said it’s up to the distributor.

The third big advantage, Dietzen explained, is “because the contractor is now using an identical database, the backend processes can be automated. There’s no manual data entry or communication problems.” All the material details — color schemes, components, everything — are all hard-coded in. Material lists are all automatically generated, and pricing updates become automatic.

The web-based software reduces the average bid time for a post-frame building to just 20 minutes and drastically decreases errors. It automatically designs a 3D model and framing, updates changes — and prices — in real time, builds a cut list for sheathing and trim, generates construction drawings, and more.

Another benefit is the knitting together the supply community and the contractor. “It’s great for the supply community because it helps them grow their sales in a friction-free way. They put the design power in the contractor’s hands, which makes the contractor’s life easier. With SmartBuild, the contractor can sit down live with the customer and do a design. They can show the client in real time what they want. The client makes changes and they see the price changes live. At the end of the session, the contractor can push a button and generate a sales proposal. It’s a much more effective way for a builder to sell.

“The nice thing for the contractor,” Dietzen continued, “is when they get SmartBuild from the supplier, the supplier builds the inventory database and keeps it updated. The contractor’s pricing and inventory availability updates automatically.”

By this point you are probably asking, “What does this post-frame software have to do with my shed business?” Well, in early February, SmartBuild will be rolling out its 3D software for



**When consumers design the shed themselves, without the pressure of having a sales person present, they often upsell themselves. On average, consumer-designed sheds price out 15% higher than if a sales rep were walking a customer through the process.**

PHOTO COURTESY IDEAROOM

garage and backyard shed design.

Dietzen said that some of their post-frame customers who also build sheds and garages have asked them to include things like shingles, vapor barrier, siding, and sub sheathing. “I told my team we have to do this, but we had our hands full with post frame. Once we got to the staff level we needed, we were able to turn our attention to garages and sheds,” he explained. The goal was to have it done in time to roll out at the [Garage, Shed and Carport Builders] show in South Bend in February. SmartBuild worked with a couple of shed companies to get the insights needed. “Classic Buildings in Missouri gave us a lot of help. They provided us with information that was useful in developing software that shed builders need.

“We’ll have this product ready to roll out at the beginning of February. After that, some time in 2021, we’ll also enhance SmartBuild and bring out a version that can be used for completely metal buildings. By the time we’re done, we’ll have the entire simple architecture market niche covered: post frame, metal buildings, sheds, and garages.”

**IdeaRoom Grows Customer Base, Profit Margins For Shed Builders**

Software developer IdeaRoom offers two products designed specifically for the backyard shed and carport industries: IdeaRoom for Sheds and IdeaRoom for Carports, respectively. Russ Whitney, co-founder and CEO of IdeaRoom, said he started doing product configurators about six years ago. He created a configurator for Studio Shed, an internet-only shed manufacturer that distributes nationally. After creating that branded configurator, which Studio Shed hosts on its website, www.studio-shed.com, “shed companies started coming out of the woodwork and

wanted us to do the same for them,” he said.

After creating product configurators for several shed companies, he released a general one. Whitney said he has over 200 companies using the IdeaRoom configurators now, and is adding a lot more clients each month.

“We found we could add value for shed companies. When you’re selling products that you don’t have an exact example of, it’s challenging.” In part, it’s challenging because of the amount of time required to generate a proposal. “[Before it had the configurator,] Studio Shed would do two hours on every prospect drawing pictures. And they might have to revise it a few times,” Whitney said. “We talked to other shed companies, too. We found that companies included a hand-drawn picture of a shed on every order form. It was an inefficient and ineffective sales process. There’s a great opportunity for misunderstanding between the builder and consumer.”

There’s also an “instant gratification” element that comes into play. “Consumers don’t want to have to wait for an expert to respond to them about their shed,” Whitney explained. With the online configurator, the consumer can build their shed in the virtual world, try on options, see what it will look like, and see what it will cost ahead of time.

Whitney also said IdeaRoom’s 3D configurator solution has resulted in higher conversion rates for its customers and higher sale prices. “One of the first things we hear from clients when they use the configurator in their sales process is the average sale prices of the buildings goes up somewhere in the neighborhood of 15%. Consumers will upsell themselves when they know what the options are. They will optimize to their budget. If you’ve got a sales rep breathing down your neck, you’re in a defensive mode,” he continued. “There’s a different effect when you don’t have a salesperson there and you’re under no pressure and can



To serve the growing number of consumers who are purchasing online from mobile, make sure that the configurator you choose is mobile-friendly. PHOTO COURTESY IDEAROOM

explore all the options.” And it’s those added options that are usually the things that have a better margin.

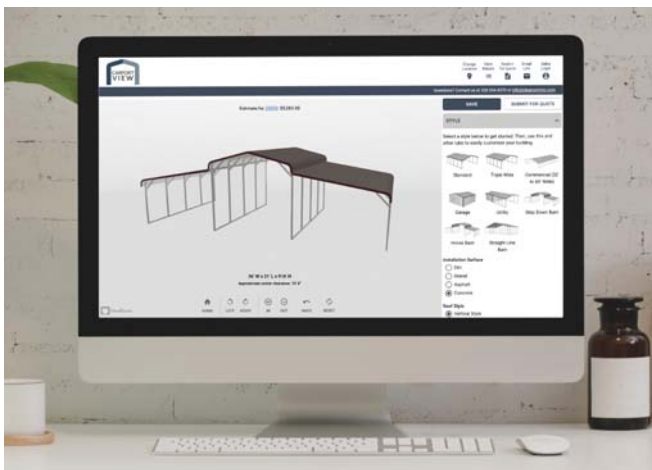
“Another factor affecting the sale price,” he explained, “is the rep is reluctant to suggest additional options because it will complexify the conversation. They’d rather close the deal [at a lower price] than optimize the deal. The sales rep may be thinking, ‘If I suggest to this customer they could insulate the building, then I’ve got to pause and figure that out. I might lose this customer.’” What Whitney has seen is when the sales rep is running the configurator with the client, they offer the client more options, which optimizes the sale.

Yet another important point to remember is the configurator will qualify your leads for you. Whitney pointed out, “The configurator answers the customers’ questions and keeps them engaged with your company. (Even if they’re not buying right now, they’ll save a design and visit it later.)” Since the customer now has their design, as well as the price, once they’re ready to call, message or visit your company, your sales reps are getting people who are pretty much ready to close; you and your reps aren’t wasting time with “tire kickers.”

### Conclusion

Whitney said it’s important to remember the majority of consumers do a lot of research online before even speaking with a builder. They search online for a product that will meet their needs and wants; if they can’t find it, they get frustrated. “The consumer will go to a vendor who will provide them with the information they want,” he said.

If you host a shed configurator on your website, you can show that customer exactly what you can do for them and at what price. As a shed builder, it’s important for you to adapt the way you do business to meet your customers’ needs. **GSCB**



Consumers design their own metal-framed sheds and carports with the help of IdeaRoom for Carports. Hosting an online configurator is an invaluable tool for qualifying sales leads. PHOTO COURTESY IDEAROOM



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# Touch-Ups

## Best Practices For Touching Up Your Shed

BY JAMIE WHITE, PPG SEGMENT SPECIALIST

**T**he shed looks great! ... And then the mule rubs against it, or a limb hits it, or somebody lets the ladder fall down the side of it. Now what? When painting of any kind, “touching up” is part of the process. In shed manufacturing, it is a very important part of the process. As we visit shed manufacturers around the country, “touch ups” are a common topic of discussion. Here, we cover some of the best practices for improving the touch up of your sheds. We will cover touching up solid color sheds and the even bigger challenge of touching up sheds with semi-transparent urethane finishes.

### Solid Color Paint

Touching up the paint on a shed is not an exact science. There are many variables that can affect the appearance of paint when it dries, such as temperature, method of application, batch differences and other factors that may or may not be within your control. That being said, there are some best practices that will improve the effectiveness of your touch ups. Below is a list of the most common practices related to touching up a solid color shed.

#### 1. Proper Mixing

Before painting the shed the first time, thoroughly drill mix



Thoroughly drill-mix paint before initial painting and before touch-ups.



When you're away from the shop and at the customer's location or at a dealer's lot, it may be more efficient to paint corner to corner on a wall. PHOTOS COURTESY OF PPG TRUEFINISH.

the paint. Then drill mix again before touching up to help ensure that you have the true color when you first paint the building and the same color when you touch it up. If possible, try to use the same pail of paint for the initial painting and for touching up.

#### 2. Keep the Spot Small

If you have a small scratch or ding on the surface, then try to apply paint only to that spot. You can use Q-Tips, artist brushes, or another fine-tipped tool. A common mistake is to use a paint brush/roller and brush/roll out or “feather out” a large area when only touching up a small spot.

#### 3. Paint to a Visual Break

When you have larger spots to touch up, you can paint up to a visual break (example: the edge of the board, a groove in the LP/ Duratemp) or up to a trim board. This will help hide where the touch up paint stops and the original paint starts.

#### 4. Higher Film Build Affects Appearance

In most cases, the first time the building was coated the paint was sprayed on. Touching up with a brush/roller results in an area



with more layers of paint than the original. This thicker section can tend to have a higher sheen, so although the touch up spot disappears when you look straight at it or close up, you'll see it if you stand at an angle. Adding a little water to your touch up paint to dilute and lighten the coat can help with this problem.

## 5. Paint Corner to Corner

When you're away from the shop and at the customer's location or at a dealer's lot, it may be more efficient to paint corner to corner on a wall rather than to touch it up and hope it matches. This could save you a return visit.

## 6. Reduce the Need for Touch-ups

Unfortunately, scratches or dings seem to be inevitable. To minimize occurrences, look through your manufacturing and delivering processes to see if anything can be done to help reduce the need for touching up. For example, use foam or pads on scaffolds, ladders, mules and forklifts so they don't scratch the walls. When delivering, use pads or other protective barriers between straps and the surface of the building. We hope you will find this information useful and it will improve the quality of your paint process.

## Semi-Transparent Urethane Finishes

Semi-transparent urethanes are a premium product in the shed industry. They have given builders the opportunity to offer a stained appearance on a pre-primed substrate and they have a much longer life compared to standard acrylic paints, as well as the traditional penetrating stains that have been used on T-111 buildings. The nature of semitransparent coatings are the more you apply, the darker or more opaque they get, which makes touching them up virtually impossible. As you try to make the light spot darker, you inevitably make a dark ring around the spot. This has been a nagging issue within the shed industry for years. In our continued effort to revolutionize the shed coatings industry, PPG has developed touch-up aerosols and markers that match our semi-transparent urethanes.

They are easy to use and significantly improve your ability to touch up small areas.

The cans and markers were developed to go on light and allow you to build your color with multiple coats. When you coat a shed with semi-transparent, you will have areas that are darker and some that are lighter, therefore the cans/markers allow you to dial in your color to the desired look. Other benefits of these touch up products are:

- Fast dry formula — which allows you to apply multiple coats quickly.
- Non-freeze formula — Allows your drivers to keep a set in



Before Chestnut touch-up.



After Chestnut touch-up. The shed was originally coated with PPG Semi-Transparent Chestnut Urethane, and was then touched up with Chestnut Aerosol.

their trucks year round.

- Markers — Are excellent for touching up deep scratches or gouges in the wood.
- Aerosols — Are excellent for touching up light areas and edges of trim boards.
- Easy to use — Your dealers and drivers can now touch up the sheds.

If you are interested in learning more about or trying some of the aerosols/markers discussed, reach out to your local PPG sales representative or contact Jamie White at [jamiwhite@ppg.com](mailto:jamiwhite@ppg.com). **GSCB**

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

# Best Practices

## Manufacturers Provide Door Installation Tips & Tricks

COMPILED BY KAREN KNAPSTEIN



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

When asked about door installation tips and techniques, Thomas Slack of Shed Windows and More recommended before you worry about door installation, you need to first make sure you're selecting the right door for your project. (They pride themselves on educating people about what they need and what they should be looking for so they make the best-educated choices.)

The function is the primary factor to determining which door is right for you. Does your customer need just a storage entry door to haul in boxes and other materials? Or is it going to be a door that they will be moving equipment in and out of? The function will determine the correct type door.

Installation advice:

- Always leave the rough opening about 1/2" larger so you can shim and square up prehung door units.
- For rollup doors, always allow 16"-18" clearance for the door drum
- Depending on the foundation, you may want to look at a sill pan to help reduce any intrusion of water that may penetrates through the main barrier.
- Apply silicone around the trim to guard against water penetration.
- No matter which door you go with, make sure it's sealed properly.
- Make sure your door is level. Make sure you have a level foundation or level floor to place your door.

Save the forest: Measure twice, cut once!



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

Steve Hajewski at Trac-Rite Door said installing a Trac-Rite Roll Up door is a relatively simple process. Here are a few quick tips to make sure things go smoothly for you and your customer:

- Double check the measurements when ordering and before installing. When ordering from Trac-Rite, provide the dimensions of the rough opening. Confirm side and headroom space to make sure there is room for the door in the application.
- Pay attention to the door spring tension. When you install the door, one of the steps outlined in the manual is to tension the door by spinning the assembly a few times (the manual contains a table with guidelines on how many spins it will take to add the tension). Double check the tension: Once the door is opened about two thirds of the way, the springs should lift it the rest of the way. Adjust the tension with the ratcheting mechanism on both sides if needed.
- Pay attention to the guide spacing. If roll-up door guides are too close together, the door curtain can get bound up in the guides. If the guides are too far apart, there is a risk of the curtain coming out of the guides. The door should be able to slide side to side by about 1/4" to 1/2" within the guides. The guides have slotted holes to allow for fine tuning.
- Make sure the client is happy with the door installation and understands the operation of the doors. Trac-Rite doors

have a bulb/blade seal at the bottom: When closing a new Trac-Rite door, you'll usually need to push down on the bottom bar with your foot on the handle to compress the door seal. Explaining this to the client can prevent a callback.



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

MWI Components has this advice regarding installation of its Dutch doors and Arcadian Sliders:

### Dutch Door:

1. Frame opening needs to be plumb and square at 49 1/8" +1/16"/-0" wide x 87" high.
2. When specifying handing:
  - i. Left Hand Swing = hinges on the left as viewed from the outside.
  - ii. Right Hand Swing = hinges on the right as viewed from the outside.
3. Attach bottom door panel to frame before top panel. Bottom hinge of top panel is left loose for access to bottom panel.

### Arcadian Sliders:

1. When ordering, verify door size is identified as Width x Height and allows for adequate door overlap to the rough opening at the track board (header) and each jamb.
2. A flat clean surface should be used for door assembly.
3. Check square of door rails by measuring diagonally and matching up the measurement.
4. Start positioning box girts from the bottom of the door and work up to ensure that all plywood seams are backed up by

- a box girt and anchored securely.
- 5. To prevent unsightly issues from projecting through the sheet metal cladding, if required, spend time on the seams — leveling, flattening, sanding; then blow off dust for best adhesion results.
- 6. Windows provided in Half Light Kits are sized 3/4” under rough opening size.
- 7. Dry fit sheet metal inserts, and mark out locations prior to gluing inserts in position.
- 8. To ensure good water shed, sheet metal inserts should be installed starting at the bottom and overlapping while working towards the top.



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

Todd Carlson, President of A.J. Manufacturing, shared this advice:

The design of the structure should be considered for the optimum performance of the door. The door is, frankly, a hole in the wall so air, water, and light leaks are of concern. When possible and functional, choose out-swing doors and provide some additional protection from the elements with eaves, gutters awnings, porches, grade, drainage, etc.

1. During construction, square and plumb framing of the opening with quality materials and level concrete floor, slab, or footing will result in the best possible installation. Time or money saved in this process will usually result in challenges with fit and finish, operation, and performance of the door.
2. Familiarize yourself with the factory instructions for installation. In some cases, attributes installed in the wrong order, might be difficult to correct or require replacement of components.
3. Selection of the proper fasteners for the installation is important as the head, hardness, or color may vary.

4. Select a new screw or fastener driver bit when installing the door. Stripped heads, scratched paint, or loss of control should be avoided when installing components other than framing.
5. Have a partner to set prehung doors, at least to initially place the door and secure. Handling a door alone is likely to introduce a scratch or dent from a tool belt, knee, or framing. Take your tool belt off or swing around your waist during door installation. Don't invite a scratch or dent.
6. Sealant under the sill, shims behind the jamb and lock/deadbolt areas to plumb and level the door is key. Note: A door with the jambs not plumb or in the same plane will create the illusion the door slab is warped. It will

also make closing/locking difficult or require modification of strikes.

7. Read the instructions on how to install the lock set. Many are adjustable for various backsets, door thicknesses, and material types. Failure to follow installation instructions frequently causes issues with operation. Exterior door locks are available in different grades and are more robust and complex than passage or interior sets.
8. Check the operation of the door. Keep in mind: The owner of the building will immediately judge the quality of the entire structure if the door binds, squeaks, rubs, sticks, binds, won't close and latch easily, or has any resistance when operating. **GSCB**

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# Help Small Businesses

**H**elp support the construction industry by contacting your government representative and let them know what you think. If you're at a loss for words, the Construction Reforming Association has provided four templated letters for you to send to your government officials. You can either use them to get started on your own unique message, or simply copy the letter and sign your name.

If you prefer to contact your representatives online, visit the URLs (or scan the QR codes) provided below:



(FIND OFFICIAL BY STATE)

<https://bit.ly/38YzZL2>



(FIND OFFICIAL BY OFFICE)

<https://bit.ly/2JLpKkz>

## Letter 1:

### Positive Reinforcement, Express Support

**Brief description:**

Use this letter if your official is trying to open the economy. Positive reinforcement for support is as important as expressing displeasure.

**Letter:**

Thank you [enter official's title and name],

I would like to express my personal gratitude and support for your dedication to opening our economy by reducing the mandates restricting commerce.

Small business comprises an integral and critical portion of our economy. While not all small businesses were shut down, the closures and restrictions have resulted in significant hardship and closures for many business owners and employees. This has a ripple effect throughout the economy affecting everything from cash flow to consumer confidence and buying patterns.

Your effort to keep businesses open is noticed and appreciated by small business owners and the people who depend on those businesses for their life and livelihood. Your actions will have a net positive effect throughout our economy.

You made the reasoned and correct decision to support small business in our community.

Sincerely,

[sign your name]

## Letter 2:

### Neutral Position, Request Support

**Brief description:**

Use this letter to express your concern if you are unsure of your official's stance on opening the economy. It is important to make sure your official knows what you think.

**Letter:**

Dear [enter official's title and name],

I am writing to express concern about the COVID-19 restrictions and their impact on small business.

Small businesses employ almost 50% of the United States workforce and contribute 44% to the United States economic activity. It is impossible for the US economy to flourish, grow, or even survive without the success of small business.

COVID-19 restrictions place unnecessary hardship on businesses and specifically seem to target small retail, food & beverage, and hospitality businesses. Damaging these businesses will have a ripple effect through other small businesses and the world economy as a whole.

I understand that we may need to make some concessions to benefit public health, but limiting commerce and driving small and family businesses to bankruptcy is not an acceptable concession.

Help save small businesses by allowing them to operate and survive. Damaging small, privately held companies has no benefit to public health and only creates additional economic, societal, and psychological problems.

Please remove the restrictions on small business and allow our economy to recover.

Sincerely,

[sign your name]

### Letter 3: Express Mild Displeasure, Disagreement

**Brief description:**

Use this letter to tell your official you disagree with their stance on opening the economy. This is an attempt to use reason to sway the official's opinion.

**Letter:**

Dear [enter official's title and name],

I am writing to express disappointment with your support for the COVID-19 restrictions limiting the ability of small businesses to operate.

Small businesses employ almost 50% of the United States workforce and contribute 44% to the United States economic activity. It is impossible for the US economy to flourish, grow, or even survive without the success of small business.

COVID-19 restrictions place unnecessary hardship on businesses and specifically seem to target small retail, food & beverage, and hospitality businesses. Damaging these businesses will have a ripple effect through other small businesses and the world economy as a whole.

Destroying small and family-owned businesses, limiting commerce, and driving them into bankruptcy is not an acceptable solution. In most cases the states and localities with the harshest restrictions experienced the most extreme effects from the virus.

Small businesses find solutions' it is why they can be successful where larger businesses fail. By taking actions you mistakenly believe are a solution, you are making the health crisis worse. Damaging small companies generates no benefit to public health. It only creates additional problems economically, societally, and psychologically.

Please stop gutting the businesses that make up the foundation for our economy. Remove the restrictions on small business and allow our economy to recover.

Your assistance in this will be appreciated.

Sincerely,

[sign your name]

### Letter 4: Express Strong Disagreement

**Brief description:**

Use this letter to tell your official you disagree with their stance on opening the economy to the extent that direct opposition is the only alternative. This is an attempt to use political activism when reason alone is insufficient.

**Letter:**

Dear [enter official's title and name],

I am writing to express my utter and complete dissatisfaction with your lack of support for the small businesses in our community.

As an official allegedly representing me, please change your position and immediately take all possible steps to remove the restrictions destroying small and family-owned businesses in our communities.

Small businesses employ almost 50% of the United States workforce and contribute 44% to the United States economic activity. It is impossible for the US economy to flourish, grow, or even survive without the success of small business.

It is not the role of government to select winners and losers in the private sector. COVID-19 restrictions place unnecessary hardship on small business and specifically seem to target retail, food & beverage, and hospitality businesses, while favoring big-box retailers and chains.

I am not asking you to limit large business, only to stop trying to destroy small ones.

We may need to make concessions to open businesses at full capacity. Reasonable precautions and personal hygiene are understandable. Limiting occupancy and instituting additional restrictions that require capital investments from already struggling businesses are not.

The one resource truly lacking in a small business is time. This crisis has reached a point where small businesses are being forced to become politically active. I would prefer spending my time growing my business and working to ensure the success of my business, family, and employees. Unfortunately, I am now forced to use time to motivate the officials claiming to represent me to do what is correct and obvious.

Unless your intent is to antagonize and motivate small business owners to organize as opposition, the current restrictions are inappropriate. If you are attempting to alienate the force that employs 49% of the US workforce, you have succeeded.

I am not by nature politically active. Feel free to view my taking time to write as the metaphorical canary in the coal mine. I can assure you I am not the only businessperson who feels this way.

Please allow us to return to our lives and normalcy. I have no desire to organize political opposition, but the current restrictions are untenable and must be lifted. Without change we have no other option.

Sincerely,

[sign your name]

# Virtual

## GARAGE • SHED • CARPORT

# BUILDER

# SHOW

Program



**D**ue to restrictions imposed by the State of Indiana, our meeting in person at the Garage, Shed & Carport Builder Show in South Bend will have to wait until November.

We assure you the manufacturers and distributors on the following pages are every bit as eager to get out and meet with you as you are to see them in person and learn about the new tools and materials that will make your business more successful.

What you see on the following pages is just a small part of the Virtual Garage, Shed & Carport Builder Show. Beginning February 1, each company will have their own “virtual show booth” online. Booths, which can be accessed by scanning the QR codes, will feature additional product images and information, videos, and much more. Each virtual booth will also be interactive, complete with click-and-connect functionality, making the online “show” a worthwhile experience for everyone.





## Graber Post Buildings, Inc.

7716 N 900 E  
 Montgomery, IN 47558  
 800.264.5013  
 fax: 812.636.4936  
 info@graberpost.com  
 www.graberpost.com



Graber Post Buildings have been supplying quality building materials and supplies to the Midwest for over 45 years. We help contractors save time and money by being able to deliver a complete building package on one truck. We manufacture our own laminated columns, trusses, metal roofing and siding panels in multiple profiles, trims, and components. We also stock a wide variety of windows, entry doors, overhead doors, cupolas, perma-columns, and much more. GPB also has its own delivery fleet of trucks and all terrain forklifts to ensure a worry-free delivery. For your next project, contact us for a free quote and let us help you grow your business.

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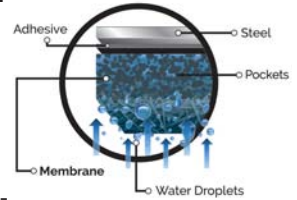
# DRIPSTOP

Condensation control



## Dripstop / File USA

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

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## FREE STATE LUMBER COMPANY, INC.



## Free State Lumber Company

41542 Highway 195  
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 205.486.5287

Since 1973, Free State Lumber has supplied customers with quality products in a timely manner, contributing to its success. Free State has many years of experience supplying a variety of materials to distribution facilities, retailers, post-frame, agricultural, and shed builders.

It has one of the largest inventories in the Southeastern U.S. and offers CCA and MCA treating; custom millwork (a variety of tongue-and-groove patterns) on 2' and 3' lumber; precision end trimming; custom re-sawing; dado-joined 4" x 6" runners for buildings; from 1" x 4" boards to 12" x 12" posts.

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PHOTOS COURTESY OF T+S CUSTOM BUILT POLE BARN



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LAMINATED COLUMNS LLC

**Richland Laminated Columns**

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twilson@richlandcolumns.com  
419.895.0036

Richland recently added an all-new Glulam Column to its list of products. Customers can now choose what option they want: Glulam, Naillam, Perma Columns, Greenpost, Sturdi Wall...whatever foundation system you want, we've got you covered! Contact Richland for "your one-stop pole shop." Serving dealers throughout the Midwest since 2005 with mixed loads stocking programs or job site deliveries.



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**SmartBuild Systems**

PO Box 20627  
Boulder, CO 80308  
www.smartbuildsystems.com  
sales@keymark.com  
303-579-6277

SmartBuild is known for post frame software. However, making its debut at the Virtual Garage, Shed & Carport Builder Show is SmartBuild for Garages and Sheds! Just like the original, this software features the familiar Smart-Build process of designing structures graphically on screen while automatically generating a 3D model, material list, labor calculations, pricing, and a full set of drawings. Adding to the standard options, SmartBuild for Garages and Sheds displays and removes multiple layers of materials for roofs and walls, displays multiple types of roofing and siding materials, and generates floor construction materials for sheds.

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## Kevmar Manufacturing

188 E. County Road 600 N.  
Arthur, IL 61911  
www.kevmarmfg.com  
sales@kevmarmfg.com  
217.543.2828  
217.543.3323 (fax)

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.



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## Royal Crowne

4 Township Drive  
Paradise, PA 17562  
www.royalcrowne.com  
info@royalcrowne.com  
717.288.2630

Royal Crowne Cupolas' cupola selection features maintenance-free cellular PVC-vinyl cupolas, Western red cedar cupolas, copper cupolas, premium grade white pine cupolas, and metal cupolas. We have standard cupola and custom cupola sizes for any application. We stock weathervanes and finials in dozens of designs and sizes to provide that finishing touch to any rooftop, turret, or cupola. Royal Crowne is a wholesale manufacturing company that caters to trade professionals, lumberyards, and retailers nationwide. Our cupolas and outdoor décor have been manufactured and shipped to many locations worldwide.



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# SAFE-WAY

GARAGE DOORS

*Make a Statement.*

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3814 E. US 30  
Warsaw, IN 46580  
www.safewaydoor.com  
bthompson@safewaydoor.com  
574.267.4861

Safe-Way Garage Doors is a leading manufacturer of quality residential, commercial, and industrial overhead garage doors in steel, wood, and aluminum. Headquartered in Indiana, Safe-Way also operates facilities in Tennessee and Missouri with distribution throughout North America and Canada.

Residential and commercial doors are available in multiple configurations including polyurethane and polystyrene insulated, un-insulated, up to 11 colors in steel, and multiple powder coat colors in aluminum. Commercial door sizes are available in all of the panel designs.

Doors shown: Top: Vetana Series aluminum garage door with insulated, tempered glass. Bottom: Regency Model 70 in Driftwood Grey.



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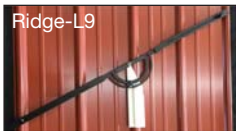


### County Line Concepts

Tough Trade Tools LLC  
 211 N. Lansing Street  
 Mt. Pleasant, MI 48858  
[www.countylineconcepts.com](http://www.countylineconcepts.com)  
 989.859.2168

The **Ridge-L9** is a tool that allows one person to accurately mark angles on metal panels. A custom body fits over the panel rib, the adjustable aluminum arm locks in place to maintain the correct angle on each panel.

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### 3GM Steel

1650 W. Highway 80  
 Somerset, KY 42503  
[www.3gmsteel.com](http://www.3gmsteel.com)  
[sales@3gmsteel.com](mailto:sales@3gmsteel.com)  
 606.676.2146

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



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## ASTA AMERICA

BY JANUS INTERNATIONAL

### ASTA AMERICA by Janus International

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 Cartersville, GA 30121  
 770.450.5481  
[marketing@ASTAAmerica.com](mailto:marketing@ASTAAmerica.com)  
[ASTAAmerica.com](http://ASTAAmerica.com)

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.

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### Trac Rite Door

314 Wilburn Rd.  
Sun Prairie, WI 53590  
800.448.8979  
Kellen Anderson, Sales Manager  
kanderson@tracrite.com;  
608.327.3125  
www.tracrite.com



Trac-Rite® Door manufactures quality steel roll-up doors for a multitude of uses including self-storage, residential, agricultural, and commercial. The doors are made of solid 26-gauge, Grade 80 rigid-rib steel that is durable, attractive, and requires minimal care. Trac-Rite is dedicated to providing customized, worry-free, low maintenance products delivered with uncompromising service. Trac-Rite® doors earn high marks for ease of installation, smooth operation, durability, and minor upkeep. Trac-Rite® doors are backed by industry-leading guarantees, and in a variety of prefinished colors to suit your needs.

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### ASC Machine Tools, Inc.

900 North Fancher Road  
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salessupport@ascmt.com  
www.ascmt.com



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

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### Ramco Supply

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574.223.7802  
574.223.7846 (fax)



Ramco Supply manufactures metal siding and roofing for pole barns and house roofs.

Ram Panel is a 28-gauge 36"-wide panel with 3/4"-high ribs. Ramco Supply also manufactures standing seam roofs in 16"-wide panels. Ramco Supply sells windows, doors, sliding door track, and lumber. Ramco Supply offers complete building packages.

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## Electro Works

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Electro Works is your supplier for DeWalt, Milwaukee, and Makita power tools. We carry impact drills, saws, woodworking and construction tools, and much more. We do our best to provide our customers with the tools they need to get the job done and the best service possible.



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# QORA

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## Qora Cladding by Arcitell

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marketing@arcitell.com  
301-223-2266

Qora gives your buildings a premium look of stone cladding without the weight and hassle of traditional masonry products and installation methods. Easily install Qora direct to frame or over existing siding materials such as DuraTemp, Treated T-111, Metal, and LP SmartSide, for knee wall, accent wall, and wainscot applications. Because Qora Cladding comes in easy-to-handle 20" x 48" panels, it's designed to install with basic carpentry tools and fit together seamlessly with disguised joints.



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# Shed Windows and More®

## Shed Windows and More

9326 Highway 90  
Longs, SC 29568  
www.shedwindowsandmore.com  
thomas@shedwindowsandmore.com  
843.399.1820  
843.399.1826 (fax)

Shed Windows and More has been supplying DIY builders and small construction companies with windows, doors, shutters, flower boxes, cupolas, and skylights since 2001, specific to small outdoor buildings such as sheds and playhouses.

Since 2017, the company has expanded its building supplies to include double-pane windows, garage windows, prehung fiberglass and steel doors, decorative inserts for doors, steel roll-up doors, access doors, pediments, brackets, and columns.



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# Paragon

Computing Solutions

## Paragon Computing Solutions

20 S. Reamstown Road  
Stevens, PA 17578

www.goparagon.com  
sales@goparagon.com  
866.971.0940

Paradigm Accounting, developed by Paragon Computing Solutions LLC, is a full featured ERP system that provides specific features tailored to companies that produce or sell products manufactured with wood and metal. Our software is designed from an operations standpoint, which, coupled with our industry focus, means we provide software that is exceptional at improving our clients' efficiency. Our order entry system can be integrated with building design systems to automate the workflow between design, quoting, manufacturing, and dispatching, resulting in greater efficiencies and accuracy.



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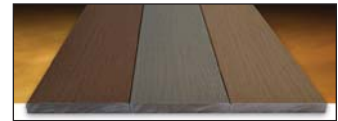


## KAUFFMAN'S Gazebos

### Kauffman's Gazebos

1094 Deerlodge Highway  
Clarkrange, TN 38553  
www.kgazebos.com  
kauffmansgazebos@gmail.com

Kauffman's Gazebos has been producing quality wood and vinyl gazebos for over 20 years. We are now an exclusive distributor of K-Board. K-Board is a composite deck board using Eovations technology that is produced exclusively for the shed, gazebo, and portable structure industry. This is an excellent product at a very good price point.



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# Utility Shed

Mt. Juliet, Tennessee

**T**he Barn Store, a division of Three Boys Consulting, LLC, of Gallatin, Tennessee, built this classic red post-frame shed in Mt. Juliet. Two enclosed lean-to sheds with large door openings create extra storage, making the building more versatile for the owner.

The main building and the sheds are fully insulated with Double-Bubble foil and vinyl insulation. **GSCB**

## PROJECT DETAILS

**Building:** Utility Shed

**Size:** 40' x 40' x 14' (post-frame built on slab), (2) 14' x 40' enclosed sheds open to inside (3/12 roof pitch)

**Steel:** Mac Metal, 29 ga. lifetime panel

**Doors:** (1) Plyco 3068 Walk Door; (1) 12' x 12' overhead door (frame-out) with (1) 12' 6" x 13' split sliding door; (2) 11' 6" x 8' overhead door (frame-outs only)

**Windows:** (4) Norandex 3040 Low E Single Hung vinyl windows; (1) Norandex 4040 Low E Single Hung vinyl windows

**Frame:** Post-frame, 6" x 6" CCA-treated posts, set 8' on center

**Trusses:** 6/12 pitch attic truss, set 2' on center; shed rafters 4' on center.

**Soffit:** 1' overhang

**Insulation:** Double Bubble Foil/Vinyl insulation (main building and sheds)



PHOTOS COURTESY OF THE BARN DEPOT



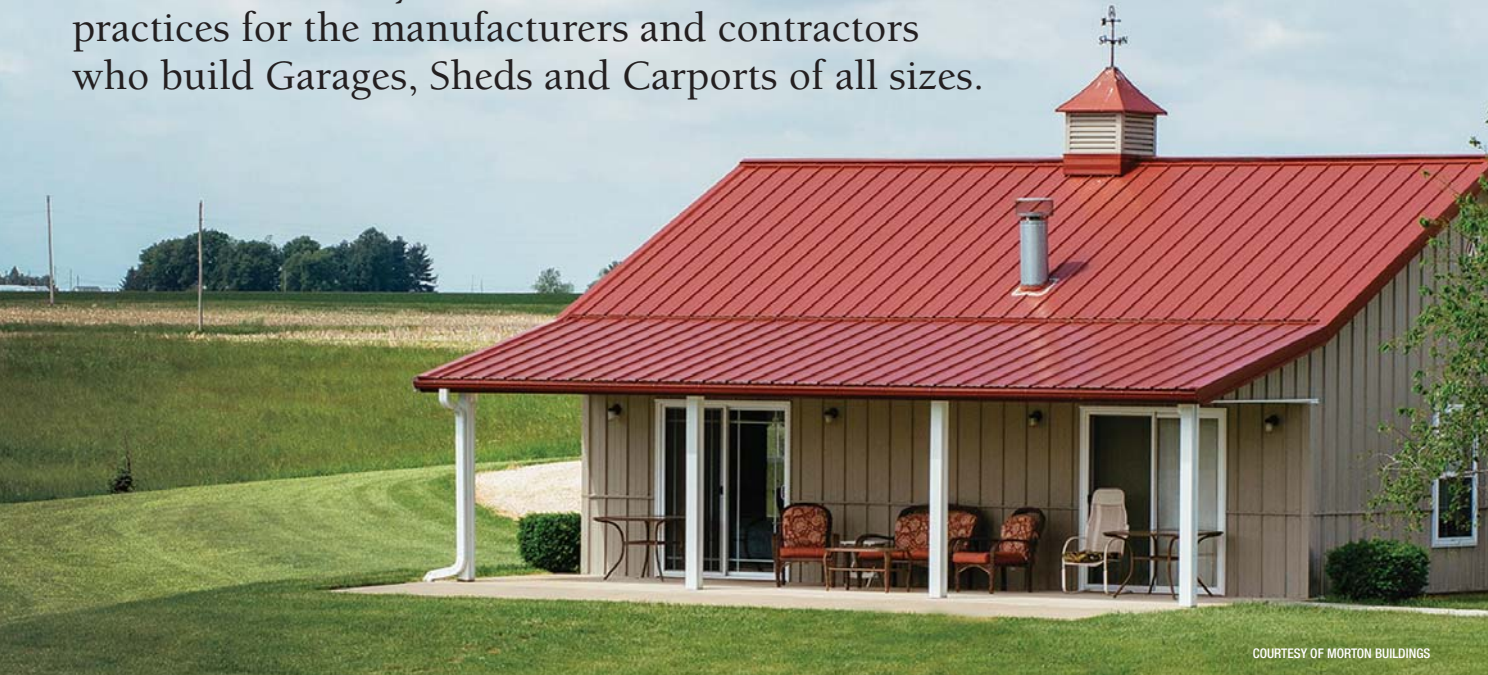
Do you have a project that would look great published as a Project of the Month? Contact editor Karen Knapstein at 715.513.6767 or karen@shieldwallmedia.com. (There is never a cost for having a project published.)



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If your company has developed a new product for builders or contractors, email a new product announcement to one of the contacts listed below for possible publication in the Construction Magazine Network.

Include a clear, high resolution image of the product (no logos or advertisements), along with a brief description of your product and the problems it solves.

Submission is not a guarantee of publication. We reserve the right to edit all submissions for content, length, and clarity.

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**new products**  
BY RURAL BUILDER STAFF



**■ HORSE STALL LATCH**  
MVI knows your horse is too smart for its own good, so they designed a new horse stall latch. This latch is a secure rotation door design. Its HORSE PLAY resistant! The easy, low-force activation latch has a concealed latch mechanism, and there's no assembly required. Plus, installation is a breeze, so you can spend less time installing and more time with your horse. Find this horse stall latch in both left and right-hand latch configurations and 14 in. or more than 28 powder coat options, so this affordable, trendy, MVI stall latch will be color matched to the stall door. — Smart Shields™ is easier to also make the job safer by you from striking wires from the wall!"

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



**■ JOISTPRO METAL CONNECTOR NAIL**  
Smart Shields™ added this new nail gun with increased majority to its JoistPro™ line of products.

The new JoistPro™ Smart Shields™ nail gun, the latest product launching from its Spike Innovation Center. The electrical resistance straps are

**NEW PRODUCTS**



**■ SPROYER CIRCULAR SAW BLADES**  
Sproyer Circular Saw Blades has introduced a family of new and highly precise meter gauge along with a range of circular saw blades with the re-

industry's first crowd-sourced new product development via steel and guard has a critical design that better protect cable in wood framing from and across. The concept was invented Bruce Turner of California.

The Smart Shield™ protects cables on both sides of a wall the need for multiple standard it's also easier to install than plates and eliminates drywall by using turbine mounted cutters from steep edges common on traditional nail plates. So is resistant to direct strikes fire and screws and prevents electrical power cables that cut conductors and start a fire.

Turner has been brining fire-resistant ideas since he worked. He got the idea for Smart Shields™ when he was working on the when he was working on the need I can't do it all if my life is, and the traditional nail plate "I was remodeling a home that I can't do it all if my life is, and the traditional nail plate

"Smart Shields™ is easier to also make the job safer by you from striking wires from the wall!"

"This new product is now a public for sampling. The first one will receive a free sample Smart Shields™, designed to save time before, during and installation."

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

**■ SPROYER CIRCULAR SAW BLADES**  
Sproyer Circular Saw Blades has introduced a family of new and highly precise meter gauge along with a range of circular saw blades with the re-

base of four new options. Sproyer's line of circular saw blades are triple-chip, triple and have ultra-tough NiCo (Nickel Cobalt) teeth for long-lasting cutting efficiency, alternating tooth level design (ATL) and a crease down tip and concavity, and an interfacial anti-friction coating.

The strong NiCo teeth of Sproyer's circular saw blades are triple-chip, triple and have ultra-tough NiCo (Nickel Cobalt) teeth for long-lasting cutting efficiency, alternating tooth level design (ATL) and a crease down tip and concavity, and an interfacial anti-friction coating.

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Each saw blade is sold individually. A 10-pack of 7-1/4" framing general construction blades are available for professional users.

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

**■ Rockler Miter Gauge and Miter Gauge Fence**  
Rockler Woodworking and Hardware has introduced a sturdy, easy-to-set and highly precise miter gauge along with a unique aluminum fence that mounts easily to the new Rockler miter gauge body.

to other gauges on extended support to read an adjustable accurate report card. The Rockler Pro has no accurate to read scale ranging both dimensions, plus both dimensions, plus positive stops of 1" and 60". A spring-like the rocks that extend a machined ball to set other ang Miter Gauge's 10" wide 3/4" x 3/8" standard slots and features adjust screws for eliminating two knobs and two 7/8" ang fence, and all knob overloads.

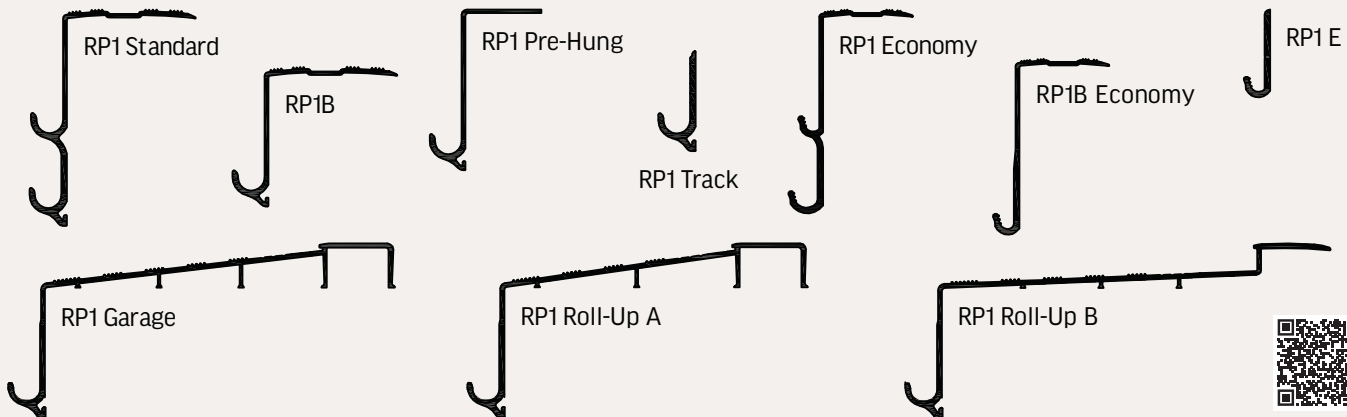
The backbone of the Gauge Fence is a rigid 2-1/8" deep x 1-1/2" wide and a matching 2-1/8" extension that can be on side of the fence and add a solid fence length range to 24". An included 3/4" long medium-coated M attaches to the extension, a hardware and can be extra the fence to provide accurate for clear cuts. The 2 also is long enough that it be cut and attached to the extension, providing cutting even when the fence is extending clear distance to

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**This innovative Patent-Pending Ramp System allows planks to be adjusted, removed or left in place.**