

GARAGE • SHED • CARPORT BUILDER

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June/July 2022
Vol. 3, Issue 3

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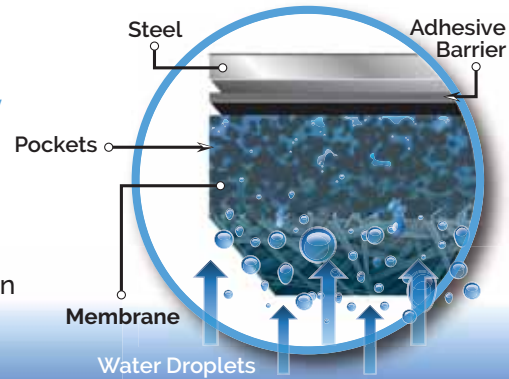
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A Great Summer Read

I first started thrust into the interesting foray of the construction industry and trade publication business back in 2008. I've seen the changes in some areas over the years while none in others.

One thing that hasn't moved in one direction or the other is the spirit and conviction that suppliers, builders, contractors and manufacturers possess, and the confidence and knowledge they have in their products and services. They have a passion for this industry and are accessible. I'm proud to tell their stories, let our readers know what they have to offer and share with all why they do what they do so well.

The connections made with those from marketing to contractors to owners is a privilege and we'll continue this important relationship.

This issue of *Garage, Shed and Carport Builder* magazine delves further into what makes you tick. Our June issue

includes a must-know industry insider background on residential garage and commercial builds on doors you never thought were possible, build-offering trends to be looked into closer to stay at the top of your game and help glimpse into the minds of clients, carport longevity solutions, shed-delivery and equipment insight and tips covering all the "angles," beginning of a portable building series, interesting structure case studies, combining smart technology with your garage door installs and much more.

This season represents a culmination of all the preparation, technical planning, materials choices and communications between parties. The summer cadence of a shed, carport or garage being put up or updated fills the air.

You'll find many of these great builds of all shapes and sizes within these pages along with the background that you can to apply to your next project. We'll certainly be there for you to tell your stories

and provide you an outlet for exactly how your clients can improve their lives or business and build to fit their exact or specified needs.

There are many traditional, ADU (accessory dwelling unit) and special custom projects just waiting to be completed, and used. Please feel free to send in your work as a "Project of the Month." You can find my information on page 4. We'll be more than grateful to publish and showcase what you can do for your next client, specs, pics and all.

This is a season to get work done, be inspired, and absorb all you can from insiders like you to influence your next project, leading to your success.



Anthony Brass, Editor
anthony@shieldwallmedia.com



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Palram Americas Promotes Albert to Construction Business Unit Manager

Palram Americas [www.palram.com/us], a leading global manufacturer of polycarbonate and PVC sheets, has announced the promotion of Jeramy Albert to the position of Construction Business Unit Manager. Albert will be responsible for the strategic direction and product portfolio for the commercial, agricultural, and building products markets within the US and Canada. He will lead a team of factory and independent representatives to drive mutual growth for Palram and its customers.

Albert joined Palram’s inside sales team more than 15 years ago, progressing into numerous roles in outside sales and national account management – a true testament of his commitment and Palram’s ‘promote from within’ culture. Albert has a proven record of building long-term partnerships and delivering value-add solutions to our distributors, dealers, and end-users. His in-depth knowledge of Palram’s customers, products, and markets, combined with his strong leadership positions him well to support the company’s strategic growth initiatives.

Levi’s Building Components Announces New Additions

Levi’s Building Components has announced Brian Quast and Joe Danciu have joined the company as Field Sales Representatives.

Brian Quast will be representing Levi’s



Brian Quast



Joe Danciu

Building Components in Minnesota, North Dakota and South Dakota.

Joe Danciu will be representing Levi’s Building Components in Florida and Alabama. Both Brian and Joe have extensive experience in the lumber and construction industries.

Levi’s Building Components [www.levisbuildingcomponents.com] is a family-owned, national supplier of metal roofing products located in Ephrata, Pennsylvania.

Arcitell, LLC Announces Distribution Agreement with ABC Supply Company

Arcitell, LLC recently announced an exclusive distribution agreement for its flagship product, Qora Cladding, with ABC Supply Company - Catalog Division, based in Beloit, Wisconsin. ABC Supply is the country’s largest wholesale distributor of roofing supplies and one of the largest distributors of siding, windows and other select exterior and interior building products, tools and related products.

This agreement makes ABC Supply Catalog Division a prominent distributor of Qora Cladding, supplying the brand to more than 600 ABC Supply locations nationwide. With this partnership, ABC Supply will carry the full line of Qora Cladding products and accessories, including the five color patterns of Ashlar Stone and the three colors of Qora Cut LedgeStone TightStack, a recent 2022 IBS “Best of” finalist for “Most Innovative Building Material”

“The ABC Supply Company - Catalog Division is pleased to bring Qora Cladding to ABC Supply customers and our branches,” said Steve Sayles, business development manager, ABC Supply - Catalog Division. “We were looking for a traditional stone alternative that would offer our customers the opportunity to give their homeowners the look they want at a fraction of the cost, in terms

of product and installation speed. In addition, Qora Cladding gives our stores a unique selling proposition of a quality stone aesthetic, which offers all the benefits and durability of the real thing, and that is panelized for improved coverage and installed quickly with general carpentry tools.”

Qora Cladding is an easy-to-install cladding product that resembles the time-honored look of stone without compromising performance or aesthetic appeal. Lightweight yet durable, it is the only stone panelized cladding product that is indistinguishable from the real thing and ideal for exterior accents including knee wall, wainscoting and accent wall applications.

“The partnership with ABC Supply Catalog Division is a key strategic relationship for us,” said Brian Martin, director of sales and marketing, Arcitell LLC. “The collaboration with their team brings the Qora Cladding brand to a level of nationwide distribution access, making these stone panels immediately available for the quickly arriving building and construction season.”

LP Building Solutions Completes Sale of Stake in I-Joist Joint Venture

LP Building Solutions announced that it closed on the previously announced sale of its 50% equity interest in two joint ventures that produce I-joists to Resolute Forest Products Inc.

The joint ventures were comprised of Resolute-LP Engineered Wood Larouche Inc. in Larouche, Quebec and Resolute-LP Engineered Wood St-Prime Limited Partnership in Saint-Prime, Quebec. The long-time partnership was established as an equity method investment in which both LP and Resolute Forest Products had a 50% interest in each entity.

In connection with the closing, LP entered into separate agreements with Resolute Forest Products to continue

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RELATIONSHIP
DRIVEN SALES
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serving as the exclusive distributor of the engineered wood products manufactured at the two operations.

LP Building Solutions Names Jimmy Mason as Executive Vice President, GM of OSB Business

LP Building Solutions, a leading manufacturer of high-performance building products, announced that Jimmy Mason has been named executive vice president, general manager of OSB effective Feb. 28, 2022.



Jimmy Mason

Mason succeeds Jason Ringblom, who was recently appointed executive vice president, general manager of Siding LP executive vice president, general manager of OSB Jimmy Mason.

“After conducting an extensive internal and external search process, we are pleased to welcome someone of Jimmy’s caliber to LP’s executive team,” said LP Chair and Chief Executive Officer Brad Southern. “His strong track record of operational excellence propelled our Siding business to new heights as we faced unprecedented customer demand, multiple capacity expansion projects and complex health and safety conditions introduced by the pandemic. I am confident that Jimmy’s leadership will be an asset to the OSB business as we continue to accelerate our strategic transformation.”

Mason brings more than 20 years of manufacturing operations experience to the role. He joined LP in 2006, most recently serving as vice president, Siding Manufacturing, where he has been instrumental in leading the Siding business’ exceptional safety performance, strong overall equipment effectiveness results, and the conversions of LP Dawson Creek and LP Houlton to siding mills. Before this, he held roles as regional operations

director and regional operations manager for Siding as well as plant operations superintendent at LP Roxboro and LP Roaring River and plant manager at LP Roaring River.

“I am honored to lead the OSB business during this important time in LP’s history,” said Mason. “As we work to meet surging demand while we navigate complex supply chain disruptions and ongoing logistics challenges, I know our OSB team has the talent, determination, and agility to meet our ambitious growth and efficiency goals. I look forward to working with Brad and the talented LP team as we continue to execute our strategic transformation, deliver results and create value for our shareholders.”

Before joining LP, Mason held various roles at International Paper and Milliken & Company.

Fortress Building Products Promotes Bill Ross to Director, Channel Sales

Fortress Building Products has promoted Bill Ross, its former director of decking and cladding categories, to its powerhouse channel sales leadership team. As director, Channel Sales (SEO), Ross brings decades of industry experience to enable and upskill the company’s sales organization. The move will help Fortress continue to deliver customer service and solution-driven outdoor building products to its valued partners.

Ross joined Fortress in February 2020 as a product director, where he oversaw Fortress decking and helped spearhead the launch of Fortress cladding. His demonstrated leadership, product management, marketing and sales acumen has been instrumental to the strategic growth of each category. Ross will carry this momentum into his new role as director, Channel Sales, where he will focus on conducting professional sales development and 1:1 coaching to optimize the performance of the company’s sales

organization.

“Bill’s passion for sales and the outdoor building-products industry as a whole has already had a huge impact on our team,” said Jeff Schulz, vice president, Channel Sales at Fortress Building Products. “His results-driven attitude and natural gift for coaching teams will undoubtedly contribute to the success of our sales team.”

Jade Pulfer Joins Ramtech Building Systems as Business Development Specialist

Mansfield, Texas-based Ramtech Building Systems, the Southwest’s premier design build construction firm for relocatable modular buildings and prefabricated permanent construction, has hired commercial modular-building industry veteran Jade Pulfer to serve as the company’s primary business development specialist for their healthcare and commercial markets.

Pulfer joins Ramtech at a pivotal time for the company as it seeks to grow both its traditional and slab-on-grade permanent modular construction business. “We are delighted to welcome Jade to the Ramtech sales team,” said Jeff Ward, Ramtech sales manager. “Jade has a keen understanding and the communication skills required to help a client navigate the development of a modular building project, and brings a wealth of business development experience to the healthcare and commercial markets crucial for our continued growth.”

Pulfer comes to Ramtech with a strong customer-centric background with a reputation for being responsive and transparent and has previously served in the modular construction industry recruiting, special projects oversight and leading the business development efforts in several vertical markets.

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overhead door and material-handling company, was recently honored by the International Door Association.

The Wisconsin-based residential and commercial door sales and installation company earned the No. 46 spot on the Association's list in Revenue, and No. 25 for Commercial Doors in North America.

"These are some great honors that we are proud of," said Chris Brooks, owner and general sales manager of Central Door Solutions.

The mission of the International Door Association is to be the leading trade association representing the door and access system industry by providing advocacy, education and collaboration to advance the industry with increased professionalism. Each year, IDA recognizes companies and individuals who have served the association or the garage door industry in an extraordinary way.

Zeus Prototype Electric Mechanic's Truck Unveiled

The new Zeus all-electric mechanic's truck was presented at NTEA's Work Truck Week in Indianapolis in the Reading Booth. For the show, the class 5, Z-19 prototype vehicle was upfit with a service body provided by Reading.

In addition, the team at EAVX — a business unit of JB Poindexter & Co that collaborates with electric and alternative power chassis producers — integrated the vehicle with the FX Control system, the latest in vocational work truck technology featuring RFID missing tool alerts, vehicle warning technologies, integrated camera systems and more. The concept vehicle demonstrated the latest innovations in driver safety, worksite performance and fleet telematics.

The Zeus Z-19 chassis is pre-engineered to provide seamless integration of all tools and auxiliary functions. The chassis battery powers all electronic integration in the service body upfit. The streamlined approach to the chassis-body upfit process

reduces upfit time required for integrating the latest electronic technology.

Zeus and JB Poindexter's EAVX announced their collaboration agreement in October 2021. The agreement puts the companies on track to develop and commercialize market-leading electric work truck solutions. Joint development efforts will focus on integration of the JB Poindexter & Co commercial truck bodies, utility truck bodies, and vehicle cargo management systems with the Zeus Power Platform, an all-electric cab chassis. Zeus will leverage JBPCO's North American operational footprint to help establish a nationwide service and support network for the Zeus products.

The concept vehicle shown at Work Truck Week 2022 represents the first integrated solution for the two companies.

Steel Dynamics Announces Leadership Appointments

Steel Dynamics, Inc. has announced the transition of Miguel Alvarez to lead the company's North American Metals Recycling platform effective March 31, 2022, which will proceed the July 2022 retirement of Russell B. Rinn, the company's Executive Vice President of Metals Recycling since July 2011. Mr. Rinn will remain a valuable resource to the company in a consulting role until his retirement, continuing to report to the company's Chief Executive Officer. The company is also promoting James Anderson from his current position as Vice President of the company's steel fabrication operations to a Senior Vice President retaining the same responsibilities, also effective March 31, 2022.

"Since joining Steel Dynamics over ten years ago, Russ has played a key role as part of our senior leadership team, and has been instrumental in our metals recycling strategy," said Mark D. Millett, Chairman, President, and Chief Executive Officer. "Russ came to us with an already impressive resume within the steel

industry, with over 30 years of leadership. I, along with our board of directors and the entire senior leadership team, recognize and appreciate his contributions to Steel Dynamics and our success. During his tenure, Russ contributed to the overall leadership of our company, and also further optimized and rationalized our recycling operations, including our strategic recycling growth in Mexico. We wish Russ the very best with his next endeavors within retirement.

"I am pleased that our ongoing succession process has provided an outstanding individual to fill Russ' role," continued Millett. "Miguel joined Steel Dynamics in 2019 in a new role as our Senior Vice President, Southwest U.S. and Mexico to support our steel and metals recycling growth strategy in that region. In this role, he has gained considerable knowledge of our metals recycling operations and will help us further grow and optimize this platform, as our new Senior Vice President of Metals Recycling. Prior to joining Steel Dynamics, Miguel served in various leadership roles within the steel industry since 2009.

Gretchen W. McClain Named President & CEO of J.M. Huber

J.M. Huber Corporation announced that Gretchen W. McClain has been named President & CEO of the Company by a unanimous vote of the Huber Board of Directors. McClain succeeds Mike Marberry, who is retiring after a 25-year career with Huber, including 13 years as president and CEO.

"I am extremely excited to be the next Chief Executive Officer of this high-performing company," says McClain, who has served as a member of Huber's Corporate Board of Directors since 2016.

McClain has held a range of leadership roles over her career, including the founding CEO of Xylem Inc. and Deputy Associate Administrator for NASA's International Space Station. **GSCB**

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We protect and beautify the world®

Simpson Strong-Tie Adds New Multipurpose Screw

Simpson Strong has announced their new Finish Trim screw, a reliable multipurpose fastening solution ideal for everything from installing trim to molding and other DIY home improvement projects. Its patented SawTooth® point eliminates the need for predrilling and makes driving easy while the compact, low-profile cylinder head provides a clean, concealed appearance for finish applications.

The Finish Trim screw comes in a wide range of lengths and is available in white or tan Quik Guard® coating, making it suitable for both interior and exterior use, including with preservative-treated wood. A Type 316 stainless-steel model is planned for launch in the near future.

www.strongtie.com



MetalForming, Inc. Announces New Tension Stand and Recoiler

MetalForming, Inc. recently announced their new Stolarczyk Tension Stand and Recoiler to their line. The Stolarczyk Tension Stand and Recoiler is highly efficient and easy to use and reduces cut cost and lead time on custom coil widths with the easy-to-use, efficient combination. The tensioner clamps the material via pneumatic pressure with felt pads. The pressure gauge is fully adjustable for accurate clamping of material, while the loop is controlled utilizing a dancer arm. Shafts with separating disks ensure the material is guided to the tensioner and recoiler. Separating disks are included in the basic price for a total of six slits.

The recoiler is open-frame cantilevered design for easy load/unload of coil, and has overhead guide with a separating disk to ensure alignment of coil. The recoil speed is controlled via dancer arm control but is fully adjustable via a rotary potentiometer.

The Stolarczyk Tension Stand and Recoiler can be customized to your needs. Some additional options are coil cart for the recoiler, quick-change felt, rotary exit shear, pneumatic clamp for recoiler and in-feed lifting table.

www.metalforming-usa.com



New Deliverance Powered Safety Hammer

A brand new tool has hit the market to replace the strain and stress of manual hammering. It is in-stock at Maze Nails (Peru, IL) and is branded under the name of Deliverance Powered Safety Hammer. Maze is involved in this promotion. The “Mini-Jack Hammer Model MJH-A1” makes driving nails easier, more accurate and above all – safer!

Invented by noted pneumatic tool expert, Don Carlson (and his engineering team), the design of this air tool eliminates the need for skilled nail pounding – since the tool now does the work that previously demanded a strong arm and good hand-eye coordination. We all want to make our lives easier – and for a contractor or a carpenter – this tool will be a big help.

A main advantage over traditional pneumatic nailers is that the Powered Safety Hammer can fire hundreds of different types of economical, bulk nails so that the contractor is not limited to whatever nails are in his pneumatic tool.

Although the safety hammer is lightweight – at just 5 lbs – it is still able to drive long nails and spikes with ease.

Each Mini-Jack Hammer comes in its own durable, blow-molded case – along with a wide range of accessories – for both driving and extracting nails.

deliverancepoweredsafteyhammers.com



TracSafe® Anti-Slip Color Daich Coatings Coat Adds Layer of Colorful Protection to Homes and Commercial Settings

To help prevent dangerous slips and falls in homes and commercial settings, Daich Coatings has enhanced its TracSafe® system of anti-slip technology, adding a TracSafe® Anti-Slip Color Coat. The new offering comes in five colors of real stone organic coatings to cover ugly floor surfaces. When finished with a clear coat of the TracSafe® Anti-Slip Sealer, the surfaces offer aggressive anti-slip performance with all-weather durability. Both TracSafe products have been tested and achieved ratings up to twice the industry-recommended safety standard.

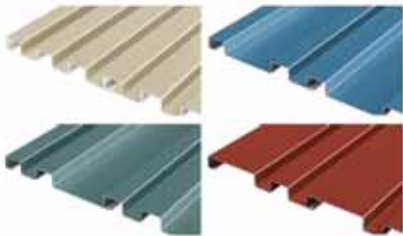
Daich Coatings TracSafe® Anti-Slip Color Coat follows the successful launch of TracSafe® Anti-Slip Sealer in 2021. The real stone organic coating covers any floor surface.

“This newest product is part of the TracSafe® system of anti-slip technology,” says Peter Daich, president of Daich Coatings. “Response has been very strong for launch of our anti-slip sealer. However, the sealer is clear; it’s intended to go over existing finished surfaces. The new TracSafe Anti-Slip Color Coat is a real stone coating with color options.”

TracSafe products bond firmly to a variety of interior and exterior flooring materials including concrete, masonry,

stone and pavers, tile, vinyl, linoleum and pre-painted floors.

www.daichcoatings.com



PAC-CLAD Petersen Adds New Box Rib Line

Petersen's PAC-CLAD Precision Series wall panels now includes the Box Rib line. The four new Box Rib wall panels feature 87-degree rib angles and a variety of rib spacing patterns. The Box Rib architectural wall panels are 1-3/8" deep with a nominal 12" width. Architects and designers can specify one of the four panel profiles or combine multiple Box Rib panels on the same surface to create custom patterns of ribs and valleys. Petersen's Box Rib panels are ideal for practically any structure that requires exterior wall cladding such as schools, hospitals, banks, sports facilities, office and industrial buildings and most other nonresidential applications, but also residential buildings. Each of the four Box Rib profiles is offered in a no-clip fastener-flange option or a clip-fastened panel to accommodate thermal expansion and contraction. They deliver design flexibility while combining bold visual effects with easy, cost-effective installation.

www.pac-clad.com

NovikStone® Introduces On-Trend Color Onyx to Hand-Cut Stone Siding

Novik®, a brand of Derby Building Products, has added Onyx, a popular deep black tone, to its NovikStone Dry Stack Stone and Premium Hand-Cut lines of stone siding.

"Based on in-depth color research, we're excited to announce the expansion of our popular, on-trend color Onyx to NovikStone's Dry Stack and Premium

Hand-Cut," said Amber Skymer, senior product manager, Derby Building Products. "Our distinctive, dark black Onyx color, which is a best-seller in our Stacked Stone line, delivers a striking appearance that adds drama and contrast to mixed-material exteriors – now in two new profiles of stone siding."

Offering the intricate detail of precision-laid dry stack stone, NovikStone's Dry Stack is the ideal solution for achieving the look of traditional masonry to any structure. With a modern aesthetic that complements a variety of exteriors, the Dry Stack line includes seven additional colors: Anthracite, Basalt, Brownstone, Flint, Limestone, Lava and Travertine.

NovikStone's Premium Hand-Cut, capturing the beauty and texture of hand-chiseled stone, features elegant contours for a clean, yet sophisticated look.

NovikStone is impervious to moisture, delivering durability as well as enhanced resistance to warping, expansion, contraction and cracking. It is well-suited for foundation covers, knee wall cladding and accent walls. The panels can be installed in any climate using traditional tools, even in contact with the ground. NovikStone panels are rigid and lightweight for quick, one-person installation without any mortar or adhesives, unlike traditional stone or stone veneers.

www.novik.com



Senco® Siding Nailer

KYOCERA Senco Industrial Tools, a global leader in high-quality fasteners

and professional power fastening technology, introduced the SN71P1, a new coil nailer for attaching siding, including tough fiber cement board and engineered lumber sidings.

Built for productivity, the SN71P1 features a high-capacity coil drum that holds up to 375 nails so users spend less time reloading and more time fastening. It also enables users to work with a wide variety of fasteners – the drum magazine holds nails from 1-1/4" to 2-1/2" long and .082 to .092 inches in diameter, and it accommodates both wire- and plastic-collated nails.

"We engineered the SN71P1 to provide users power and flexibility needed for today's jobs and materials, which require a high degree of both," said Ryan Schuler, product manager for SENCO's pneumatic construction tools.

www.senco.com

GSCB

Have A New Product?

If your company has developed a new product for builders or contractors, email a new product announcement to editor Anthony Brass at anthony@shieldwallmedia.com for possible publication in our business-to-business magazines.

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

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

Central Door Solutions Opening up all Ways

Garage door company providing solutions, big and small

BY ANTHONY BRASS

The motto, “Where Personality Opens Doors and Character Keeps Them Open” has been on the Central Door Solutions homepage for some time now. Whether it’s large commercial door projects or smaller, residential installs, the garage door company has kept on finding “solutions,” and they work for customers successfully because of these words they live and work by.

“I came across that comment 10 years ago,” says Chris Brooks, current co-owner and general sales manager. “I changed it a little bit to fit our door world. But I think it speaks volumes who we are and what our vision is: When you call Central Door somebody is gonna answer the phone. When you’re looking for something someone’s going to call you back. When you have a problem after the fact we’re going to go out of our way to make sure it’s taken care of.”

The company started up in 2004 through current co-owner Bruce Woyak and a couple other individuals, all with experience in the overhead door industry. Two of them, including Woyak, previously worked for Lakeland Overhead Door. One later went on to TW Masters Overhead Doors.



In 2009, one partner left, then Chris Brooks came on in 2010 in the sales department. His role would become as co-owner and partner. Another of the original three subsequently departed, leaving Bruce and Chris as partners and sole owners in 2014.

“We went back and bought out TW Masters, which was my previous employer,” Brooks said.

Their business prowess and growth opportunity didn’t stop there.

“We [then] just came to an agreement to purchase Lakeland Overhead Door, which was Bruce’s previous employer, and they were the biggest overhead door company in the ’80s and ’90s.”

Brooks says it’s coincidental and not the norm when two minds come together, with each purchasing the com-



Above and Left: The custom boat house door is a full-glass hydraulic door and extends out. Midland Door Solutions supplied the door. PHOTOS COURTESY OF CENTRAL DOOR SOLUTIONS.

panies of their former employers within the industry.

When Brooks started, he says there were only three installers and one office manager.

“We did \$650,000 [in 2010] at that time in revenue. In 2021, we did over \$4 million in revenue and employed 24 people.”

Go ‘big and go home’

In a “relatively” small populous,

Central Door covers both residential and commercial in a broad area including all of Wisconsin and the UP of Michigan. Brooks says they work out of the New Berlin office division often for larger commercial projects, an increasing area of work for them.

The company was recently awarded with larger high-profile projects for their services including the Camp Randall Stadium renovations in Madison as well as work at the Kohl Center at the University of Wisconsin.

“These are pretty significant jobs we feel fortunate enough to have been able to work out.”

Another large project they are ready to work on is the new, state-of-the-art Delta Dental building in Stevens Point, Wisconsin.

Brooks says the company is moving in a direction on the commercial side where they are working on many custom and high-profile projects, but still do many residential garage doors where a customer needs a 16 x 7 door.

The door manufacturers they use are Clopay, Raynor Overhead Door and Midland Garage Door. The main door supplier they use is Clopay. Brooks says they offer a great line of products that are diverse, with several color options.



Above Left: The custom-made “hidden” door by Central Door for a private residential carport.

Below Left: Close-up of the custom “hidden” door for car barn in Plover, WI; shows the drywall built on the inside of the overhead door. PHOTOS COURTESY OF CENTRAL DOOR SOLUTIONS.



more equipment, and have the capability to do jobs that at this point a lot of others can't do. That opens up some markets for us that we continue to grow in that — without losing what we've built the company on — we've been able to expand in. Other areas [too], whether government projects or municipalities or even getting heavy into hollow-metal entry doors, high-speed doors is a big one for us, and we've done a number of airplane hanger doors in recent years.”

‘Inside’ the Door

Why they choose and install the products they use — a diverse type with varying materials and speeds for different applications and uses — maintains their client base and grows their list.

“The high-speed doors travel up to 96 inches per second. The true speed of the door and responsiveness — a lot of people don't realize these are out there.”

Brooks adds that in the blink of an eye these doors are 8 feet in the air.

“We've actually developed internally a high-speed sectional door that runs at 24 inches per second, which is very strong in the section overhead door world.

We have got some county garages and some food processors that utilize these. That way, it gives you a strong R-value, rather than with some other high-speed products [where] the R-value is not quite as strong. Instead of being an R-value of 4, now you're looking at an R-value of somewhere around 18 1/2.” Brooks added less materials on high-speed doors makes their advanced lifting speeds.

Residential clients want the thermal R-value, the resistance to heat flow loss or

“Their commercial options is greater than any other and their warranties, how they stand behind their product, is second to none.”

Central Door has seven straight years of attaining “Master Authorized Dealer”

status for Clopay. Brooks acknowledges that it's because they look for growth and improvement. “We're constantly adjusting how we do things internally and how we handle things in the outside sales world. As we've grown we've been able to attain

transfer, incorporated into their work. But, the customers have to know that what they choose or plan to install has to work with several factors already in place in their garage and its walls.

Brooks says this is extremely important and they have to coordinate the specific installation to what they have to work with. They stress choosing what's best for customers and answering questions beforehand, especially in a cold-weather region.

“What kind of insulation in the garage are they using to begin with?” Chris wants to ask their customers. “If they're putting an R-31 or 28 in the walls, it doesn't make a lot of sense to put a 16' x 7' and 9' x 7' [door] with an R-value of 6 in the wall. Essentially you have one wall with 6 1/2 and the rest of the garage is a value of R-19 or whatever it may be.”

Brooks also stresses determining door choice based on the use of the garage and its space.

“You have to work with it, and it depends on what the use is: Is there living quarters [coach] above the areas? Is it something they're going to heat all the time or when they're only working out there? It's important to us to make sure we're giving the customer the best door for the application without overspending.

The fire-proof doors they install are also popular. These NFPA-tested, designed products work on firewalls at food processing plants or paper mills and workshops.

“Sometimes they need a larger opening to get products through or just a service parts counter that needs a window-sized fire door,” Brooks says. “These doors will activate upon smoke detectors or heat detection and will drop on a governed speed — they're not just going to drop immediately on somebody being in the opening — designed to hold a fire back for whatever it may be whether it's a 90-hour rating or a 3-hour rating.”

Central Door 'Custom'

Brooks and the company prides itself on performing many custom-work door projects. Many clients turn to them for customized projects not just out of personal or company preference but as a necessity.

“A boat house door we did is a full-glass hydraulic door — essentially the whole wall on the boat house — and extends out.”

Their impressive custom work prompted the door manufacturer supplying the component to post and profile the project on their website for marketing.

Three years ago the company completed a large custom car barn in Plover, Wisconsin, which is where Central Door is based. The client wanted the overhead doors to be “invisible.”

“We put these doors in and designed them to go straight up, but they literally had to have a wall built on the inside of the overhead doors. They are dry-walled and have wainscoting on the bottom. So, other than about a 3/8” gap on each side of the door, it looks like a complete straight wall.”

Brooks' client required precise, custom work done, as there are rare, expensive cars parked inside the car barn including Model-T, Model-A Fords and others.

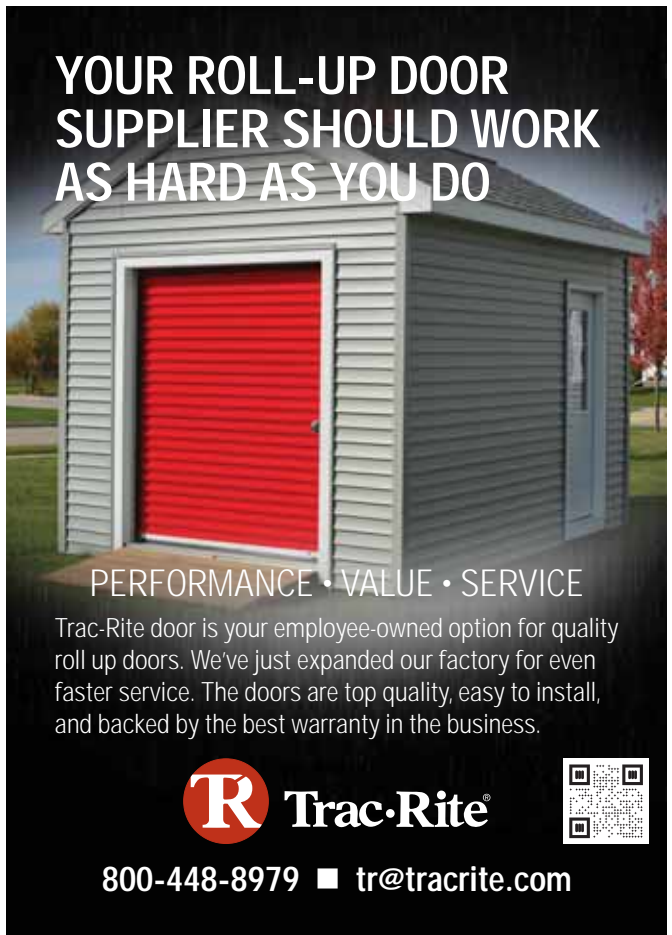
“[These projects] are the kinds of things we are able to do. Quite frankly we designed and 'evolved' these doors.” They use doors in custom projects like these and design them internally, without outsourcing, for this step in the install. “We are able to produce these and they are functioning at a level they should be. We designed all these doors,” Brooks says proudly.”

They also complete custom work for the aviation industry.

“We've done a number of airplane hanger doors in recent years. Those tend to be very high-end, involved projects. We currently have one that's coming up for the Waupaca Foundry for their new jet that they just bought.”

Their work with the Rhinelander Hodag Dome in Rhinelander, Wisconsin is another unusual large-scale job.

“We did all the fire doors and concession rolling grills and overhead doors.”




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Brooks added their growth is due to experience and the company performing custom projects where there's a limited amount of workers available for these specific types of jobs.

Providing 'Solutions'

When it comes to residential work, why they are where they're at today is through recognizing the needs and issues facing the homeowner who wants a new garage door, as well the wants of supplier and builder.

"I think availability is the No. 1 issue right now. Getting products is a huge struggle with supply chain issues. With the number of dealerships and the size that we are, and the inventory that we hold, we are able to supply that."

Their showroom and product choices are other key factors for their growth.

Finally, they fall back on their aforementioned motto and apply that to every residential customer, creating a word-of-mouth scenario.

"I think credibility is a big one. When they come to us and a product is installed they know what they are getting for their money."

On the commercial side for who a company chooses, Brooks considers competitive bid a salient factor.

"Following that is financial stability, then capability of following through on a large-level project that will be on display to the public."

Brooks says they have a diverse staff of electricians, fabricators, certified welders and mechanics, which enables them to develop, design and follow through on a customer's vision.

"A customer calls us, we show up, they

point at the side of a building and say, 'I would like to have overhead doors here, or we have equipment we need to get in here. What can we do?' We can show up, cut a hole in the side of the building, frame it out, trim it out, install the door and have everything operational turnkey without them having to hire anyone else."

Brooks says another final point for residential customers and garage door installers is a routine maintenance regimen. He says homeowners should practice more, but don't do enough.

"We treat our garage doors like we do refrigerators — you come home and expect that to work every time you press a button. We tend to not take the time to lubricate, double-check spring tension, give it an annual service and check cables. In our climate the cables get and have a tendency to rust. **GSCB**



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Rising Importance of Payments and Systems

Efficiency, organization vital for manufacturers and dealers

BY RICHARD MASHBURN, RTO NATIONAL

The steel structures industry has experienced an unprecedented two years of both simultaneous successes and struggles. Historically high demand and average purchase price has combined with the meteoric rise in materials and labor costs and shortages.

Unfortunately, the demand has begun to soften while prices and costs have continued to soar. Like many other industries such as auto, boat and RV, the supply shortages have peaked prices at the limits of many consumers' ability to reach. Cash purchasers are becoming more concerned about letting go of their money as inflation bites into their budgets and pockets with no more stimulus checks in sight.

Enter payments and systems.

With less cash and greater uncertainty impacting the purchaser, the ability to offer affordable payment options, flexible terms, walk-away options and easy-to-use platforms is becoming critical. The offering of payment options parallels the need for improved systems that are both easy to interact with customers and offer these options while continuing to help manage the business. Gaining efficiency and organization will be critical to working through these inflationary times and keeping costs down to help maintain a competitive advantage.

Marginal Detail

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- No

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Material Surcharge: \$1,169.30
Total: \$12,862.30

Deposit Amount (15%): \$1,753.95
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details and the extra sales along the margins of your main offering. But as times tighten and customers become harder to source and close these will be the things that decide success.

RTO National has committed its programs and resources to offering ways for manufacturers and dealers the maximum opportunity in Lease Purchase and Finance options while giving access to our primary operating platform that integrates into configurators and websites. It then provides point of sale, inventory management, transportation and installation scheduling and management, backend processing, reporting, marketing and much more all from one system. We have also reduced documentation and information needed for customers to apply, raised finance and lease limits to accommodate rising prices, and simplified all the online applications.

No matter the choice of payment provider or system provider chosen, the importance of being able to transact quickly, easily and efficiently will be a driving factor to success this year and over the next several years.

Conclusion

Inflationary headwinds and consumer stressors show no signs of lessening and are likely to continue to increase in the near term.

As interest rates go higher to slow inflation, they will have an immediate impact on most credit cards and other unsecured finance options used by many to purchase items like steel structures and sheds.

In the large building market, the same will be true of home equity lines and lines of credit. The good news is that programs like Lease Purchase become more prevalent and help overcome these obstacles.

GSCB





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Opener Upgrades

Wi-Fi Garage Door Opener Pros and Cons

BY RANDY SWIGERT



Smart home technology is an industry that continues to grow in popularity. More importantly, this industry is growing in functionality. Smart garage door openers are becoming more and more popular as technology and smart home devices continue to get better.

In recent years, technology has been developed that allows homeowners to operate their garage door through an easy-to-use application on their smartphone. These latest openers provide multiple features for ease of use and security functionality. However, there are those who question if this new style garage door opener is worth the extra cost and possible risks.

Here are a few talking points to discuss with your clients about upgrading their old garage door opener with a Wi-Fi-enabled one.

Ability to Close from Afar

Leaving a garage door open is one of the easier ways to make a home less secure. A Wi-Fi-enabled garage door opener will give homeowners peace of mind by allowing them to see if the door is open from anywhere and allow them to close it with a tap of the screen on their smartphone.

Many people leave their garage door open while working in the yard or when they are at home. This allows potential thieves to easily swipe anything out of the garage before owners even realize it. Smart garage door openers will send alerts on a smartphone application alerting the homeowner if the garage door has been open for a preset length of time. Homeowners can change the time within



the settings of the application. The ability to receive these alerts will help relieve their worry about leaving their garage door open.

Keep Track of Who Enters and Leaves

If you have a client who wants to make sure their kids made it home from school or swear they closed the garage door when they left for work but can't remember, smart garage door openers will let them know. These openers will give a complete log of every time the garage door is opened or closed. Some garage door openers even come with built-in two-way audio so they can speak with visitors through the app.

Keep Deliveries Secure

Approximately 1.7 million packages are stolen each day in the United States. Installing a smart garage door opener allows homeowners to keep their packages secure. Amazon Key In-Garage Delivery works with smart garage door openers to keep packages safe. Speak with your clients to see if package theft is an important factor for them in choosing a garage door opener. If so, talk to them about installing a Wi-Fi-enabled garage door opener, such as those from LiftMaster, that they can open remotely for the Amazon delivery person. Explain to them how the operation works. The garage door will open and when the delivery is complete the garage door closes.

Some garage door openers come with an additional security camera that can be installed and view the inside of the garage directly from the application, which adds extra security and safety to the home.

Never Replace a Remote

Installing a smart garage motor allows homeowners to always know where

their remote opener is located because it is directly on their phone. Most people don't go anywhere nowadays without their phone, so this is a convenient addition to the other features these devices provide. It also helps them save money because replacing a remote can cost upwards of \$50 for some brands. By explaining this unique application for Wi-Fi garage door openers, you can gain trust with your clients. They will see that you aren't just out to make a dollar but are there to help them get the best security device for their home. This will likely lead to return business or referrals.



Quality of Build

Smart garage door openers feature the latest technology to provide security to the home. They are also built with high standards so homeowners can be sure a smart garage door motor has the power, durability and longevity needed to serve their home. Many of these motors come with steel-reinforced belt drives and heavy-duty components like gears and drive trains.

If security and ease of use are important to your clients when deciding on a new garage door opener, you need to explain the quality of smart garage door motors. These devices are convenient, easy to install and set up, and they are durable enough to last for years. The added security smart garage door openers provide is unparalleled to traditional openers, so speak to your clients during the sale process so they can better understand these machines. **GSCB**

Randy Swigert is the owner of *Tri City Garage Doors* [<https://tricitygaragedoors.net/>] in Fort Collins, Colorado. *Tri City Garage Doors* has been bringing top-of-the-line garage door service and repair needs to the Ft. Collins area for more than 20 years.

Close More Sales With Eco-Conscious Consumers

How shed builders can respond to trend

BY LP OUTDOOR BUILDING SOLUTIONS

As concern for the health of our planet rises, many consumers look to sustainable living. They're more eco-conscious than ever, and their preferences have begun to include sustainable building products for remodels, home additions and even sheds. Concurrently, the construction industry has begun to work toward greater sustainability and reduced impact on the environment, giving builders the opportunity to connect their clients with the sustainable products they want to use.

Manufacturers of shed materials can provide answers to your customers' needs for sustainable options, providing a resourceful way for you to respond to this growing trend. In particular, engineered wood manufacturers offer a sustainable choice that helps your clients feel great about both the look of their sheds and their possible impact on the environment.

Let's examine how you can connect eco-conscious customers with these options.

The State of the Construction Industry and Green Building

To understand how to answer your customers' concerns about green shed building, it's critical to take a look at the state of the construction industry in terms of its possible impact on the environment.

The construction industry, as a whole, consumes a significant amount of energy and material, which makes sustainability a challenge from the get-go. In fact, the industry accounts for almost 40% of the world's carbon emissions collectively, per the World Green Building Council [www.worldgbc.org].

However, construction industry professionals are making great strides toward helping the industry become more environmentally friendly and aware through green building programs,

greener manufacturing and more sustainable products.

On the consumer side, around 85% of people report they've shifted purchases toward more sustainable options within the past five years, according to Business Wire. While some generations are generally less concerned about eco-friendly products, almost two-thirds of people report being interested in sustainable products for construction.

It's safe to say that sustainability is high on the list of many consumers' concerns when it comes to making new purchases. Shed builders can bet those concerns will pop up when discussing shed builds with their clients. But how can you translate a customer's desire to use eco-friendly products to the construction of their shed?



What Makes a Structure Eco-Friendly?

The World Green Building Council outlines a few characteristics of a structure that can help make it “greener” (or eco-friendly) [https://bit.ly/3]RHox4]. For example, green structures may use materials that are non-toxic, ethical and sustainable. The structures themselves may efficiently use energy or water through various components such as the way they’re built or the installation of water-efficient bathroom appliances. Even more, they may be built with products that are efficiently manufactured. Green buildings can vary widely, but overall they can help to eliminate negative impacts to the environment by using natural resources wisely.

While homes and other large structures, such as office buildings and hospitals, may be what comes to mind when you think about green building, even the smallest structures — such as sheds — can be built with eco-consciousness in mind when you consider reducing impact to the environment.



An Eco-Conscious Shed Choice: Engineered Wood

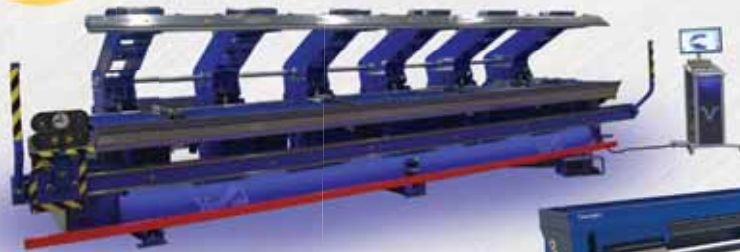
There are many materials you can use to achieve the look your

Engineered wood materials for sheds are becoming a popular choice for the eco-conscious. COURTESY OF LP BUILDING SOLUTIONS.

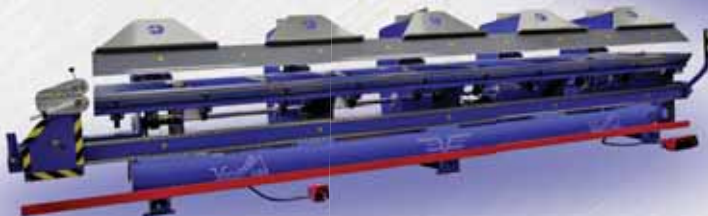


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customers want for their sheds — vinyl, metal and more — but not all offer the same eco-friendly characteristics that come with choosing engineered wood.

Engineered wood products may be deemed “environmentally sound” when they are sourced from sustainably managed forests in accordance with Sustainable Forestry Initiative® (SFI®) standards. Some manufacturers, including LP Building Solutions, also help ensure that all forests are regenerated and replanted to provide future generations with the resources they need. Re-planting and regeneration help increase the number of younger trees, which sequester carbon at higher rates.

Ultimately, using engineered wood products can help make a positive contribution toward mitigating climate change.

Efficient and Eco-Friendly Manufacturing Processes

Engineered wood products for sheds may also be deemed “eco-conscious” when they are manufactured with efficiency and sustainability in mind. For example, at LP, 99% of each sourced log is used either in production of product or to power the plants in which those products are made. All binding agents and resins used in the process are low emitting as well.

In addition, the vast majority of what leaves the LP manufacturing facilities via emissions stacks is water vapor. The company captures almost all gaseous emissions so that the environment is minimally affected.

Pairing Style with Eco-Friendly Choices

Engineered wood products aren’t only an eco-conscious choice — they can also help your customers get the look they want for their sheds when it comes to style. Because they can be used to achieve a variety of styles, engineered wood products (including siding) can be used on almost any shed design.

You may have customers looking for a cabin-like appearance for their shed, so siding that looks like traditional wood (with increased durability due to its engineered design) is a great fit. For those looking for a more modern take, engineered wood panel siding can be used to achieve the board and batten style.

Some customers may think they have to sacrifice style to use eco-friendly materials, but with engineered wood, that’s not the case. When a client is interested in trying a more sustainable option, you can steer them toward engineered wood — and reveal the beauty of the products to seal the deal.

Starting the Conversation About Eco-Conscious Materials

When you meet with a shed customer, you’ll likely cover many topics as you begin to plan their projects. For clients specifically interested in green building products, this topic will



Engineered wood products are deemed ‘environmentally sound’ when sourced from sustainably managed forests.

COURTESY OF LP BUILDING SOLUTIONS.

come up early. They will want to know how your process and materials choices stack up against green building standards. Here are a few strategies for navigating these conversations:

Ask questions. Discover your customers’ expectations for their sheds. Aligning up front on what you will be able to deliver can help the process run more smoothly.

Focus on their priorities. When you combine budget with preferences, at times you may have to help your customers compromise. You can make the process easier for them by suggesting answers to their top priorities first and moving down the list.

Provide take-home information. Have materials on hand that your customers can take with them after your conversation. This will help them keep your business and materials choices top-of-mind while allowing them to think of further ideas to discuss at a later date.

And for the customers who don’t bring up sustainable choices as a priority, covering how your product selections come with minimal impact to the environment can still help build trust. It will show your clients that you’ve chosen materials thoughtfully and intentionally with regard not only to their shed project but to the environment overall.

Closing More Sales With an Eco-Conscious Choice

As a shed builder, keeping tabs on your customers’ concerns and interests is a critical part of your business. As eco-consciousness remains top of mind for many, offering sustainable shed-building materials can help you close more sales and gain future business with customers who are pleased with your work — and spread the word. **GSCB**

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Delivery Equipment Know-How

Expert guidance for your trailers and shed-movers

BY ANTHONY BRASS

The delivery of an investment, whether a shed or other building, to the location of choice has several variables to take into consideration. Expert guidance and operation of machinery by professionals is going to be on the minds of all in the

project, especially those who hire for the job.

Steve Borntrager of Cardinal Manufacturing and Reuben Miller of Pine Hill Trailers explain the general practices of planning and operation of delivery equipment by the pros, and what all involved need to understand before, during and

after the critical phase of moving a shed.

GSCB: What are the most important factors to know before choosing the correct trailer and Mule for a shed-moving project?

SB: First you should consider what size sheds you will be delivering, and



Cardinal Manufacturing's Mule 524 in action.
COURTESY OF CARDINAL MANUFACTURING

make sure you choose the correct Mule for the size shed you will be moving. Also, what kind of terrain will you be delivering in? If it's mostly on hard surfaces you will want to consider a wheel model or, if mostly on soft, muddy, sandy terrain, a track machine would probably be a better option.

GSCB: Why should companies use shed movers and trailers?

SB: The biggest factor will be time efficiency. You can be in and out much more quickly, which allows more deliveries per day. With a Mule, you are able to use larger trailers and haul multiple buildings simultaneously, because the trailer never has to leave the road or be maneuvered into a homeowner's yard. Also, there will be minimal disturbance to the homeowner's yard compared to driving a heavy truck and trailer into a yard, and you have the ability to put a shed almost wherever a homeowner has room for it, compared to being restricted to locations that are truck-and-trailer accessible. The traction and flotation of the Mule gives you the ability to transport sheds across muddy or sandy terrain where trucks and trailers could never go. Depending on your locality, using a Mule substantially extends your hauling season because it's possible to start sooner in the spring and deliver later into the fall because of being able to navigate wet and muddy conditions. Not to mention utilizing most up-to-date and capable delivery equipment will improve your company's image.

GSCB: When do they have to make this important decision in the shed-moving process, and the planning/steps?

SB: Typically, immediately after deciding to deliver buildings and when making decisions about obtaining equipment. Homeowners will expect delivery personnel to have a Mule and will be disappointed if their shed cannot be placed where they had planned, so it is of ultimate importance for delivery personnel have one available. Start by obtaining information and pricing from the manufacturer or one of its dealers, and asking questions as to the recommended model for the application.

GSCB: What are the most common delivery/transporting problems facing shed haulers using the equipment?

SB: I would say, inadequate preparation for sheds by the homeowner. When your delivery path and sites don't have adequate space for maneuvering and placing your shed, such as tree limbs not being trimmed or the delivery pad drastically out of level.

GSCB: How have the challenges facing shed haulers evolved over time?

SB: Buildings continue to keep getting bigger and heavier, so bigger machines need to be designed to meet the demand.

GSCB: Cardinal and others have an R&D team. What is the process for testing and developing the right equipment with the most efficacy?

SB: Customer feedback and feature requests are our No. 1

driver for improvements, and we highly value the feedback we receive from customers. Our initial designs, as well as stress testing of parts, are done using 3D CAD software. Next, we use accelerated fatigue testing to ensure reliability of design and components and, lastly, we test R&D machines on actual delivery trucks in real-life situations.

GSCB: What are other aspects of using the right products, correct company and equipment for the job, that shed owners should know?

SB: Make sure you choose a shed-moving company that has the proper equipment and permitting for your job.

Delivery Site Requirements

There are certain requirements and needs for on-site preparation to make the shed-delivery process happen without incident. The shed manufacturers want their clients utilizing their equipment without challenges and the shed owners themselves to understand, prepare and put into place these necessary prerequisites to move sheds beforehand.

Cardinal Manufacturing supplies the equipment to help companies effectively and safely deliver a shed. Steve Borntreger reached out to a fellow colleague of his in the shed-moving business who supplied a delivery site requirement "checklist" as their "Customer Agreement" sheet. These must be agreed to in writing and part of the paperwork signed. The requirements are in place and must be adhered to for safe, effective delivery of the customer's investment:

REQUIREMENTS:

- All building sites need to be within 24" of level. If more than 24" of blocking is needed at highest corner, a charge will apply and all warranties will be null and void.
- Any building 40' and longer must have a concrete or gravel pad 1"-3" of level. If pad is out of level a charge will apply.
- Buyer agrees to provide a clear, unobstructed access to building site.
- At time of delivery, if driver judges he cannot deliver building because of obstructions, safety concerns, or site too far out of level to safely block, the delivery may be refused and a charge applies.

Trailers

The trailer plays a vital role in shed and other small-building transfer/delivery. Reuben Miller of Pine Hill shares his insight:

GSCB: What are technical aspects and challenges of moving a shed with the trailer?

RM: There are navigations of houses and trees. If you're going back around a house, what if the ground is sloping toward the house? All of a sudden, the barn [or shed] – if you're navigating a side hill – is not straight up and down and is parallel to the hill, it interferes with the house, the tree. Our trailers can tilt side to side to make that barn upright, to now navigate that turn. Trailers can make a building upright, parallel to the trees and house. Trailers can also lift a building up high enough to clear a fence. Now you can back through the gate. A shed hauler's life – every day is different. There's always something different to navigate.

GSCB: What are other maneuvers and accessories with trailers?

RM: Trailers can go sideways: There's wheels underneath the trailer, they go down, they lift the trailer and the load and “walk

you” around and turn – that's a huge thing, the sideways wheels. There are barn-spinners: You have a 12' x 16' garden shed that you delivered. The driver gets there and the door's on the wrong side. You slide the barn (or shed) back underneath the barn-spinner, you lift that barn, walk the barn around in a 180-degree turn and you drop it back down on the trailer. Now the door's on the right side. Or, a 12' x 16' and the door's on the side and they want it backed up against the fence, after it's finished the door was supposed to be facing the truck. Now you can take the barn-spinner, give it a quarter-turn, put it back down and push it off the trailer. All are accessories to the [Pine Hill] trailer: sideways wheels, leveling axles, barn-spinners, chain drive, side-shift tail. Also, shed trailers [should] have a good tie-down system built into them to hold the sheds on to the trailer.

GSCB: Are remote controls essential?

RM: Every shed trailer needs to have a remote control. The trailer is used to level the building. Sometimes the driver will be inside the building [shed] with the leveler and remote, and you'll be leveling it while the trailer is handling everything. It's how people get the job done.

Side Shift Tail with Extension.
COURTESY OF PINE HILL



GSCB: How do you decide how the trailers should be built?

RM: We don't just build trailers; we also fix trailers. We see all the possible problems that happen when trailer manufacturers don't use quality products. When we started manufacturing trailers we were committed very early in the game to use nothing but the best. We go to a lot of trade shows to figure out what components [to select]. We are always on the lookout if there's something better. Paint is a big deal. Many manufacturers don't "blast" their trailers. All of ours are blasted to get rid of any oils, dirt and mill scale. Our blasting and coating process helps prevent corrosion when exposed to road salt. Blasting is very important.

GSCB: Any advancements to the trailer we'll see for operators?

RM: Recently, the biggest request for innovation is the ability to haul larger buildings, 18' x 70', two- to three-bedroom homes. That's becoming regular. As far as navigation to get a small building into a backyard with a trailer, that part is probably about as far advanced as it's going to get, without using a helicopter. **GSCB**



Pine Hill Custom Double Frame Shed Trailers are ideal for home or lot deliveries, ranging from 18' to 20'. COURTESY OF PINE HILL








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Sealants and Portable Buildings

Manufacturer recommendations, reports and factors

BY GSCB STAFF

This is the first in a series of three articles using information from the USDA General Technical Report FPL–GTR–169, looking at specific characteristics of degree of movement, sealant-substrate compatibility and adhesion-surface preparation and how these apply to portable buildings.

In traditional portable sheds, weather tightness is not usually as critical as in a home or other residential building. With “sheds” becoming larger in size and filling roles previously reserved for traditional buildings, the ability of sealed windows and doors to withstand the rigors of moving presents a challenge. But this is a feature necessary for the “sheds” to compete with traditional building techniques and affects the life span of the building.

In discussions with window and door manufacturers, the typical first recommendation on sealing is to make certain the opening is square. This minimizes irregular features and simplifies sealing whether using sealant or tape product. Other aspects that must be considered when sealing doors and windows in traditional buildings are porous vs. non-porous substrates and condition (clean, moisture free, etc.) of the surface.

These same factors still apply to portable buildings, but face additional challenges. Portable buildings lack the rigidity of permanent structures, which increases the importance of adhesion and flexibility when sealing doors and windows. These challenges are most notable in climates with extreme heat, cold or sun.

From the USDA General Technical Report FPL–GTR–169:

“Standard C 920 specifies resistance to cracking at elevated temperature, at cold temperature, and after exposure to ultraviolet radiation. Conformance with ASTM C 920 generally is an indication of superior performance, although a simple statement of conformance to the standard does not fully describe performance. The standard recognizes five different classes, categorized by the degree of

movement between substrates that the sealant can tolerate. Classes range from a Class 100/50, indicating that adhesion and cohesion meet acceptance criteria at 100% elongation and at 50% compression, to a Class 12½, indicating that adhesion and cohesion meet acceptance criteria at 12.5% elongation and 12.5% compression. ASTM C 920 (indirectly) specifies limits on maximum allowable shrinkage of sealant during extended cure. Latex acrylic caulks usually shrink enough during extended cure that they will not meet this particular requirement for conformance with C 920. Uncured latex acrylic sealant can, however, generally be applied successfully to cured sealant of the same type. A wide variety of emulsified resin (“latex”) caulk is available, ranging from low-cost products that may incorporate vinyl rather than acrylic polymers and that meet none of the performance requirements of C 920 to products that meet all except the shrinkage limitations of C 920 Class 25. Latex acrylic products are in many ways the easiest of the sealants to use. In residential building, where the knowledge and skill of applicators may not be well developed, latex acrylic sealants may provide performance as effectively as silicone or polyurethane sealants even though they do not match the performance of these (usually higher cost) sealants in controlled laboratory testing.

Joint Dimensions Matter In narrow joints, a given amount of differential movement between substrates translates into relatively large strain rates in the sealant. ASTM C 1193 makes no recognition of sealant joints narrower than 6 mm (0.25 in.). Figure 8 shows a 6-mm- (0.25-in.-) wide perimeter butt sealant joint around a residential window, which was in accord with the window manufacturer’s installation instructions. ASTM C 1193 states that acceptable sealant joint depth varies with joint width and sealant type. A generic rule for joints up to 13 mm (0.5 in.) wide is that joint depth should not exceed joint width. Minimum



Figure (Pic.) 8—A perimeter sealant joint around a contemporary flanged window. The joint is of appropriate width at 6 mm (0.25 in.). The joint had been in service for roughly 3 years when photo was taken. Joint is mostly intact, but some adhesion failure is evident at lower right corner. As is common in residential construction, neither bondbreaker tape nor sealant backer was used. Joint failure is likely the result of three-sided adhesion, an unprimed siding edge, and other-than-ideal sealant width–depth ratio (sealant depth exceeding width).

acceptable joint depth varies with the sealant type, and sealant manufacturers rarely if ever provide minimum depth recommendations to retail customers. With butt joints (Fig. 6), some minimum depth dimension at the substrate surfaces is necessary for adequate adhesion. The hourglass shape of the sealant cross section that can be seen in Figure 6 is considered desirable, as it provides the greatest possible adhesive-bond area at substrate surfaces and provides a region of relatively low stiffness at mid-width of the joint. Tooling of sealant results in surface concavity that provides in part for the hourglass shape of the sealant cross section. With sealants that shrink during cure, concavity of the cured sealant joint surface is likely to be accentuated, and as a result, sealant depth at joint mid-width may be less than anticipated. When using sealants that shrink, making some trial joints to identify cured sealant depth at joint midwidth can be instructive.”

Takeaways from the technical bulletin:

- The gap between different substrates has an obvious effect on the ability of the sealant to seal.
- Tooling the sealant (using a finger, plastic spoon, etc.) to create a concave surface increases the flexibility of the sealant.
- ASTM C920 evaluates how much stretch different sealant types tolerate; this affects shrinkage over time and flexibility/motion that can occur when moving.

The best weather-tightness will occur when the openings are

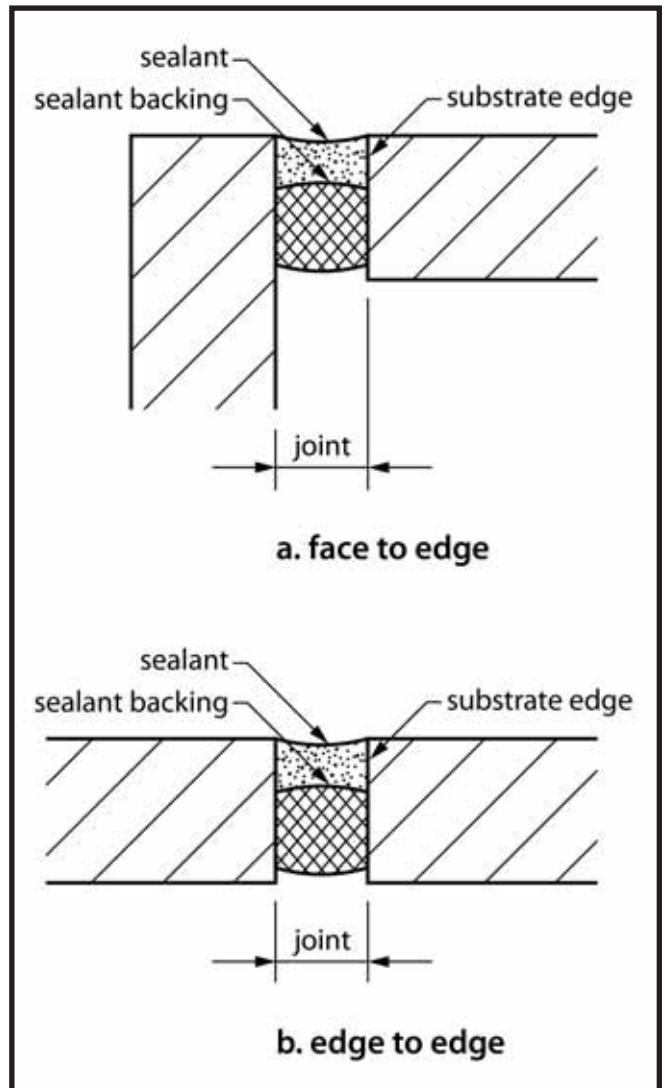


Figure 6—Cross-sectional sketches of butt sealant joints. Virtually identical sketches can be found in ASTM C 717-05, Standard Terminology of Building Seals and Sealants.

square and sized as precisely as possible for the window and door. Select the best sealant for the environment and substrates it adheres to and complete the joint with tooling to increase the flexibility of the seal to withstand shrinkage and the additional rigors of moving the building. **GSCB**

Useful links:

ASTM C920: <https://www.astm.org/c0920-18.html>

USDA General Technical Report FPL-GTR-169: https://www.fpl.fs.fed.us/documnts/fplgtr/fpl_gtr169.pdf

Please read the next article in our Product Series for more.

Carports and Condensation

Moisture and elements play factor in client purchase

BY DRIPSTOP

Without fail, “Protection” shows up as the No. 1 item on lists ticking off the benefits for consumers owning a carport. Protection from elements, the sun, weather and even protection against criminal activity.

What is not mentioned or, more importantly, rarely even thought of when consumers are considering buying a carport, is condensation. There is moisture in the air in the form of water vapor. The amount of water vapor in the air is called humidity; where there is humidity, there is condensation. Think about an ice-cold

glass of water on a kitchen table. When lifted, it leaves a ring of water. This is a great example of how the humid air around us condenses into water.

That same principle works outside the home as well. Imagine an early spring day where yesterday the temperature was above 65 degrees, and then last night the



Condensation will form on the underside of cold, untreated roofing panels when warm, humid air rises and hits the metal. Pre-applied membranes absorb the moisture and release it back into the air as humidity. COURTESY OF DRIPSTOP.

low was just above freezing. Their mailboxes, cars, swing-sets, lawn ornaments, and just about every solid surface outside will be covered by dew or moisture from condensation. Condensation is moisture that forms on a cold surface exposed to warm, humid air. A client's bare metal carport will condensate and drip the same way that glass on the kitchen table and the mailbox outside will; it's a matter of science and Mother Nature.

Wet air is actually lighter than dry air. They must imagine the situation in their carport when nighttime comes; there's warm, wet air inside, which is lighter than the dry air. That warm, wet air rises and hits the inside of the cold metal roof, where the air cools. (Cold air doesn't hold as much moisture as warm air.) Water literally falls from the air as condensation droplets until the air is back down below the dew point. The bigger the temperature difference, the smaller the humidity level it can handle before it starts to drip.

So, if the No. 1 reason they're buying a carport is protection from the elements – and now knowing the carport is exposed to humidity – each owner must determine: Will it be okay to allow condensate to rain down on the contents below? In some cases, the answer will be yes. One of those would be if the carport is for protection from the sun, where the carport's primary goal is to provide shade. However, if the answer is no, and the goal is to provide the most protection, then a condensation-control product should be offered and used.

There are a couple options they can request: insulation or a condensation-control membrane. Insulation is used to prevent condensation from happening in the first place. Correctly installed, insulation works by keeping the warm humid air from rising to the cold bare metal.

A pre-installed membrane, like DripStop, catches the moisture overnight and releases it back into the air during the day. DripStop is factory applied to the steel panel during production, so it is designed not to scratch or tear off.








Since the membrane is adhered to the steel with a rubberized glue, it also provides an additional layer of corrosion protection to the underside of the steel. A client's 10' x 20' carport with DripStop installed will hold about 5 gallons of moisture.

Since consumers are putting up a carport to protect their possessions, they should think about condensation. The steel won't give full protection on its own. Condensation is something they need to think about ahead of time to get the very best protection from condensation. **GSCB**



DripStop installed in the carport roof prevents condensation and corrosion. COURTESY OF DRIPSTOP.

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Octagon Pavilion. COURTESY OF GRABER POST BUILDINGS

PROJECT: PAVILION

Case Studies

BY LINDA SCHMID

Graber Post Building's Octagon Pavilion

Graber Post recently built this octagonal pavilion. According to Trent Wagler, this structure is much different than those their crews are typically used to building, as it's composed without sides, windows, doors, metal roofing panels, and posts embedded in the ground.

The biggest challenge for these types of builds is the overall design factor due to its unique qualities, Wagler said, including picking out the right lumber, stain, roof pitch, roofing materials and more, since they have probably done less than 10 shelters in the last 10 years.

The in-house CAD team put together some sketches and plans for this build, a 26' x 26' octagon. The pavilion was designed to stand out, except for the asphalt shingle roofing. The client chose solid sawn cedar posts for the framing and they wanted shingles to match the other buildings on the property.

Wagler credits their builders with their ability to be efficient even with non-standard builds. "Graber Post Builders is very fortunate to have crews with Amish/Mennonite backgrounds. Their work ethic and construction skill is second to none. When

they arrive on the job site, their focus is solely on that job and ensuring it is done correctly." The builders' efficiency is what allows them to bid a project like this and be competitive in the market Wagler concludes.



Rendering of the Project. COURTESY OF GRABER POST BUILDINGS



Double Roof Pavilion. COURTESY OF GREINER BUILDINGS

Greiner Building's Double Roof Pavilions

Nolan Gerber, Architectural CAD Drafter and Materials Specialist at Greiner Buildings Inc. has designed several pavilions for clients. He finds that these builds are different due mostly to the special design in the roof system. His buildings generally have a gable roof, whereas the pavilions have a hipped double roof feature.

“The first structure we built using the double roof design had to be drawn from scratch by the truss designer based on a design in an advertisement for a canopy. We have used the term ‘Double Roof Pavilion’ in our naming system, and pictures on our website have elicited several requests for quotes.”

Gerber says that the pavilions they build are designed to last a long time. The hipped roof with Y post bracing shown in the photos are design elements that worked well in their porch designs so he brought them into the gable designs. They bring added support to buildings that have no walls. Tying the hip cap trims into the ridge helps the roof shed water properly, a trick from a job that had an octagon roof.

Most often, clients do not request that they match the aesthetics of other nearby buildings, usually they're just matching colors.

Designing these pavilions has been a nice challenge to face. Gerber says that with each additional structure, the new challenge is to make the building easier for their crews to construct.

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Memorial Pavilion. PHOTOS COURTESY OF FIFTHROOM.COM

Fifthroom.com Memorial Pavilion

Fifthroom.com builds pavilions, pergolas, gazebos and more. They have a number of standard designs and engineers for custom designs. They ship projects out as kits that any quality contractor can easily work with according to President, Tim McTighe. “We work closely with builders across the country,” he said.

One of their more unusual projects is the Memorial Pavilion they created for St. Mary’s Byzantine Church in Youngstown, Ohio. This project had a couple of built-in challenges. One of them was a spring deadline date that forced winter construction. The crew was out in the snow getting it together.

The second challenge was that they were required to accommodate the memorial to St. Mary’s first priest, forcing the structure to become much taller than Fifthroom’s usual build. The pavilion is 30’ x 36’ and everything was custom-designed by their engineers, according to Mike Donaldson, project advisor.

The stained glass windows were preserved from the original church circa 1899 and were carefully incorporated into the design, a meaningful addition to the build.

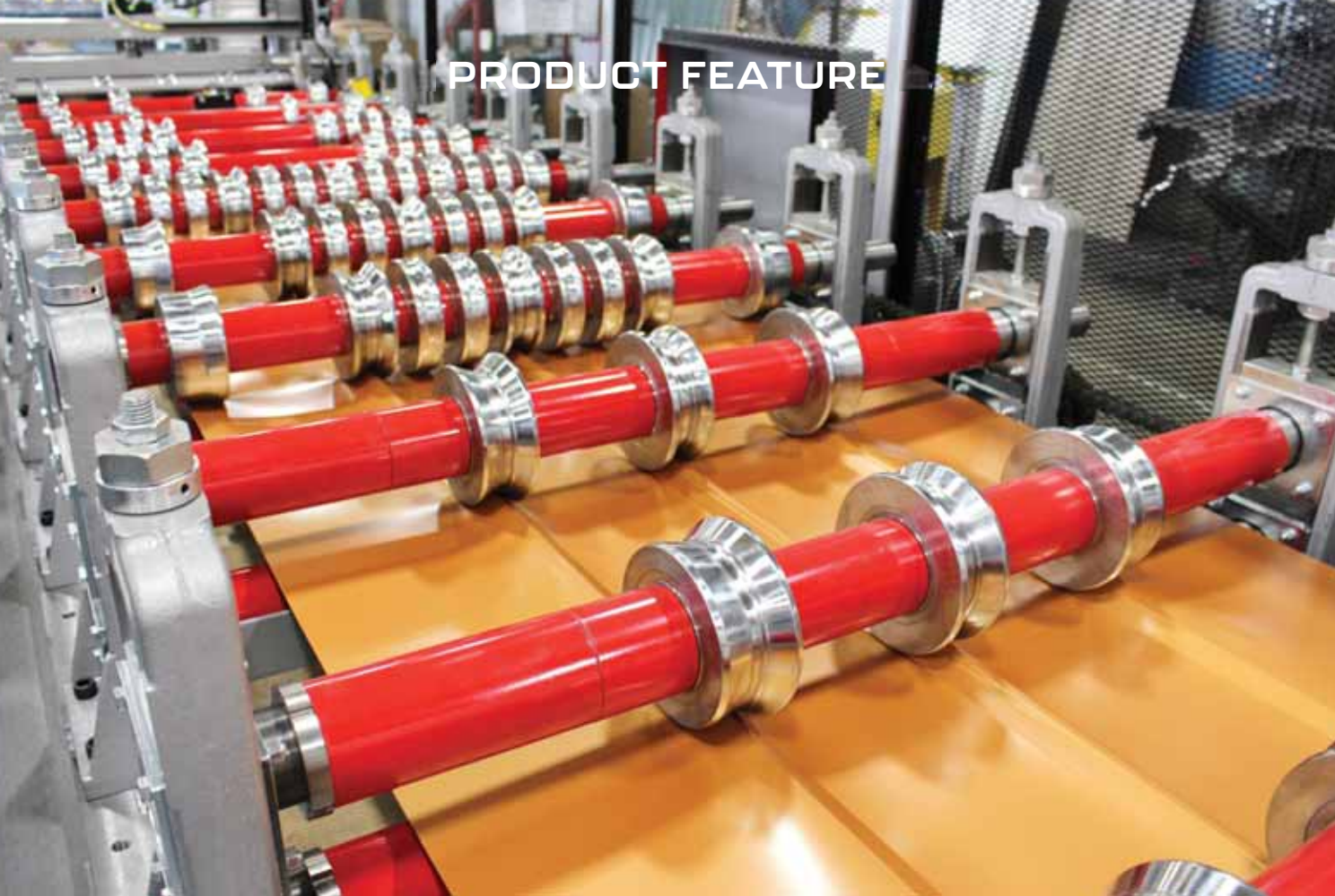
Originally the church obtained a quote to have the pavilion built of stone, but they opted for this design at a third of the price. The wood is Southern Yellow Pine, kiln dried, and the most durable pine for building; the ceiling is ivory vinyl. **GSCB**



Elliptical octagon pavillion.



This pavilion was designed around the memorial.



Light Gauge Metal Panels

Issues, Remedies and Money Savers

BY LINDA SCHMID

The staff at Garage, Shed, and Carport Builder is always looking for ways to improve our publication and in that pursuit, we have changed the format of our product feature articles.

The objective is to talk to people in the field and find out what challenges they have with the components we are featuring. We ask them what they are doing to alleviate these problems and check with manufacturers and suppliers to see what they may recommend.

Enjoy this discussion regarding some of the challenges involved with light gauge metal panels and discover how some professionals resolve them. Their ideas could save you

frustration, time, and money.

Sharp Edges Can Scratch Other Panels

Challenges are inherent in any job you do and working with light gauge panels is no exception. One such challenge is that when metal panels run through a roll former, the sliced end can be knife-edge sharp and scratch the panel below. How can you avoid this?

This issue can often be resolved by placing a piece of cardboard or paper between the panels. Some builders find that panels are better protected by their makeshift inventions. Repurposed plastic with foam padding attached works well.

Knowledge Sells

Pro Tips On Your Carport is a 144-page book that helps teach consumers what they need to understand to build the protective Carport of their dreams. Consumers need carports to protect their vehicles and large adult toys from the weather damage and other harm. Experts share their knowledge to help customers have happy experiences and end up with what they desire. The Shield Zone Climate System shares weather considerations drilled down to the county, to help folks in states with multiple zones.

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The Inspirational Gallery puts completed metal and wood options in front of potential customers.



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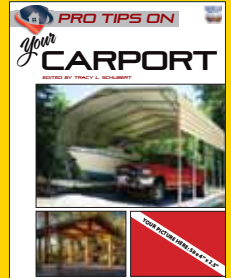


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(LEFT) Uncoiling and rollforming at Hixwood Metal in Stanley, WI.
PHOTO COURTESY OF SHARON THATCHER

Usually if the panels are perfectly lined up and drop down perfectly, scratching is avoided. Therefore, if you can line them up just so, you can avoid the whole issue. One way to do this is to block the castor so the metal drops in the same place every time.

When moving panels, be sure to pick the panels straight up, thereby avoiding cutting yourself or other panels. The same can be said of metal burrs; if you slide the panel you will have problems and if you run your finger along the panel you may cut yourself, but lifting straight up keeps the burrs from sticking.

If sharp edges are a sticking point for you, it could be that the equipment is not properly maintained. Keep a regular maintenance schedule and be sure to have an extra set of blades from the manufacturer on hand. Trade the blades out to send the other set for re-sharpening.

WANTED!

Contractors and construction professionals cite locating skilled trades people as one of the major challenges to running their businesses.



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• E&E Sales & Metal Roofing & Trim	Hillsboro, WI
• Wayne Sanchez Roofing LLC	Goldsboro, NC
• Ameripak Inc.	www.ameripak.net

Don't overlook the fact that you may be experiencing problems with sharp edges due to the quality level of the machine you are working with. If a lower quality machine is used for a high level of production, it can result in steel deformities at the shear.

Making the Roll Smooth

When rolling some metal you can run into problems of drag in compression and metal stretching so that the panels do not run smoothly through the machine, possibly resulting in uneven panels. How do you resolve this?

A bit of lubricant is called for if you have this problem. Since an oiler can be quite pricey, a little ingenuity can solve the problem. One company built their own oiler. They created a wooden frame made with 2x6s the width of the metal and attached 3/4" memory foam to it with diesel fuel underneath. The foam soaks up the oil and as the metal slides by it is slicked up and slides through the machine much more easily.

Pick-Up On The Rollers

Coatings can come off of metal panels onto the rollers and create a mess that is difficult to clean up. This can be a problem with galvanized panels. If the pick-up of the coating is severe, it can mean scraping with a knife and WD40, but this can usually be avoided.

Check with the manufacturer to be sure that the panels meet the specifications required before running them through the rollers.

Ensure that the machine is set to run the correct gauge or you may end up with a lot of coating on the rollers along with damage to the panel coatings. You might also apply a protective film or coating to the panels before running them through the roll forming machine.

Wipe the rollers down with a clean, lint-free rag periodically to remove any pick-up and help avoid extreme problems down the line. A lubricant can help avoid pick-up, too.

Oil Canning

Oil canning can occur for a variety of reasons. What are some likely solutions?



Cleaning the rollers at Your Quality Metal in Little Suamico, WI.
PHOTO COURTESY OF SHARON THATCHER

Due to the metal's "memory" of its previous shape, the panel may develop waves. One way to prevent that is to run the coil through a straightener or leveler. Straightening can help with coil set, winding tension, center buckle, edge wave, camber or crossbow issues. Most of these problems are exacerbated when panels are long in length; making shorter panel lengths can help. Also, setting your rollformer to make extra passes over the panel can help solve the problem. **GSCB**

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- Component List
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If you have any questions about the Project of the Month, contact an editor:

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THE DETAILS:

INSTALLER: Carport Central

SPECS: Commercial Garage

SIZE: 40' x 60' x 14', w/ 12' x 60' lean-to

ROOF STYLE: Vertical

FRAME: 14-ga. steel

CERTIFIED: 140-30 Certified

ROLLUP DOORS:

(2) 12' x 12', (1) 8' x 8', ASTA America

WALK DOOR: Blevins, Inc.

WINDOWS: Blevins, Inc.

ADDITIONAL DETAILS:

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2022

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Rosemont, Illinois
www.metalconstruction.org

July 20-22

Florida Roofing & Sheet Metal Expo (FRSA),
Ocean Center and Hilton Daytona Beach
Daytona Beach, Florida
www.floridarooft.com

Sep 12-16

Building Component Manufacturers Conference,
Greater Columbus Convention Center, Columbus, Ohio
www.bcmshow.com

Sep 24-26

Western Roofing Expo (WSRCA),
Paris Las Vegas, Las Vegas, Nevada
www.westernroofingexpo.com

Oct 12-14

METALCON, Indiana Convention Center,
Indianapolis, Indiana
www.metalcon.com

Oct 26-27

2022 Construction Rollforming Show, Ernest N. Morial
Convention Center, New Orleans, Louisiana.
www.constructionrollformingshow.com **GSCB**

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