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August/September 2022
Vol. 3, Issue 4

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Scenarios to Solutions

When first looking at the rundown for this issue, and after reading each story and absorbing the interesting facts, I have to admit there is a common theme: builders, component manufacturers and suppliers have to be versatile and adjust to meet the demands of the industry.

This issue represents the challenges you overcome and the solutions you grab to get a build done. In this month's read you'll find a rare garage project beyond custom built that appeals to classic car aficionados, throwback tastes and modern component installers. You'll find must-read information on zoning codes and regulations that your clients must

meet that you can follow up on, discover how builders like you and consumers influence which shed paint colors the manufactures choose to release, the problems in fastening composite cladding and what works best, how you can utilize carport tubing to build homes for your clients, expert insight in choosing plywood or engineered wood for shed builds, our latest unforgettable "Garage of the Month" and much more.

Each piece inside mirrors and represents adjustments you may have to make – even from a well-thought-out plan – to complete a project to attain all-around satisfaction. Check out the Business Profile on Express Carport, where they did just this while still maintaining the goals of their original business model.

Versatility in what you offer and how you reach your completion dates makes for great recommendations and helps your company grow. As you read through these pages, there's every opportunity to take the knowledge you accumulate and advance what you bring to your clients.

The information in this month's *Garage, Shed and Carport Builder* is important because it shows how both you and your customers face challenges within different scenarios and create solutions to best fit a need or special, personal facet of a build.



Anthony Brass, Editor
anthony@shieldwallmedia.com



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On The Cover: Photo courtesy of Ali Johnson, Marketing, Iola Car Show, R.H. Fischer Garage Door Install, manufactured by C.H.I.



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Gary Reichert,
Publisher, Shield Wall Media

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"The versatility of having a Mule is pivotal to the success of our company," says Corey Nolf of Nolf Properties/Cabin Connections in London, Kentucky. Corey and his son Cole purchased their first Mule in 2017, but have expanded to the point that they now own six Mules. "Our company does anything from small sheds to large tiny homes and cabins, and having the versatility of different size Mules helps us accomplish the work at hand," Corey says.

"It's about a must, especially where you're dealing with Eastern Kentucky terrain," Cole adds. "A good 80% of what we do, if not more, we always use a Mule. So it's definitely a much-needed piece of equipment for us. Cardinal has been very good to work with. Very good people, putting their customers first."

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Vintage Mobil Gas Station & Garage illuminated at night. PHOTO COURTESY OF ALI JOHNSON

Customizing the Classic Garage

Garage Inspiration and Building from a Client's Plan

BY ANTHONY BRASS

When building a custom garage or overhauling an existing one, clients want the attention to detail, craftsmanship, and components to match the quality of what they will be parking or working on in there or the unique belongings stored inside. You are there to enhance the form and function of that space, choose materials and products that fit specific needs to preserve what's inside, or create a durable workspace. You must coordinate with a client who has

distinctive style, uncompromising taste and, most importantly, a plan they've envisioned.

Custom-Garage Prep & Coordination

Communication is vital in custom-garage builds or upgrades. Communication with the owner allows you to understand how the space will be used.

"The owner has to determine how he wants to stack his cars and what is he going to use it for," says Larry Fechter, senior

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advisor for the Iola Car Show. They should know if they're only going to use a lift to display cars, to work on them, or both. "If you're showing cars off in a mechanic's shop, safety and environment, that has to be addressed too."

Customers need to ensure they devote enough time in the planning phase. "When I build something, I put more thought into it. I 'see it' before it's done," Larry says. His ability to conceptualize, organize and bring to life a special-build project is reflected in his one-of-a-kind, custom vintage Mobil Gas station garage on the Iola Car Show grounds in Wisconsin. Larry was the contractor for the garage and owns this must-see throwback with all the bells and whistles.

Every client has different ideas for their own build with many variables to consider. Larry adds it is dollar-driven, and some customers may have to drop some square footage due to cost. He adds there's a lot of detail work and that takes



Lift in garage displays detailed cars or gives mechanic access underneath. PHOTO BY ANTHONY BRASS

much time. Scaled-down versions of original plans are not uncommon, especially in custom jobs, but these still maintain their uniqueness or their functionality.

He says in order to build something with this much detail people need to be driven to create it, and work within their budget. Larry recommends builders speak candidly with clients. "They have

to talk common sense and reality to the buyers." He cautions builders need to help clients know their limitations when finalizing the plans for a distinguishable look, in addition to all the necessities they want. Your clients have a plan in mind, and don't want to lose the true essence of their creativity or desired spatial modifications. But sometimes adjustments are



Larry's lounge inside his custom garage showcases character and comfort. PHOTO BY ANTHONY BRASS

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necessary.

“As it relates to my own build, I very seldom tell anybody what I’m up to because I frequently adjust based on cost and creativity,” Larry says.

Decorative Workmen

Some clients may want more of a custom mechanic’s garage while others, like Larry, prefer a more decorative space to complement their collectible classic cars or modern toys. Some wish to incorporate both.

“If you’re taking engines apart, be more practical and put finishes in there that are easy to clean,” Larry says. His custom garage is a working space for vehicles and includes a lift, so he has flooring with advanced materials that preserve and protect, as well as beautify. His project has character around every corner. Larry’s garage is more decorative in most of his personally designed space, with vintage pictures, quirky and memorable items, and iconic collectables meticulously worked into each motif.

The creative, decorative side dominates his eclectic, nostalgic auto-haven and includes a corner with a Chevy garage theme, another with a Shell gas station theme, bathroom with vintage and workable facilities, functional showers to use after working on cars, a phone booth with his childhood friends’ and old girlfriends’ numbers, kitchen, restaurant man-cave area, a sky mural, a *Christine* movie-themed fireplace and a lounge with leather seating. His garage is a testament to what clients can dream up and make into reality.

“I wanted to show the average guy, this is accomplishable.”

Special touches and other work by fine craftsmen on this garage include the metal restoration into the cars inside and other areas, by Vintage Vehicles; the roof cleaning for Larry, by Titan Xteriors, LLC; electrical signage to make the project glow with nostalgia at night, by Mid-State Sign Service; and the contribution to the flooring and its base, by Alchemy Concrete.

Finding Client Needs

Determine the needs of the client and how you can execute their specific plan. Some installers even get the blueprints of a home or garage from customers to use as an aid. Rick Hoeltke is co-owner of Garage Experts, the specialized flooring company. They installed the custom flooring for Larry’s Mobil garage. Hoeltke says they really like to personalize the experience when they first meet a client. They have a team member go to their home and discover what they want and why. Sometimes the job is based on color; sometimes it’s a look or theme.

“We’re going to help them ‘use’ our eyes,” says Hoeltke. They suggest floor colors that match or offset the exterior or interior walls of the garage or the owner’s car. They let the client explore their creative options. “We really let the customer ‘have the



High-lift system with track extended closer to vaulted ceiling allows more cars and headroom between elevated car’s roof and ceiling.

PHOTO COURTESY OF KEVMAR MANUFACTURING

wheel’ and let them play with it.” He adds there are many varieties of colors, including a solid color or a brindle stone-like look. Some pick a natural or traditional flake system. Hoeltke says they are more than happy to show their support and knowledge and gear individuals more toward the texture, look and color they want.

Customers want their garage jobs to be different, with a special detail. Find out how they exactly want to personalize their floors. “We had custom colors done for Larry; we’ve had customers match their car color and put in logos in their floors,” says Ryan Bednarowski, co-owner at Garage Experts. Some already have these extra touches in mind; some may need probing to find it. They said Larry designed the custom colors himself, but not all clients have Fechter’s car repair, paint and detailing experience and need more assistance using a sample color board



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Garage Experts provided the custom flooring throughout. PHOTO BY ANTHONY BRASS

or deciding on adding a rare nuance.

Order Up

The exact order of what you install in a garage overhaul matters. Hoeltke recommends builders install custom flooring first. He says the floors can't be changed as easily as the finished walls or decorative features or other components. "Typically, you want to start with the floor," Hoeltke says. When that decision on the custom floor is made and it's installed, it's done and difficult to change. "If you're going to paint a wall, that can always be changed." He adds, if you need to wipe up any spills from the next job in line, the durable custom floors designed for easier clean-up are already installed.

Nick Knauer, co-owner of R. H. Fischer Overhead Door, says they prefer doors go on after all custom work inside the garage is complete, including paint, plaster and drywall. He stresses coordination with contractors and others on the

project is important. "It's nice when the doors can be put in last," Knauer says. "You don't have to worry about painters coming in and getting paint and drywall or dust [on the door] or things getting all dinged up."

He prefers all electrical work finished beforehand including completing prewired jobs for photo eyes and the garage opener wall button, and the outlets placed in correct spots. "We've walked into \$2 million homes and they have a 16-ft. ceiling with 8-ft.-high doors, and they have the high lift [system] so the door lifts straight up. They'll have the outlet up there for a standard trolley opener when it has a side-mount opener, and then there's no outlet." He says in this case, if plastering and painting is already done, they may have to then tear portions of the wall apart in order to get access. After, they can then put in correct wiring and adjust its placement in the right areas for their door installation. He cautions

photo eyes and wall button prewiring up in ceilings for trolley-style openers present similar challenges.

Custom Flooring

Custom garages with workspace for cars, or for displaying, need floors made with materials that increase durability through heavy use, and are attractive. It's recommended to use flooring that uses an epoxy and a polyaspartic in conjunction. High-quality flooring includes an epoxy base coat that penetrates extra deep to create a vapor barrier in the floor. The epoxy uses advanced moisture-wicking technology. This is essential in the regions with temperature extremes of sub-zero and 100-degree readings. "You want to protect against hydrostatic pressure (lateral pressure with moisture) and extreme climates," says Hoeltke. Garage Experts prefer installing flooring with advanced materials. The epoxy also allows the flake system (color) to stick and adhere to the concrete.

Once the epoxy dries and the top is stripped and cleaned, the polyaspartic is applied on top. This is clear and used as a topcoat. This layer adds durability and prevents cuts and abrasions from falling tools or other objects. "With that topcoat, it allows you to drop your wrenches on it," Hoeltke adds, regarding no fear of damage. "It's user-friendly for the man in the garage." These coatings protect against chipping, peeling, and won't stain, making it perfect for covering the entire garage floor. An anti-slipping agent is added for increased traction and includes a silicone-based material for texture.

Garage Experts say proper preparation and maintenance before, during and after the floor installation is necessary. They use a diamond-tip grinder to etch the surface of the concrete to "open it up" to create a porous environment and allow the epoxy to penetrate. The process makes dust that can travel or stay on the ground. To prevent this, they recommend using a triple-stage HEPA vacuum to col-



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lect dust accumulation and stop its movement. Clients want to bring their cars back inside to a clean, dust-free space.

'Door County' Tips

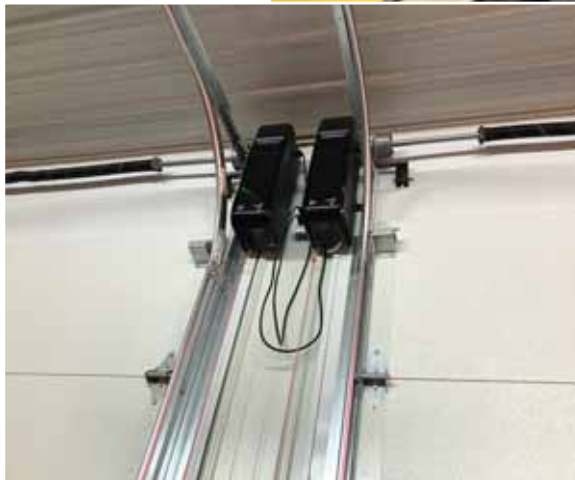
When you put the door in on a custom garage, ensure exact positioning with precise fitting to avoid time-consuming adjustments or wall patch-ups. "You've got to be very particular," Knauer cautions. "When you put a screw in there you can't do it twice." The client may have a hoist inside for cars. When the vehicle is raised, its roof is very close to the ceiling, not leaving much room. "You may have to get a higher-radius track for more clearance. It makes things look a little neater, makes it more exciting."

Larry personalized his garage even further, this time making his "mark" on the outside panels of the doors. He had his doors made with an enlarged picture of cars on lifts printed on the outside panels. "These are flush panel doors, all steel, no windows," Knauer says. "They (car images) are just printed on." He says a client sends their picture of choice to the manufacturer and they download them into a system (Larry used C.H.I.). They send individual door panels through a large ink-jet printer and the image(s) are printed on each.

Back on the inside, clients want climate control to preserve their cars or to create comfortable working conditions. Many include air conditioning and heaters, and the right door will maintain ideal temperatures inside. Knauer advises builders install steel doors with a polyurethane insulation to create a higher R-value in cold months. He adds these doors provide an R-19 rating.

Willis Miller, co-owner of Kevmar Manufacturing, recommends builders treat custom garages differently with regards to components. Owners of custom garages, like Larry's, have hoists to work on or display cars. "Car hoists require special door tracks to make room for the top of the cars," Miller says. "High-lift and follow vaulted garage ceilings with the roof line tracks." Using this setup makes better use of the vertical space and gives you more headroom by moving the door track closer to the ceiling.

To protect vehicles in any season and control the conditions inside, Larry added a dehumidifier to his garage to keep the moisture levels low in hot summer months and keep his cars and individuals cooler and drier. Under the Hixwood metal roof panels, wall and side shell is a hydronic heater (installed and exposed on the wall). He also has in-floor heat and a split to pro-



R.H. Fischer Overhead installed the insulated doors for Larry.

PHOTOS BY ANTHONY BRASS

vide additional heat and A/C. An air conditioning splits zone is installed above to maximize climate control from all angles.

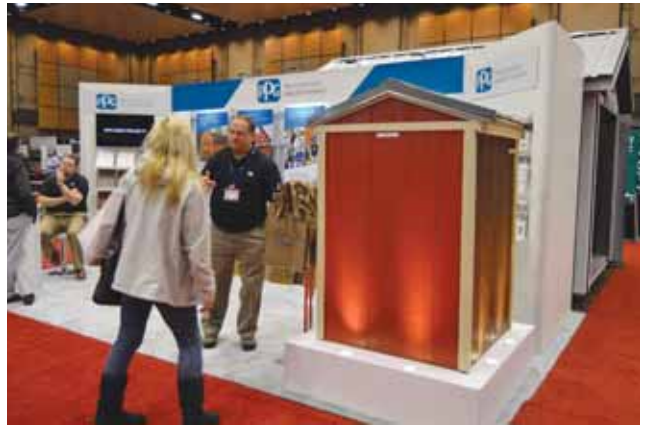
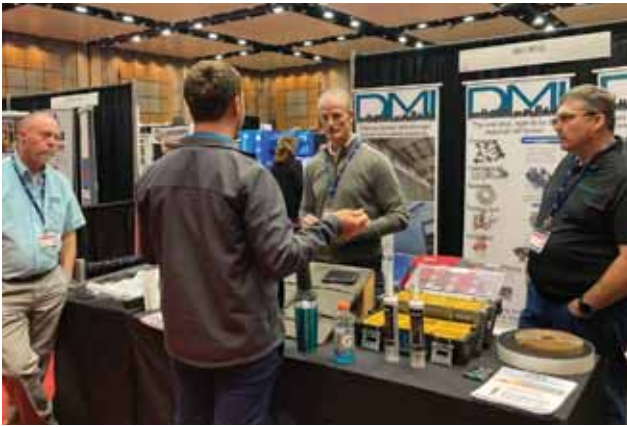
"Stored vehicles should have some heat in winter and low humidity in summer to prevent corrosion," says Miller. "Insulated garages and doors are important." Kevmar says to use a door that sandwiches either an expanded polystyrene or polyurethane core in its construction for added rigidity and insulation.

Clients may need larger openings to get machinery or high-profile vehicles through. Miller says residential doors overall are becoming larger on custom jobs. "The 18'x8' doors are more common now than in the past," he says.

At Your Leisure

Customers want a space in a garage to sit back and enjoy the new look – and have room for the hand-picked accessories and furniture to do it. Larry's space has a finished lounge area with arranged leather seating and side tables for taking breaks from waxing the cars or for just hanging out or entertaining. This added touch to a garage overhaul completes the special project and allows clients to relax and admire what they've accomplished. Larry acknowledges it's a welcoming change of pace from the mechanic's work area.

"That's why we have this here. The car guys and gals can sit and talk about the good ol' days." **GSCB**



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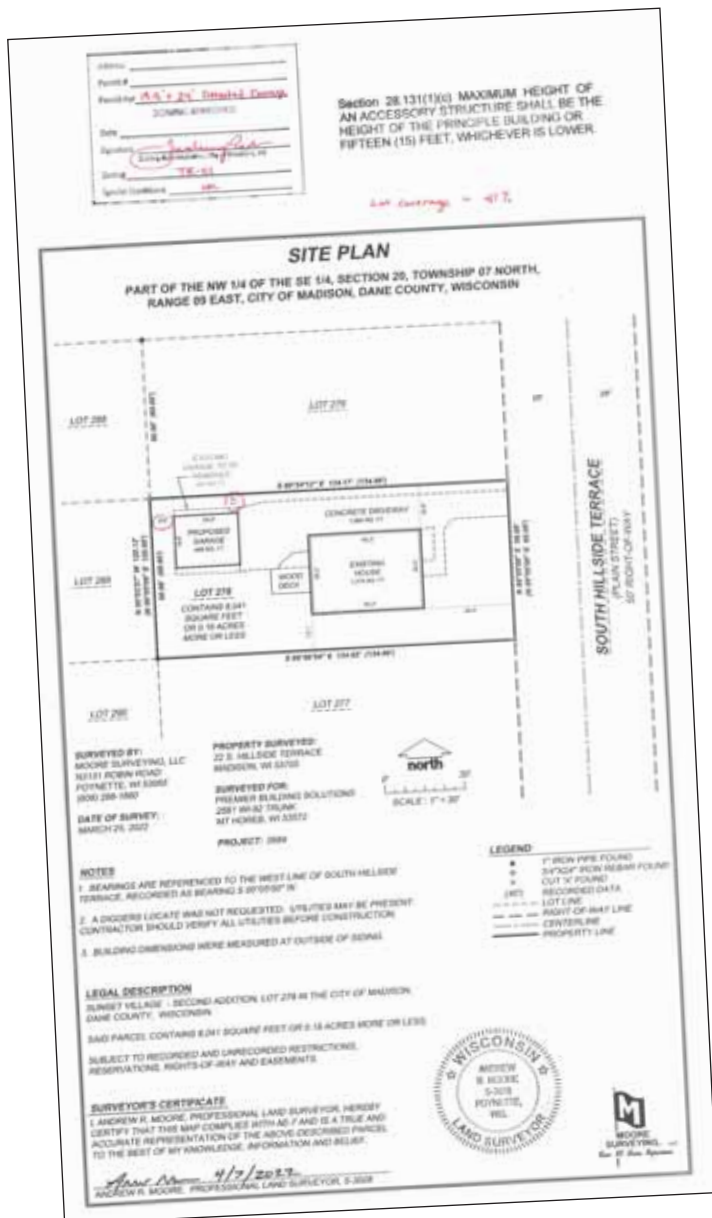
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Zoning and Codes for Garages

Understanding Local Regulations

BY ANTHONY BRASS



You prepare and follow detailed plans when building or modifying a garage for a customer. Homeowners should do the same before finalizing a custom-built or standard garage addition or upgrade to their house. Zoning laws, code requirements and permits are on the books for your customers to follow. Attached or detached garage, you should familiarize yourself with building codes for that municipality before clients decide on size, design, and use.

Garage Zoning Laws Basics

The garages you build or modify for clients are designed, and intended, for use as storage for possessions and for people to enter and leave. Therefore, your project must be safely constructed. Local regulations are in place to bring uniformity in what, how and where to build.

“Zoning codes reflect community standards for design and placement,” says Trent Schultz, zoning inspector for The City of Madison, Wisconsin.

Every municipality decides on the specifics of how they want accessory structures to be created, where they are placed, and how they are used. “Each community establishes its own standards for detached accessory structures, including regulations on height, size and design,” Schultz adds.

Every town has codes to follow. For instance, he says, The City of Madison’s zoning code regulations for garages and sheds attempt to “allow for flexibility in design, size, and location, while maintaining uniformity in setbacks.” This is common practice by most local governing bodies and written into their official statements regarding builds.

Clients should ensure their intended addition follows all municipal protocols, which will vary according to location.

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Building Garages Within Zoning Regulations

Clients should possess knowledge of exact zoning and codes ahead of a project. This is just as important as the needs and aesthetics they desire for the garage or its upgrade.

Schultz cautions that customers need to know what the requirements are for the garage project in that community and how their proposal matches these requirements. They must proceed to access required permits and other paperwork.

Accessing Codes

It's important the homeowners contact the local building inspection, permitting, and zoning office. "Most municipalities have a website with their community-specific information or the name of a contact person to call or email for the regulations," Schultz says.

Schultz adds their zoning code regulations are available on their website, including detailed guides for their permit process that distinguishes between each type of build (garage reviews are separated from house additions, for example). Officials are accessible, and poised to discuss regulations by phone. They're also available through email or as an in-person visit. As builders, it's advisable to contact the same sources your client used to see if these regulations are being followed.

Overlooked Codes & Regulations

Construction plans are universally required and are different from one town to the next. Residents overlook codes, especially when there is a multitude, with some locations having more than others. "Zoning regulations have so much variability from municipality to municipality," says Schultz, and "site plans are

These codes represent a consensus on building requirements. Zoning codes reflect the town's protocols for building plans including layout, says Schultz. Each city decides on and establishes its own standards for detached accessory structures and garages, including regulations on height, size and its use.

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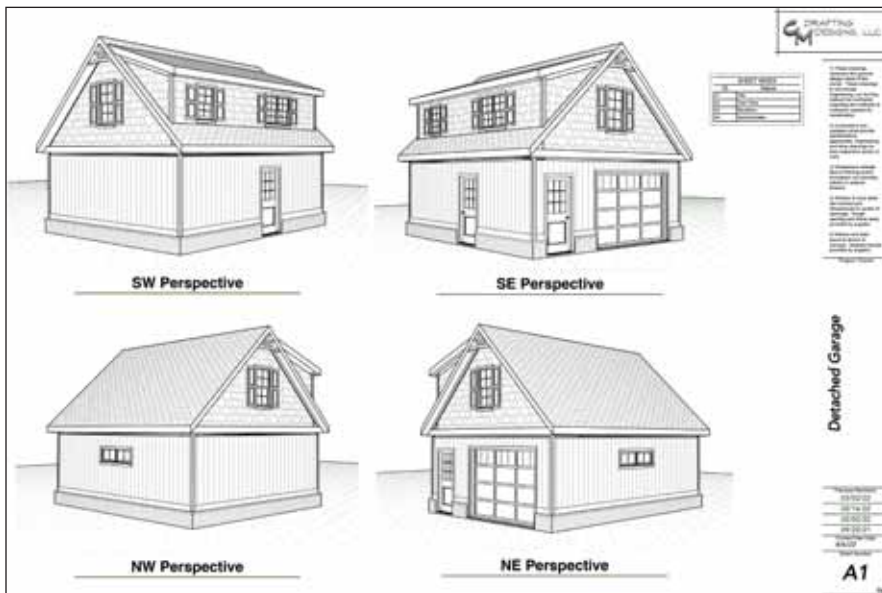
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the most commonly forgotten element of a full plan submittal.”

He says the site plan is the main element needed for zoning review in Madison, as it is for many locations. “A site plan should show placement of any buildings on the property, setbacks from lot lines, and lot coverage for the property.” All these aspects affect the limitations of a garage.

Code Changes, Working with Clients & Custom Garages

The zoning challenges for garages are similar to other buildings, says Schultz. It’s important builders and clients stay cognizant of any code changes, especially those that could affect green-lighting custom jobs where the dimensions are increased or unusual. For instance, late last year the City of Madison adopted zoning code changes, allowing detached garages and sheds up to 1,000 sq. ft. “Since the adoption of the simplified size regulations for garages, we have seen far fewer projects need additional reviews, such as Plan Commission approval,” Schultz says.

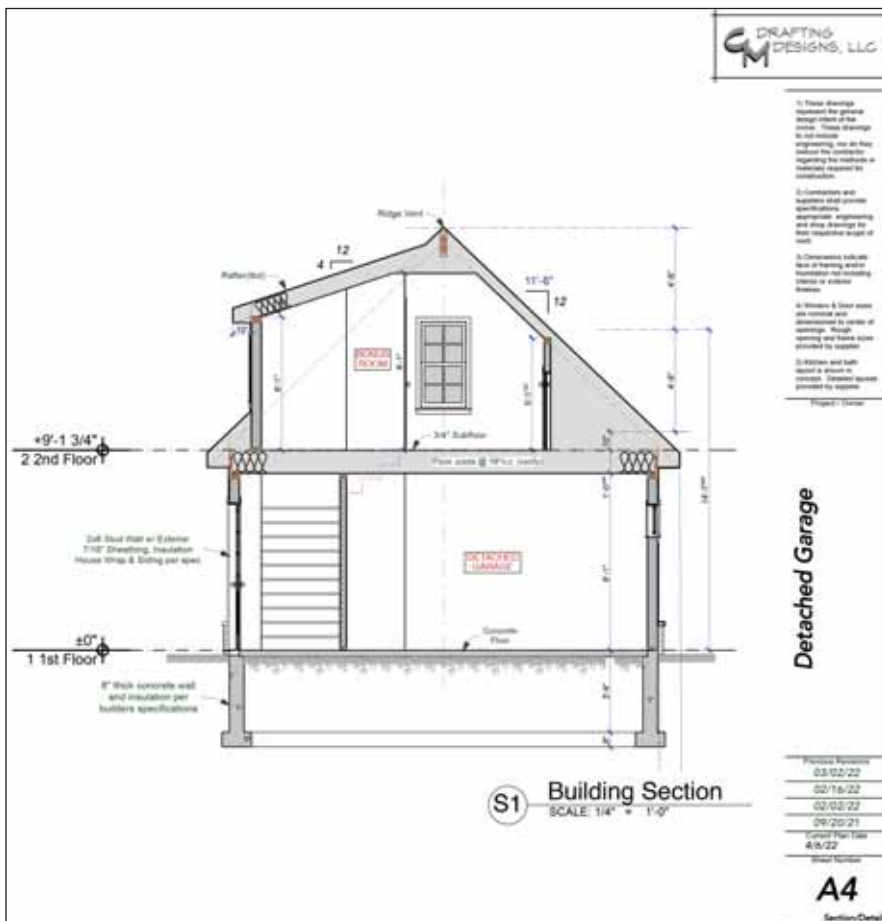
Why Zoning Codes Vary

Zoning codes reflect the standards of particular places. You can drive to one town for a garage job and to another project the next day in another community and see a code change. “Every city has different contexts, a different history, and different values,” Schultz says. He says his city’s approach has evolved over time. “Our current regulations show the value we place on allowing flexibility in size, design, and use.”

Even with modified codes, the larger the city, the more regulations there will be in place. Clients should organize all the information they obtain and keep it easily accessible. This will eliminate delays when you ask to see their paperwork.

Zoning Laws: Garages vs. Homes

Schultz says most garage building



requirements are different from house codes (livable space). “Zoning regulations for homes are designed and intended to impact development patterns across a block face, resulting in compatible building placement.” Detached accessory structures, such as garages, are typically allowed deeper into backyard areas and closer to side lot lines than homes because their use tends to have less of an adverse impact on neighbors’ homes and are smaller in size and height than houses, depending on community standards.

Within The City of Madison’s Zoning Code, and others, houses and detached structures (garages and sheds) are regulated differently. The regulations are different based on the intended use of each

structure. Builders and clients should request to see a copy of the approved plans, zoning approval and building permit for each project.

Detached & Attached Garages, Use and Business

Regulations for attached garages are very different from detached, says Director of Business Development and Planning for The City of Portage, Steven Sobiek. He says for instance, in Portage, the setback – the distance a building must be set back from the street or road – for a detached garage is only 4 ft. However, for attached garages the setback can be 40 ft. from the rear lot line. “That can really make a difference in putting up or not putting your garage up,” Sobiek cautions.

“They may have a very small backyard and [the build] may not be feasible.” He says Portage regulations for detached garages include: a paved surface setback, it cannot exceed the square footage of the house or one-third of the backyard, and the total of all accessory buildings cannot exceed 1,000 sq. ft. He cautions that builds must comply with setbacks and height limitations. He states that sometimes builders’ time can be wasted by customers who have not done their homework.

He recommends your client pursue an official variance from their local zoning administrator. These are obtained when the homeowner wants a garage or other work done that doesn’t conform to local zoning laws.

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“They need to prove there’s some kind of a hardship,” Sobiek says. Clients need to show the proposed plans are necessary for reasonable use, would not alter the character of the neighborhood, and are not intrusive. As a builder, be proactive when you know the homeowner is seeking a variance. “I have found that garage builders are very helpful, and they will even come to the variance meeting and hearing with the homeowner and advise them.”

Question your customer regarding garage space and use, including modifications. Sobiek receives many calls from homeowners looking for additions to work on cars as a business, in new or upgraded garages, which he says can create a problem. For their town’s requirements, you need a conditional use permit to do repair work in a commercial district, but you can’t work on cars for profit in a garage in a residentially zoned district. These repair businesses are strictly prohibited in residential areas, in many towns. He says clients will buy a large vacant lot adjacent to their home and inquire about putting a large garage on it without specifying its size and use. He says they want to open a repair shop on the purchased lot. “A principal structure has to be constructed first [in Portage, other townships] before adding on any type of garage or accessory building, even if it’s not a business.” If this is a requirement in the municipality, and a feasible option for your client, ask them if you can provide this structure for them first, then the garage.

If you put up a new garage or modify a current structure and it doesn’t comply with local codes or your customers don’t get a permit, your finished work may end up being compromised. “The client may be forced to take the structure down if there’s a health or safety issue,” Sobiek cautions. But it’s not just a matter of you and the client working to stay compliant. It’s a legal one. The neighbors who live

nearby are involved; they may not want to live next to a structure where auto body work is done, and can be heard. “These types of zoning regulations seem onerous to some but protect the property rights for the majority of people,” Sobiek says. He adds these are in place for preventing land use that is not compatible with the legal right to quiet enjoyment of residential living.

Weather Codes

Municipalities consider the effect of weather on newer and modified garages, especially their components. Garage doors on a project have specs to follow per zone that vary depending on the local area. Wind-load requirements are part of an inspection process in many inland towns, but especially for cities within regions with enforced high-wind hazard area building codes. Clients need to know this going in. But builders have some responsibility too, so they can install the exact door that meets local requirements. “We know if we’re in a certain area whether it meets that spec or not,” says Delden Garage Doors Director of Business Development, Brad Dodson. He says it depends on the zip code they’re in.

Dodson adds when a permit is pulled, they must meet current required specs whether the door is for an attached or detached garage. These wind-rating requirements are subject to change. “It’s a matter of the legislators and who wants to pick up that project and up the ante of the wind-load requirement.”

Express Carport builds garages all over North and South Carolina and across the country. Their clients face weather extremes in many areas with differing zoning requirements. The slight nuances in codes from one town to the

next is a challenge, says Neil Osborne, owner of Express Carport. He recommends the best way to overcome this is you, the builder, pull the permit and be forthcoming with your inspector’s office. “Let them know what you are planning to do,” Osborne says. “They’ll tell you what needs to be done and what they expect to see.” He adds some locations for instance require concrete footers, some a 3-ft.-deep footer, while others require none. “Your local code office is the gatekeeper of all the information.”

Express Carport follows through to ensure their projects are built within code. “A lot of what we use are generic plans. We know that we’re going to meet wind and snow load ratings for all of North and South Carolina,” Osborne says.



Conclusion /Trends

Garage builds are more popular than ever, and municipalities are constantly updating zoning codes. Consultants are currently brought in to find the best practices to create a one-size-fits-all zoning code that transcends all municipalities. Towns are starting to adopt similar zonings to others. But, until there is a state-wide, universal zoning and regulation template for your clients, it’s advisable to keep up on each city’s regulations for each garage project whatever town you’re working in. **GSCB**



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Fastening Cladding

Back to Basics

BY GSCB STAFF

Builders work with cladding all the time; most every building features some type of cladding. When you work with something that frequently, you tend to work out the kinks and most builders are happy with the cladding they use...most of the time, at least. However, in trying to solve a challenge, builders can sometimes get caught up in a routine that does not solve the root problem.

Nails in Composite Cladding

One builder says that in their operation, they often use composite cladding on their buildings. One worker goes down the line driving nails, the next comes behind with a caulk-style sealant, then a third trails behind the two doing quality control. This takes a lot of time he stated, time and labor that could be spent elsewhere.

Manufacturers say that applying and inspecting sealant should not be part of the equation. Either the builder should

change the kind of nails he is using or he is trying to make the nail match the siding. In regard to the latter problem, they might be surprised to find how many colors some nails come in.

When choosing nails, remember that nails exposed to the elements will rust; however, galvanized nails slow the corrosion process with a zinc layer. Reliably durable nails are hot-dipped galvanized nails, stainless steel, or aluminum nails.

GSCB

On Galvanized Nails

BY MAZE NAILS

All galvanized nails are coated with zinc—but HOW the coating is applied makes all the difference in the performance of the nail:

Hot-Dipped Galvanized (HDG)

The most reliable and preferred way to coat steel nails with zinc is "hot-dipping." Those nails are immersed in a bath of molten zinc like french fries in a pot of oil. The intense heat of the zinc bath causes the zinc and steel to bind together and forms multiple alloy layers that act as a base for a heavy zinc coating. This provides the nails with long term protection against rust. Hot dipping meets the all-important ASTM A153 specification.

Double Hot-Dipped nails are dipped twice in molten zinc which fills any pinholes and adds thickness to the



outer layer of zinc. Dependable corrosion-resistant steel nails rely on two critical zinc factors: thickness and uniformity. This method of Double Hot-Dip galvanizing is used exclusively by Maze Nails. The Double Hot-Dipped process is marketed under our tradename STORMGUARD®.

Electroplating/electro-galvanizing (E.G.)

Steel nails are electroplated by placing them in an electrolytic solution. The electric current in the bath deposits a very thin layer of zinc onto the nail surface. Although they look beautiful and shiny when they're brand new, the thin coating oxidizes away and the nails begin to prematurely rust. Electro-galvanized nails are not intended for exterior applications. Many building product manufacturers warn against using



E.G. nails to apply their siding, trim and decking materials.

Hot-Galvanizing (HG) Hot-galvanized "HG" nails are not hot-dipped galvanized and do not offer the same corrosion resistance or performance as hot-dipped nails. Hot-galvanized nails are coated by sprinkling zinc chips onto cold steel nails in a barrel, then rotating the barrel in a furnace to melt and distribute the zinc. The melting zinc washes off on the nails – somewhat like buttering popcorn. Some of the nails get excess zinc and some nails get very little zinc. Because these "HG" nails are labelled so similarly to hot-dipped nails "HDG", many times builders are sold hot-galvanized nails instead of genuine hot-dipped galvanized nails. The downside to this is that there is a significant difference in the coating on the nails. Rust can sometimes be seen on these "HG" nails in their shipping carton... long before the nails are even used on a building project. **GSCB**



Plywood vs. Engineered Wood

What is the best material for shed building?

BY LP BUILDING PRODUCTS

For years, builders have been sourcing plywood for their outdoor structures. Its ability to be used for everything from shed flooring and walls to furniture makes it a convenient option—but it isn't the only option. Despite plywood being top-of-mind for many builders, engineered wood products boast a greater value when it comes to outdoor structures.

With built-in strength and knot-free surfaces, engineered wood pairs beauty and durability so that you can take shed building to the next level.

Plywood vs. Engineered Wood: What's the Difference?

When it comes to sourcing material for an outdoor structure, there are lots of options on the market. Plywood and engineered wood are two of the most viable and comparable options, but it can be a challenge to know what sets engineered wood apart. A closer look at the makeup of each of these products will reveal the value of engineered wood compared to its competitors.

Plywood is a wood-based material made from layers of wood veneer that are held together by glue and pressed into

a flat sheet. While plywood is bonded with a glue adhesive, engineered wood uses treated wood strands combined with waxes and advanced adhesive binders for exceptional strength and durability.

In addition to strength, engineered wood products offer enhanced workability and may require less maintenance than competing products. Although plywood typically comes in 4'x8' or 10'x12' sheets, engineered wood siding panels often come in 4'x8' sheets and up to 4'x12'. Lap and vertical sidings come in up to 16' lengths while remaining lightweight. The extra length

may make engineered wood products faster to install, reduce seams, and provide more building options on the jobsite.

Added Durability

When it comes to outdoor structures that are exposed to the elements, durability is crucial. To help withstand inevitable impacts, engineered wood is treated to withstand climate stressers. For example, LP® SmartSide® Trim & Siding products are treated to the core through a proprietary LP® SmartGuard® process, which includes four components of protection: adhesive resins, water-resistant waxes, zinc borate and a resin-saturated overlay.

Though plywood has adequate uniform strength, it commonly sags or bends when exposed to too much water. The added strength in many engineered wood products helps protect materials from impacts, freeze/thaw cycles, high humidity, fungal decay, and termites to help extend the life of outdoor structures.

The Total Shed Package

In recent years, sheds have seen a resurgence in their use beyond traditional storage. From man caves and workshops to home offices and playhouses, homeowners are dreaming up ways to take advantage of additional space with outdoor structures. With growing interest in alternative use sheds, builders are looking for materials that fit the bill.

Manufacturers offer a portfolio of engineered wood products to achieve a variety of shed styles. Essentials include beautiful exterior siding options and flooring options designed specifically for sheds.

To help brighten shed interiors, LP offers products manufactured with a highly reflective, professional-grade appearance. SilverTech® reflective finish is available on siding and roof sheathing products, providing a clean and bright interior.

Engineered wood products beyond siding include outside corners, trim, soffit, and other finishing pieces. A portfolio of engineered wood products by a single



LP SmartSide Trim & Siding with SmartGuard. PHOTOS COURTESY OF LP.

manufacturer allows you to create a complete shed build with products proven to work well together.

Engineered Wood Surpasses Plywood with Exceptional Curb Appeal

Though curb appeal isn't the only category in which engineered wood outperforms plywood, it certainly is a benefit. With the rise of alternative-use sheds, aesthetics join durability and workability on the priority list for homeowners and builders.

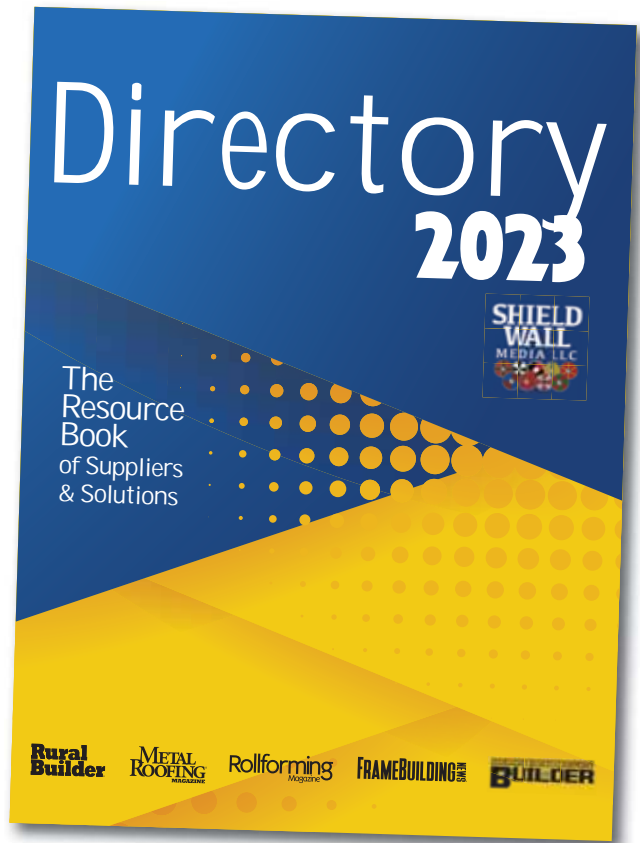
Engineered vertical siding products can contribute to the charm of the trending board and batten style. And, as people begin to spend more time in their sheds, interior aesthetics matter just as much as exterior. When it comes to flooring, an engineered wood floor that is free of knots or voids can be a welcome change from traditional plywood. **GSCB**



LP's SilverTech reflective finish for siding and roof sheathing.

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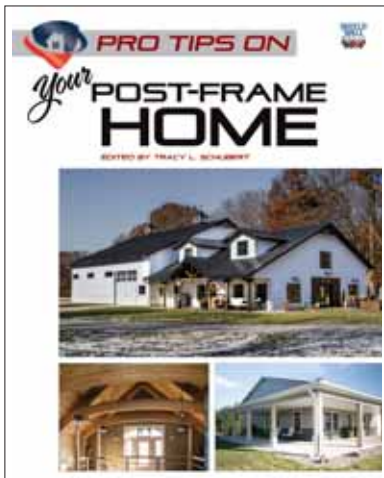
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Brass Knuckle® Adds New Spike Eye Protection

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Brass Knuckle's new anti-fog technology is fused directly to the lens, not simply sprayed on, to deliver longer-lasting fog-free protection. The toughest anti-fog standard in the world is the EN 166/168 standard, which the Spike surpasses. These include ANSI Z87.1/U6 ultraviolet protection to eliminate 99.99% of damaging UV rays.

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are Fueling an Expansive Choice of Colors

BY JOHN MCQUILLAN

Ruthanne Hanlon knows color. With over 22 years of paint industry experience analyzing and forecasting consumer color trends – including 17 years working

in the new home construction segment – color is her life’s calling and, equally so, her passion.

As PPG national color and design manager, Hanlon helps shed manufacturers eliminate the guesswork when

it comes to the color options they offer customers. In fact, Hanlon was the driving force behind the creation of the new PPG Aquacron® coatings color palette for sheds.

To the benefit of *Garage, Shed, and*



A pop of PPG Aquacron® color on doors or shutters adds character and charm to a garden shed. PPG1001-1 Delicate White is used for the body, conveying a crisp, bright look when coupled with doors accented by the deep, rich beauty of PPG13-02 Fallingwater® Red.

Carport Builder magazine readers, Hanlon provides answers to the questions she has been asked most with respect to the development of the new palette, the emerging shift in color preferences of shed buyers, and the way shed paint brands such as PPG are addressing this shift to help shed builders increase sales:

Why would a paint manufacturer develop a color palette exclusively for shed paints?

I think the market demands it. In the past, shed builders often considered color as an afterthought. At the same time, many consumers would select a shed based on the colors available in a retailer's inventory. But this is no longer the case. Homeowners have a new perception of what a shed can be. Given the fact that today's sheds are used for a number of different purposes, buyers are looking to shed builders for a wider range of colors to complement their shed's function.

A great example is a shed that is used as a child's playhouse. Kids do not have a fear of color. If you give a group of children a fan deck, they're likely to select the boldest, brightest colors. Whereas an adult would likely select a gray or maybe a beige. We tend to lose our confidence in color as we get older. However, with kids, it's no holds barred. That is why a well-rounded shed paint color palette will include brighter colors that convey fun.

This is in great contrast to a shed that is used for gardening. In this case, you would want a collection of colors associated with foliage and digging in the dirt. This would feature shades of earthy browns with organic greens and other colors symbolizing nature.

Another type of shed that has gained popularity – especially during the COVID-19 pandemic – is one that is used as a studio or home office. Colors that come to mind for this application include your more sophisticated, urban tones. You'll see some of the darker shades and



Dark colors continue to trend as a popular choice for both homes and sheds. From the PPG Aquacron® shed color portfolio, PPG1011-7 Onyx creates impactful schemes when paired with PPG1007-1 Willow Springs on trim.

nuanced colors such as a blue with maybe a hint of green.

Of course, there's always going to be the traditional type of shed that's used to store bicycles, lawn equipment or anything else that doesn't fit in the garage. The majority of sheds fit into this category, so it's a good idea for shed paint brands to offer a comprehensive color palette with a good sampling of warm and cool neutrals, and a representation from just about every color family.

The key takeaway is that sheds are being used in a variety of different ways, and the consumer wants or maybe expects more color options. As a result, shed builders are turning to shed paint manufacturers to deliver a greater range of colors. I believe this is why an increasing number of paint brands are developing color palettes exclusive to the shed industry.

The Aquacron shed color portfolio, for example, features four distinct color groups, providing color solutions for

standard sheds, as well as sheds that are used for a playhouse, gardening/landscaping and a backyard studio.

Talk about the process of creating a color palette for sheds. Where would a paint manufacturer begin?

Some shed paint brands are heavily vested in color trends and have in-house color forecasting teams. They also utilize information from trade organizations like the World Global Style Network and The Color Marketing Group, who release annual global color trend reports. PPG is no exception. In the early stages, we enlisted color experts from different industries we serve, including aerospace, automotive and architectural, to monitor the global, regional and cultural factors that influence color preference.

We also went out in the field and talked with shed builders and shed retailers. This might seem like an obvious early step, and I'm sure this is a resource all shed paint brands tap into, yet we were

still pretty amazed with the information we gathered. As I mentioned, the shed building industry as a whole seemed to pay little attention to consumer color preferences until homeowners started using sheds for non-traditional purposes. This created the need for non-traditional shed colors, which we learned by talking with the those who build and sell sheds.

Then there's the information we already knew, which is the link between shed color preferences and colors used in new home construction.

With the exception of our Playhouse Collection, PPG's new shed color palette directly correlates to what we see trending in the new home construction industry. The colors people want on their sheds are very closely related to what the people buying new homes desire. It's also important to note that shed paint brands want their color portfolio to have longevity, which is exactly what both the new home construction and shed building markets want. The goal is to avoid switching out colors every year.

Would you say that shed builders are starting to use color as a selling tool?

Absolutely, and for good reason. There's an old adage in the paint industry that, "we manufacture paint, but we sell color." You can easily apply this to the current state of the shed building industry. Color has the ability to bring a shed to life. I can relate a story about a shed retailer that I visited not too long ago. He had this very bright yellow shed that a customer ordered but never purchased. After sitting on the back lot for months, the shed was moved out front near the street on a whim. I talked to the retailer a week later and he said that by placing the shed in front of his location, he saw a drastic increase in store traffic. The fact that the shed was different and eye-catching pulled people in. This, in a nutshell, represents the undeniable selling power of color.

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What does the future have in store for the shed paint industry?

I believe that the way people use sheds will continue to evolve. As it does, so too will consumer color preferences, along with shed paint color palettes. To stay ahead of the game, shed paint manufacturers will need to work closely with shed builders and increase the level of communication and support they provide them. And I think PPG is one of the brands that might have an edge in this regard.

For example, we currently work with shed builders to further refine our PPG

Aquacron shed color offerings and create co-branded palettes based on local or regional color trends. I think you'll see more of this across the shed industry.

The bottom line is that shed paint manufacturers are devoting more time and resources to better understand and address the needs of shed builders. And I think this movement will continue to build momentum for years to come, which is great news for everyone involved – especially those who want a beautiful-looking shed in their backyard.

GSCB

PPG’s ‘New Paint for New Start’ Initiative Provides Colorful Makeover

PPG recently announced the completion of a Colorful Communities project in East Point, Georgia, that provided a colorful makeover for Tri-Cities High School as part of the company’s “New Paint for a New Start” initiative. More than 70 PPG employee volunteers joined representatives from educational non-profit Heart of America to paint a fresh coat of color throughout the school’s classrooms and hallways.

Student-designed murals were a focal point of the day, with participants using some of PPG’s most popular paint colors to bring their works to life. The halls of Tri-Cities High School will be on trend due to the use of PPG’s 2022 Colorful Communities Color Palette, which includes 2022 Color of the Year Olive Sprig, Golden Hour and Juniper Berry.

In addition to PPG providing paint and sundries for the project, PPG Foundation will donate science, technology, engineering and math (STEM) supplies for students to use in the coming school year.

The Colorful Communities program provides PPG volunteers and products along with financial contributions to bring color and vitality to communities where the company operates around the world, such as in East Point, where PPG employs more than 70 people in its production facility.

“Tri-Cities High School is so grateful for the hard work that was put into this beautiful transformation today,” said Dr. Ethel Lett, principal, Tri-Cities High School. “Thank you to PPG, Heart of America and the volunteers from our community who graciously donated paint, products, STEM materials and time to give back to our community.”

Skylift Garage Doors Opens New Location in Myrtle Beach

Skylift Garage Doors has expanded into Myrtle Beach, South Carolina. The company move provides lead-time relief to local home builders and owners. The

company will serve the Grand Strand and Northeastern South Carolina market.

Myrtle Beach-area homeowners and home builders will no longer have to endure increased wait times to have a garage door installed or replaced.

“The nationwide lead time right now for your average garage door is typically 10 to 15+ weeks, but we are excited to offer three- to four-week lead times to Myrtle Beach homeowners and home builders on most products,” says Skylift CEO, Alex Gaskill.



Step Heat Brings Sustainable Warmth to Tiny Homes, She Sheds

The tiny home market is set to grow by \$3.57 billion between 2022 and 2026, according to a report by the Global Tiny Homes Market, and homeowners want to make them as comfortable as possible. Step Heat, a manufacturer of electric, under-floor radiant heating elements, has seen an uptick in requests, as well.

Step Heat is powerful enough to act as the primary heat source for small spaces. It does not require boilers or hydronic hoses, forced air ducts or furnaces. It is easily controlled by a thermostat and can even be powered by solar. For those that gravitate to tiny homes to reduce their carbon footprint, Step Heat is a sustainable heating solution, reducing energy consumption by 40-60%, generating a gentle, even heat that keeps the space consistently comfortable without further electric input demand. It improves indoor air quality and reduces allergy symptoms as no dust is circulated through the vents, for healthier spaces.

Its radiant heating systems warm up a room by first heating cold objects within it. This avoids spreading allergens, which can happen with forced air systems that provide warmth by blowing heated air into rooms. Because Step Heat’s floor-installed

heating elements are self-regulating, they decrease electrical power usage as ambient temperature increases, making them energy-efficient, without risk of overheating.

“Self-regulated, radiant heating elements are the best source of primary heating for the new generation of tiny homes, be it a she shed, detached office, etc., as our thin, pliable heating elements are easily installed under any non-conductive flooring surface,” said President of Step Heat, Monica Irgens. “There’s no need for a complicated heating system, ductwork, and best of all you aren’t wasting any additional space to house heating equipment.”

Step Heat radiant heating systems are manufactured in St. Louis, Missouri.



Raynor Launches New Residential Door

Raynor Garage Doors has announced the release of their new door. The Aspen™ (AP200N) steel residential garage door will hit the market this summer.

The Aspen Contempra model integrates a sleek window design on a 2” Aspen base.

Aspen AP200 features 2”-thick door sections made from baked-on finish, epoxy primer, galvanized layer, high-strength steel, and NeuFoam polyurethane insulation. These ensure 100% of the section’s interior is filled with energy-saving polyurethane insulation and high-strength steel.

The low-profile and narrow frame design make a statement while letting natural light into the garage without sacrificing privacy. **GSCB**

Get Building On the Express

Express Carport Brings Custom Work, Net-Friendly Experience, Multiple Offerings

BY ANTHONY BRASS

In 2014, it wasn't common to be an online-only dealer of sheds and other structures. Neil Osborne, co-owner of Express Carport, recalls friends in Asheville trying to recruit him while he was out in Los Angeles. They wanted Neil to help them sell sheds and metal buildings on the net. Even though it was rare selling these products this way, they convinced him.

"Finally, the time was right time for me to come East," Osborne recalls.

They started selling with one lot in North Carolina. Osborne was storyboarding the sales process and collecting customer data for future emails. Soon, they were exploring steps for increasing the opportunity to sell sheds and buildings on the internet. They met with many metal manufacturers all over in their quest to sell coast to coast.

"You have to have many strategic partnerships," Osborne says, especially for an internet-only business.

They got their website up and worked with a couple companies to refine their pricing tool. This feature omits the countless pages of paperwork required for shed and metal structure sales — they were pushing the industry to another level. Osborne had an IT and technology background, so he would try to arrange "face-to-face" chats online for meetings with clients through the ether. Many told Osborne that they were still using carbon copies for contracts, intimating they don't communicate the sales process his way.



The 60' x 100' mechanic's garage.
PHOTO COURTESY OF EXPRESS CARPORT

Their web development took up a lot of time and money. "We spent almost a year in development of the code," Osborne says. They had to perfect the site through trial and error so it could take all the algorithms and hundreds of industry rules and produce a price for customers. They

completed the site, except for their 3-D rendering feature. But their vast location coverage was problematic.

"We found that it was really hard to sell metal buildings outside of your territory." They were working with 15 manufacturers throughout the country. He says

they'd sell a shed or building to a customer in the middle of the country, in one of their remote selling areas, but that individual might be hundreds of miles from the closest sales lot. Osborne adds the carport companies they worked with needed a full load on their trucks in order to be dispatched.

"Getting it put on a load to get it installed was a really big challenge to get done," Osborne says. They were still one of the few businesses operating in this manner. They had plenty of opportunity, but had to pivot and re-examine their depleting marketing budget and decide to who and where to sell.

Eighteen months into the venture, Osborne and the company concluded they had little ROI and needed to localize their base.

"We realized, we've gotta come home. At that point we re-consolidated our marketing efforts back into North and South Carolina." They saw their numbers quadruple. "It was because \$5,000-\$10,000 goes a lot further in a 100- to 200-mile radius."

The company continued to grow and word traveled up and down both states about the quality of their work. After sheds, they grew their line to include garages, standard, triple-wide and RV carports, barns, and other metal and wood structures.

While concentrating on the Carolinas, Osborne and the boys continued to drive their online presence and upgrade the user-experience features for customers. They never forgot how much they wanted to convert the records and stacks of carbon copy paper and antiquated processes to a convenient, faster one. "We're gonna put an end to this," Osborne recalls, on keeping the thumb on bringing the streamlined web experience in to replace the cumbersome printed price sheet. With more R&D, they continued to develop an online buildings sales space to end-user clients and strived to advance their industry.

Express Carport accomplishes this through a wide selection of products and their advanced, easy-to-use online client portal. "Our website is interactive." Customers don't have to meet with Neil and their team if they don't want to. Clients open up the customization tool, search and find options, and specify their garage or other special project. "Our steel tubing buildings — they can't be beat, with how much customization we can do to it to meet any demand out there on the market," Osborne says confidently.

Customers follow up on the website using the instant pricing

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The exterior of the mechanic's garage. PHOTO COURTESY OF EXPRESS CARPORT

tool. This feature took further refinement. “We’ve been working with IdeaRoom for a long time, talking with them back and forth and building the logic.”

‘Steely’ But Honest

The company is determined to give an enhanced user experience and trustworthy products. “Everything we do is all engineered. Everything is on the books,” Osborne says. He adds their products pass wind- and snow-load requirements. In addition, Express Carport is a pioneer in what they sell. “We were one of the first companies not to sell non-certified structures,” Osborne says they don’t put up anything without the engineer stamp of approval.

Their “generic plans” include structures up to 40 feet wide. Anything over that or requiring special permits they work with their engineering team to cite specific plans.

Osborne is earnest with how they use the term “carport.” They sell them but refer to the other products they sell as these as well. He says this was the word they were throwing around when choosing a name. Osborne adds all metal buildings essentially start as a “carport” when they are made with the industry-standard 2 1/2” tubing. “It starts as a carport, you

close in all four walls, you’ve got a garage. You add two lean-tos, and you’ve got a barn. It all starts with a carport.” To this day, it is their cog, he says. Osborne still uses “carport” as the generic term with his sales team when referring to any metal-structure sale: “How many ‘carports’ did you sell and how many wood buildings did you sell?” he asks fellow co-workers.

Business Model

Express Carport provides customers a site with online tools that expedites a new structure build and sales process. Some still prefer direct contact for help. When the company interacts with clients, they find what each needs and what’s going inside. Osborne said he has a home theatre sales background, which requires probing for personal-use information, so he’s experienced in extracting clients’ needs with open-ended questions. “I ask a thousand questions before I’m able to produce a quote for you.” Osborne says they ask a lot of lifestyle questions when assisting customers and remain attentive to their needs. Once they hear preferences, they give recommendations and structure solutions.

Osborne and the team ensures everyone they only use quality materials, no

matter the project. “We don’t offer any type of subgrade, where we’re using less material.” He says their smallest, least-expensive structure consists of the same quality materials as their 40’ x 80’ fully enclosed garage. Each are built to the same codes, he says. They use the engineered plans when called for. “That’s what we expect it [the plans] to be, whether for the smallest or largest building. Everything that’s on that list, you never slack on that,” Osborne stresses.

Their clients combine many different combinations including roof styles and dimensions. Their site offers a 3D Estimator Tool for tailoring projects and providing instant pricing. The varieties and possibilities are endless.

“Last week, we had a 60’ x 100’ mechanic’s garage that went up.”

Their customers are into custom workspaces and storage. A good percentage are DIY clients too, Osborne says. The company is especially popular with these individuals because Express Carport workers and their associates maintain time efficiency. “We get it out there and get it erected.” He says the creative DIY client likes to get into their completed spaces sooner and put in their finishing touches.

Osborne says their custom-job client base brings in “really good plans” ahead of time. “They come to us with a picture and ask to recreate it.” The online tool allows a close replication, or customers work with them personally. “They don’t want any flaws,” he says.

Carport clients have specific needs and aren’t necessarily interested in a larger structure.

“People looking for a carport, most of the time, don’t have any interest in a garage.” He adds they want the typical open sides, top panels, and something they can park in. These customers tell Osborne they don’t want their carport to look like their garage. Clutter builds up in garages and they don’t want the same thing happening under their new structure.



The interior of the garage makes for plenty of workspace.

PHOTO COURTESY OF EXPRESS CARPORT

Osborne says if customers have the budget and want more than one structure, they'll solve their unique needs with the variety they offer. They work with the client in mind and want each to feel their company did their job. "We strive to be the best every time."

Partnering Up

Express Carport roll-forms metal on-site in its new warehouse in Greenwood, South Carolina. "We do all of our own roll forming, trim forming, steel-tubing in-house." They make their own metal but still have time to foster partnerships with larger manufacturers or installers. "Eagle Carports is the biggest of the nationwide companies we work with," Osborne says. They don't forget the smaller companies either. He says they found a group that put up some demos for them who had reached out. "It was just one guy, his dad and a helper." Elite Carports, out of North Carolina, now includes six crews to install their products.

Osborne's company doesn't make doors, yet, but is collecting feedback from clients and working with their engineers to find out more information on this type of component. They work with Asta for roll-up doors; for regular doors, they send clients to Overhead Door. "If somebody wants a custom or motorized door, we suggest you get your quote first," Osborne says. "Let us

know what dimensions you need that opening to be and we'll do a framed opening for you. You can then have your garage door guys come back and put those in anytime."

Osborne also recommends people look around, talk to, and support their local installation and components business owners in their community to keep them working.

Express Service

Their company has 10 locations. Osborne plans to stay in the Carolinas and expand into Georgia and Virginia. They aren't only regional; they have sold a metal structure or building in 30 different states, an accomplishment they envisioned when first starting out and Neil was creating those storyboards. Express Carport continues delivering structures to all. Osborne says they like to work with anybody.

"We like finding solutions for unique needs, for the regular needs. Hopefully, five years from now, we'll be a recognizable name across the country." **GSCB**

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 - Clamps for accessories and solar
 - Sourcing coil in a competitive marketplace
- (Topics subject to change)*

SHOW SUPPORTERS



Tiny Homes...

A Big Idea with a Small Footprint

Exploring the Trends for Tiny Homes and Builders

BY LINDSAY WOOD, "THE TINY HOME LADY"

The demand for tiny homes is exploding, with the industry expected to reach \$3 billion by 2025. Here's why: Decades of underbuilding have left the country with too few homes, especially as millennials enter their peak homebuying years and drive demand higher. Match this with the trends of the wage gap of housing now costing 6-8 times the average wage and you have yourself a recipe for the housing crisis. But that's changing.

From the millennial to the Boomer generation there is a desire to live simply, live with less, pay less for housing, and experience more of life. However, the manufacturing required to meet this demand is either stuck in their outdated designs and lack of architectural inspiration or is undersized and backed up for 12-18 months. What's needed is a surge in the capacity to build more quality-designed tiny homes.

Before manufacturers start diving into changing manufacturing to include tiny homes, let's cover the basics of tiny homes, building standards, and zoning laws as they all play a part in tackling the US demand for 7+ million homes.

The phrase "tiny home" is a marketing term. There are 19,000+ building departments around the US with no known



building standards for a "tiny home." The International Residential Code 2021 Appendix AQ refers to a tiny house as having 400 sq. ft. or less in floor area, excluding lofts, intended to be placed on a permanent foundation and used as a single-family dwelling.

Building standards and zoning laws are different but connected. Every time a tiny home enthusiast says, "Can I buy land and place a tiny home on it?" the immediate response from experts on zoning laws is, "It depends on your jurisdiction and the zoning laws on the property."

What's important to remember is building standards/codes govern "HOW" the building is built and zoning laws govern what is "ALLOWED" on the land. Every jurisdiction (City or County) has its own zoning laws. In some jurisdictions, they are unrestricted, and in other areas they require a home to be built to minimum square footage, not to mention the type of building standards they require.

With such a demand for tiny homes, many builders new to the market are feeling the pressure to build more. However, only a percentage of them are capitalized

enough to expand and scale operations.

With building materials on the rise, the trend is toward housing built in a factory. The tiny home industry needs manufacturers with the capacity and desire to build more housing to step up and start building tiny homes. The traditional way of building homes from the ground up will always be there, but to meet the demand of 7+ million homes in the US, more manufacturers are needed.

So what does a tiny home manufacturer need to be aware of?

There are four types of tiny homes that are all built in a factory, which reduces construction waste and build time. Each type is transported to the site on wheels. However, the last two of the four types listed are placed on a permanent foundation, giving tiny homes more opportunity to be placed around the US.

Type #1 The Movable Tiny Home (MTH): These Tiny Homes have been popularized on YouTube Channels, TV shows, internet sites, and thousands of social media pages. One of the biggest distinctions is the tiny houses on wheels are built to look like a home; they use regular house siding, and dual-paned windows and are aesthetically unique, making their design the darling of the manufactured home industry. However, there is NO official Movable Tiny Home building standard, and they are often referred to as Recreational Vehicles, which are only allowed for temporary living.

Type #2 Park Model Recreational Vehicle Standard: ANSI A 119.5 Park Model Recreational Vehicle Standard can be built up to 400 sq. ft. These homes are built in a factory and placed on-site with the wheels attached or nearby and are likely to move 1-2 times in their life — if ever.

While these homes are often lived in year 'round, the standard states these “are for temporary living,” making this standard difficult for many jurisdictions to consider for permanent full-time living. Because there is no official Movable Tiny

Home Standard, many builders build to the ANSI A 119.5 Park Model Recreational Vehicle Standard.

Type #3 IRC: The International Residential Code (IRC) has been adopted by 49 of 50 states. Homes that are built on-site from the ground up are built to the same IRC standards as homes built in a factory and inspected to the IRC standard, only this practice of building IRC-inspected homes is relatively new in the world of factory-built housing.



What's important to remember with IRC-built homes is when the home is completed at the factory, the home is then transported on wheels. The wheels are removed and the home is placed on a permanent foundation per the requirements of the jurisdiction. Being built to IRC standard gives the homeowner the opportunity to obtain financing that a regular home built to the IRC standard would use.

Type #4 Housing and Urban Development (HUD): HUD is a national building standard legally known as Manufactured Housing. The former term was Mobile Home, which was officially changed to Manufactured Home in 1976, even though our cultural awareness has not often caught up. A home built to HUD standard can go as low as 320 sq. ft., is built in a factory, then transported on wheels. The wheels are removed and the home is placed on a permanent foundation per the jurisdiction requirements.

HUD was formed in 1965 as part of President Lyndon B. Johnson's War on

Poverty. Now, some 57 years later, the housing crisis is still raging on and we are far from everyone having a roof over their head.

So how can the IRC or HUD standard-built tiny home help eliminate the US housing crisis? One solution is for more manufacturers to build tiny homes. The fact that an IRC- or HUD-built home can go as low as 320 sq. ft. is where we begin to see this size of home fitting in backyards, meeting financial budgets and giving families an opportunity to house loved ones on the same property but with privacy in mind.

The challenge for so many who want to “buy land and place a tiny home on it” has more to do with zoning laws requiring minimum housing sizes versus the building standards they are built to.

For example, The City of Encinitas requires a minimum house size of 600 sq. ft. While this would allow for an IRC or HUD-built home, it would not allow a Movable Tiny Home or Park Model RV due to the size requirement alone, regardless of the standard the home was built to.

For the person who is dreaming of going tiny, living in 600 sq. ft. surely meets the definition of living smaller, especially if the national average of homes in the US is 2,500 sq. ft.; 600 sq. ft. is three times less than the national average.

If we ever hope to change the stigma of manufactured housing, then the housing manufacturer of tomorrow will require more education and a drive toward well-designed, well-built homes.

The question is what manufacturers are ready to lend their credibility, experience, and skill set to this industry so we can create housing solutions for people and the planet? **GSCB**

Lindsay Wood, “*The Tiny Home Lady*,” is a Tiny Home Owner and consultant for buyers and builders as well as a real estate developer, focused on developing 100,000 Tiny Homes across the US.



Residential & Showcase Garage

VINTAGE MOBIL GAS STATION AND GARAGE

Iola, Wisconsin

This rare combination of iconic Americana, nostalgia, man-cave creature-comfort coolness, and mechanic's working garage highlight the interiors and exterior.

You'll find custom-built craftsmanship and character in every corner of this project on the Iola Car Show Grounds. The classic feel beckons passersby to find out who owns this garage, what's inside, or which cars are lucky enough to park here. This entertaining time machine shouts classic cars and a bygone era not forgotten. Inside the garage you'll find a lift, detailed and restored cars, workable space with modern, durable flooring that can take on a lot, and components that increase the life of the space and its valued contents. The well-appointed quarters are perfectly placed across from the workspace where gearheads can get grease on their hands, car junkies can admire rare hot rods, and hobbyists can perform detailing. Modern heating and cooling systems give this space a comfortable escape while personal touches with stories behind them only makes one smile. **GSCB**



🏠 GARAGE OF THE MONTH 🏠



THE DETAILS

INSTALLER(S): Hixwood, Garage Experts, R.H. Fischer Overhead Door, Alchemy Concrete, Mid-State Sign Service

SPECS: Resident-owned, Showcase

ROOF STYLE: Vertical

ROOF, WALLS AND PANEL MATERIALS: Steel, Hixwood

FLOORING: Garage Experts, top and finished layer; Alchemy Concrete, base

OVERHEAD GARAGE DOORS: C.H.I. Overhead Doors, insulated steel

WINDOWS: Hass Builders Supply





Helping Clients Find Benefits of Insulated Garage Doors

Lead Homeowners to Doors that Protect and Save Money

BY DAVE KRYZAK

Many homeowners may not realize that insulated garage doors are on the market, so it is important to discuss the options. They can go the DIY route with insulation kits, contact a professional or replace the entire door. When opting for a brand-new door, a homeowner can add insulation and style to their home.

Insulated garage doors are a huge benefit for homeowners looking to lower their electric bill. These doors help decrease energy usage and provide many other benefits. Since the garage door is the largest opening to a home, it needs proper insulation.

Older and poorly insulated garage doors lead to many problems. For example, water can build up after a large

storm or days with high humidity. Standing water in the garage has a difficult time evaporating and causes issues with mold. A buildup of water can lead to condensation forming on vehicles and electrical devices, causing deterioration. Properly insulated doors help prevent these problems.

It is important that you tell your clients about the benefits of insulated garage doors, including the problems they solve and how. Let's take a closer look at the benefits so you may discuss them with homeowners.

Energy Efficiency

If a homeowner's garage door isn't insulated, it can cause a significant increase to their electric bill. An insulated door helps seal the garage from the outside temperatures that seep into the space. Installing

an insulated door will create immediate savings, due to this door's efficiency in keeping out hot and cold air. Speak to your customers about how these garage doors make the most sense for their home, especially if they have an attached garage. Attached garages pose the most significant energy drain because the home will most likely share at least one wall with the garage.

Hot or cold temperatures entering the garage through an uninsulated door will seep into the home. The walls and doors connecting the garage and home allow easier temperature transfer into the home. Heating and cooling systems must work harder to adjust and correct these temperatures, causing higher energy usage and resulting in higher energy bills. Speaking to your customers about how they can save money and get a return on

their investment will help them make the best decision for their home.

Reduce Noise

Another area to point out is how insulated garage doors will help reduce noise from entering the home. The thick insulation helps with noise reduction, especially if they live in a crowded neighborhood or near a busy street.

Sounds emanate from a garage space easily. People who work in their garage don't want to disturb their neighbors. Insulated doors trap most of the noise from power tools, which makes for happy neighbors.

Increase Door Strength

Insulated doors are more durable than regular aluminum doors. This increases the price because they are often made from steel, which costs more. Speak with your customers about the return on their investment (ROI) if they spend more on the insulated option. Since they are more durable, they may require less maintenance and repairs. The materials in these doors also help prevent warping and dents that cost a lot to fix. Insulated steel

doors will always outlast an uninsulated aluminum one.

Protect the Home & Garage

When protecting vehicles, the home, and other belongings, an insulated door is a great investment. Extreme heat, cold, and humidity can damage items inside, which leads to repair bills and possible permanent damage. Educate customers how the insulated option will better protect their home than an uninsulated door. Insulated doors, coupled with proper, controlled temperature management keep the home at a consistent temperature throughout the year. Keeping a vehicle in a controlled environment helps prevent wear and tear due to temperature fluctuations.

These doors also help keep water out of the garage. If water that seeps in cannot escape, it can create damage-causing humidity and condensation. High humidity and condensation levels can cause tools to rust, can damage a car's electrical system, and will encourage mold development in the walls and items stored in the garage. Insulated doors prevent these issues by forming a tight seal with the

floor. Since protection is top priority, it's important to discuss these benefits in detail.

Increase Curb Appeal

The garage door is one of the most visible aspects of a house. Modern insulated garage doors come in a variety of styles and materials; a high-quality door that enhances the style and look of a home elevates the curb appeal. A good-looking garage door will also boost the home's value, providing the homeowner with a nice return on their investment.

Most homeowners don't know all the benefits of an insulated garage door and its advantages over an uninsulated one. Provide beneficial information on this topic and how these doors increase the value and give customers an ROI on their home. Offering customers the highest-quality, money-saving products leads them to make the best decisions and helps you build trust. **GSCB**

Dave Kryzak is the owner and operator of Palm Valley Garage Doors serving the Phoenix area.





Tube Building

Reed's Metals Lays It Out For You

BY LINDA SCHMID

Tubing has long been used to build carports, but interestingly, people are finding more uses for it. Tubing is rated Schedule 2, so it can be used for residential building, and recently Reed's Metals has seen that there is interest in using tubing for small residential buildings. Why, you may ask, but there are many benefits to building with tubing.

David Cravey, Senior Building Representative at Reed's Metals, said, "Tubing is engineered as a Schedule 2 building material, which means it can be used for a residential build,

as long as it is no bigger than 50' wide or 16' tall. People are starting to use the tubing to frame smaller barndominiums with a gable-style roof. They like the steel for fire-proofing, the wind speed for stability, the look of the steel on the exterior, the way it's designed, and the ease of pulling permits, plus having the main frame erected a lot sooner than a wood frame, saving on materials, and the turnaround."

The tubing is engineered to withstand a minimum wind speed of 140 miles per hour with 3-second wind gusts so it is very stable. Another benefit is that people can get the engineered drawing they need quickly for permitting; it can be a matter of





hours rather than days or weeks. Further, with fewer members than some building methods, iron stud building, for instance, it requires less labor and materials.

The Process

The first step in any building project is, of course, collaborating with the customer and finding out what they want. Size and use are important considerations. Lucas Rollison, Regional General Manager at Reed's Metals, said that they usually find that the building needs to be bigger than the building the customer initially requests as they are only thinking about their current needs.

"If they ask for a 30' x 40', we try to move them into a 40 x 50 or 50 x 60 to give them some room to grow. I can't tell you how many times customers have come back and thanked us for it because down the road they find they need the space," Rollison said.

From the sales team, a CAD drawing is forwarded to the customer for approval and then the project moves on to the detailer who puts it together, in a drawing which shows the pieces needed and how they fit together. From there, it moves on to the shop where all of the tubing pieces are fabricated by hand to the correct lengths. Then, with larger, more complicated buildings, they lay it out to be sure it is good to go.

The building pieces go to the builder in a pre-fabricated kit that is particularly adaptable for hard-to-get-to places as they can stack it out front and the supplies can be easily transferred from there.

The pieces go together like an erector set, with the builder pulling it together and adding screws. The tubing is 2" x 3" and there is insert material welded into it that is about 1 3/4" x 2 3/4". The insert provides a fastening space, reinforced with two welds and two screws creating that stability the tubing is known for.

The ground rail is anchored into the slab with the insert in

the ground rail protruding up so you fit the post over the insert. When you bend your tubing at the peak, you achieve the desired pitch and width.

The tools required for the job are pretty basic: a 1/4" impact nut driver, standard for roofing screws, tin snips for minor trim modification, a 3 ft. level, a hammer drill for anchors, and a 3/4" wrench.

"Putting the building together is pretty intuitive if you get the right person in the position; it just clicks," said Rollison.

The Right Person for the Job

Filling positions with the right person is their greatest challenge these days. Of course they are not alone in this, many businesses are experiencing this challenge, including builders.

Their associated builders receive a lot of leads from Reed's Metals; they know these people are experienced, and a quality kit in the hands of an experienced, quality builder will lead to the best outcome.

Keeping a Lean Footprint

Nowadays, many customers appreciate companies and builders who try to keep their footprint lean and their builds efficient. One way to do this is to purchase steel from U.S. suppliers, close to home. Reed's Metals works mainly with USA Wholesale because they like the quality of the product. It is mostly 2" x 3" 14-gauge Galvalume-coated steel, which is slick and clean.

Another way to keep building lean is to eliminate waste. The detailer at the company who creates the pipes, cuts the tubes as efficiently as possible, which keeps waste to a minimum.

Using materials that will last a long time is another way to show that you care about your footprint. With a 45-year warranty from AkzoNobel on their panel's paint with no coastal setback, a builder can feel confident that their build will last.

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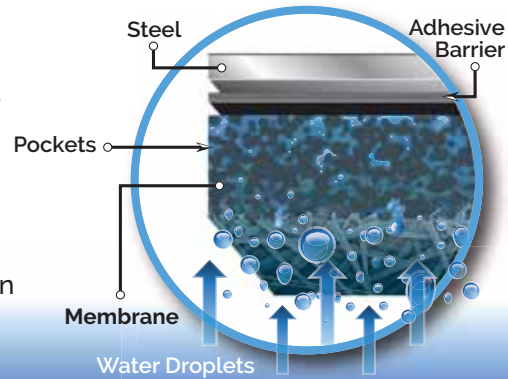
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