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So many options ...

Itry to fill each edition of this magazine with a variety of different topics. There are so many subjects that are relevant to the construction trade, it boggles the mind. In this edition, you'll find a bit of a different kind of Product Feature. It fits with the "So many options" theme, really. We take a look at some of the different exterior product options shed builders can use. From wood to composite to steel, from less expensive to pricey — you really do have limitless options when it comes to making mini-building exteriors unique.

I hope you enjoy reading the business profile about PubSheds Inc. of Grand Rapids, Michigan. Founder Mike Sheehan explained how he built a pub shed in his own backyard as a way to keep guests out of the house during parties. No one

could have guessed that a new business would be the result of hosting backyard parties. If you have an interesting story, I'd love to hear it — and perhaps even share it (if you like) in an upcoming edition.

You won't want to miss the Shed Geeks article. In it, you'll meet Shannon Latham and Kyle Summers, who are making it their mission to bring the shed industry together. They'll have a regular column in the magazine going forward, so take a few minutes to get to know them and learn what they're about.

Exciting news: Our next edition is the Garage, Shed & Carport Builder Show Preview edition. In it, you'll find profiles of all the companies that are exhibiting at our show November 4-5 in South Bend, Indiana. (Not to be confused with the

Shed Expo that takes place in Michigan in September.) The Garage, Shed & Carport Builder Show was supposed to have been held in February, but the pandemic put the kibosh on that. The profiles will tell you about the companies themselves, as well as what they have to offer. We'll also have some coverage of what else you can do in South Bend.

In case you didn't realize it, whenever you want to learn more about a particular company or product, fill out the product inquiry form on page 50. We'll contact the company on your behalf and have them get in touch with you.

Until next time — be well.



Karen Knapstein, editor

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CONTENTS

Features:

12 Meet the Shed Geeks

Duo educates through entertainment

16 Pub Sheds

Upscale custom sheds are in demand

20 Sell More With RTO

Choosing the right rent-to-own company

22 Identifying Sheds

ShedHub launches SHIN ID system

23 Industry Report

Response to surge in lumber demand

28 Cold Formed Steel

Choosing the right fasteners



32 Trade Show Success

Best practices for exhibitors

34 Product Feature

Material options for shed exteriors

40 Greenhouse Basics

Polycarbonate installation practices

42 Trade Show News

Lots of action reported at the Construction Rollforming Show

48 Heat Illness Overview



On The Cover: Riehl Quality Storage Barns built this shed using DuraTemp siding and MiraTEC trim (supplied by Capital Forest Products). PHOTO COURTESY RIEHL QUALITY STORAGE BARNS LLC **Above:** “Sheehan’s Pub” – the backyard party shed that launched ShedPubs, Inc. COURTESY OF MIKE SHEEHAN, SHEDPUBS, INC.

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- 3** Editor’s Note
- 6** Supplier News
- 25** Business Connections
- 27** Material Minute: Hitz
Halter Insulation
- 44** New Products
- 46** Finishing Points:
Keep Your Paint Clean
- 49** Project of the Month
- 51** Events Calendar
- 51** Advertiser Index



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**Next
Issue:**

- Garage, Shed & Carport Builder Show Preview (November 4-5)
- Exterior Paints



Arcitell Hires Brian Martin, Director, Sales & Marketing

Arcitell, LLC recently announced the hiring of Brian Martin as director of sales and marketing for the organization. Martin has a history of business development and demonstrated sales success. His vast experience includes national product sales and marketing for American Biltrite Inc. of Moorestown, New Jersey and IDI Distributors, Inc. of Chanhassen, Minnesota. He served as national sales manager for Saint-Gobain | CertainTeed Corporation of Valley Forge, Pennsylvania, and is a veteran of the US Army.



Brian Martin, Director, Sales & Marketing, Arcitell, LLC. SUBMITTED PHOTO.

Most recently, at American Biltrite Inc., Brian led both the graphics and surface protection business units. With this role, he spearheaded all facets of marketing and sales, including product development, pricing and P&L management.

He holds a Bachelor of Science degree in Mechanical Engineering from The United States Military Academy, and a Master of Business Administration from Wilmington College, Wilmington, Delaware.

New Garage Door Franchises Open in Kentucky, Minnesota, Pennsylvania

Access Garage Doors, a franchise-based brand specializing in residential and commercial garage door repair and installation, has announced new locations in Kentucky, Minnesota, and Pennsylvania.

Access Garage Doors specializes in offering homeowners a comprehensive selection of services to repair existing equipment, 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 LiftMaster, Home Depot, Genie, Clopay, and Amarr.

The two new franchises in central Kentucky, (Richmond and Lexington) are owned by entrepreneur and military veteran Nick Clapper.

The new franchise in South St. Paul, Minnesota, is owned by Mike Rustad. Rustad is an experienced franchise owner who has already found success with his first business in the garage organization market.

The new franchise location in the South Pittsburgh area of Pennsylvania is owned by William Tompkins. Tompkins is an experienced entrepreneur with a background in the commercial excavating industry and as a general contractor in the crane and rigging industry. He's excited to bring his knowledge of building and construction to the residential garage door industry in the South Pittsburgh area.

US LBM To Acquire American Construction Source (ACS)

US LBM, a distributor of specialty building materials in the United States, has announced it has reached an agreement to acquire American Construction Source ("ACS"), a national building materials distribution platform for custom home builders and repair and remodel contractors. Upon completion of the acquisition, US LBM will operate nearly 400 locations nationwide.

American Construction Source's portfolio consists of multiple locally branded building material distributors and manufacturers, operating more than 70 locations in Arizona, Arkansas, California, Colorado, Minnesota, Missouri, Nevada, Washington and Wisconsin.

"With the addition of the ACS portfolio, US LBM will strengthen our position in the Midwest and California, and expand our reach to Colorado and Washington, two quickly growing construction markets," said US LBM President and CEO L.T. Gibson. "We look forward to working with the ACS team and their local operators to continue leveraging their strong relationships, experience and teams to grow in their respective markets."

"ACS joining US LBM is a perfect outcome based on the alignment of our shared strategy to preserve longstanding local lumberyard brands and operations while delivering a great customer experience," said James Drexinger, CEO of ACS. "We are grateful to our customers,



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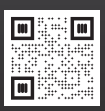
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US LBM has completed more than 65 acquisitions since it was founded in 2009, including four since being acquired by Bain Capital Private Equity in late 2020. On May 3, US LBM announced the acquisition of Higginbotham Brothers, a building products dealer with 40 locations in Texas and Oklahoma.

Financial terms of the private transaction were not disclosed. The transaction is expected to close during the third quarter of 2021 and is subject to customary closing conditions, including requisite regulatory approvals.

US LBM offers a portfolio of specialty products, including windows, doors, millwork, wallboard, roofing, siding, engineered components and cabinetry.

American Construction Source is an LBM distributor with 70+ locations in nine states serving the needs of custom home builders, repair and remodel contractors, and DIY consumers.

Retailer Now Offering Keeper® Combat™ Ratchet Tie Down Straps

Keeper, a cargo control brand from Hampton Products International Corp., has announced that its Keeper® Combat™ Ratchet Tie Downs are now available at The Home Depot. The straps are engineered to meet the demands of day-to-day professional and business use and feature a stealthy and strong steel ratchet with “No Slip Grip” handles and vinyl-coated S-hooks to prevent scratching and marring.

Leading the family of products is the 16’ Combat Ratchet Tie Down, which has durable, 1.25” webbing to absorb shock and resist cut, rot and abrasion with a half-ton working limit. Keeper’s patent pending webbing design adds 67% more abrasion-resistance and 30% more cut-resistance than regular webbing, which enables the tie downs to hold up and stay stronger for rugged outdoor use. Each strap also



features a sewn-in, soft tie to lock down lighter loads.

The extra-wide diamond ridge “No Slip Grip” ratchet handle provides for greater comfort, easier use with gloves, and better leverage when securing loads. The Combat Ratchet is straightforward to use: to engage, pull the strap to a desired tension and ratchet by raising and lowering the handle to secure the cargo.

Other Combat Ratchet models currently available at The Home Depot include 14’ x 1” straps with 500 lbs. working load limit and a 27’ x 2” version with 3,333 lbs. working load limit.

Spahn & Rose Lumber Co. to Acquire Metro Building Products

Spahn & Rose Lumber Co. has entered into an agreement to purchase Metro Building Products, based in Marietta, Georgia.

“Metro Building Products shares the same values and corporate culture as Spahn & Rose,” says Dave Davis, Spahn & Rose’s CEO. “Like Spahn & Rose, Metro provides outstanding service to both contractor and homeowner customers. This was a unique business opportunity, and we’re very proud to have Metro join Spahn & Rose.”

Spahn & Rose has no plans to change Metro Building Products’ name, marketing focus or local management, Davis says.

The planned acquisition unites two successful longtime lumber and building-material companies. Founded in 1904, Spahn & Rose is a leading lumber distributor in the Midwest and has been named one of the top 100 lumber and building-materials distributors in the country by ProSales, a newsletter that reports on contractor and construction-industry trends.

Joe McKenzie and his wife, Tina, founded Metro Building Products in 1991. The company serves professional builders, remodelers and homeowners in Atlanta, Kennesaw, Smyrna, Sandy Springs, Vinings and several other communities throughout Cobb County in northwest Georgia. Metro specializes in high quality building materials including cedar, Douglas fir timbers, decking, cedar shakes, and iron and aluminum railings.

“For more than three decades, Metro Building Products has always maintained a high level of customer service while providing quality products to contractors and homeowners,” McKenzie says. “Metro has been growing and thriving, and with Spahn & Rose we’re going to have new and exciting opportunities to serve our customers.”

The acquisition of Metro Building Products will mark the third major addition for Spahn & Rose in the past three years. In February 2019, it acquired the Lake Geneva, Wisconsin-based Dunn Lumber, and in February 2020, it acquired Reinbeck, Iowa-based Moeller & Walter Lumber.

ABC Supply Co. Acquires Assets of Exterior Supply, Opens New Locations in Florida, Utah

ABC Supply Co. Inc., the nation’s largest wholesale distributor of roofing, siding and other select exterior building products, has acquired the assets of Exterior Supply in Kentucky. The acquisition includes Exterior Supply’s locations at 204 Production Drive in Elizabethtown and 356 Enterprise Drive in Somerset.

Current Exterior Supply associates at both locations will be joining the ABC Supply team, providing a seamless transition for existing customers.

“The Exterior Supply team is an experienced group of associates that share in our focus and commitment to make it easy for contractors to do their jobs,” said Tom Kuchan, vice president of ABC Supply’s Northeast Region. “We look forward to welcoming contractors who have been getting their siding and windows from Exterior Supply and expanding what these two locations can offer to help their

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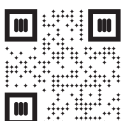
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businesses grow.”

The distribution company has also opened additional locations in Salt Lake City, Utah, and Port St. Lucie, Florida.

Jade Robison manages the new Utah location. He first joined ABC Supply in 2008 as a roof loader at the company’s Orem, Utah, location. Robison spent the last three and a half years managing the Spokane Valley, Washington, location.

Dylan Zweifel manages the new Florida location. He began his ABC Supply career in Kenosha, Wisconsin, in 2018 as an inside sales associate. Later that same year, Zweifel transitioned to the company’s National Response Team to help the Tallahassee, Florida, area with the increased demand for materials that happens after a storm event. In 2019, he became the delivery services manager at the Punta Gorda, Florida, location and later assumed purchasing duties.

Engineered Wood Manufacturer Announces Plans For New Mill

Specialty building products manufacturer Huber Engineered Woods LLC (HEW), a subsidiary of J.M. Huber Corporation, has announced it will build a new oriented strand board (OSB) facility in Cohasset, Minnesota. The plant will increase the company’s production of ZIP System and AdvanTech structural panels.

The manufacturing facility is projected to provide over 150 direct new jobs to Itasca County and surrounding areas, while contributing growth opportunities in adjacent local industries including timber and trucking.

“We look forward to being an integral part of the community and a key partner in the future success of the county and the state. We are pleased and excited to bring this new investment and set of employment opportunities to Itasca County and the surrounding areas,” said HEW President Brian Carlson. “It is our desire for our new Minnesota operations to be a shining example of our company’s commitment to building a diverse and inclusive workforce.”

Contingent upon site acquisition, approval of certain legislative initiatives and financial assistance from additional



Huber Engineered Woods will produce OSB at its new plant in Cohasset, Minnesota.
PHOTO COURTESY HUBER ENGINEERED WOODS

state entities, the Cohasset location will be HEW’s sixth mill in the United States and its first presence in Minnesota.

OSB production has a long history in the state of Minnesota. The new facility will produce HEW’s premium panel products.

“I support and recognize the significance of this project, as does my leadership team,” said Governor Tim Walz. “Minnesota’s state government commissioners are making the success and expedition of this project a top priority. Huber is an innovative and unique leader in the building products industry, and we are excited they are joining the successful companies that operate and thrive in northeastern Minnesota.”

Wood Products Manufacturers Expand Capacity, Continue High Levels of Production

North American softwood sawmill capacity increased by 1.4 billion board feet in the last year, according to Forisk. Most of that increased capacity – 1.1 billion board feet – was from manufacturing in the U.S. South. In fact, the entire wood products manufacturing sector continues to produce at the highest levels since the Great Recession, according to the Federal Reserve Board.

Many wood products companies have announced significant investments to expand the capacity of existing mills, however, lead times to get the new equipment remains long. In some cases, machinery is backordered up to 24 months – potentially extending the usual 12 to 24 months it would take to complete these types of projects. Manufacturing expansion projects are a long-term solution

that will support increased capacity, but not until 2022 at best.

Home demand has only increased during the pandemic and builder confidence has been above 80 for the last nine months, with a rating of above 50 indicating positive conditions. Homes are going under contract at a faster rate than they are listed for sale even though new home listings are up 19.1 percent over last year. Permits for single- and multi-family projects were up 25.3 percent and 20.4 percent, respectively. The National Association of Home Builders reported that the pandemic also drove increased demand for remodeling projects.

Despite the already high levels of production, and investments from manufacturers to upgrade and expand mill capacity, the unprecedented demand still exceeds the current supply. The most immediate opportunity to address constraints to lumber supply is to focus on transportation and workforce limitations. These challenges were present before the pandemic and have exacerbated the current situation.

The wood products industry is far from the only commodity that is experiencing increased demand, nor is it the only industry to face worker shortages and transportation limitations. Addressing these constraints will be the most fruitful endeavor for immediate relief.

The American Wood Council (AWC) is the voice of North American wood products manufacturing, an industry that represents provides over 450,000 men and women in the United States with family-wage jobs. AWC represents 86 percent of the structural wood products industry, and members make products that are essential to everyday life from a renewable resource that absorbs and sequesters carbon. Staff experts develop state-of-the-art engineering data, technology, and standards for wood products to assure their safe and efficient design, as well as provide information on wood design, green building, and environmental regulations. AWC also advocates for balanced government policies that affect wood products. **GSCB**

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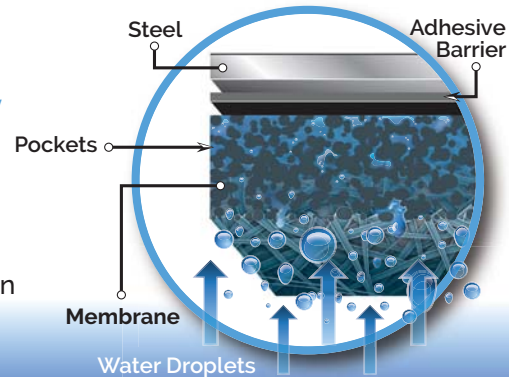
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Kyle Summers, left, and Shannon Latham host the Shed Geek Podcast, on which they speak with “SHED-lebrities” — personalities in the shed industry. PHOTO COURTESY OF SHED GEEK PODCAST.

Shed Geek Podcast



Providing Education Through Entertainment

BY SHANNON LATHAM

Shed Geek Podcast [shedgeek.com] is the brainchild of Kyle Summers and myself, Shannon Latham. We have spent years working together, riding around the countryside opening dealers, looking for clients, doing escorts, and more. It seems we’ve been involved with every aspect of the shed industry at one point or another.

Kyle and I met at church and have been friends ever since. We have been on this journey through the shed industry together. I started my journey in the shed industry as a procurement coordinator. That’s where I first learned about the product and how the process worked.

I have learned so much since then. I’ve had the pleasure of working as a sales manager, working as a rent-to-own (RTO) rep, and more. I love finding new ceilings in this industry. It honestly feels like home.

Kyle started his shed journey as a relationship manager. From there, he went on to become a sales manager and co-owner of three shed lots. And before Shed Geek Podcast, he was a marketing director. Most of the show’s marketing success is a result of Kyle’s efforts. He does a great job of relating to the industry through his marketing abilities.

We love to brainstorm together on ways to help the industry; that’s what

drives us. We love to learn, and we love to help others. We really are Shed Geeks.

Shed Geek Podcast

We wanted to find a way to expose the industry to the rest of the industry. That’s how the Shed Geek Podcast came about. The podcast aired its first promo on March 8, 2021, and launched its very first episode on March 12. It’s the official podcast for the shed industry and has seen an overwhelming amount of support. In less than four months, we self-proclaimed “Shed Geeks” have garnered nearly 5,000 downloads.

Episodes include guests from every corner of the industry, from haulers, to

builders, RTO personalities, and dealers. We focus on education through entertainment. We keep the underlying focus on “sheddy stuff,” but also bring sort of a “campfire setting” to the table.

Episodes include dialogue about sales professionalism and processes, but there is also a lightheartedness that keeps laughter, goodwill, and a focus on lifting all in this industry to be better. The episodes air weekly (generally released each Wednesday) when the world is working perfectly.

Podcasts thus far include (but are not limited to) “shed-lebrities”: Gideon Zook (Stoltzfus Structures), Richard Miller (AFG Rentals), Matthew “Motz” Weaver (My Shed Rental), Jason Graber (Shed-Suite), Charles Hutchins (“The Shed Coach”), Tyler Mayhan (author of the book “Three Men and a Barrel: Life and Times of an Oklahoma Shed Builder”),

Erica Goodnight (Union Grove Lumber), Jeff Huxmann (ShedHub.com), Liberty Sheds’ own Arlan Reihl and Mike Yoder, and Sam “Sambassador” Byler, founder of the Shed Hauler Brotherhood.

In addition to scheduled talks with industry leaders, the Geeks will occasionally do an impromptu episode to keep listeners updated on progress, and help them stay informed about future guests and topics. Anyone in the industry can suggest show topics or request an appearance on the show by filling out the “Contact Us” section on the website or by emailing info@shedgeek.com.

Right now, most episodes are recorded in Metropolis, Illinois, in my backyard shed that doubles as my office. Typically, interviewees will call in at a SHEDuled time and we record the episode. Editing and sponsorship advertisements are

added in later. Most interviews involve just one or two people, but sometimes we do conference-type interviews with more than that. In-person interviews can be done with up to four people taking a seat at the microphone. We’ve done one in-studio episode so far and are looking into adding a permanent space in the near future. We also plan to add video to the show.

Shed Geeks On Location

We’ve had the pleasure of doing interviews at some of the shed industry-related events. For example, we recorded the podcast with Gideon Zook at the 2021 Shed Haulers Bash. Be sure to watch for us at future shed industry-related forums where we will be glad to discuss your being featured in a podcast. We can even set up a time and outline a discussion of

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what we hope to speak to you about.

We believe it's paramount not only to tell your story, but also to bring the shed industry education through entertainment. We are constantly brainstorming in the current studio and looking for more information, more networking, and more ways to help those in the shed industry.

When we are riding around visiting and meeting new folks, we have the same conversations just with different people. We keep getting the same questions: How are sales? What are lead times? What's everyone seeing in this area or that area? We hope to help bridge that gap by discussing these things with different personalities throughout the industry.

We're fascinated by the stories we hear, the stories about how businesses got started and what brought them to where they are now. We recognize that those who came before us have helped clear the path for us to have this opportunity, and we don't take that for granted. It's encouraging to be part of the process of moving

Sponsorships

Shed Geek Podcast has sponsorship opportunities for businesses looking to advertise. Current participating sponsors include [shedsforsale.com](https://www.shedsforsale.com), Union Grove Lumber, and [shedhub.com](https://www.shedhub.com).



Kyle (left) and Shannon record podcasts from Shannon's backyard office shed in Metropolis, Illinois. PHOTO COURTESY OF SHED GEEK PODCAST

the industry forward — together.

We really are shed geeks; we literally visit every dealership we can. We enjoy stopping at a manufacturer and seeing new and cool things; some of these things you can only see by hitting the road and building relationships.

We believe there is more to come — not just a podcast, but also opportunities to build around the Shed Geek brand. We have been very encouraged by all the positive feedback from others in the industry.

Don't Be Shy

Occasionally we ask someone to be on the show and they are reluctant, but in most cases they come back and say, "I'm glad I did that; it was fun." Or a listener will come up to us or email us and say, "I really enjoyed this episode" or they enjoyed a particular moment on one of the shows. Or they might say, "I'm glad that guy came on because I enjoyed hearing his story." To me, that makes the extra effort worth it.

The Shed Geek Podcast has been so much fun. I heard one person say it's "the fun part of the industry." I agree; it seems like we can all stand to have a little more fun. I think life is already serious enough, and if you look close enough, this industry is prone to stressful situations already. Situations like making the sale, getting a



The Shed Geek Podcast can be heard by downloading Apple Podcast [<https://bit.ly/ShedGeek>], Google Podcast, Spotify, Stitcher, and other apps.

shed blocked up, building multiple sheds, and managing contracts just to name a few. I love being able to help lift others up. If we can do that through something like a podcast, then that's perfect.

One of my favorite parts of the show is being able to discuss our faith, and the God-inspired moments that help others. I heard a pastor say one time that when he preaches a sermon, it does as much for him as it does the crowd. I understand that. This podcast has given me an outlet to minister through work. What higher level of success could I possibly achieve? I love it! I love hearing the stories, I love meeting the people, I love being on this journey with my best friend.

To Learn More

Learn more about the Shed Geek Podcast on Facebook [<https://www.facebook.com/ShedGeekPodcast>]. To be on the show, suggest show topics or meet the geeks, visit [shedgeek.com](https://www.shedgeek.com). Watch for us at shed related events and be sure to introduce yourself. We love meeting others in the industry. Until then, we appreciate your support by listening, sharing our podcast episodes, and telling others when you can.

For our Plain Community friends, we are currently working on a way to air the episodes on no-cost conference, bullhorn, and more.

Thanks again for all your support and continued support. We will do our best to honor this industry, and give you the best education through entertainment we can.

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Shed Serendipity

Demand For High-End, Custom Sheds Is Alive & Well

BY KAREN KNAPSTEIN



You might say that a party gave rise to custom shed builder PubSheds® Inc. Mike Sheehan, who founded

the Grand Rapids-based business, built a pub shed in his own back yard for his personal use. He wanted to keep people out of the house during family parties and wanted someplace to gather in inclement weather. The pub shed was a hit with family and friends. “After a couple of parties,” Sheehan said, “some friends said they wanted one. And then their friends wanted one.” So, about five years ago, Sheehan turned his side-gig into a business: PubSheds Inc.

What started out as building a few sheds here and there has turned into a full-time business.

“We get all our business through word of mouth and Facebook advertising,” said Sheehan. “We’ve sold sheds all over the country. We build dog kennels, art studios, beer garden bars, backyard offices ... anything anyone could want. Sometimes the customer will send pictures and we’ll incorporate everything from their wish list into the design. Everything we build is custom built to what the customer wants.”

When asked how 2020 affected business, Sheehan said, “Last year was slow because of COVID, but this year it really took off. We have just over 40 [sheds] on the books so far this year [at the end of

Mike Sheehan’s personal pub shed. This is the shed that, in effect, launched PubSheds, Inc. PHOTOS COURTESY OF PUBSHEDS INC.

June]. Right now, we're looking at being sold out. I can build more if I get the right help and materials. But I'm probably not taking on any new orders because I want to be able to keep the commitments I've made. With the cost of these things, and then each one being specific to each customer's needs, I don't want to make commitments I can't keep."

'Deluxe' Is Standard

Sheehan made a point of differentiating his sheds from other manufacturers' sheds. "My 'basic' buildings are what a lot of other builders would call a 'premium' or 'deluxe' building," he said. "Our basic pub units come with a 37" flat screen TV, a wall-mounted 15" stainless steel sink, an oak bar and a liquor mantle." Electrical service and full insulation are



PubSheds Inc. builds much more than just pub sheds. They also build cabins, custom kennels, and whatever else their customers can dream up. PHOTO COURTESY OF PUBSHEDS INC.

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3 Keys to Good Business

1. Communicate

Communication with the customer is critical. If there's a timeline problem, explain the situation. "Customers are empathetic right now with material issues," said Sheehan.

2. Be honest

Be honest and price things right. "Our buildings are priced according to labor and what's included in the unit. We don't price gouge. I'll share material costs with my customers so they can see what goes into it. We're that open with our customers – that's why we get a lot of business."

3. Educate

"Customers don't realize what it takes to maneuver a building into a spot. I'll actually go and do a site visit to make sure it will work for them versus just taking their money. I'll make sure it fits. If I can't get it in the spot it needs to go, I don't take the order and tell them why."

also standard in the pub sheds. As are ¾" treated plywood decking, wall shelves and chip racks, brick paneling and bead board interior, two 30"x36" insulated vinyl windows, 72" double doors (on sheds at least 10' wide; customer's choice of barn-style cedar, fiber French doors, or sliding patio), tongue and groove ceiling, engineered flooring, and 25-year dimensional shingles. From there, customers can upgrade or add options including metal roofing, custom doors, and additional windows. "Maybe the customer doesn't want an oak bar but wants a corrugated metal bar with a butcher block top. We can make those adjustments and price it accordingly," he said. "We make ourselves really easy to work with."

The portable sheds are built on treated 4"x4" runners with 12" on center (OC) floor joists and treated ¾" plywood decking; walls are built with 2"x4", 16"



This cabin shed features a custom arched door on the side in addition to the double doors on the end. PHOTO COURTESY OF PUBSHEDS INC.

OC. Sidewalls are built with a minimum height of 7' 5", with a minimum height of 10' 6" at the peak. "Our rafter system and wall heights are taller than a lot of other sheds. Sidewalls are nearly 7 ½ feet tall so it feels like you're in a bigger structure," he said. Rafters are built with 2"x6" (as opposed to commonly used 2"x4"), which are either 24" OC or 16" OC, depending on the building size.

Sheehan's crew builds portable buildings in the shop or will build on-site if necessary. They build up to 14' wide by 52' long in the shop, which is the maximum size that will fit on the trailer. And they'll build it at the building site (no size limit) if there are obstacles that won't allow for placement of a pre-built structure.

Quality Matters

Quality assurance is a top priority for Sheehan; that means quality in the materials, the build, and the delivery. Although he's open to using whatever materials the customer wants, Sheehan said he uses mostly LP SmartSide siding and sources his roofing materials (either

metal or shingles) through ABC Supply. Exteriors are all hand-caulked and then hand-painted with Sherwin Williams paints and stains. Interior bead board is hand-finished with Minwax stain. "The bars and mantels are all handmade in the shop," he explained. "The sinks are custom made for us by a company out west. We're real sticklers on what leaves our building," he said. "I have yet to have a customer complain."

Many of the materials are purchased through a Menard's business account. "They're the most competitive on pricing for me," he said. "With the size of my company, it's hard to bring truckloads of stuff in. The basic materials like lumber are brought in in bigger volume."

Insulation also sets buildings by Shed-Pubs apart; Sheehan recommends spray foam in his units. He hires Third Coast Spray Foam, a local company, to insulate his buildings. "They do a minimum of 2" spray foam inside and out. We actually build the floor deck, have it spray foamed, and then flip it so the insulating material is sandwiched between the ground and

subfloor so the entire building is insulated from top to bottom.”

Challenges

Finding the right crew can be difficult. “I have several guys at a time working on a building,” he said. Like the rest of the building trade, material shortages are affecting Sheehan’s delivery times. “It usually takes about two to three days to get a shed done. But it can take up to 2 1/2 weeks if we’re waiting for material. Usually, though, a normal-size building we can get out in a couple of days.”

Another challenge is making sure the site is prepared properly before shed delivery. “We offer to help prep the site or team up with a company to prep the site,” he said. “If the shed is placed on a surface that’s not level, there are issues with windows and doors not opening right ... And then the owner will call me thinking there’s an issue with the building.” So, it’s in the shed builder’s best interest to make sure the site is level.

With the size of his business and the relatively few sheds he delivers each year, Sheehan said he can’t justify getting his own mule, truck, and trailer; so, he hires the shed delivery equipment when it’s needed. “Anything outside of our normal delivery area, we run the freight past the customer beforehand,” he said. Once he gets the go-ahead from the customer, he proceeds. “We just delivered [a shed] to Milwaukee. We took it across Lake Michigan on the ferry from Luddington [Michigan] to Manitowoc [Wisconsin] to Milwaukee.” Even with the added expense, “the customer was ecstatic.”

Conclusion

By finding product for which there is a demand that outweighs supply, and filling that demand with customer satisfaction as a top priority, the future is promising for builders who can rise to meet the challenges of today’s construction market. **GSCB**



This beach-themed studio features skylights in the roof for additional daylighting.
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Sell More With RTO

Things to consider when selecting a rent-to-own company

BY JEFF HUXMANN

If you are just getting started with manufacturing sheds, rent-to-own (RTO) is a must as a payment option. Why?

Using the power of RTO is a great way to get more customers — especially those customers who are used to paying rental fees for storage at a mini storage facility. The big benefit of RTO for the consumer is that they are not endlessly renting their storage, eventually they own that storage unit, and will be done with rent payments.

RTO is also a great option for people who don't have the best credit score as there is almost never a credit check with RTO. Rent-to-own companies are taking a risk that their customers can't make a payment. So what happens if the customer realizes they can't afford the payment, or no longer need the storage? Instead of applying a negative mark on a credit score, the RTO company will collect the shed and resell (or re-lease) the building to the next customer.

If you are selling sheds in an affluent area, rent-to-own will be used infrequently. However, in middle-class and lower-income communities, RTO makes a huge difference in the ability to sell more sheds. You could easily sell half or more of your sheds using your RTO partner as a payment method. I would argue the shed industry would not be what it is today without our RTO partners.

Rent-to-own companies often make payment arrangements with shed builders, rather than shed sellers because shed sellers almost never hold the inventory they sell, unless they are the builder as well. In contrast, car sales lots tend to



Customers in affluent areas are less likely to use a rent-to-own purchasing plan.
PHOTO COURTESY OF QUALITY STRUCTURES.

have their cars purchased on a “floor-plan” paid for by the car dealership. In the shed industry the manufacturer almost always bears the burden of holding inventory until it sells to an end user, or to an RTO company.

There are good RTO companies and there are some RTO companies that may be a little worrisome if they are not operated correctly. Here are some things to look for in a RTO company if you are just starting out as a manufacturer of sheds, or you are thinking about switching RTO companies.

Know the states you want to sell into:

The rent-to-own industry is largely regulated on the state level. As a result, RTO companies oftentimes need slightly different contract legalese for each state they do business in. Not all RTO

companies are set up to do business in every state; some companies avoid doing business in states that tend to have a high repossession (repo) rate. (West Virginia comes to mind here.) If you are selling sheds to customers who come from more than one state, you should make sure your RTO company can do business in the same states your customers are coming from. If your business is in the middle of Texas, chances are your RTO company only needs to be able to do lease contracts in Texas. But if your business is in a border city, like Texarkansas, Texas, you'll have customers coming from many different states.

Ask about premiums and value-added services:

There are many rent-to-own companies, and they must compete for new business. Many RTO companies offer

premiums, usually at around 2% of the pre-tax retail sale value. This means if your company leases a shed worth \$5,000 retail, the RTO company will actually pay you, the manufacturer, 2% more than the retail value — in this case an extra \$100. Every bit counts; 2% extra on multiple shed sales can add up to quite a lot of extra revenue.

However, not all value comes in the form of a monetary premium. Philip Rudolph, of Watson Barn Rentals in Tennessee, estimates the value added services his company provides to manufacturers can easily exceed 2%. “Our company provides building recovery services, industry consulting and research, and sales training. We’ll also help our builders print their product brochures.” A good RTO company should be a trusted partner your company will work with every day. Value-added services like these can be a great asset to help grow your business.

Communication is key:

Your company and your RTO partner will share the same customers. If your RTO partner has poor customer service it can, unfortunately, smear *your* company’s reputation, too. Not only that, but when your RTO partner lacks good communication with your customers, that customer will be calling your company, or your dealer, with questions on their RTO contract. This can consume hours each week that is perhaps better spent building or selling your next shed.

If your RTO partner has great customer service, you will get fewer questions about the rent-to-own program. I would recommend that before you start work with a new rent-to-own partner, ask for a referral to one of the builders they work with and ask that builder about the RTO company’s communication.

Digital contracts are a must:

Modern consumers come out to your sales lots and look around, and then

often decide what they actually want to lease from the comfort of home. Most rent-to-own companies should offer the ability to have your customer sign their RTO contract from the comfort of home through a digital signature. If not, the process of getting signatures from remote customers can get tricky and burdensome. Service providers like ShedHub can help RTO companies that don’t currently have remote signature capabilities gain those abilities.

Size can matter:

Rent-to-own companies come in all sizes from small, family-owned businesses to huge, national enterprises. If your business is going to sell a lot of sheds, the RTO company you work with needs to have the equity to handle purchasing all the sheds you put on rental agreements. If they are too small, you may get a notification from that company saying they are out of capital, in which case, you’ll be searching for a new company to fulfill your new lease agreements.

Speed of payment:

You don’t want to be stuck with a large amount of leased inventory on the books for which the RTO company hasn’t paid you. You’ll want that revenue quickly so you can use it to build more sheds.

Some RTO companies pay within a few days of the signed contract being processed. Other RTO companies wait until a shed has been delivered to a customer to process their payment to you. If speed of payment is important to your company, be sure to ask about this.

Integration with software:

Many rent-to-own companies have created their own proprietary software to help speed up paperwork and order submissions. Some RTO companies have also created ways to integrate their software systems with third-party platforms that perhaps aid in 3-D modeling, or tie

in to a customer lead management system, or other software you may already be using. If this is important to you, ask the RTO company about integration with software your dealers may already be using.

90 days same as cash:

Some rent-to-own companies go out of their way to offer a 90-day same as cash option. With this option, the RTO company has your customer sign an RTO agreement as a back-up measure in case the customer is unable to pay off the shed within 90 days. The RTO companies make almost no money using this option if the shed is paid in full in 90 days. This is offered more as a courtesy to you, the manufacturer, and your customer. In my view this is not a make-or-break option when selecting an RTO company, but it’s worth asking if they have this option.

What to look out for once you’ve selected a company:

Rent-to-own companies have the legal right to sell their lease agreements to other RTO companies. As a result, you may have your customer sign an agreement with the company you have chosen, but the payment for the shed comes from a company with a different name. Strange, right? It’s normal, but it makes bookkeeping a little interesting when you receive payments. It can’t hurt to ask the company you are interested in using if they pay directly or farm out their contracts to other companies. This will help your accountant know what to expect. **GSCB**

Jeff Huxmann is the founder of shed industry marketplace ShedHub (shedhub.com). Subscribe to <https://seller.shedhub.com> for marketing and sales tips and to claim a free ShedHub business listing. Send comments and feedback to jeff@shedhub.com or call 415-915-7433.

Shed Tracking

Unique Identifiers Will Help Track Possession, Ownership

BY KAREN KNAPSTEIN

Until now, the portable shed industry has had no common way to identify a shed. Jeff Huxmann, founder of shed marketplace platform ShedHub, has developed the “SHIN” numbering and tracking system [<https://shin.shedhub.com>], which is an identification number system to identify and track the ownership of sheds. Huxmann said the system is needed because owners, manufacturers, rent-to-own companies, and shed haulers should be able to track possession and ownership.

How it works is the shed manufacturer assigns a SHIN number, much like a car manufacturer assigns a vehicle identification number (VIN). The SHIN number is coded to include identifying information such as manufacturer, width, height, and date of manufacture. Once that number is created and entered into the system, information can be added to the record that will then be associated with that number, including who owns the shed. That information might also include upgrades, repairs, and other changes from the original manufacture, as well as tracking information that shed delivery drivers can update.

“Sheds may have identifiers from the manufacturer, and sometimes they have a unique ID, but not always,” he continued. “Some manufacturers start the ID numbers over at the beginning of a new year. Sheds really don’t have titles like cars and trailers. But a certificate of ownership might be useful – especially in a rent-to-own situation,” in which the RTO company owns the shed until the last payment has been made. “After that last payment’s made, we can issue a certificate of ownership, like a title.”

“It’s like a Carfax,” Huxmann continued. “Having a universal identifier enables something similar to Carfax, but for sheds.” It’s a universal identifier that Huxmann believes is needed because sheds can be moved from one state to another, shed ownership can be transferred any number of times, and they can get damaged, lost, or stolen. “Rent-to-own companies sell off their contracts to other rent to own companies,” he continued. “There’s no central database to keep track of sheds like there is with vehicles. Rent to own companies can see who really owns a shed. Plus, companies can track their own internal paperwork based on the shed number.”

If a driver delivers a shed, he can call or text a ShedHub phone number and leave a message with the appropriate SHIN number and the appropriate action code. A short code represents a cer-

tain action; for example, the code “23” represents delivery to a customer. Then ShedHub will keep a record of that action. “The manufacturer can see that a delivery was made. If there’s an RTO company, they can get a notification it was delivered. And the customer can get service alerts,” Huxmann said.

What’s more, the system can even be accessed by those who don’t have access to the internet. “SHIN numbers only include numbers – not letters – to accommodate low-tech users who may be limited to only using ‘flip’ phones or landline phones. We created it to get everyone in the shed community access to a system that they’re able to use. We want it to be an inclusive platform,” said Huxmann.



A delivery driver takes possession of a shed and updates the record in the SHIN system. PHOTO COURTESY OF SHEDHUB.

There are a limited number of people using the system already. “People seem to really like it because it’s easy,” he said. “You don’t have to download an app can use text messaging and call a phone number.”

According to Huxmann, once the SHIN numbering system is in place, there will be a common way for manufacturers, drivers, sales people, repair men, rent-to-own companies, and others to input and share important information on portable buildings. “Similar to automobiles, portable buildings can have multiple owners and go through multiple finance companies,” Huxmann said. “Yet there is no common system within the industry to record this information, until now.” **GSCB**



Industry Responding to Surge in Lumber Demand

The COVID-19 pandemic has spurred an imbalance between supply and demand for toilet paper,¹ semiconductors² and now lumber.³ What's going on? And more importantly, what can be done to address it?

SUPPLY CHAIN IMPACTS

Wood product manufacturers were operating under the same uncertainty as the rest of the country at the beginning of the pandemic. Many mills curtailed production in anticipation of worker shortages and reduced demand. At the same time, many wholesale and retail lumber customers significantly reduced their inventory levels. Additionally, the housing market crash of the Great Recession resulted in the permanent closure of many mills. Between 2007–2017, mill closures in the U.S. South resulted in a loss of capacity between 1.7–2 billion board feet⁴ and closures in the Pacific Northwest represented 10% of the area's mills.⁵

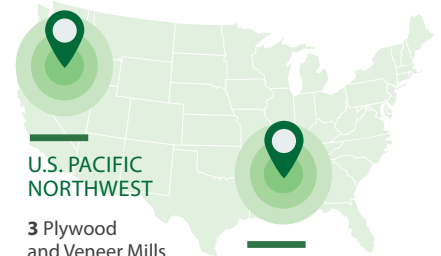
INCREASED DEMAND

The demand for wood products dipped as expected, but quickly rebounded. The National Association of Home Builders reported that the pandemic drove increased demand for remodeling projects as people stayed home and tackled DIY projects.⁶ Restaurants rushed to build outdoor accommodations.⁷ Low interest mortgage rates and demographics supporting household formation pushed a rush of home buying. Homes are going under contract at a faster rate than they are listed for sale,⁸ even though new home listings are up 19.1 percent over last year.⁹ Permits for single- and multi-family projects were up 25.3 percent and 20.4 percent, respectively.¹⁰

EXPANDING CAPACITY

North American softwood sawmill capacity increased by 1.4 billion board feet in the last year.¹¹ Most of that increased capacity—1.1 billion board feet—was from manufacturing in the U.S. South.¹² In fact, the entire wood products manufacturing sector continues to produce at the highest levels since before the Great Recession.¹³ Importantly, these positive trends of high production and increased expansion come despite the wood products industry's sustained constraints due to severe weather and wildfire events, labor shortages, and transportation constraints.

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In addition, lead times to receive and install the equipment for additional capacity remains long. In some cases, machinery is backordered up to 24 months—potentially extending the usual 12 to 24 months it would take to complete these types of projects. Manufacturing expansion projects are a long-term solution that will support increased capacity, but not until 2022 at best. Additionally, the USDA's Climate-Smart Agriculture and Forestry Strategy has recognized a need to increase the scale of thinning and other activities to reduce the risk of high-intensity wildfire on federal forests. Such activities could result in increased manufacturing capacity over the long-term in regions with federal forests.

OPPORTUNITIES TO ADDRESS SUPPLY CHAIN CHALLENGES

The most meaningful opportunity to address constraints to lumber supply is to focus on transportation and workforce limitations. These challenges were present before the pandemic and have exacerbated the current situation. Support for technical and vocation schools, and apprenticeship efforts, is paramount to addressing the workforce challenges, not only in the forest products sector but across the U.S. economy. One other prominent labor concern is the nationwide shortage of qualified truck drivers, as well as overall transportation system inefficiencies caused by outdated federal regulations, which are stressing America's current wood supply system.

There are a number of important government policies that should be revisited to open up broader opportunities for new workforce and facilitate more efficient transportation. For example, proposed bipartisan legislation such as the [DRIVE Safe Act](#) provides a framework from which young drivers can safely enter the transportation industry. Legislation that addresses this issue is the bipartisan [Safe Routes Act](#) provisions that provide for a safer and more efficient transportation of logs, pulpwood, wood chips and biomass. The bipartisan bill [Promoting Women in Trucking Workforce Act](#) would require the FMCSA to establish an advisory board charged with identifying barriers to entry for women in the trucking industry and help identify and establish training and mentorship programs for women.

CAUSES OF SUPPLY SHORTAGES

Forest2Market,¹⁴ a third-party market monitor, determined the lumber supply situation to be caused by three primary factors:

- Stronger than expected housing starts combined with unforeseen demand from the remodel sector.
- Capacity and supply chain adjustments.
- Market speculation driving uncertainty.

¹ [Flushing out the true cause of the global toilet paper shortage amid coronavirus pandemic](#). The Washington Post. April 7, 2020.

² [Semiconductor Shortage Shines Light On Weak Supply Chain](#). National Defense Magazine. May 21, 2021.

³ [How the Pandemic Made Lumber America's Hottest Commodity](#). The Wall Street Journal Video. April 19, 2021.

⁴ ["Making More Lumber" Is Not So Simple](#). Forest2Market. May 26, 2021.

⁵ [Regional Changes Impacting the Sawmill Sector: Follow the Money...and the Wood](#). Forest2Market. May 9, 2019.

⁶ [Pandemic Spurs a Resurgence of Remodeling Activity](#). National Association of Home Builders. May 5, 2021.

⁷ [Dining in the Street? As Restaurants Reopen, Seating Moves Outdoors](#). The New York Times. June 16, 2020.

⁸ [Deepening Supply Shortage Causes Homes to Spend Nearly 50% Less Time on Market](#). New HouseCanary Report Finds. BusinessWire. May 13, 2021.

⁹ [New Home Listings Increase But Housing Shortage Continues](#). Forest Economic Advisors. May 14, 2021.

¹⁰ [Single- and Multifamily Permits Post Gains Across the U.S.](#) National Association of Home Builders. May 17, 2021.

¹¹ [North American Softwood Sawmill Capacity Increased by 1.4 Billion Board Feet Over the Past Year](#). Forisk. May 19, 2021.

¹² Ibid.

¹³ [Industrial Production: Manufacturing: Durable Goods: Wood Products](#). Federal Reserve Board. Accessed May 27, 2021.

¹⁴ ["Making More Lumber" Is Not So Simple](#). Forest2Market. May 26, 2021.



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Hitz Halter insulation comes in fan-folded 4' x 24" sections, which makes one-man installation easy.



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CFS Connections

3 Questions to Ask When Choosing Fasteners for Framing With Cold-Formed Steel

BY THE STEEL FRAMING INDUSTRY ASSOCIATION

Three questions based on wall type and materials can help you choose the right fasteners for construction projects involving cold-formed steel framing.

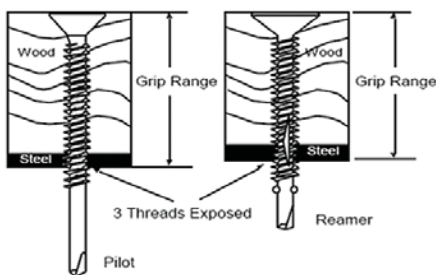
Does it matter what type of fasteners you use with cold-formed steel (CFS) framing? If you think the answer is “no,” power down your screw gun right now.

According to the Cold-Formed Steel Engineers Institute’s (CFSEI) *Technical Note On Cold-Formed Steel Construction — Screw Fastener Selection for Cold-Formed Steel Frame Construction* (F102-11), “Specifying the proper fastener is necessary to assure the proper performance of the connections used in cold-formed steel construction.”

To help you make an informed decision about what fasteners are best for your CFS construction project, ask yourself the following three questions.

1. What type of construction is being considered?

“You could say the type of fastener you should use depends on the type of wall, roof, or floor being constructed,” said Don Allen, P.E, LEED A.P., an internationally known expert on CFS, Director of Engineering at Super Stud Building Products Inc., and AWC Steel—Doing It Right® instructor. According to Allen, bolts are rarely used with CFS assemblies — usually only with “certain truss configurations and anchor bolts attaching sill plates, hold-downs, or joists to foundations.” And while welding has its place as a CFS



Source: CFSEI’s *Technical Note On Cold-Formed Steel Construction — Screw Fastener Selection for Cold-Formed Steel Frame Construction*, F102-11, Nov. 2011.

connection, welded connections tend to appear in controlled conditions, such as in panelized construction.

“Nine times out of 10 with cold-formed steel, you’re going to use screws,” said Allen. “They’re the easiest to use.” The type of screw you choose, however, depends on the specific application.

Interior wall

Suppose you’re building an interior wall featuring CFS framing faced with gypsum board. In this case, your fastener choice begins with the head style. A bugle-head screw is designed to countersink into certain materials, such as gypsum board. The bugle-head screw fastens the CFS and the drywall securely without tearing the exposed surface of the drywall paper.

Framing members only

If your job is simply to frame the walls, and the CFS studs won’t be covered by another material like drywall or sheathing, you’ll use hex-head screws. However, you’ll use pan-head screws or other low-profile head styles if drywall or sheathing will eventually be applied.

2. What materials are being joined?

Fastening sheathing to CFS studs and CFS track? Or are you fastening steel to steel? Your fastener choice will change depending on the materials you’re joining together.

Rigid material to CFS

Fastening rigid material, such as plywood or oriented strand board, to CFS studs or joists normally requires a fastener head that will lie flush with the sheathing. This calls for a bugle or wafer-head style.

You’ll also need to make sure the self-drilling screw threads penetrate the CFS element sufficiently to create grip. The AISI S200 standard stipulates that three threads be exposed for a good connection.

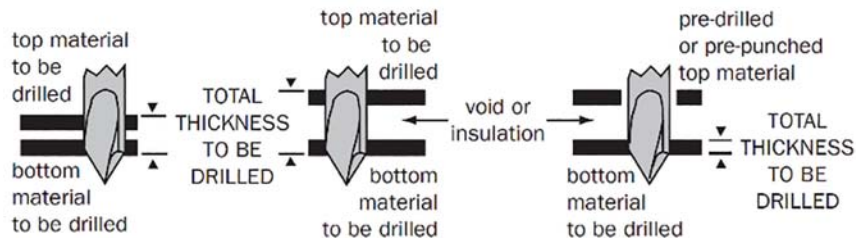
Some self-drilling screws have reamer “wings” or “tabs” on the shaft between the threads and the drill point. The wings can ream a clearance hole in the plywood or other rigid material, and keep the threads from engaging too early, which could cause “jacking” — a separation of the fastened material from the base material. Once the tabs pilot through the wood or sheathing, they’re designed to break off so that the threads can engage the steel.

In the diagram, notice the grip range of the two drill screws shown. Even though the screw on the left is longer because of its unthreaded pilot section, both screws have the same grip range of three exposed threads.

CFS to CFS

When fastening steel to steel, such as CFS studs to CFS track, x-bracing, and gusset plates, screw choices are partially

Drill Point Type Selection Guide



Source: Elco Construction Products: Quality Fasteners for the Construction Industry Product Catalog, p. 8, 2009

determined by the thickness of the CFS members. We discuss this in more detail below.

In general, however, connecting steel to steel requires a fastener head with some bearing surface on the top of the material being connected, such as a hex or pan head.

Also bear in mind that you need to have the right tools at your disposal: an electric screw gun with nosepiece removed and some locking clamps. The locking clamps can help reduce gaps between fastened parts and prevent movement during screw installation.

3. What is the total thickness of the material in the connection?

Self-piercing screws work best with thinner material, such as non-structural CFS studs (less than or equal to 0.033" thick steel). In contrast, self-drilling screws make sense when penetrating into the thicker, structural CFS studs. Other types of tapping screws are available, including thread-cutting, thread-rolling, and thread-forming screws. However, these aren't likely to be used in construction applications, since several of these require pre-drilled holes.

To determine which fastener is appro-

priate for your project, you should consider the total thickness of the material in the connection:

33 mils or less

Self-piercing screws are generally used to attach rigid sheathing materials to 33 mil steel or thinner. Self-piercing screws have the ability to pierce metallic material, form a sleeve by expanding the pierced hole in the steel sheet, and form their own mating threads when driven.

Greater than 33 mils

What if the CFS is thicker than 33 mils? Then you'll want to choose a self-drilling screw. Self-drilling screws have a point that looks like a drill bit, and thus the ability to drill their own hole. The threads then form, or "tap," their own internal threads without deforming that thread or fracturing during assembly. These screws are high-strength, one-piece installation

fasteners and are used when the connection involves multiple thicknesses of 33 mil steel or thicker.

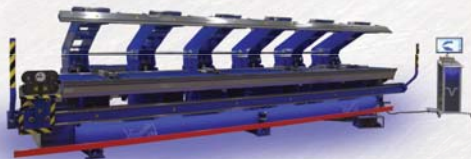
There's a lot to consider when choosing fasteners for a CFS framing system. For a more comprehensive guide, most fastener manufacturers provide charts that cover screw type, point type, nominal screw size information, and recommended total panel thicknesses. These charts should serve as your basis for final fastener selection.

Conclusion

In the end, what matters most is choosing screws appropriate for the application type, materials involved, and thickness of the members. Once you cover those bases, go ahead and power up your screw gun. And if you need more information about getting started with cold-formed steel framing, contact BuildSteel.org. **GSCB**

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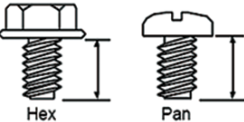




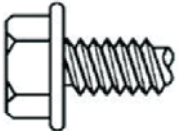

- Editorial Feature: Light Gauge Rollforming for Carports
- Advertising Deadline: September 2

DECEMBER

- Editorial Feature: Prefab Metal Mini-Buildings
- Advertising Deadline: November 9



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	Types	Samples	Notes
Screw Point	Self-piercing, self-drilling	 <p style="text-align: center;">Self-Piercing Screw Point</p>  <p style="text-align: center;">Self-Drilling Screw Point</p>	There are two main point types for CFS framing: self-piercing and self-drilling. Other types of tapping screws are available, including thread-cutting, thread-rolling, and thread-forming. However, they're not likely to be used in construction applications, since they require a pre-drilled hole. Also, point type determines the total thickness through which the screw can drill.
Body Diameter	No. 8, No. 10, etc. <small>PHOTO COURTESY OF DYNAMIC FASTENER</small>		Body diameters should meet ANSI/ASME B18.6.4
Screw Length	CFS connections require three threads to be exposed for a good connection as stipulated by AISI S200.	 <p style="text-align: center;">Hex Pan</p>	When specifying the length of a self-drilling screw, consideration must be given to the required grip range.
Head Style	Hex head, pan head, bugle head, etc. <small>PHOTO COURTESY OF DYNAMIC FASTENER.</small>	 Hex Washer  Pan Head  Bugle Head	Head style is determined by the application. Hex heads are used where they won't be covered by another material like drywall or sheathing, or where it is okay for this sheathing to be lumpy (e.g., behind brick). Pan heads are used in areas where drywall or sheathing will be applied and finished. Bugle heads are designed to countersink into the material, making them ideal for installing drywall.
Drive	Phillips, square, slotted, hex washer (shown), etc. <small>PHOTO COURTESY OF DYNAMIC FASTENER.</small>		Hex washer drives are often preferred by framers for their stability in the nosepiece of an installation tool.
Thread	10-16 x 5/8 HWH SD, would indicate a 10 diameter, 16 threads per inch, 5/8" length, Hex Washer Head self-drilling screw.		Screws intended for CFS applications generally have a coarse thread. Drill screws that have fine threads are used for drilling thicker steel. The screw may easily strip if used in thinner cold-formed steel applications.
Corrosion Resistance	Zinc plated (shown), phosphate and oil, zinc with a yellow dichromate finish, etc. <small>PHOTO COURTESY OF DYNAMIC FASTENER.</small>		Manufacturers verify the corrosion resistance of their screws.



Reflecting On Trade Shows

How Exhibitors Can Get the Most Out of Trade Shows

BY GARY REICHERT

Recently, I was sitting in an airport returning from a much-needed, and too short, vacation. Part of the going and coming involved a swab up my nose to guarantee I am not an aspiring zombie. It's just one of many changes that have occurred, and, like most things, not all of them are for the better.

On June 3-4 we put on the second annual Construction Rollforming Show. The exhibitor booth space was down, mostly from manufacturer concerns about COVID liability and the late lifting of travel restrictions. The actual attendance for the show was almost equal to the first, which was great considering the circumstances.

Most of the exhibitors seemed to be actually writing business at the show and giving positive feedback. A very few were less thrilled about the outcome. This was fascinating because businesses that were successful and ones that were not were selling comparable products. In one specific instance, the exhibitor with less success had a much better location on

the show floor. If companies sell similar products, and have wildly different success rates, the obvious question is: "What are they doing different?"

My background is coming from the commercial fitness industry. When I was 21, I was selling gym memberships, which, at the time, was more like used car sales than anything else. From that, I furthered my education, went into coaching and then into commercial fitness equipment sales. I ended my stint in that industry as a VP of Sales and Marketing for a small company.

My first steps into professional sales, as opposed to hard closing retail sales, occurred when I was 29 and took a regional sales position with Universal Gym Equipment covering several Great Lakes States. My first National Sales Manager was Gene Calender; he was the closest thing to a sales version of Yoda I have ever seen.

A year's worth of magazines is not enough to cover everything I learned from him. But there are some things relative to working trade shows that seem to be completely forgotten in the last few decades. I

will neglect to mention exactly how many, but writing that makes me feel very old.

5 Tips For Exhibitor Success

Here are a few things that were drilled into me by "Yoda." These will proceed from most important to least important.

1 ESTABLISH OBJECTIVES AND REMEMBER WHY YOU ARE THERE.

Different shows and different situations will have desired outcomes that require different strategy. Are you there to:

- Meet New Prospects
- Close business
- Maintain relationships with existing clients
- Introduce a new product.

What you are hoping for in an outcome will determine your strategy and actions while you are at the show. Anything else is a distraction. Trade shows are a

condensed opportunity to meet face to face with more people than you would typically see in months. Everything except meeting your objectives needs to be completely forgotten during the two or three days of the show. Coming to the last morning of the show hung over counts as a distraction.

2 YOUR BEHAVIOR NEEDS TO MAKE YOU APPROACHABLE.

This is the single biggest difference I noticed between successful and non-successful exhibitors at the Construction Rollforming Show.

To show you how much has changed: In the “old days” we were not allowed chairs in the show booths. Sitting can create an impression that the potential customer is disturbing you. Most people are by nature polite. You will never know how many people were too nice to buy from you.

Other behaviors in the same category are cell phones and eating.

Eating in a booth is a tough decision. If you are the only person in the booth, you need to make a choice. You have to choose between missing clients by not being in the booth, eating in the booth and not being approachable, or just going hungry for a little while.

Cell phones are even worse. Put them on silent for the duration of the show. And there is almost no reason for texting or answering emails from the booth. Remember why you are exhibiting; you can answer emails in your hotel room after the exhibit floor closes.

3 YOU NEED TO APPROACH.

Zig Ziglar once said, “Nothing happens until someone sells something.” Making an introduction is a sale. If you wait for someone to ask you a question, you have relinquished control of your ability to meet your objectives. Waiting for them

to ask a question, you are making the assumption they know who you are or what you offer.

Have a way to introduce yourself. Your company provides you with SWAG. It may be lost now, but the purpose of SWAG at a trade show is to create introductions. It is as simple as saying, “You look like someone in desperate need of a hat. My name is Gary, and you are?”

4 ALWAYS HAVE A PEN AND BUSINESS CARDS.

In today’s digital age this may seem like a primitive statement, but it applies to every day (not just at trade shows). Scanners and software do not and cannot fill the same gap. Business cards provide a visual impression. Many people will remember what they see. A scanner takes that important connection out of the equation and your name and business never have the opportunity to imprint on the potential customer.

The backs of business cards should be blank, and always have a pen. (I put some business cards and clip a pen in the badge holder.) When cell phones were new, we only put the main office number on the business card. Then when we gave out a cell number by writing it on the card. This indicated the prospect was important enough for us to do something we did not typically do — give out our cell number.

Times are different now, but the impression is the same: If you make a note on a business card, it is specific to that person. It’s not the same thing that everyone receives.

The blank space on the back of a card is also a place you can make notes about potential customers for later reference. Writing a note for you to keep creates the same impression for the prospective customer: That they are special and it is important for you to remember who they are and what they need.

5 FOLLOW UP AFTER THE SHOW.

Until now, the numbers were in decreasing order of importance. This last could easily be the most important.

At most shows, companies collect more leads and usually close business later. The Construction Rollforming Show seems different. I saw customers giving exhibitors checks and providing spec sheets on exactly what they were looking to buy. But, in most cases it is about warming existing relationships or generating leads to close in the future.

Either way — follow up. You cannot close future business if you never hear from them again. For existing relationships, the follow up can be as simple as saying, “It was great to chat. The next time you’re in town, I owe you lunch.”

If you are intent on “doing it right,” it is good to save a small announcement for after the show or have a prepared Frequently Asked Questions sheet. “Hi Bob, Great seeing you at the Rollforming Show last week. This wasn’t official then, so I couldn’t say anything. But now I can, and I thought you would like to know..”

Conclusion

I have always been fascinated by the way sales people think. Often, sales people will say, “I didn’t get anything from the show” or “these leads are worthless.” I always wonder what effort and process was put into them. In cases where similar companies have wildly different reactions to a show, the answer may be in looking at expectations and what was done in and around the booth.

Like most situations in the real world, the largest portion of your success or failure is in your own hands. That makes success a choice. To misquote the Most Interesting Man in the Universe, “Choose wisely, my friend!”

Now that we’ve covered exhibitors, in the next issue I’ll ramble incoherently about what it takes for an attendee to have a successful show. **GSCB**

Curb Appeal

Exterior Product Options That Appeal to Customers

BY KAREN KNAPSTEIN

It's no secret having different exterior options makes sense since changing the look of a shed model is as easy as selecting different materials to cover the frame. Let's take a closer look at some of the materials commonly used on shed exteriors.

Morgan Merkert of building supplier Capital Forest Products answered our questions about products popular with shed builders and some of the things to keep in mind when using them.

DuraTemp

DuraTemp, manufactured by Roseburg Forest Products, is a popular product with many shed builders. "DuraTemp from Roseburg is one of the most popular shed siding products," said Merkert, "There really aren't any special tools needed, there's no extra labor, you don't really need anything special. It's an easy, fast process to get walls up on a shed."

DuraTemp is a panelized plywood siding product manufactured in Oregon. (T1-11, sometimes referred to as T111, is a generic term for this type of plywood siding.) The grooved plywood panels are 4' wide x 8' long; the product carries a 50-year limited warranty. The face veneer is tempered hardboard, while the core and back veneers are Western softwood. It has a rough-sawn cedar appearance and is available either raw or pre-primed with an exterior latex primer. It has a clear face, making it easy to paint or stain.

If pre-primed, the manufacturer recommends specific paint for the best results.

Additionally, according to the DuraTemp product guide, semi-transparent or opaque stains, as well as oil-based house paints, are not recommended for use on DuraTemp siding. Solid-color latex or oil-based stain can be used but must typically "be reapplied more often than acrylic-latex paint." No matter the product to be applied, the manufacturer



Sheds featuring MiraTEC trim. PHOTO COURTESY OF MIRATEC.

Close-up view of MiraTEC trim texture. PHOTO COURTESY OF MIRATEC.



recommends painting with either a brush or a roller rather than spray application (back-brushing may be needed in the grooves when spray-painting).

DuraTemp, which should always be installed in a vertical orientation, can be installed directly over wall framing, 16" on center. The siding should be fastened with 6d nails for siding up to 1/2" thick, and 8d for thicker panels. When applied over wood or plywood sheathing, the nails must penetrate 1" into the studs. Panel ends and edges should meet over framing, with a 1/16" minimum gap between panel edges and an 1/8" gap between panel ends to allow for possible panel expansion.



Above: Smooth side facing out, shutters built with MiraTEC.

Left: wood-textured side facing.

PHOTOS COURTESY OF MIRATEC.

Shingle Panels

Capital Forest Products is also a supplier of Cedar Cove shingle panels by Shakertown 1992, Inc., of Winlock, Washington. Higher-end products are available, but this is an economy siding product that is made by bonding Western red cedar mixed-grain shingles to exterior grade plywood, creating 8' self-aligning panels that install 10 times faster than individual cedar shingles. The panels can be installed over solid nailable sheathing, over

insulative board, and over spaced sheathing. The manufacturer recommends using corrosion-resistant (hot-dipped galvanized or stainless steel) 1 3/4" roofing nails for blind nailing at a maximum distance of 16" on center. Nails should be long enough to penetrate the studs a minimum of 3/4". Nail heads should be flush with the panel. (Sinking the heads into the panels can affect the long-term performance of the siding.) Installation instructions also say to "Always put one nail 1/2" from the ends of each panel."

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Qora faux stone cladding panels give buildings a premium look of stone without the weight and specialty labor of traditional masonry.

PHOTO COURTESY ARCITEL/QORA



They also advise to never nail from both ends toward the center of the panel, and to have the panels face-down when cutting to prevent splintering.

Since this is a natural wood product, space should be left at joints for expansion. Allow 1/16" spacing at overlocking end joints, and 1/8" spacing where panels butt against windows and doors. Joints should be caulked with non-hardening caulking compound. [Shakertown Technical Bulletin 1102]

The product is coated on all sides with an oil primer. It can be left unfinished; however, the manufacturer recommends finishing to prolong the life of the siding. "Oil stains are the recommended finish agents for Shakertown cedar products as they allow natural moisture to escape without causing blistering and cracking of the coating film." [Shakertown Technical Bulletin 4001, Stains and Finishes]

MiraTEC Trim

"MiraTEC is a composite board that is pretty much one of the most popular trim boards," said Merkert. "It's dense, it doesn't separate, and it cuts consistently."

Manufactured by JELD-WEN, the product is created using the TEC™ (Treated Exterior Composite) manufacturing process, which bonds natural wood fibers with phenolic resins and zinc borate. The resulting wood composite trim is resistant to mois-

ture, rot, and termites. The product is strictly for non-structural applications. Typical uses include, but are not limited to, soffit, fascia, window trim, corner boards, shutters, column wraps, and door casings.

MiraTEC trim is factory-primed on four sides with a low VOC primer containing a mildewcide. It's reversible, with a wood-grain texture on one side and a smooth texture on the other. The product must be finish painted for the 50-year warranty to be valid.

It has a wood grain texture and can be nailed without splitting. The company advises MiraTEC trim should be installed with 6d or 8d 15-gauge finish nails or headed nails that are long enough to penetrate through sheathing material and 1 1/4" into studs. It should be nailed at least 1/2" from the edge and nailed from one end to the other (as opposed to nailing from both ends toward the center). Double nail on both sides of a joint, a minimum of 1/2" from the edge. Caulk or sealant that remains flexible over time should be used at joints on all cut and raw ends. For runs less than 30' long, as would be the case with most portable sheds, butt joints should lightly touch. For runs over 30', butt and scarf joints should be spaced 1/8" apart with flexible sealant filling the 1/8" joint.

The trim should be kept in the manufacturer's original containers and packaging, unopened, until installed. It should be kept dry and stored off the ground on a flat surface, protected from the weather.

Faux Stone

Qora faux stone cladding panels give buildings a premium look of stone without the weight and specialty labor of traditional masonry products and installation methods. Qora Cladding, manufactured by Arcitell, is installed with standard carpentry tools. It can be installed directly onto studs or over existing siding materials such as DuraTemp (T1-11), metal, and LP Smart-Side, for knee wall, accent wall, and wainscot applications. It

DuraTemp Nailing Sequence

When installing DuraTemp panels, the nailing sequence can be a factor in getting a uniformly flat appearance to the finished wall. Here's the recommended nailing sequence:

1. Position the siding panel, maintaining the recommended edge spacing, and lightly tack at each corner.
2. Install the first row of nails next to the preceding panel from top to bottom.
3. Remove the tacking nails.
4. Then nail the row at the first intermediate stud.
5. Continue by nailing at the second intermediate stud, and finally at the edge opposite the preceding panel.
6. Complete the installation by fastening to the top and bottom plates.

comes in 20" x 48" panels and is designed to install with basic carpentry tools and fit together seamlessly with disguised joints. With each panel covering 6.6 sq. ft., Qora Cladding's panelized system gives faster coverage than masonry. The product will not rot, decay, or burn, and provides an aesthetic quality and 20-year warranty.

Boral Building Products' Versetta Stone panels are another option that shed builders can use to quickly achieve the look of stone. It's a mortarless, panelized product that creates the natural look of stone with a simple installation; the 8" x 36" panels install "quick and easy." Kyle Stumpfenhorst of RR Buildings, which specializes in post-frame construction, is very familiar with the product. "The beauty of installing Versetta Stone is not just how good it looks when done, but how quickly and easily it installs!" he said.

New Angles On Steel

Typically, to get a clean and traditional board and batten look, it takes a lot of solid-sawn lumber and ongoing maintenance. Graber Post Buildings, Inc., Montgomery, Indiana, offers a Board & Batten panel that requires no painting, sealing, or maintenance. The panel is rolled from 26-gauge steel and is available in 28 color options (22 flat colors and 6 textured colors). The panels are coated with the AkzoNobel CERAM-A-STAR 1050 paint system, which carries a 40-year paint warranty. Each panel, which is available in either a flat or embossed wood texture, provides 10" of coverage with 8" rib spacing.

Hixwood Metal (Stanley, Wisconsin) manufactures steel panels in 24-, 26-, and 28-gauge. They use Beckers coil coatings and currently offer 20 flat (BeckryTech) and 15 textured (BeckryTex) finishes. Among the BeckryTex finishes they currently offer are patterns that look like stone, brick, and wood — one of which looks like cedar bark.

"Paul Zimmerman Jr., Vice President of Hixwood Metal, said, "Textured panels have been very up and coming, and in all colors." He pointed out that some homeowner associations prohibit metal siding or may require special siding treatments. For example, a lakefront property may require structures have



This multi-purpose shed features steel Board & Batten panels from Graber Post Buildings, giving the structure a traditional look. The wainscot is Versetta Stone. PHOTO COURTESY OF GRABER POST BUILDINGS, INC.



MiraTEC trim finishes off a cedar shake-sided garden shed. PHOTO COURTESY OF MIRATEC.



Riehl Quality Storage Barns used MiraTEC trim and DuraTemp siding on this Victorian garden shed model. PHOTO COURTESY OF RIEHL QUALITY STORAGE BARNLS LLC.

a stone façade. A faux stone-finished metal panel may meet the HOA requirement without using stone, and it can be installed much quicker and at a fraction of the cost.

Hixwood chooses to use coatings from Beckers because it performs well, as proven by samples in the test wall facility in Florida. To back up its performance promise, Beckers has a 40-year limited warranty on sidewalls and 35-year warranty on roof panels.

Steel siding from TruLog is a premium product in quality and price. Based in Loveland, Colorado, the company manufactures maintenance-free log siding panels from 26-gauge galvanized steel that carry a 30-year paint coating warranty. The steel siding can be cut with hand snips, nibblers, or a radial arm saw with a non-ferrous, metal-cutting blade designed specifically to cut steel. The manufacturer recommends installation with 1" to 1 1/2"



An up-close look at the TruLog ponderosa pine steel siding pattern. PHOTO COURTESY TRULOG.

galvanized or anodized screws.

The patented steel siding incorporates hew and chink lines into the design, making it look like real logs; both the color and texture add dimension. A foam backer, placed behind the log siding during installation, supports the curved profile from behind, which helps prevent denting, and adds an insulation value of R-3 to R-4. The siding is shipped in 12' lengths that are 9" tall. TruLog also manufactures Steel Board & Batten and Steel Lap siding, all of which have a Class 4 impact rating and Class A fire rating. While it offers all the trims necessary to finish a building, the company can also provide color-matched coil stock for those who want to bend custom trims themselves. **GSCB**



This garden shed from Riehl Quality Storage Barns features DuraTemp siding and MiraTEC trim. PHOTO COURTESY OF RIEHL QUALITY STORAGE BARNS LLC.

Editor's Note: Watch for in-depth coverage of LP SmartSide in an upcoming edition of Garage, Shed & Carport Builder. If you there is a specific product that you prefer using, I'd love to hear about it. Please call or email me and let me know what the product is and why you like using it. [karen@shieldwallmedia.com; 715-513-6767]



A portable cabin sided with TruLog steel siding. PHOTO COURTESY TRULOG.



A portable garage sided with a textured steel faux stone wainscot (Beckers BeckryTex coating) by Hixwood Metal. PHOTO COURTESY HIXWOOD METAL.



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Cold Frames & Greenhouses

Corrugated & Multi-wall Polycarbonate Installation

BY KAREN KNAPSTEIN

The purpose of a greenhouse or cold frame is to control the temperature and humidity to provide ideal growing conditions for plants.

Polycarbonate panels are the most used translucent (or transparent) panels used in building small residential greenhouses. Here are some of the basics to keep in mind if you're considering venturing into this specialized area of building.

Multi-wall and corrugated polycarbonate panels are lightweight and durable, and no special tools are required to work with the material. Buddy Pullen, Vice President of Pro Sales for Onduline, maker of TUFTEX Master Series PolyCarb panels and TUFTEX Multi-Wall panels, commented on why installers would find the panels appealing: "You don't need any special tools to install them and you can put them on pretty easily."

The panels have a high percentage of light transmission, so they are ideal for installing on greenhouses and cold frames. However, polycarbonate panels should only be installed over light-colored supports with adequate ventilation to extend the life of the panel and to prevent damage to the panels from heat buildup from sunlight. The panels are UV protected to help prevent yellowing and deterioration from sunlight.

Corrugated Polycarbonate

Corrugated polycarbonate panels are durable and have a high degree of light

transmission. They are either transparent (you can see through them) or translucent (light comes through them but you can't see through them clearly). Onduline's TUFTEX Master Series PolyCarb panels are designed to withstand surface temperatures from 270° F to -40° F. Well-suited for greenhouses, the company's Clear panels allow 90% light transmission, while the Translucent White panels allow 70% light transmission.

No special tools are needed to cut or install polycarbonate panels, but there are some cutting and installation tricks that will prevent damage and ensure maximum life expectancy from the material.

Check with the manufacturer about cross-bracing. For example, TUFTEX recommends horizontal bracing every 36" (bracing perpendicular to the direction that the panels will lay). Depending on the manufacturer or the product, the bracing required to meet the warranty conditions could be different.

You can use a utility knife to cut a single panel of polycarbonate; detail cutting can be accomplished easily with tin snips. To cut several panels at a time, use a jigsaw or circular saw with a fine-tooth blade. (If using a circular saw, use a plywood/panel blade installed backwards in your saw.) Use a high blade speed and feed at a medium rate. Proper cutting speed is important: If you feed it too slow, the plastic will melt; too fast and



Corrugated panels must always be installed on the roof so ribs run vertically. Horizontal supports should be no further than 36" apart. PHOTO COURTESY ONDULINE (TUFTEX).

the blade could break out large chips. Get a perfectly straight cut by clamping a straight edge to the stack of polycarbonate sheets to guide the saw.

Andrew Mullen, president of Direct Metals Inc., a supplier that offers a variety of single-ply polycarbonate panels, advised: "Avoid intersecting cuts — if one must be made, drill a hole at the intersection point and then saw to that point."

Polycarbonates move more than most roofing materials, so it's necessary to predrill pilot holes that are larger than the fastener diameter and use fasteners with rubber washers. Depending on the panel manufacturer, it's recommended users drill the hole anywhere from 1/16" to 1/8" larger than the diameter of the fastener.

Pullen cautioned, "If you don't predrill or predrill a large enough hole, you'll get

micro-cracks that grow into spider cracks around the fastener. This is the case for all polycarbonate panels.”

If fasteners are over-driven, the panels won't be able to move as they expand and contract with temperature changes, which will cause dimpling, cracking, buckling and — ultimately — unhappy customers. Mullen advised, “Do not overtighten fasteners — this will cause the rubber washers to fully compress. It is best to use electric screw guns with torque-sensing devices and not impact drivers. Always drive the fastener perpendicular to the surface of the panels until seated. If the washer deforms, the fastener is too tight.”

For a leak-free installation, overlap one corrugation and seal the side laps and end laps with a silicone sealant. Lap ends a minimum of 4”. Use closure strips that match the profile of the corrugated panel on both ends and on horizontal supports. (If only one side of the panel is UV protected, make sure that side is facing out.) The panels should overhang the sides of the building by 1/2” to 3/4”.

Fasten on the crown of the corrugation when the panel is applied on the roof; fasten in the valleys when installed on walls. Fasten the panel from one end to the other; don't fasten from each end towards the middle. Use closure strips when installing the ridge cap but reverse the strip so it's facing down to fit into the panel profile. This will give you a smooth surface on which to mount the ridge cap.

Multi-wall Polycarbonate

Using multi-wall polycarbonate on a structure will help retain heat much better than corrugated polycarbonate. While it's still easy, there are some additional steps to take during preparation and installation.

Saw and pre-drill multi-wall polycarbonate panels as you would corrugated polycarbonate panels. Keep in mind that multi-wall panels are masked with a film on the UV-protected side. This film should



Translucent and transparent corrugated polycarbonate panels from Direct Metals, Inc. Stainless steel fasteners with oversized washers are ideal for installing predrilled polycarbonate sheeting. PHOTO COURTESY DIRECT METALS INC.

remain in place for cutting, drilling, and during installation. Don't trap the protective film under the fastener heads or channel profiles (or anything else).

After cutting, peel the film back about 2” around the perimeter so you can apply the tape and channel profiles. (Make sure the flutes are clean; if not, clear debris with compressed air.) Apply impermeable tape to the top edges of multi-wall polycarbonate sheets to prevent dust, moisture, and bugs from entering. Apply venting tape to the bottom to keep bugs and debris out and to allow any condensation to drain out. Install U-channel to seal the top and bottom ends of the panel.

If installing panels butted up against each other, use H-channel to join them together, making sure the UV-protected surface faces outward. Remove the protective film as soon as the sheet is fastened in place and installation is complete. Leaving it on after installation can result in the film baking on to the surface, making it impossible to remove later.

TUFTEX Multi-Wall panels measure 4' x 8' (32 sq. ft.). To close the ridge, the TUFTEX Universal Ridge measures 51” long by 18” wide and covers 4 linear feet. Onduline provides precise guidance for fastener placement: Fasten no more than 2” from the edge of the panel, with no more than 24” between fasteners. Don't

Cold frame and greenhouse framing should be white or another light color to avoid excessive heat buildup that will damage the polycarbonate.

fasten on the U- and H-channel profiles. When installing the ridge cap, pre-drill fastener holes in both the ridge piece and the Multi-Wall panel, making sure the fastening aligns with the support structure. Position fasteners no more than 1 1/2” from the edge of the Ridge panel and no more than 2” from the edge of the panel, with no more than 12” between fasteners.

Roof Slope Matters

If installing polycarbonate on a greenhouse or cold frame roof, the roof should have no less than a 5° slope, as recommended by most polycarbonate manufacturers. Anything less than that encourages water pooling, which can cause leaking. A flatter slope also encourages debris build-up, which affects the amount of light entering the structure and – if enough debris builds up – it can even affect the structural integrity. Always position the ribs vertically for window and wall structures and parallel to rain flow for roofing structures.

Conclusion

Since polycarbonate panels come in sizes that are convenient to builders and are easy to work with, you can enclose a structure quite quickly. You just don't want to move along so quickly that you forget any of the basic installation practices.

It should be noted that greenhouses built with polycarbonate panels heat up quickly on sunny days. They must have adequate ventilation to get rid of the excess heat and humidity. Not only will the excessive heat damage plants, in some areas it can get so hot that it will damage the panels themselves. Greenhouse ventilation will be addressed in an upcoming edition. **GSCB**

Rollforming Show RECAP

Attendees Take Action at the Construction Rollforming Show

BY KAREN KNAPSTEIN

The second Construction Rollforming Show, produced by Shield Wall Media, was held June 3-4, 2021 in Cincinnati, Ohio at the Duke Energy Convention Center. Big news came in mid-May, when it was announced the mask and social distancing restrictions would be lifted in Ohio at midnight, June 1 — just before show setup. “It was great to finally get the restrictions behind us and have a live and in-person show,” said show producer Gary Reichert. “Virtual may be the future, but there is no substitute for seeing living, breathing people face-to-face.”

Rollforming Magazine managing editor Sharon Thatcher revealed, “This was our first show since the pandemic sidelined trade shows last year. Most everyone was a little apprehensive going in, not only because of lingering Covid concerns but because of the temporary move to a month that is typically dedicated to construction work rather than shows. We wondered if the vendors and visitors would show up.”

Some exhibitors chose to sit this show out, but those who did were pleased with the action at the show. It was evident that exhibitors and attendees were not only ready — but eager — to do business. There was a significant crowd waiting when the show opened.

“Although not everyone showed up,



Steve Butler (left) and CJ Eikenberry manned the Dynamic Fastener booth. PHOTOS BY SHARON THATCHER.

it was a bona fide success: Attendance was within 20 people of matching our first show in 2019, and we’ve received feedback from many sources that are overwhelmingly positive about the quality of exhibitors and the quality of visitors who came to buy,” explained Thatcher. “It’s a small show but a very laser-focused show where business gets done.”

“Despite all of the challenges,” said Reichert, “the turnout for the show was good. More importantly the quality of the attendees amazed the exhibitors.

“The story that I think summed up the show,” he continued, “was when I was

talking with an exhibitor and a potential customer arrived. I excused myself, saying ‘Now you have somebody important to talk to.’ The new guest pulled out a check and said, ‘I’m done talking.’ That example is a good indication of the show in its entirety. And it demonstrates just how strong our sector of the construction industry currently is.”

Plans are already in the works for the third Construction Rollforming Show, which will be held in late Fall 2022. As plans develop, updates will be published in *Rural Builder* and posted at www.constructionrollformingshow.com. **GSCB**



Levi's Building Components exhibited its snow retention lines, vent materials, and fasteners, among other products. PHOTOS BY SHARON THATCHER.



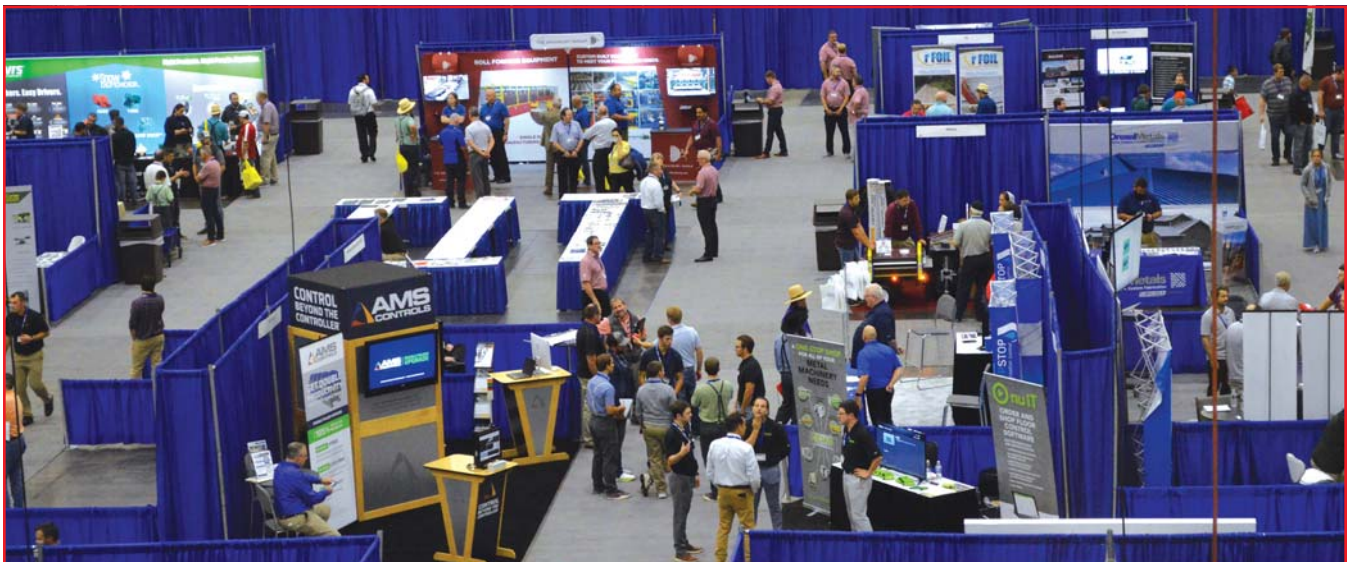
Scott Thommesen was on hand to teach show attendees about A.J. Manufacturing's offerings: vinyl windows, HVAC doors and wall panels, and commercial entry doors.



SmartBuild Systems has made several new product releases recently. Potential customers could see the software demonstrated at the show.



Doug Irbe, left, and Diane Sims kept busy at the AkzoNobel booth. Irbe led one of the many educational sessions.



While some exhibitors chose to stay away for the second Construction Rollforming Show, those who did exhibit were, by and large, pleased with the amount of new business the show generated.



SandNET™ Reusable Sanding Products from Diablo

Diablo has introduced an extensive new line of sanding products, which includes Diablo's SandNET™ sanding discs and sheets, and Reusable Hand Sanding Blocks. The reusable sanding discs and sheets delivers up to 10 times longer sanding life span compared to standard coated sandpaper.

Clogging and pitch-build up are the main issues faced by industry professionals. When paper sanding products are loaded with build-up, the grit no longer makes contact and the grains no longer "cut" into the material. The SandNET™ clog reducing net design dramatically extends sanding life up to 10x longer than paper products. A lattice like design allows sanding fibers to pass through the net, and if it begins to load or clog one can clean the grit by shaking, vacuuming, or rinsing for continued use.

Also launching, is Diablo's Reusable Hand Sanding Blocks that address market issues such as inferior abrasive grain and inferior foam that causes product failure or premature structure breakdown. The dual-sided foam tool is cushioned for controlled material removal in contour sanding, and dense for aggressive material removal on flat surfaces, offering consistent results and maximum performance.

The block's Hook Lock™ backing allows repeated attachment and removal of Diablo SandNET™ sheets for a consistent and secure connection.

Included with the Reusable Hand Sanding Block are five SandNET™ sheets, ranging from coarse — removal to ultra-fine finish.

SandNET™ sanding discs and sheets offer a wide variety of grits and sizes for multiple applications, including: coarse grit, for removal and stripping of material, such as paint, without damaging the underlying surface; medium grit, for moderate stock removal and sanding preparation; fine grit, focused for light stock removal or final sanding preparation; ultra-fine grit, for inter-coat sanding of stain or varnish; and micro fine grit for final surface finish and inter-coat final sanding.

www.DiabloSandNET.com



SmartShell™ Safety Glove

Some jobs need a glove that covers it all: impact protection, cut protection, excellent grip in wet conditions, and high visibility. And it must do all of this without sacrificing comfort, because an uncomfortable glove is an unworn glove, and that is the ruin of compliance and safety programs. Brass Knuckle® SmartShell™ is across-functional glove that does it all. It's loaded with features that are engineered to provide protection on multiple fronts, all while excellent flexibility and top-rated ergonomic design make it one of the most wearable gloves in its class.

The formula for SmartShell BKCR4499 gloves starts with a machine knit, ultra-high-molecular-weight polyethylene (UHMWPE) with ANSI cut level A5 protection on the palms. Its strength-to-weight ratio is 8 to 15 times higher than steel. Next, thermoplastic rubber (TPR) padding is sonically

welded to the back of the glove for protection from contusions, smash injuries, object strikes, pinch-point injuries to the tips of each finger, and other impact hazards. The gritty black nitrile palm coating offers excellent wet grip and the bright lime green shell color meets the requirements of American National Standard (ANSI/ISEA 107-2010) for high-visibility safety apparel.

SmartShell naturally shapes to the contours of the hand and flex points, helping to ensure maximum comfort and increased compliance. For extra durability, SmartShell is double-stitched in high-wear areas including fingertips, index finger, and palm.

"When designing SmartShell, our goal was to create the ultimate combination of safety and comfort in a protective glove," said Jeff Cullman, vice president of sales for Brass Knuckle Protection. "We partnered with our valued distributors to collect a list of 'must haves' and set out to engineer a glove that brings together the right measures of impact protection, cut protection, and ergonomics. It really is a next-generation type of glove. Once people try it, they're immediately impressed by how well all of its features perform in real world environments."

SmartShell was engineered to excel in a variety of industries where impact protection, cut protection, and a perfect fit are all priorities. It is ideal for assembly, agriculture, construction, forestry and logging, heavy equipment, machine operation, manufacturing, oil and gas and other petrol-based refining, mining, rigging, and other heavy-duty work environments.

www.brassknuckleprotection.com

Synthetic Vinyl Gloves

Hospeco Brands Group's VyBlend™ Synthetic Vinyl Gloves, available in industrial and exam grade, have the fit and feel of latex. They are softer and more durable than standard vinyl gloves, with finer dexterity and comfort. Plus, they are better for the environ-



ment because they are phthalate-free (no DINP, DOP, or DEHP are used in the plasticizing softening process).

These latex-free disposable gloves are available in industrial general purpose and are durable enough for jan/san, safety, and other industrial applications.

The gloves are made from a blend of advanced synthetic elastomer and PVC, and each is ambidextrous with a beaded cuff, smooth external finish, PU coating in interior surface, and powder-free. Thickness is 3.5 mil at the palm and 4.5 mil at the fingers for industrial grade and 2.75 mil at the palm and 3.0 mil at the fingers for exam grade. VyBlend general purpose gloves are available in black, blue, and blue violet while the exam-grade VyBlend is available in blue only.

www.hospecobrand.com



Cordless Framing Nailer

Paslode has introduced its newest model Cordless XP Framing Nailer with fuel-powered performance that keeps you going. The new Model CFN325XP (#906300) is engineered, built, and tested

with the pro in mind to get the job done right. It addresses pro contractor needs including strong jobsite performance, greater comfort, and consistent power.

“Our end user research identified four opportunities for improvement,” explained Morgan Manning, Paslode Senior Product Manager. “Increased efficiency of loading nails, redesigned grip for better comfort and control, improved performance when rapid-firing nails, and easy battery removal. All of these features have been added to this new model solving pro’s key pain points.”

The Paslode Cordless XP Framing Nailer is suitable for applications such as framing, truss attachment, wall panels, floor joists, decking, fencing, blocking, and more. Its fuel powered system drives 9,000 nails per battery charge and 1,200 nails per fuel cell to keep you productive all day. It comes with a rear-load magazine with a bypass follower for faster nail loading – just load and pull.

It is the lightest cordless framing nailer on the market at 7.2 lbs. Its new two-sided texturized padded grip provides added comfort and control with improved ergonomics and maneuverability.

Its Fuel System drives nails flush into LVL and other hard lumber, especially when used in combination with our Fuel + Nail Packs.

Other pro-focused features include a tool-free adjustable depth of drive and a must have adjustable rafter belt hook that can rotate for either right or left-handed users. A nail lock-out mechanism engages when five nails are left in the magazine to signal that reloading is necessary and help prevent premature driver blade wear.

www.paslode.com/newcordlessxp

Magnetic Door Latch

INOX has introduced the TL7 Magnetic Tubular Latch, the industry’s first magnetic latch for interior doors. The new hardware solution uses magnetism to latch the door rather than an old-fashioned strike-plate lip that physically forces the latchbolt into the strike’s box, providing quieter, sleeker mechanical



movement and additional aesthetic options.

Unlike standard latches, the TL7 Magnetic Tubular Latch keeps the bolt retracted when the door is open. Then, magnets composed of the rare-earth element neodymium located in the strike latch instantly and quietly snap the bolt in place to latch the door, rendering both the latch and the strike completely invisible. Turning the lever retracts the bolt for easy passage.

Key features:

The new TL7 Magnetic Latch eliminates the need for a lip strike, which can show scratches and abrasion over time.

Since the latch bolt is completely retracted inside the open door, the TL7 Magnetic Tubular Latch offers an improved path of access without the risk of catching clothing or scraping skin on a visible bolt.

The latch bolt and strike incorporate rare earth magnets made of neodymium, the strongest magnet available for commercial use, ensuring a smooth, long-lasting life for the latch and strike.

The TL7 Magnetic Tubular Latch can be specified and installed for Passage and Half-Passage functions as well as a locking Privacy function.

The TL7 Magnetic Tubular Latch is activated with only a 28-degree turn of the lever, which is ergonomically easy to use and ADA-compliant.

The TL7 Magnetic Tubular Latch is available with more than 30 lever options and a variety of finishes, including Polished Stainless Steel, Satin Stainless Steel and Graphite Black.

www.inoxproducts.com GSCB

Trash in the Paint

Keep Paint Clean For The Best Shed Finishes

BY JAMIE WHITE, PPG TRUEFINISH

Do you ever lift up the pick-up tube on your sprayer and it is completely covered with dried paint? Have you ever rolled your trim and there are little strips or chunks of dried paint in the coating?

It can definitely be frustrating to deal with “trash” in your paint. In this column we will discuss some different tips to help you reduce the amount of trash you get in your shed coatings. First, it is important to know that all trash is not equal. It could be dirt, sawdust, or other foreign materials that have fallen into an open bucket of paint. It could also be a manufacturer issue and be some kind of defect. In most cases though, the trash is actually dried paint.

Water-based coatings dry when the water or solvents in the coatings evaporate out and leave the paint film. This process begins when the coating is exposed to air. When you have an open pail or gallon of paint, it is being exposed to air and it will begin to form a skin (skim) on the top. It will also dry on the interior sides of the bucket as well, which can fall into the paint. Obviously this issue is more prevalent during the warmer months of the year; however, if you paint in a heated spray booth, you can experience it in the winter as well. Once paint begins to skim or dry, it will not return back to liquid form. So when you try to stir the skim back in, it doesn't actually mix; in most cases it sinks to the bottom. Or when you are using a spray rig, the pick-up tube has suction and it draws the skims to the filter and they clog the filter. Here are some ways to help reduce or prevent getting skims or “trash”:

1. Remove it first: When you open a pail or gallon of paint, if you see skim or trash on the top, remove it. Do not mix it in.

2. Cover the open container: When you are spraying out of a pail, you can cover the open pail with a wet rag or you can take an old lid, cut a small “V” out of it, and cover the pail. Place the pick-up tube in the “V”. When painting with single gallons, it is best to pour out just what you need into a roller tray or small container and keep the gallon covered.

3. Reseal your containers: When not in use, make sure your pails and gallons have the lids firmly sealed. We see a lot of containers that are barely or improperly sealed and they are allowing air in with the coating while in storage.



Place the pick-up tube through a “V” cut from an old lid to decrease air exposure and reduce the amount of paint drying in the pail.

PHOTOS COURTESY OF PPG.

4. Strain it: If you have paint that has a lot of “trash” in it, then you can strain the paint. The paint will still be good and usable. There are different techniques for straining, however



Draw paint through an elastic-top strainer to keep dirt and debris from clogging equipment or ending up on your shed.

the easiest way is to put a 5-gallon elastic top strainer on an empty 5-gallon pail. Pour in your paint, then slide your sprayer's pick-up tube between the strainer and the side of the pail. This will ensure that as the suction of the sprayer draws the paint, it will pull through the strainer and make sure you have "clean" paint to use.

5. Filters on your sprayer: Make sure you have filters on and in your sprayer. Every sprayer should have a filter at the end of the pick-up tube. This one is very important — make sure it is on and it is clean. This protects your rig from pulling up a small rock or chunks and running them into and through your pump, which can cause damage. Also make sure the filter is clean. Many times we see the filter being clogged and only one small hole for the paint to pull through. This makes your pump work harder to pick up the paint. **GSCB**

Jamie White (jamiewhite@ppg.com), PPG Segment Specialist, can help you better understand how to get the best coatings system.



Clogged pick-up tube filter.



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Hazards of Rising Temps

How to prevent and recognize heat-related illness and injury

In all likelihood, you've probably experienced some form of heat-related illness or injury (HRI). As the temperatures climb, so do the risks for experiencing HRI. Those risks are multiplied for construction professionals.

Heat stress is heat-related illness caused by the body's inability to effectively cool down. The body normally cools itself by sweating; as sweat dries, it has a cooling effect.

While OSHA doesn't have a specific standard that covers working in hot environments, employers obviously want to protect their workers from heat-related hazards. Understanding heat-related health hazards will aid in employers in preventing HRI.

Factors contributing to HRI

Under some conditions, sweating just isn't enough. When humidity is high, sweat doesn't evaporate as quickly so the body can't relieve itself of heat quickly enough and the body's core temperature rises.

When a person's body temperature rises rapidly, very high body temperatures may damage the brain or other vital organs.

OSHA reports that workers new to outdoor jobs are generally most at risk for heat-related illnesses. "For example, Cal/OSHA investigated 25 incidents of heat-related illness in 2005. In almost half of the cases, the worker involved was on their first day of work and in 80 percent of the cases the worker involved had only been on the job for four or fewer days," the OSHA guide says. Employers need to know that these individuals may be at high risk for heat-related illness, even when the heat index is low (less than 91°F).

Additional factors that increase work-

ers' risk of heat-related illness and injury include, but are not limited to, improper clothing, drug and alcohol use, age, weight, and some medical conditions, such as hypertension. Also, prior heat injury predisposes an individual to additional injury.

Environmental factors include more than the ambient air temperature. Radiant heat, lack of air movement, conduction, and relative humidity all affect an individual's response to heat.

Degrees of HRI

There are three degrees of heat disorders. The most serious is heat stroke, which occurs when the body's temperature regulation fails and body temperature rises to critical levels. Heat stroke is a medical emergency that may result in death. The primary signs and symptoms are confusion; irrational behavior; loss of consciousness; convulsions; a lack of sweating; hot, dry skin; and an abnormally high body temperature (greater than 104°F). If a worker shows signs of possible heat stroke, professional medical treatment should be obtained immediately.

Heat exhaustion is the next most serious heat-related health problem. The signs and symptoms of heat exhaustion are headache, nausea, dizziness, weakness, irritability, confusion, thirst, heavy sweating and a body temperature greater than 100.4°F. According to OSHA guidelines, once this degree is reached, "Workers with heat exhaustion should be removed from the hot area and given liquids to drink."

Before workers experience two more serious degrees of HRI, they often have heat cramps. Heat cramps are muscle pains usually caused by the loss of body salts and fluid during sweating. Workers with heat cramps should replace fluid loss

by drinking water and/or carbohydrate-electrolyte replacement liquids (such as sports drinks) every 15 to 20 minutes.

Avoiding HRI

The best step, of course, is to avoid problems with heat-related injuries and illness.

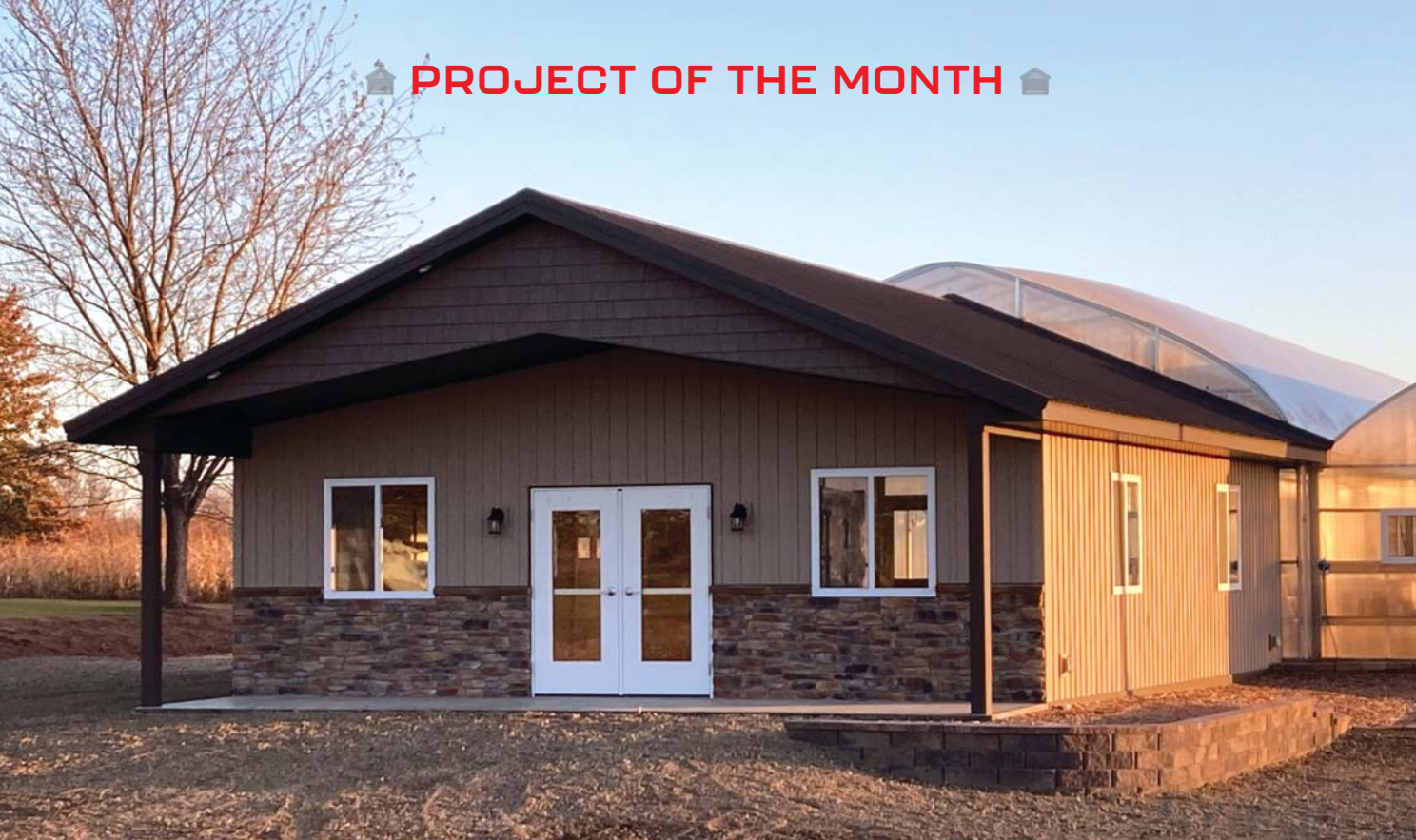
OSHA launched a campaign in 2011 to help employers do just that. Their safety message contained three key words: Water. Rest. Shade.

"Under OSHA law, employers are responsible for providing workplaces free of known safety hazards. This includes protecting workers from extreme heat. An employer with workers exposed to high temperatures should establish a complete heat illness prevention program," OSHA directs. They offer the following advice:

- Provide workers with water, rest and shade.
- Allow new or returning workers to gradually increase workloads and take more frequent breaks as they acclimatize, or build a tolerance for working in the heat.
- Plan for emergencies and train workers on prevention.
- Monitor workers for signs of illness.

For resources, visit OSHA at: www.osha.gov/heat. OSHA's Occupational Exposure to Heat "page" explains what employers can do to keep workers safe and what workers need to know, including factors for heat illness, adapting to working in indoor and outdoor heat, protecting workers, recognizing symptoms and first aid training. The page also includes resources for specific industries and OSHA workplace standards. Look for heat illness educational and training materials on the "Publications" page.

GSCB



Hixwood Metal

www.hixwoodmetal.com

715.644.0765

PROJECT DETAILS:

- LOCATION:** Knapp, Wisconsin
- BUILDER:** Kevin Zimmerman, owner/builder
- SIZE:** 24' x 44' x 10' **Roof Pitch:** 5:12
- FRAME:** Ladder frame construction
- FASTENERS:** East Coast Fasteners
- FOUNDATION:** Concrete slab
- ROOF:** Hixwood Metal Super Rib 100 in Beckers BeckryTex Burnished Slate, 28 ga.
- TRIM:** Beckers BeckryTex Burnished Slate, 28 ga.
- SIDING:** Hixwood Metal 10" Board & Batten in Beckers BeckryTex Textured Clay, 26 ga.
- WAINSCOT:** Cultured rock, County Materials
- INSULATION:** CertainTeed Fiberglass R-21 in walls; Applegate blow-in cellulose insulation above ceiling
- DOORS:** Plyco Corporation Model 92 (6068 Double Doors)
- WINDOWS:** Silverline, 4' x 4'
- VENTILATION:** MWI Corporation Vented Aluminum Soffit
- SPECIAL FEATURE:** The interior is finished with carsiding.



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 Partner
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 Vice President
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 Other _____

PLEASE CHECK THE PRIMARY CATEGORY THAT DESCRIBES YOUR BUSINESS:

- Builder, Dealer, Remodeler or Installer
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 Metal Roofing Contractor
 Building Material Dealer/Distributor
 General Contractor/Remodeler
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 Construction Consultant/Engineer
 Building Owner/Developer
 Other (Please Specify) _____

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- Gutters/Accessories
 Institutional
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 Agricultural
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Aug 10-12

International Roofing Expo (IRE), Mandalay Bay Convention Center, Las Vegas, Nevada. www.theroofingexpo.com

Sep 21-23

Western Roofing Expo, The Mirage, Las Vegas, Nevada. www.westernroofingexpo.com

Sep 29-30

Shed Builder Expo, DeVos Place, Grand Rapids, Michigan. <https://shedbuilderexpo.com>

Oct 6-8

METALCON, Tampa Convention Center, Tampa, Florida. www.metalcon.com

Nov 4-5

Garage, Shed & Carport Builder Show, Century Center, South Bend, Indiana. 715-252-6360;



<https://garageshedcarportbuilder.com/2021-gsc-builder-show/>

Nov 16-18

DeckExpo, Kay Bailey Hutchison – Dallas Convention Center, Dallas, Texas. <https://www.poolspapatio.com/en/deckexpo.html>

Nov 16-18

International Pool / Spa / Patio Expo 2021, Kay Bailey Hutchison-Dallas Convention Center, Dallas, Texas. www.poolspapatio.com/en/home.html

2022

Jan 18-20

Frame Building Expo, Gaylord Opryland Resort & Convention Center, Nashville, Tennessee. nfba.org

Feb 1-2

NLA Expo Nebraska, Embassy Suites Hotel & Conference Center, LaVista, Nebraska. www.nlassn.org/page/expos

Feb 1-3

International Roofing Expo, New Orleans, Louisiana. theroofingexpo.com

Feb 8-10

National Association of Home Builders (NAHB) International Builders' Show (IBS), Orange County Convention Center, Orlando, Florida. <https://www.buildersshow.com/>

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ADVERTISING INDEX

ASK THESE ADVERTISERS ABOUT THEIR PRODUCTS TODAY!

Company	Page #	Company	Page #
Acu-Form	25	Levi's Building Components.....	25
Ames Research Laboratories Inc	25	Michiana Quality Roofing	26
ASC Machine Tools.....	25, 35	Perma-Column LLC.....	3
ASTA AMERICA by Janus International	IFC	Planet Saver Industries	25
Bradbury Group, The	26	PPG.....	9
Cardinal Mfg.	7	Reed's Metals	26
Direct Metals	25	Safeway Door.....	26
Dr!pstop - FILC	11	Shed Hub.....	6
Dynamic Fastener.....	BC	Snow Stoppers.....	26
Golden Rule Fasteners	13, 25	Stockade Buildings.....	26
Hershey's Metal Meister.....	29	Trac-Rite Doors.....	17
IdentiGrow	17	Union Corrugating	26
Kevmar Mfg.....	19, 25	Universal Tube & Rollform Equipment Company	26

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