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December 2021
Vol. 2, Issue 6

2022 BUYERS' GUIDE

PRODUCT PROFILES: BUILDING SUPPLIES & EQUIPMENT



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Buyers' Guide – At Your Service

This is it: The final issue of the year, which means you'll find the Garage, Shed & Carport Builders' Buyers' Guide in this edition. The Buyers' Guide is comprised of two sections: A supplier directory and a "catalog" filled with Product Profiles. While space here in the magazine is limited, there's unlimited space on the web, so you'll find even more supplier and supply information in the online version at <https://garageshedcarportbuilder.com/buyers-guide/>.

Now let's talk about the Garage, Shed & Carport Builder Show that was held November 4-5 in South Bend, Indiana. I had never been to the Century Center ... or to South Bend, for that matter. It's a beautiful venue that was easy to find. Everyone

we worked with to produce the show were kind and accommodating.

Most importantly, the show gave us all an opportunity to gather in person, where I find ideas are sparked and plans are made to turn those ideas into reality. As a result of the conversations had at the show, you'll be seeing some changes in these pages. You'll be seeing more — *MUCH* more — carport coverage in upcoming editions. Count on articles about carport anchoring, metal-to-metal fastening, and more topics important to those who design and build with light gauge steel.

If you didn't get the chance to attend the show, perhaps you'll make the next one. Plans are in the works ... announcements are coming soon about dates (yes — maybe more than one!) and locations. **GSCB**



Her last trade show before heading into retirement, Sharon Thatcher, editor of *Garage, Shed & Carport Builder* and managing editor of *Rollforming Magazine*, bids farewell to Shield Wall Media.

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- State of the Industry
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Hart Brad Nailers Recalled Due to Injury Hazard

On Nov. 10, 2021, the U.S. Consumer Product Safety Commission announced the recall of Hart 18-Gauge 2" Brad Nailers, manufactured by Techtronic Industries Vietnam Manufacturing Co., Ltd., of Vietnam. (Recall number 22-017.) "The contact sensor on the nailer can malfunction and involuntarily discharge a nail, posing a risk of serious injury to the user or bystanders," says the announcement.

This recall involves Hart 18-Gauge 2" Brad Nailers with model numbers HPNR01, HPNR01B, HPNR01B-SK, or HPNR01BNCA. The white, blue, and black handheld tool has the name "HART" on the side of the nailer in white type on a black background and has "18ga BRAD NAILER" on the side of the nail tray/magazine in white type on a blue background. The model numbers are located on the side of the nail tray/magazine where the nails are loaded.

The nailers were sold exclusively at Wal-Mart from April 2021 through September 2021. About 15,700 nailers were sold. Consumers should immediately stop using the recalled nailer and return it to any Walmart USA store for a full refund. Consumers may also return items for free by mail via a scheduled pickup from your home. Consumers may call 800-776-5191 to schedule a free pickup.

Hart Consumer Products can be reached at 800-776-5191 from 8 a.m.-5 p.m. ET Monday-Friday, or online at <https://www.harttools.com/support/safety>.

GSCB

Above: Attendees visit the Graber Post Buildings booth at the Garage, Shed & Carport Builder Show, which was held Nov. 4-5 in South Bend, Indiana. PHOTO BY GSCB STAFF



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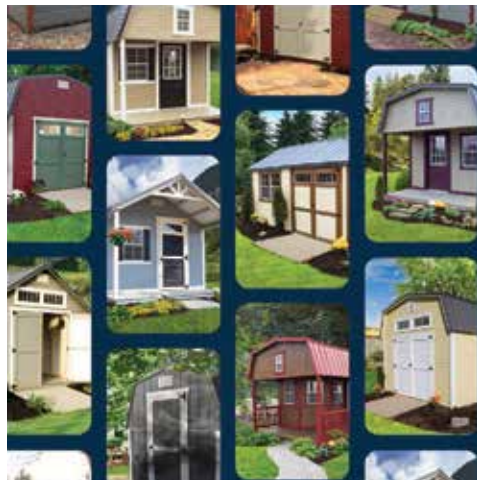
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On The Cover:

A metal carport by Pre-Built Structures of Mt. Airy, North Carolina. COURTESY OF NATHAN BEARD, RTO NATIONAL

Cover design by Kevin Ulrich



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Union Corrugating Holdings to Be Acquired by Cornerstone Building Brands

Union Corrugating Company Holdings, Inc. [www.unioncorrugating.com; www.reedsmetals.com], an industry leader serving the residential, commercial, and agricultural roofing and siding markets, announced Nov. 10 that it has entered into a definitive agreement to be acquired by Cornerstone Building Brands, Inc. Cornerstone Building Brands is the largest manufacturer of exterior building products for residential and low-rise non-residential buildings in North America.

“We’re excited that Cornerstone Building Brands is acquiring Union Corrugating Company and the Reed’s Metals brands,” said Keith Medick, President and CEO. “We are confident that this acquisition will benefit our existing customers with access to an unmatched portfolio of products and services. We’ve seen a lot of positive changes over the years, and one thing remains the same, we are focused on delivering quality products, superior service and value for our customers. We’re excited to become a part of the successful Cornerstone Building Brands team.”

The acquisition is subject to regulatory approval and customary closing conditions and is expected to be finalized later this year.

Kentucky Shed Builder Named to List of Fastest-Growing Privately Held US Companies

Esh’s Utility Buildings, a shed builder headquartered in Burkesville, Kentucky, has been named to Inc. Magazine’s 2021 Inc. 5000 list of the fastest-growing privately-owned companies in the United States. The company was ranked #2761 on the list with a three-year revenue growth rate of 145% for the period from 2017-2020. Esh’s Utility Buildings was included on the Inc. 5000 list under their Kentucky state-registered business name, Gingerich Structures, LLC.

Founded in 1984, Esh’s Utility Buildings [www.eshutilitybuildings.com] has seen expanded growth in

recent years, including throughout the pandemic. In addition to simple sheds and storage buildings, their product lines have grown to include prefabricated garages, cabin shells, horse run-ins, dog kennels, chicken coops, children’s playhouses, and more.

Despite the challenges of the COVID-19 pandemic, Esh’s Utility Buildings saw strong sales in 2020. “The pandemic didn’t really affect our sales,” says Chad Gingerich, CEO of Esh’s Utility Buildings. “If anything, it made us even busier. It affected our ability to get materials, but not our sales so much.”

Gingerich credits the company’s growth in part to greater online visibility. The company launched a new website in the spring of 2020, including a 3D modeling tool that allows shoppers to create and save customized building designs. The company also began listing all in-stock buildings on their website, enabling website visitors to see the specific buildings available at every sales location.

An expanded network of physical sales locations has also allowed more customers to see buildings for themselves and enjoy the in-person buying experience.

UFP Industries Acquires Shelter Products

UFP Industries (<https://www.ufpi.com>) has acquired the operating assets of Shelter Products, Inc., in Haleyville, Alabama, for \$6.5 million. Shelter Products operates its distribution and logistics business from an 87,800 sq.-ft. warehouse that specializes in manufactured housing industry customers. Shelter Products’ facility is adjacent to a UFP manufacturing facility that supplies trusses to manufactured housing builders, and the proximity will enable additional operational synergies. Shelter Products had sales of \$11.4 million in 2020.

Stephen Sampson, president and CEO of Shelter Products, will continue to serve the company in a consultative role while assisting with the integration of Shelter Products into UFP Distribution, which provides distribution and logistics

support to factory-built manufacturers through nine warehouses across the U.S.

“We continue to believe the lack of affordable housing will create greater demand for factory-built housing, and Shelter Products will help us meet this demand and offer opportunities to distribute new products in the southern U.S.,” said Patrick Benton, president of UFP Construction. “Shelter Products has been a terrific vendor for us for many years, and their talented team has an unmatched reputation for customer service. This transaction, which will be seamless to customers, is another example of how UFP’s new organizational structure creates more focus on individual markets and products.”

“We have worked closely with UFP Industries for nearly two decades and have been impressed by the company’s entrepreneurial culture and success,” said Sampson. “We are a family company, and joining UFP ensures my work family that they will not only continue to enjoy the culture they created but take advantage of more business and career opportunities in the future. We are excited to join the UFP family.”

New Access Garage Doors Franchise Opens In NC

Access Garage Doors [<https://access-doorcompany.com>], the Southeast-based residential and commercial garage door repair and installation franchise has opened a new location in North Carolina. The newest franchise in Fayetteville, North Carolina, is owned by business entrepreneur Will Rogers.

“As a previous owner of a successful service-based business, I feel that Will knows what it takes to not only build a successful business but also how to sustain it through the many stages of growth that our business model experiences,” said Jesse Cox, President and CEO of Access Garage Doors.

“I like the idea of buying a franchise because the last business I built from the ground up, so I knew I wanted to invest in something with more structure,” said Will. **GSCB**



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On the Level

Simple Tips For Portable Shed Site Prep

If you build backyard sheds using quality materials and a sound design, those buildings will serve their owners for years – probably decades – to come. In addition to being properly built from good materials, site selection and preparation also play an important role in the lifespan of the building — which is important if customer satisfaction is important to you ... especially if you offer any type of warranty with your sheds. And, of course, if the property owner would rather not deal with site preparation, it may be an opportunity for you to offer as an add-on service.

Here are a few reminders of site preparation best practices – and mistakes to avoid.

Quick Tips:

- Call before you dig!
- A clear 3' perimeter around the site should allow enough room for you to place a portable shed.
- The foundation area should be at least 1' larger on all sides than the dimensions of the building.
- Bring low areas up to grade with processed gravel or washed stone – not topsoil, which doesn't make a stable enough base.
- Make sure the area is clear of all debris.
- If the owner says it's ok to drive on the lawn, get it in writing.
- Try to leave the jobsite better than you found it.

Permits, Setbacks, and 811

You well know that you can't just drop a shed anywhere or just start digging at will. Some areas require permits for all structures – not just structures of a certain size or larger; you may wish to remind your customers that any permits or land usage requirements are their responsibility. Also, make sure the owner knows whether a setback from the property line is required. Most townships and municipalities have specific setback requirements. For example, in Waupaca County, Wisconsin, the location of the Shield Wall Media office, the setback for an accessory building of 200 sq. ft. or less is 7 ½ feet. Even though these details are ultimately the property owner's responsibility, showing your customer you are looking out for them helps build the business-client relationship and may help you get a five-star review when all is said and done.

After the required permits are obtained, you need to call 811, which is the national call-before-you-dig number for professional excavators and homeowners. Making sure the area to be excavated is clear of utilities is important – and it's the law. If your

company is doing any excavating, not checking for utilities can set you back professionally and financially. One example that comes to mind: An agent of the property owner, who didn't call and get the utilities marked, cut a fiber optic cable while putting in a row of fence posts using a three-point post-hole digger. It interrupted the telecommunication services for hundreds of homes. "When you cut a fiber cable it stretches," explained a representative from the telecommunications company, "and he dug a few holes before we were notified there was no service in the area. We ended up having to replace 500 feet of cable. The cost of burying that plus fusion splicing it at both ends was costly." The fellow ended up with a hefty repair bill of right around \$5,000.

Level vs. Flat

The ultimate goal in site preparation is to make sure the site will give the shed its best chance of a long service life to your customer. They may assume that because the ground is flat, it is level. You may need to explain that this is not the case; often, "close enough" isn't good enough. Explain that if the site isn't level or isn't prepared properly, the shed could twist or sag and doors and windows may bind or not open at all. Having some stakes, string, and a line level will allow you to show them how out of level a proposed shed site may be.

If the site must first be graded and you have the equipment and the know-how, you can solve this problem for your customers and increase your profits per job. If the site is so out of level that a lot of fill is needed, remember to add the fill in 6-8" lifts and compact each lift before adding another.

Whether you decide to price per hour or per service, for the sake of transparency, it's good practice to prepare a price list for before-hand.

Benefits of Crushed Stone

Some companies that specialize in site preparation swear by framing the foundation and anchoring it to the ground with rebar. Lining the area with long-lasting commercial-grade landscaping fabric will help keep the stone from pressing into the ground yet will allow water to run through, draining away from the building.

Gravel or crushed stone are the most-recommended foundation for portable buildings with a wood floor because the materials are affordable and the foundation system works so well. The crushed stone locks together when tamped down for a stable, evenly supportive foundation, yet it still allows water to drain away. The crushed stone foundation minimizes the risk of



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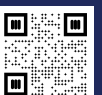
BY JANUS INTERNATIONAL

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the building sinking or shifting out of level. Proper drainage is important to keep water from pooling around or under the shed. If water is allowed to pool, even if it's not directly touching the foundation, the excess moisture can cause mold, rot, and corrosion – none of which you want associated with the structures you build. (Note: Don't use loam or sand for the base since it's not stable enough. It will compact and shift, causing problems in the future.)

Concrete Block – Use With Caution

If using concrete blocks during shed installation, do so carefully because even weight distribution is important for long-term stability. The Site Preparations, LLC, website explains, “One of the biggest reasons to not use concrete blocks under a shed is the fact that the shed will not be supported evenly.” Even if you can perfectly level all the blocks when placing the shed, as years go by, the blocks will tend to settle at different rates. “This can put unnecessary strain on the shed's framing, causing it to show its age much faster.”

No matter what foundation options you choose to provide (or assure are in place), remember the purpose: To support the structure evenly in a way that prevents damage from moisture buildup. Doing so will help assure you not only have a customer for life, but that customer will become your advocate. **GSCB**



Don't be “that guy” that gives shed delivery and set-up services a bad reputation. Shimming over 12” makes for an unstable shed. PHOTO BY REX WAY/ UNSPLASH.

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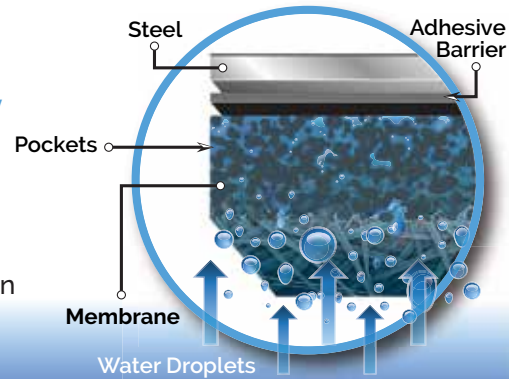
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Views From The First

GARAGE • SHED • CARPORT BUILDER SHOW

Meeting Old Friends & Making New Friends

Long in the making, the first Garage, Shed & Carport Builder Show brought visitors from near and far to the Century Center in South Bend, Indiana, November 4-5.

We met up with many familiar faces at the show, and gained new friends at the education sessions and on the trade show floor.

Though COVID-19 created some difficulties with services we typically take for granted, the hotel and convention center staff were wonderful, and the venue had a beautiful view of the Joseph River and its historic night-lit relics.

Thank you to all the exhibitors and attendees of the first Garage, Shed & Carport Builder Show. Stay tuned for the announcement of the date and location of future shows. **GSCB**

PHOTOS BY SHIELD WALL MEDIA STAFF.



SmartBuild Systems recently expanded from post-frame building design to garage and shed design. www.smartbuildsystems.com



The crew at Richland Laminated Columns showed off the GreenPost, Perma-Column, and other post-frame products. 419-895-0036



Tony DelGhingaro (left) and Chris Davis manned the DR!PSTOP Condensation Control booth. www.dripstop.com



Sponsored by Graber Post Buildings, good eats and drinks were enjoyed by everyone who cared to partake on the opening day of the Show.



Buddy Pullen, Vice President of Pro Sales, manned the TUFTEX Master Series booth. us.onduline.com/pro



The Bradbury Group manufactures equipment that includes roll formers, controls, and trim shop equipment. www.bradburygroup.com



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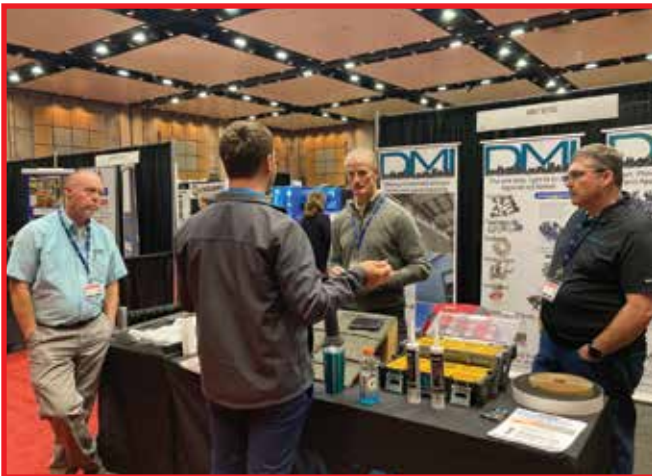
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ShedsForSale.com and the Shed Geeks shared a double-size booth. www.shedgeeks.com / www.shedsforsale.com



Direct Metals Inc. showed attendees it offers a plethora of building solutions. www.directmetalsinc.com



Phil Carselowe, founder of NewFound Rentals [www.newfoundrentals.com], sits in on an educational session. Carselowe presented a talk on rent-to-own options for builders.



Zach Harris, E&H Tubing, addresses the needs of builders of metal buildings and carports. www.ehtubing.com



Territory managers Jack Hall and Maggie Moore provided valuable information in the 3GM booth. www.3gmsteel.com



The ShedPro service brings together a shed configurator, a sales-focused website, and Google ad management. www.shedpro.co



Branding specialists at IdentiGROW filled their booth with samples of their ID plates, including their new full-color plates. identigrow.com



ASTA America, by Janus International, specializes in rolling steel and commercial sheet doors. Dennis Owens (left) and Ryan Erickman man the show booth. www.ASTAAmerica.com



Jeff Huxmann (left) and James Adams explain the benefits of the ShedHub online sales platform. www.shedhub.com



Windows and doors and hardware, oh my! MIDCO Products brought in a shed built by Yoder's Portable Buildings to help exhibit hardware and components for builders. The shed even featured the newly released LuxGuard premium rubber flooring. www.midcoproducts.com



Eric Navarro (left), Paul Politti (center), and Joe Secrist (right) manned the Central States/Niff-Tone Distributing booth. Central States offers metal panels, trim, and purlins. They offer complete mini, boat, and RV storage packages through their Central Storage Works division. www.centralstatesmfg.com

Overlapping Product Segments To Increase Sales Volume and Profitability

BY GARY REICHERT

This topic is central to the underlying concept of *Garage, Shed & Carport Builder* magazine. The same idea is integral to our ability to launch new successful print magazines in a challenging market with little capital outlay. Basically the thought is your customers and potential customers are your key resource. Most businesses don't recognize the scope of what they have.

The United States is the most prosperous country in the history of the world. Opinions on wealth distribution aside, even our poor are wealthy by global and historical standards. Wages go constantly upward. The proportion of corporate profits devoted to wages has remained flat, it has gone down roughly 1% but the GDP, which reflects corporate revenue, has tripled in the same time frame. So people have progressively more money which means progressively more stuff.

More stuff creates a problem. Where does that stuff go? Some people get a bigger house, but most people choose to go other routes, or at least another route first, because houses can be expensive.

So what are the solutions? Build an addition or add a garage. Build a free-standing garage or other permanent structure. Purchase a portable building. For some items in some climates, purchase a carport.

Garage, shed and carport — I have heard that somewhere. They are all small (at least relatively small) special-use residential buildings.

This is a good market to be in today. Residential construction is up relative to agricultural and commercial and has weathered the zombie apocalypse better than most industries.

The challenge is the market forces putting pressure on businesses. Labor shortages create back logs and drive up labor costs. Material costs for lumber and metal are up. Gas prices have essentially doubled in the last year. Unless builders and manufacturers raise their prices to end users, this creates a squeeze.



Are you ready to solve your customers' storage problems? PHOTO COURTESY OF RTO NATIONAL. WWW.RTONATIONAL.COM

This was confirmed by the surveys we have been sending to our readers. Most, whether builders or dealers, reported their gross sales were up 25-50% over the same quarter in 2020. The same businesses reported their net profits were similar to 2020. More total business and the same net profits means smaller margins.

I don't know of anyone wanting to do more work for the same compensation. Ask your crews if they will work and additional 10 hours per week for the same pay they receive now. That is the situation the business owners are in. Your reply should be the same answer as your crews. The difference is *you* are in a position to do something about it.

The first answer is to raise prices. People have more money so they can afford more. Part of being able to get more money is understanding your product, your market and what your product is worth. I routinely get comments from prospective advertis-

ers saying my rates are way too high. My answer is usually, "Your competitors think it is worth it. You get what you pay for. If their product was good enough to demand higher rates, you don't think they would charge them?" This is not the track for everyone. You need to have real demonstrable reasons you have a better product. It can be the physical product. It can be better service. Or it can be value-added options like customizing, financing or help with zoning that your competitors can't do.

It also requires a salesman willing to turn away some customers. There are some customers that only compare on price. If you have a good product, those are customers you do not need.

If you choose to compete on price, you only have one other option: Increase your sales so far that it outpaces the decrease in your margin. Your problem is, if you knew how, you would have already done it.

This is where the idea of overlapping product segments comes in. There is an excellent possibility you have more resources than you know.

The way we launch new magazines is we look for a topic, in an unaddressed or under-served niche, that has approximately a 50% overlap with our existing titles. That overlap provides enough advertisers and readers to give the new magazine a start. For trade publications, the advertising is the revenue and the acquisition of readers is the expense.

The concept in solving storage problems is similar. You have the prospective customers. Do you know your closing ratio? In most industries a 50% closing ratio is reasonably good. That still means that 50% walked away. The question you need to answer: "Why?"

It is easy to say price and competitors are less expensive. It also absolves you from responsibility because you can't control what your competitors do. Frankly, if you choose to compete only on price you deserve to lose.

The real reason you lose a sale is because you did not provide the best alternative for them to store their stuff. The obvious solution to that is to provide a wider range of solutions.

There are two aspects to this, which complement each other. Item one is to have options up and down the product chain. Many businesses that sell sheds also sell carports. If someone buys a new bass boat and needs a place to store it, it isn't going into a portable shed. It *can* go into a carport, so they are a prospect. Do you think anyone wants a \$50,000 bass boat being exposed to the weather? A garage

would be a better option.

Or if you are a builder and the prospect comes to you for a garage. They just spent \$50,000 on a boat and another \$75,000 on a full garage means he gets the boat and garage and his wife everything else. But a \$15,000 carport would work.

Which brings us to item two. It is not always possible to expand into building garages, or selling sheds or building carports. But there are businesses that already do that. Network into your local community so you have someone you know and trust to whom you can refer business. Perhaps in exchange for a commission or finder's fee; or it could be a trade in kind arrangement where you swap leads. Having a network gives you the ability to monetize what is walking out your door or off your lot.

It also does the ethical thing. It helps your customer find the right solution for

their storage problem. You probably have a sales person in your life, that you bought from, who treated you right. I know I do. I refer others to them. I go back to them. Long term, your objective should be providing solutions to your customers' problems. If the only tool in your toolbox is a hammer, all problems look like nails.

You have more resources available than you believe if you look creatively. The most difficult puzzle piece is your prospective customer. Grow your sales by either offering a wider range of solutions or developing a referral network with non-competing businesses who offer solutions you don't.

If all you have is a hammer and the problem isn't a nail, you have to either walk away or satisfy yourself with beating the snot out of something with the hammer. Most customers consider that battery. **GSCB**

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For over 23 years, Reed's Metals, has been an award industry leading provider of metal roofing systems, metal roofing panels, post frame, tube buildings and pre-engineered steel buildings. Comprised of 10 locations (8 manufacturing sites and 2 storefronts) with 3 IAS certified plants utilizing state-of-the-art technology and fabrication methods to provide unprecedented quality and service, offering same-day availability on in-stock standard roofing orders and supplies, on-site roll forming for standing seam projects and job-site delivery within 72 hours on most projects. We've got what you need at Reed's Metals where you can BUY DIRECT and SAVE! Don't forget to ask about our accessories and components...1-800-581-4645!
www.reedsmetals.com #reedsmetals



Renegade Steel Buildings, Inc.

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Hoschton, Georgia 30548
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sales@renegadebuildings.com
<https://renegadesteelbuildings.com>

Renegade has been in business for over a decade providing the best prices on USA made steel buildings. We strive to give you the best experience before, during, and after the sale resulting in thousands of satisfied customers. Call today to get your free quote.



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johnstarr@coverttechfab.com
<https://www.rfoil.com>

rFoil reflective insulation is designed to reduce radiant heat gain/loss and control interior condensation in metal and metal clad buildings. rFoil reflective insulation is a layer of polyethylene bubbles bonded to and sandwiched between a radiant barrier metalized foil and a white polyethylene sheet. rFoil is a Class 1, Class A fire rated product.



Roll Former LLC

140 Independence Ln.
Chalfont, Pennsylvania 18914
215-997-2511
215-997-5544 (fax)
info@rollformercorp.com
<https://www.rollformercorp.com>

Since 1978, Roll Former LLC has produced 'standing seam' machinery for the metal roofing industry. For 30-plus years we have also been designing and manufacturing custom profile roll forming machinery.



PRE-BUILT STRUCTURES, MT. AIRY, NORTH CAROLINA. PHOTO COURTESY OF NATHAN BEARD, RTO NATIONAL.

Send us your building project photos and details to appear in the Building Showcase, which will be featured in the April 2022 edition of Garage, Shed & Carport Builder.

Download the form at <https://bit.ly/3HCN1rx>



S-5!

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 Colorado Springs, Colorado 80908
 888-825-3432
 888-825-3432
 719-495-0045 (fax)
 info@s-5.com
 http://www.S-5.com

Since 1992, S-5! has been the leading authority on metal roof attachment solutions. S-5!'s zero-penetration clamps attach ancillary items to standing seam, concealed-fastened and exposed-fastened metal roofs, while maintaining roof integrity and warranties. S-5! solutions are engineered for a variety of roof-mounted applications: snow retention, fall protection and wind performance systems, satellite dishes, solar arrays, signs/banners, light fixtures, stack/flue bracing, walkways, HVAC, lightning protection, equipment screens, conduit, condensate lines and more. Made in the U.S.A., S-5!'s products have revolutionized the metal roofing industry and are now installed on more than 2 million metal roofs worldwide, providing strength and longevity never before seen. For more information, visit www.S-5.com.



ShedHub.com

150 Kurt Street
 West Union, Ohio 45693
 415-915-7433
 hello@shedhub.com
 https://shedhub.com

Is your shed business booming? Are you having a hard time keeping up? Let ShedHub.com help you! ShedHub was created for the portable building service community by shed lot owners! ShedHub is a great one-stop shop marketing tool for the shed industry. Jeff Huxmann, creator and founder, created ShedHub to ease dealers' minds while their sheds sell themselves! It is a tool like Zillow is for houses or Auto Trader is for cars but for the portable building industry. ShedHub is a better way to research, purchase, market and sell sheds while getting better marketing visibility and to streamline research for the customer.



Shed Suite

710 Rellim Ln.
 Sarasota, Florida 34232
 941-228-2567
 sales@shedsuite.com
 https://www.shedsuite.com

Shed Suite is an order management software for portable shed manufacturing and retailing companies. Shed Suite provides a modern web-based app that allows dealer, drivers, and admins to process and track orders through your shed company. No more digging through the file cabinet to locate an order, just log in to Shed Suite.



Sherwin-Williams Coil Coatings

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Sherwin-Williams Coil Coatings (formerly Valspar) has been a leader in the art and science of coatings that excel in both beauty and function. Our expansive range of superior coatings comes to life through a full palette of colors and textures to meet the most demanding environmental requirements, conditions and designs.



Sioux Steel Company

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ProTec Buildings provide natural lighting and superior ventilation. You can use these buildings for any type of storage, including livestock shelters and grain storage! They are also the perfect solution for storing equipment or hay. ProTec Buildings offer unbeatable strength and durability and are engineered to meet the needs of large operations. With ProTec Buildings, you get a one-of-a-kind design manufactured right here in the USA!



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 https://smartbuildsystems.com/garages-and-sheds/

Just like the original post frame software, SmartBuild for Garages and Sheds features the familiar process of designing structures graphically on-screen while automatically generating a 3D model, materials list, labor calculations, pricing, and a full set of drawings. Adding to the standard options, SmartBuild for Garages and Sheds displays and takes off multiple layers of materials for roofs and walls, displays multiple types of roofing and siding materials, and generates floor construction materials for sheds. Get your FREE TRIAL today!



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Einstein once said, 'Everything should be made as simple as possible, but no simpler'. Here at SmartPay, we believe that quote. Our vision is to provide the most simple rent-to-own service available in our region and to develop long-standing relationships with those we interact with. We provide outstanding customer service and add value to our dealers by providing marketing tools, business consulting and easy to use RTO services.



Paints, Stains & Coatings: Page 51

BUILDING ENVELOPE

DOORS, WINDOWS, ACCESSORIES

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ST Fastening Systems

6357 Reynolds Rd.
Tyler, Texas 75708
randy.floyd@hillmangroup.com
<https://www.stfasteningsystems.com>

ST Fastening Systems manufactures steel-frame and post-frame fasteners for agricultural, industrial, commercial and residential metal roof and sidewall applications. Product strengths are drill point quality and corrosion resistance, as shown by the WOODBINDER MB drill point and ZXl zinc-aluminum alloy molded head. Both are enhanced by a powder coating paint system. Solid and vented closure strip systems, pipe flashings and other accessories round out the product line.



Starwood Rafters, Inc.

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Independence, Wisconsin 54747
715-985-3117
lamply@trivest.net

Starwood Rafters' laminated wood products include Lam-Ply Truss, their most popular product. It combines plywood with glulams and dimensional lumber.



Stockade Buildings Inc.

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Oran, Missouri 63771
573-262-3592
573-262-3163 (fax)
system@stockadebuildingsinc.com
<https://stockadebuildingsinc.com>

Stockade Buildings celebrating 45 years of providing quality pre-engineered building packages and award-winning services to our Authorized Builders! For the agricultural, equestrian,

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Sukup Manufacturing Co.

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Sheffield, Iowa 50475
641-892-4222
641-892-4629 (fax)
info@sukup.com
<http://www.Sukup.com>

Sukup Manufacturing Co. is the world's largest family-owned and operated manufacturer of grain storage, drying and handling equipment, and steel buildings. The company is headquartered in America's heartland — Sheffield, Iowa — and covers one million square feet of office, manufacturing and warehouse space. The company employs more than 600 people, making it one of the largest employers in North Central Iowa. Three generations of the family are active in the business. Sukup's product line includes on-farm and commercial grain bins; portable, mixed-flow and tower dryers; centrifugal and axial fans and heaters; stirring machines; bin unloading equipment and bin floors and supports. Sukup also manufactures material handling equipment including bucket elevators, conveyors and support structures; and steel buildings. Sukup has six distribution centers in the Midwest. Sukup products are sold throughout the U.S. and Canada, and in more than 85 other countries.



Symun Systems, Inc.

3469 Pierson Place, Ste B
Flushing, Michigan 48433
810-230-8920
810-230-8926 (fax)
mike@symun.com
<https://www.symun.com>

Symun Systems, Inc.™, the makers of Construction Maestro®, combines the experience of a 28-year veteran post-frame contractor with 24 years of programming experience by a Microsoft® Certified Professional to create the leader in post frame and garage design and estimating software for lumber retailers and builders across North America.



Stor-Mor Portable Buildings

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info@stormor.com
<https://www.stormor.com>

Our portable buildings are uniquely built to service our customers' storage shed needs. We are proud to have the opportunity to partner with like minded business professionals, to better serve our customers with top quality customer service. Stor-Mor has you covered.



Universal Tube & Rollform Equipment Company

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sales@utubeonline.com
<http://www.utubeonline.com>

Universal offers one of the largest inventories of new and used tube mills, roll formers, entry equipment, cut-offs, welders and more. They also build new controls and drive systems and can provide on-site support including start-up and commissioning. Since 1985 Universal has specialized in creating custom tube, pipe and roll forming lines using new and used machinery. The ability to mix and match pieces to build a custom line provides buyers more budget-friendly options.



Wuxi LonGar

Building Material Foundation Metal Sheet Slitting Line Machine Supplier

13812190395
manager@wxlongar.com
<https://www.coilslitter.com>

Wuxi LonGar Machinery Manufacturer Co., Ltd is a Taiwan and Chinese venture enterprise company with up-to-date Taiwan technology to make the machine. It's located in Wuxi City, Jiangsu, China, near Shanghai.

Our factory is a professional manufacturer and exporter of cut to length line, slitting line, rotary shear cutting line, cold roll and hot roll mills for more than 20 years from 1995; and in 2007 we have rebuilt our company Wuxi Bono International Co., Ltd., which specially exports our machines to abroad markets and Wuxi LonGar Machinery Manufacture Co., Ltd. specially does local markets.

So far we have exported more than 300 lines to more than 60 countries, including Argentina, Bangladesh, Belarus, Bolivia, Brazil, Chile, Egypt, Indonesia, Iran, India, Malaysia, Pakistan, Philippines, South Africa, Turkey, Russia, UAE, Saudi Arabia, Vietnam, etc.

Our designs engineers have worked in Taiwan for many years and so far we are still cooperating with these Taiwan companies; we have two Technical Seminars per year. They will work to match our technology with your production needs to achieve a more efficient, more profitable operation.

Our machines are built to the highest industrial standards to ensure long-lasting durability and operating efficiency. We get many repeat orders because of excellent quality and good after-sales services.



Triangle Fastener Corp

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TFC has been supplying the commercial construction industry with fasteners, tools, sealants, and accessories since 1977. We offer

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Today, Union Corrugating Company, based in Fayetteville, N.C., is an award-winning industry leader serving the residential, commercial, and agricultural roofing and siding markets from 10 manufacturing facilities located throughout the central and eastern U.S. We're continually striving to manufacture metal roofing and metal siding/panels that are more durable, efficient, and sustainable. Our unique distribution system allowed us to grow rapidly from our roots in the Southeast by providing the fastest and most reliable deliveries in the industry. Our support network ensures you'll get what you need, when you need it. Call today and ask about our 45-year SMP paint warranty. Follow us on social media #unioncorrugating or visit us online at www.unioncorrugating.com #unioncorrugated



Union Grove Lumber

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sammy@uniongrovelumber.com
<https://www.uniongrovelumber.com>

For over 35 years, our team has been dedicated ONLY to the shed industry. Our team knows sheds — the quality and species needed to drive a successful business. When you call, we take time to talk to you and we will quote you in a timely fashion. We are sensitive to timeliness of delivering orders; we promise to deliver in an openly discussed and honest timeframe. We have warehouses and customers in all time-zones and are fully capable of serving all 50 states and Canada.



United Steel Supply

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512-263-0954
will@unitedsteelsupply.com
<https://unitedsteelsupply.com>

United Steel Supply provides high quality flat rolled steel coils. We offer superior customer service, competitive pricing and just-in-time delivery, allowing us to achieve the highest level of customer satisfaction. United Steel Supply furnishes Galvalume®, galvanized and prepainted steel coils for metal roofing and siding applications to the agricultural, commercial, industrial and residential markets, both domestically and for export. Brands: 22, 24, 26 and 29ga flat rolled 40-year painted coil inventory. Acrylic coated in 22, 24, 26 and 29ga.



Ventco, Inc.

115 Lismore Ave.
Glenside, Pennsylvania 19038
833-300-9515
215-887-7975 (fax)
mrotter@ventcoinc.com
<https://www.profilevent.com>

ProfileVent® by Ventco® is a single-layer ridge vent designed for metal roofs, available in rolls of 20, 50 and 100 feet. It's a strong, durable modified polyester, non-woven, non-wicking fiber-based matting, designed specifically for metal roofs. ProfileVent is specifically cut to fit more than 50 metal roofing profiles, more than any other ventilation system manufacturer and comes with a 40-year limited warranty. Its design prevents compressing the ridge vent material, reducing net-free area after installation.



**Insulation, Moisture Control, Ventilation:
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BUILDING ENVELOPE

DOORS, WINDOWS, ACCESSORIES

FOUNDATIONS



Wick Buildings, Inc.

405 Walter Rd.
Mazomanie, Wisconsin 53560
855-438-9425
mark.wellnitz@wickbuildings.com
<https://www.wickbuildings.com>

With the sale of over 75,000 buildings since its founding in 1954, Wick Buildings is one of the nation's largest producers of post-frame buildings. Wick buildings are wood-frame structures covered with steel panels and/or exterior materials such as brick, block and other types of siding and roofing materials. Working from our production facility in Mazomanie, Wisconsin, we provide the following services: design and engineering, fabrication and shipping, construction.

DOORS • WINDOWS ACCESSORIES



A.J. Manufacturing, Inc.

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800-328-9448
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info@ajdoor.com
<https://ajdoor.com>

A.J. Manufacturing, Inc. builds high quality steel walk doors and vinyl windows with EZ-v trim and flashing. A.J. doors are pre-hung in steel, aluminum or stainless steel frames with 4' x 4.5' fixed pin or ball bearing hinges for 4-way universal swing even with a foamed in place door lite or a deadbolt bore. The 1-3/4' doors are polyurethane foam injected for an R12 insulating value.



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ASTA America by Janus International

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ASTA America is your trusted provider for rolling steel and commercial sheet doors in the commercial and industrial markets. We offer a full-line of rolling steel doors in every size, model and option in the book. Our products range from service doors to fire rated doors, counter shutters and more. While our company has expanded and our product offering has evolved over the years, our unwavering dedication to the quality of our products and commitment to unsurpassed customer service remains steadfast.



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Delden Garage Doors

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sales@deldenmfg.com
<https://DeldenMFG.com>

Delden Manufacturing Company, or more commonly referred to as Delden Garage Doors, is a wholesale garage door manufacturer and distributor. Delden is known for their 'Experience the Quality' reputation, multi-line garage door distribution and custom garage door manufacturing. Delden supplies North America's Midwest region with garage doors, electric openers, parts and accessories through five door centers: Kansas City, St. Louis, Springfield, Central Missouri and Des Moines, Iowa.



Diamond Doors

<https://diamonddoors.com/request-a-quote/>

At Diamond Doors, we build doors that make your life easier. With features like easy installation, low maintenance, and quality manufacturing, your bi-fold door is a valuable investment for your building. The self-supporting header option increases the door opening and reduces loads on the building. This increased door size also creates additional headroom to move large equipment through your building.

Our low maintenance features mean that you can trust your door to work when you need it. A variety of options such as greaseless hinges and on-board diagnostics save you valuable time. Arrives onsite fully assembled, pre-wired, and finish painted in 4-6 weeks. Request a quote today!



DOORBRIM Rain Diverters

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<https://doorbrim.com>

Affordable DOORBRIM Rain Diverters are made of 100% recyclable ABS plastic and are an economical solution for preventing leaks and protecting doors, windows and hardware from Mother Nature. A dripless front gutter diverts water to keep doorways dry while preventing rust, mold and decay. Great for use on any unprotected opening, DOORBRIMS can be easily installed in minutes with a few ordinary tools. Custom widths are available upon request. Comes in three UV protected colors with optional stainless steel fasteners and are made in the USA.



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With 20 profiles, E-Z Gutter Guards by Midwest Enterprises has the product for any gutter protection job or installers preference. As a wholesale manufacturer for over 30 years we have the experience and common-sense products to service any distributor nationwide. Go to www.e-zgutter.com to see all of our products and find your nearest distributor.



GutterBrush™ Simple Gutter Guard

GutterBrush Simple Gutter Guard

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Haas Door Company

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Sleek with a contemporary flair or traditional in a carriage house style, Haas Door creates a wide variety of aluminum and steel garage doors in eight product lines. An abundance of options include woodgrains, anodized colors, powder-coated colors along with many glass options ranging from privacy to clear. Made in Ohio, the garage doors come with energy efficiency and impact-resistant glass options. Use HaasCreate.com to see how different doors look on your garage or shed.



I-Beam Sliding Doors

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Chenoa, Illinois 61726
815-945-3667
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info@ibeamdoor.com
<https://ibeamdoor.com>

Sliding doors with Ultra Guide Track & Trolley System. Heavy duty 6000 lbs. capacity and 115 mph wind rated. Fully adjustable: up-down, in-out. Never drag, bind or come out of adjustment. Aluminum-frame doors with easy latches. Plus, Incredible Swing Doors! Electric screw-jack lift for ultimate safety. Aluminum frame, fully automated door system. Easy retro-fit.



Innovations Manufacturing

4555 Grape St.
Denver, Colorado 80216
303-321-0945
303-388-6233 (fax)
Adrien@im-inc.com
<https://www.im-inc.com>

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



Kevmar Manufacturing

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217-543-2828
217-543-3323 (fax)
sales@kevmar.net
<https://KevmarMfg.com>

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



MIDCO Building Products

1040 Dick Castleman Bypass
Mayfield, Kentucky 42066
270.247.7447
270.247.4963 (fax)
sales@midcoproducts.com
<http://www.midcoproducts.com>

MIDCO is proud to be the nation's leading manufacturer of pre-hung doors designed specifically for the shed building industry to accommodate a variety of wall heights. We are also a leading distributor of windows, hardware, roll-up doors, aluminum products, etc. With an extensive LTL program, and our own fleet of trucks, MIDCO can now deliver anywhere in North America, while striving to provide the best service possible to the shed building industry. For a full list of the products we offer, please contact us for a catalog.



Midland Door Solutions

1021 7th St. NE
West Fargo, North Dakota 58078
701-277-8836
701-277-8961 (fax)
jason@midlanddoorsolutions.com
<https://midlanddoorsolutions.com>

Midland Door Solutions is the unparalleled leader in the design, manufacturing and installation of bi-fold and hydraulic doors. Since 1995, Midland has been providing solutions to customers' big door needs. Along with state-of-the-art manufacturing, Midland offers turnkey installation on all doors. This allows the builder to do what they do best: 'construct buildings.' As a total solution provider, we are personally there every step of the way to design your door, install it and make sure it keeps working for years to come. We guarantee the best customer service and lowest total cost of ownership within the industry.

PLYCO

CORPORATION

Plyco Corporation

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800-558-5895
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<https://www.plyco.com>

For over 50 years Plyco has been a leading supplier of products to the post-frame, metal clad building and commercial construction industries. Plyco manufactures and/or distributes a wide variety of products including metal doors, windows, horse stall systems, ventilation products, fasteners and more. For many customers, we provide one-stop shopping for a majority of their building component needs.



Raytec Manufacturing

Raytec Manufacturing

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717-445-0511 (fax)
sales@raytecllc.com
<https://www.raytecllc.com>

Raytec has been serving the rain gutter industry since 1956. Manufacturers of Hangtite and Hangfast hidden gutter hangers, the company is committed to exceeding your quality and customer service expectations. East Coast, Midwest and Northwest warehouses ensure fast deliveries. Most orders ship in 24 hours.



Royal Crowne Cupolas

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Paradise, Pennsylvania 17562
717-288-2630
info@royalcrowne.com
<https://www.royalcrowne.com>

Royal Crowne Cupolas' cupola selection features maintenance-free cellular PVC-vinyl cupolas, Western red cedar cupolas, copper cupolas, premium grade white pine cupolas and metal cupolas. We

have standard cupola and custom cupola sizes for any application. We stock weathervanes and finials in dozens of designs and sizes to provide that finishing touch to any rooftop, turret, or cupola. Royal Crowne is a wholesale manufacturing company that caters to trade professionals, lumberyards, and retailers nationwide. Our cupolas and outdoor decor have been manufactured and shipped to many locations worldwide.



Safe-Way Garage Doors LLC

3814 E. US 30
Warsaw, Indiana 46580
574-267-4861
bthompson@safewaydoor.com
<https://www.safewaydoor.com>

Safe-Way Door is a leading manufacturer of quality residential, commercial and industrial overhead garage doors in steel, wood and aluminum. Headquartered in Warsaw, Ind., Safe-Way Door also operates facilities in Tennessee and Missouri with distribution throughout North America and Canada. Residential and commercial doors are available in multiple configurations including polyurethane and polystyrene insulated, un-insulated and up to 11 colors in steel, and multiple powder coat colors in aluminum.



ShedParts - Shed Windows, Accessories & Free Shed Plans

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717-920-0351
juanc8122020@gmail.com
<https://shed-parts.com>

We carry all the hard-to-find hardware and storage shed windows to fit any project. In addition, we carry shed hinges, flower boxes, shutters, and all the other accessories to spruce up your new or existing storage shed. Because we have the largest inventory of the items you need for your next shed project, we are able to offer the best prices.



Shed Windows and More, Inc.®

9326 Hwy. 90
Longs, South Carolina 29568
843-399-1820
843-399-1826 (fax)
thomas@shedwindowsandmore.com
<https://shedwindowsandmore.com>

Shed Windows and More has been supplying DIY builders and small construction companies with

windows, decorative windows, doors, shutters, flower boxes, cupolas, and skylights, since 2001 specific to small outdoor buildings such as sheds, playhouses, and chicken coops. Since 2017 they have expanded their building supplies to include double pane windows, garage windows, prehung fiberglass and steel doors, decorative inserts for doors, steel roll-up doors, access doors, pediments, brackets, and columns.



Trac-Rite Door

314 Wilburn Rd.
Sun Prairie, Wisconsin 53590
800-448-8979
800-448-8979
608-825-6745 (fax)
tr@tracrite.com
<https://www.tracrite.com>

Trac-Rite Door manufactures quality steel roll-up doors for a multitude of uses including self storage, residential, agricultural, and commercial. Trac-Rite is dedicated to providing customized, worry-free, low maintenance products delivered with uncompromising service.



Wayne Dalton

2501 S, TX-121 BUS
Lewisville, Texas 75067
1-855-493-3667
Info@wayne-dalton.com
<https://www.wayne-dalton.com>

Wayne Dalton, a division of Overhead Door Corporation, is a world-class designer and manufacturer of residential and commercial garage doors. Wayne Dalton simplifies the purchase process for consumers by providing a full range of doors and styles through conveniently located dealers.

FOUNDATIONS

**Best Products**

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pehnl@midwestpermacolumn.com
<https://www.midwestpermacolumn.com>

Manufacturer and Distributor of the ICC Certified Precast Concrete Perma-Column, Precast Deck Post, Foundation Pads, Laminated Wood Columns and Sturdi-Wall (concrete anchor brackets) lineup. If you're interested in getting wood out of the ground, we have you covered, including the just-released Adjustable Precast Center Post Guide. In addition to the Perma-Column and concrete anchor brackets, we have a full line of foundation pads (concrete and composite), laminated wood columns (nail and glulam) and hardware accessories to get your building projects on a firm foundation.

**FootingPad by AG-CO**

701 W State St.
Saint Johns, Michigan 48879
800-522-2426
paul@ag-co.com
<https://footingpad.com>

FootingPad post foundations are the only tested and certified code compliant footings for posts and columns. Easy to transport and use, FootingPad saves valuable time and increases profits. AG-CO polyurethane cupolas are easy to install and available in thousands of color combinations. Long lasting fade resistant colors are not a coating but are integrated throughout the material. Having only three pieces (bottom, top and weathervane) speeds installation. See more at ag-co.com

**Perma-Column LLC**

400 Carol Ann Ln.
Ossian, Indiana 46777
260-622-7190
Mark.Stover@permacolumn.com
<https://www.permacolumn.com>

Since 2003, Perma-Column® has become a leading supplier for alternative foundations in post-frame construction. ICC-Certified Perma-Column® posts are precast concrete piers that fasten to any post or wood column, allowing post frame with no concrete trucks, and no treated wood in the ground. If a poured concrete foundation is preferred, the ICC-Certified Sturdi-Wall® product is the answer. These heavy-duty brackets come in wet- and drill-set variations to fit most common sizes. All products are engineered and manufactured in the USA.

**Planet Saver Industries**

New Holland, Pennsylvania 17519
610-377-3270
717-355-9813 (fax)
<https://www.planetsaverind.com>

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

**Plasti-Sleeve / Homework Design Inc.**

26740 Hwy. 169
Zimmerman, Minnesota 55398
763-856-5555
<https://www.plastisleeve.com>

With more than 20 years in production, the original Plasti-Sleeve is a leader in post protection for buildings, offering economical, versatile and easy slide-on installation for 20 different post sizes. Made in the USA from the highest quality black HDPE plastic, Plasti-Sleeve offers unparalleled in-ground durability. Also available is PlastiSkirt, an economical, easy-to-use, plastic skirt-board protector available for 2 x 8 and 2 x 6 skirt boards.

**Post Protector**

PO Box 187
Pottsville, Pennsylvania 17901
570-624-7030
570-624-7031 (fax)
ken@postprotector.com
<https://www.postprotector.com>

Everyone knows that wood in 'ground-contact' is NOT the optimum environment for maximum longevity performance. The attractive, easy-to-install, slide-on Post Protector and snap-on 'compression fit' Skirt-Board Protector retain the speed, simplicity, affordability, and strength that IS traditional post frame, while eliminating all ground-contact. Brilliant! Builders who offer their customers the option for Post Protector products say an impressive 60-70% purchase this sensible foundation protection system. While others prudently make the system standard so that every customer benefits from this obvious and substantial foundation improvement!

**Richland Laminated Columns LLC**

8252 State Route 13
Greenwich, Ohio 44837
419-895-0036
419-895-0062 (fax)
twilson@richlandcolumns.com

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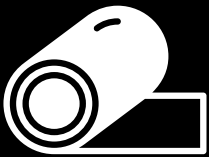


**Foundations, Columns & Trusses:
Page 46**

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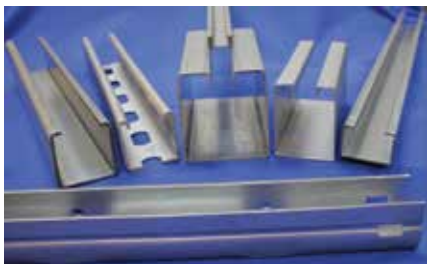


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www.reedsmetals.com
800-581-4645



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www.wickbuildings.com
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Sioux Steel

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www.ornamental.com
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www.safewaydoor.com
 574-267-2813



Kevmar Door

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www.marcoindustries.com
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Graber Post Buildings

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www.graberpost.com
800-264-5013



Plasti-Sleeve Post Protection

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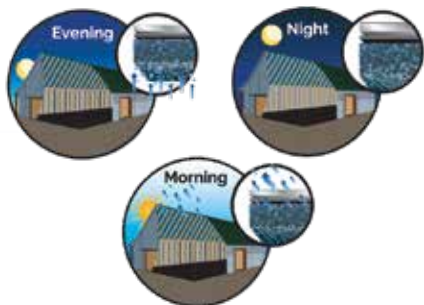





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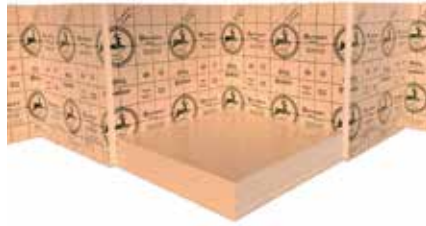
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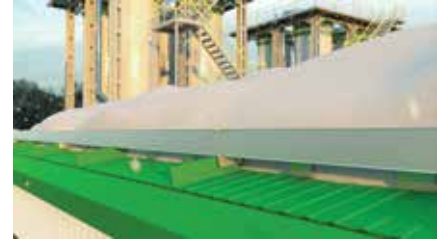
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