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October/November 2022
Vol. 3, Issue 5

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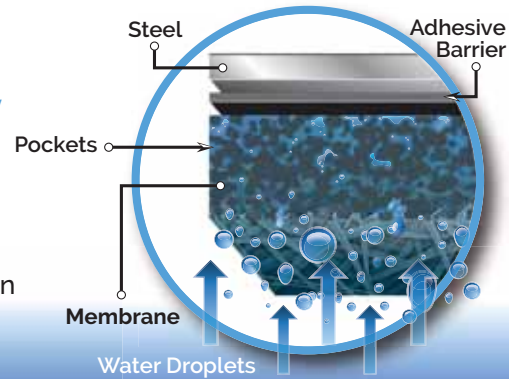
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An Exclusive Change

Dear Readers,

You may have noticed a change. This is the first issue of *Garage, Shed and Carport Builder* you have received where it was not included with another magazine.

With our seven magazines we have a degree of overlap. If you build garages, you probably do similar types of construction covered in *Rural Builder* or *Frame Building News*. This overlap dominates how we launch new publications.

We hope our existing subscribers will find the new magazine interesting and subscribe. Then we have outside advertising, presence at trade shows, and digital promotions to grow subscriptions beyond our existing subscribers.

This is the first issue of *Garage, Shed and Carport Builder* that exclusively mails on its own. My baby has grown into a full-fledged magazine standing on its own merits.

Thank you to our advertisers and subscribers that have made this growth possible. I hope you like the magazine enough to share it with a friend and help us continue to grow.



Gary Reichert, Publisher
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🏠 EDITOR'S NOTE 🏠

A New Season, and It's Showtime

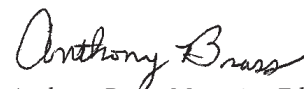
The arrival of a new season is exciting; it brings new work, new projects and more opportunities to have them published! As your builds progress, keep us in mind.

In this fall issue of *Garage, Shed and Carport Builder* magazine, you'll find subjects both informative and inspiring including planning and building horse run-ins, insights on upselling premium

flooring, safe shed hauling, and building portable, multiuse one-car garages.

Industry "Show" season is rolling on. The must-attend Construction Rollforming Show in New Orleans this month and our *Garage, Shed and Carport Builder* Show this January in warm and sunny Greenville, South Carolina, present you with opportunities to network, grow and succeed.

Don't miss out on these opportunities, and make it a season to remember for you and your company.



Anthony Brass, Managing Editor



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A shed built with comfort in mind.

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Shed Companies Share Keys to Growth

In mid-August, Inc. Magazine released its list of 5000 fastest-growing privately-owned companies in the United States. Several shed manufacturers and companies related to the shed industry made the list.

Fisher Barns, a shed builder headquartered in Abbeville, South Carolina, was ranked #4230 on the list with a three-year revenue growth rate of 109% for the period from 2018-2021.

Founded in 2003, the company has seen expanded growth in the recent years. In addition to simple sheds and storage buildings, their product lines have grown to include prefabricated garages, cabin shells, horse barns, dog kennels, outdoor kitchens, children's playhouses, lawn furniture and more.

Marvin Fisher, co-owner of Fisher Barns, credits the company's growth to three main factors: product availability, competitive pricing, and an energized local economy. Fisher Barns focused on their products that were the most profitable.

From there, the production team worked to simplify work processes and become more efficient. By focusing on fewer types of products and becoming more streamlined in their workflow, the company was able to produce a larger volume of products.

Looking to the future, Marv commented, "We hope to maintain the efficiency and profitability we have currently, and at the same time look for ways to expand into other products in order to continue to stimulate more growth."

For a second straight year, **Esh's Utility Buildings**, a shed builder headquartered in Burkesville, Kentucky, has been named to the list. The company was ranked #1533 on the list with a three-year revenue growth rate of 418% for the period from 2018-2021. Esh's Utility Buildings was included on the list under its Kentucky state-registered business name, Gingerich Structures, LLC.

Founded in 1984, Esh's Utility Buildings has experienced significant growth since being acquired by new ownership in 2019. Traditionally, the company's product lines were focused on sheds, prefabricated garages, and other storage buildings. In recent years, they've expanded into additional categories, including cabin shells, children's playhouses, horse run-ins, dog kennels, chicken coops and more.

Also making the list for a second consecutive year is **Sheds Unlimited**, a shed and garage builder based in Morgantown, Pennsylvania. The company was ranked #4997 on the list with a three-year revenue growth rate of 80% for the period from 2018-2021.

Since its beginnings in 1988, Sheds Unlimited has expanded to become a top manufacturer of prefabricated sheds and garages in the Mid-Atlantic region. Over time, the company's business has evolved from dog kennels to storage sheds and beyond. Deluxe storage sheds, multiple-car garages, and other large buildings now make up the majority of the company's product offerings.

The company credits much of its growth to the people behind the scenes. What are the top reasons for Sheds Unlimited's ongoing success? "Our team, our team, our team," said Slava Mashkov, Sheds Unlimited's HR manager. "We work hard to make sure

each person is happy in their position. Often that comes through conflict and debate. Then we find a resolution and we make progress."

Investing in resources and training for its team members is a strong company value. "We strive to provide each person here with the tools and knowledge they need to excel in what they do," Austin Beachy added.

Zook Cabins, a modular log cabin and log home manufacturer and retailer, headquartered in Atglen, Pennsylvania, also makes the list for a second consecutive year. The company was ranked #1490 on the list with a three-year revenue growth rate of 429% for the period from 2018-2021.

Zook Cabins is a family-owned business that was founded in 2006 and now serves customers across the continental United States.

The company attributes its impressive growth to its team and a strong vision for future growth even through 2021 with its volatile material pricing and other pandemic-related challenges.

The energized team, along with its quality homes and cabins, has positioned Zook Cabins as a leading modular cabin manufacturer and retailer throughout the United States. "Our goal," said CEO Jonathan Zook, "is to continue to serve our customers in even better ways as we expand into the modern cabin and tiny home markets."

Other shed companies making the list include — but are not limited to — The Backyard & Beyond, a family-owned and operated shed builder operating in Ellsinore, Missouri; GEMCO Building Systems, a shed and metal building company headquartered in Shreveport, Louisiana; Montana Structures, a shed builder located in the State of Montana; Site Prep, a garage and shed foundation installation company headquartered in Gap, Pennsylvania; Northland Sheds, a shed builder headquartered in Milbank, South Dakota; and Northwood Industries, an indoor/outdoor home improvement center headquartered in Hayward, Wisconsin. **GSCB**



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Carport Central Builds Projects and Relationships

BY ANTHONY BRASS



PHOTOS COURTESY OF CARPORT CENTRAL

Albert and Jay Lara began working in the building industry for someone else. The company they worked for helped many in North Carolina find building solutions. However, the Lara brothers wanted to establish their own company, so in 2014 they founded Carport Central, an online dealership. The company was then expanded into physical locations and has grown rapidly. Rather than serving just North Carolina, the business serves dozens of states; in 2020 alone, they provided more than 1,200 customers with metal buildings.

“I think initially the Laras had a much larger vision,” says Harrison Kyles, assistant marketing director. He adds Jay was especially interested, with his engineering background, and saw an opportunity to build larger metal

structures and larger garages. They wanted to reach out to more customers with varying requests and meet their needs.

An early challenge was getting their name out and marketing to a broader audience. “One thing we did was focus on premium quality with everything that we build,” Kyles says. “We wanted to make sure whenever we created a structure that it lasted a long time.” He says this built a strong reputation that extended beyond the Carolinas. Carport Central was named as one of the “Fast 50,” an award given to one of the fastest-growing companies in the region.

Albert and his team have come a long way since 2014. They build metal structures for many different applications. In addition to carports and garages, they build industrial warehouses, large commercial and ag buildings, larger garages for multiple vehicles, like fire

stations, and smaller residential metal structures. “They had a mindset then to see what metal buildings could be,” Kyles recalls. Carport Central recently installed a 35’ x 35’ two-car garage and RV storage combo.

‘Pre-emptive Strike’

In 2020, the company foresaw a steel shortage so pre-emptively bought up a large quantity of steel.

“We bought quite a few tons of steel and sold to the smaller folks,” Kyles recalls. They possessed the most steel in their area and sold it to dealers — without jacking up the price. “That changed the game for everybody as well,” he says, “selling it at cost.”

In addition, to combat any drops in sales, they invested more in marketing. Kyles says they started a couple different marketing series focused on more

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information-based content to aid potential clients. “There is so much to learn and so many different components, a lot of different points you can miss — a lot to take in. We want to make sure everybody is making the decision that’s right for them.” Kyles adds they want customers to get the products and services that meet their needs and are able to use them for years to come.

Growing Their Base

Located in Mount Airy, North Carolina, Carport Central has more than 28 dealers across the US. It is essentially a dealer and its own entity.

However, it works within the American Building Network. “They [American] are the manufacturers; they build the structures,” Kyles explains. Carport Central is mostly an online dealer. “We call this the ‘Amazon’ of the carport industry.”

The growth requires understanding homeowner needs. Kyles says the residential housing market is challenging to enter. “It’s a whole different ballgame when somebody’s going to be inhabiting the structure with a risk Cat 2 or 3 and you have to accommodate it with a lot more bracing and foundation.”

Kyles says their success comes from close communication with customers and contractors. “We talk back and forth with



everybody, try to get them the best price and best manufacturer for their area. Who can get it out the fastest and meet in the middle and get pricing, then what’s going to work best for that customer.”

Customers use the 3D estimator tool on their website to visually plan their structure. “They can submit different inquiries and applications and we use our CRM systems to keep track of these.”

He says coordination with builders is imperative. “You have to work cooperatively with a lot of different homebuilders, the installation crew, and people that finish out the rest.”

They work with builders who put up barndominiums with new attached garages. Carport Central partners with Trac-Rite doors when adding automatic roll-up doors. Attached garages on new barndominiums present challenges. “It’s

very specific engineering for that,” Kyles says, “to create a residential home for the same kind of construction and baseline you would build for a 20’ x 20’ carport. You’re applying additional ‘home’ engineering.”

When a garage is not part of the plan, the company offers carports. “We push for them. Carports are essential, especially to keep cars in decent condition. They are phenomenal for that.”

Many of their builds are larger, such as 40’-wide structures including triple-wide roof styles, providing a lot of storage.

The company adds barriers to the undersides of roofing components to prolong the life of the structures, especially carports and ag buildings. Kyles says adding vapor barriers is important. “We offer DripStop as well inside all the buildings.”



Communication & Tours

Kyles says the people at Carport Central have a very accommodating communication style; they try to think like the people they're working with. "What's going to be the most comfortable for the customer?" Kyles and the team ask.

The company uses e-commerce, phone, and face-to-face interaction. They have an "open-door" policy and are available to meet in person. It even offers clients tours of its main office, industrial warehouse and shop.

"The tours show visitors the entire

process; they get to see everything and find out how we operate." They hear the early calls in the sales process right up to taking the order. They see where and how the building is constructed. "We have our own roll-former," Kyles says. "They get to see that entire process." American Building Network, their sister company, is in the same building. Half of Carport Central works at the facility.

Kyles and his marketing department is not far from the shop section. "Luckily, we don't hear metal clanging too much."

Playing In The Minor Leagues

The company builds many types of structures for many types of clients. Very few are for sports teams, but they supply batting cages for the Class A-affiliate Myrtle Beach Pelicans, a minor league








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baseball team.

The cages include 12-gauge metal “legs” and 26-gauge metal panels. “I was able to go to the Pelicans photo shoot and speak to them, connect, get footage, and see how the product helps them,” Kyles recalls. “If there’s some sort of shelter needed, we build for your way of life.”

Industry Direction & Culture

Kyles admits this is a fast-changing industry. “I think it is everchanging – there are so many different innovations, things that change day-to-day.” He says the sky’s the limit when looking for applications in your work. “You can go as far as your imagination takes you.”

The company exercises its imagination and develops its culture through group talks and visits to Myrtle Beach. Albert



rents out a place for his team and speaks briefly to his group at the beginning. These gatherings mostly consist of sitting and socializing, relaxing, and building a

convivial, family atmosphere.

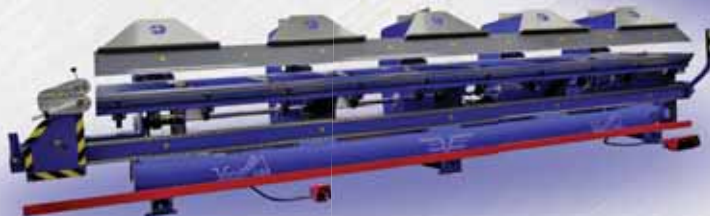
“It’s a very tight-knit group,” Kyles says. “Our core focus is on helping one another.” **GSCB**

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"When we went to Mules," owner Derek Wipf (pictured second from left) said, "the customers' expectations changed and now they expect us not to have any lawn damage. The Mules have helped us to get buildings into people's yards even after an inch of rain if there's established grass with minimal to no lawn damage. It would be impossible for us to deliver without a Mule. They're a must-have."

"And the track Mule has made it even better," Johnny Waldner, Jr. added, "I love it. It's a totally different machine than the 4's, but once I got used to the electronics, it's just as smooth. We couldn't do what we're doing without the Mules."

"Cardinal's customer service has been superb," said Derek. "We are absolutely very, very happy with the service."

Thank you, Derek, Johnny, Johnny, Jr., and Menno for trusting us for your delivery solutions.



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The High Barn style
one-car garage.

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Portable Garages

Serve as Multi-Purpose Storage

BY ANTHONY BRASS

Sheds built for multi-purpose use are more popular than ever. The portable one-car garage is another structure that can provide versatility in storage options.

Many want to use the extra space for more than just storing tools and backing in the riding mower. The one-automobile shed provides a solution for car storage, especially when a homeowner has two cars parked in their existing garage and they don't want a third vehicle parked outside and exposed

to weather.

Portable garages are manufactured with, or set on, a temporary foundation so they can be relocated conveniently and economically. Owners don't have to worry about leaving them behind when they move. They aren't forced to sell that third vehicle due to a lack of storage at a new residence. Many asking for these sheds want the ability to park a car, motorcycle or even small pickup truck inside. When you offer this type of portable shelter, you're adding more potential buyers.



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The 12' x 20' classic style one-car garage.
PHOTO COURTESY OF NORTHLAND SHEDS.

Sheds with 4x4 or 4x6 skids underneath are considered “portable.” There are other components that make them portable as well as useful for car storage.

“All of our sheds are portable; each has its own floor structure,” says Mervin Miller of Northland Sheds. “We try to explain the advantages for each, depending on what their storage needs are. There’s a limited amount of structure you can put into a wooden [shed] floor,” Miller says. Customers like these floors in garage sheds for long-term vehicle storage as there’s less moisture buildup. “The wood floor has an advantage because of the ‘dryness’ of the floor; there’s no condensation buildup on the floor.”

The use of sheds for reasons once thought unorthodox doesn’t seem to be dissipating. Austin Beachy of Sheds Unlimited says portable sheds that are large enough to park a car are popular.

“We do pretty well with them,” Beachy says. “The 12’ x 24’ is a pretty common size.”

He says some specifically ask for a shed to use as a car garage. But keeping a daily-use vehicle in this type of storage comes with a caveat.

“We generally don’t recommend using it every day, pulling [a car] in and out on wooden floors,” Beachy cautions, “you’re inducing a lot of stress rolling across it.” He adds this results in the rest of the shell of the building outlasting the shed floor.

He recommends building directly on a concrete pad. “We

omit the wooden floor, bring out a layer kit and bolt it on top of the concrete pad.”

Beachy recommends using 4” to 6” of concrete. However, if owners only want wooden flooring and prefer lighter materials for easy portability, and still park a car and pull out daily, he says install 2x4s that are closer on-center to “beef up” the floor and provide more support.

Wooden floors are lighter, aiding shed-portability, but reinforcing the floor requires heavier applications and extra layers. “Our sheds floors have a 16” on-center-spaced floor joist area that’s essentially supporting that plywood.”

These portable sheds are constructed to sit on either a permanent foundation or temporary one. The difference is in the final foundation and finish. Temporary foundation finishes contain materials that are easy to disassemble, load and transport.

“It’s easier just to bring a building with the wooden floor and set it down,” Beachy says. “We can do that with one driver.”

Measuring Sheds & Car Lengths

Beachy says you’re basically building the shell of these shed buildings. He says calculate the length that you need.

“If your car is taking up 16’ to 20’ of that room, and you want an extra 10’ for a workshop area or storing yard equipment, do a 12’ x 30’ or 12’ x 36’ to have that additional room around that



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vehicle to store things.”

Beachy says building these sheds at 16’ widths is ideal. He adds 14’ of width space inside is sufficient to open your car doors and get out.

“At 12’ it can feel slightly cramped, but it’s still doable.”

Sheds Unlimited uses ProDoor garage doors on these one-car garages and other sheds.

“You’re talking about a garage door that’s 9’ wide,” Beachy says. “So, you can pull a car in and out comfortably. Once inside you’ve got a couple extra feet on each side to swing your doors.”

Motorcycle owners storing or parking their Hogs have an option. These sheds provide the smaller vehicles proper shelter and even more space for owners to work with than when parking a car inside.

Full-size cars and cycles aren’t the only vehicles for these sheds. “People want to drive their side-by-sides [ATVs] in and out conveniently,” Miller says. He says the doors with wider openings on garage-sheds make it easier to pull their ATVs in and out. Northland Sheds uses Clopay doors on their projects. Miller adds these come in varying widths, and are typically insulated.

Ventilation & Insulation

Shed-garage combos with proper ventilation increase airflow and release VOCs from cars, running or not, and vapors from gas cans.

Windows or side doors provide plenty of ventilation. “As far as adding doors or windows, that’s easy to do. Windows have screening, so in summer you just throw them open; the building airs out pretty quickly,” Beachy says.



The main garage door of the shed allows a proper opening for allowing exhaust to escape.

Beachy says built-in roof ventilation for these sheds isn’t usually necessary, but it is an option offered early in the planning stage. These sheds aren’t usually insulated, he adds, which keeps the overall weight and portability in check, but adding insulation to walls and a main door are options. “We can get the doors with vinyl- or steel-backed insulation.”

The portable garage-shed allows several design options and themes, from a man cave to working space, around the vehicle.

“You can turn any shed into an office or ‘cave-area’ of sorts in almost any configuration, as long as it’s properly thought about ahead of time where you add insulated doors, windows and venting,” Beachy says.

Conclusion

The portable garage adds another structure to the list of offerings you can provide to customers. The multiuse shed trend reflects the mindset of customers who seek versatility and portability. Building a structure that can be moved from location to location and used for a variety of applications make for a practical, appealing option for consumers. **GSCB**

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Shed Flooring Option Upgrades

Explain Features & Benefits to Close An Upsell

BY ANTHONY BRASS

Imparting knowledge on customers about the sheds you build establishes rapport. Providing them with information about higher-grade flooring options may be an opportunity for an upsell. Upgrades add value by increasing a shed's lifespan and completing a finished look to the floor.

Upgrading the shed floor provides you with an opportunity to optimize the sale with a customer who already trusts you. This extra effort showcases your product knowledge and keeps those you're working with informed about how those products prolong the life of their shed and add to their shed enjoyment.

The Customer Lifetime Value (CLV) is the net profit contribution made by a client to your company over a period of time. The longer the relationship, the higher the profitability factor. Focus the approach on how the upgrade is worth the extra investment. The straightforward approach of explaining exactly why premium flooring or another upgrade is beneficial keeps your customer involved in the conversation as well as other potential future work. Explain the features and benefits for the higher-end choices.

Shed flooring typically consists of pressure-treated or

untreated plywood or a base made from composite materials. Discussing all the options presents an opportunity for a flooring upgrade/upsell. Enhanced versions of basic floors (those with different materials that make a shed floor more durable) require extra attention but are worth your time. Upselling the customer to include higher-end products falls on the ability to list the specifics why these options are worthwhile. You're not just a salesperson — you're a Subject Matter Expert (SME).

Don't Oversell

Before recommending an upgraded shed floor option, the best practice is to first ask what is going inside the structure. Engage your customer by asking "open" questions. (Open questions require more than a yes or no answer.) This will help you learn about their specific needs and intentions. Then, follow-up with the flooring options that meet their requirements.

"They have to be very communicative about what the usage is," says Erica Goodnight, CEO, Union Grove Lumber. "You want to upsell but you don't want to oversell. You want the transaction to be one where somebody feels they are getting value in whatever option they're choosing."



Tongue and groove plywood used for shed flooring.
PHOTO COURTESY OF UNION GROVE LUMBER.

She says a premium floor-option upsell depends on what's going inside, so then the sale becomes a "usage-based" one. "The salesperson [builder] needs to make sure the buyer of the shed is buying a floor appropriate for their usage."

The look also matters to shed owners. For example, treated plywood flooring vs. PerformMAX, an OSB-based floor with a medium density overlay (MDO): The difference in those two is appearance. "Does the homeowner want to 'see' plywood underlayment or a consistent brown face (MDO)?" Goodnight asks. After hearing a description of MDO, "many folks prefer one over the other." Or they make a decision after they research the options.

She adds the MDO option has a brown paper "face" so it looks very consistent throughout the entire shed floor. The upsell is now geared more toward the aesthetics — the desired look. "You can sell it based off an aesthetic purpose," she explains.

The upgrade must be relevant to the client. The climate and weather must be considered before pursuing a specific floor type. Humidity levels are lower or less consistent in some regions when compared to others. Offering the treated

underlayment or treated plywood flooring may not be needed to lessen the adverse effects of high moisture exposure, therefore not necessary to mention.

"Treated underlayment is a definitely an upsell over just Brite untreated underlayment," Goodnight reminds. Specific product offerings only matter if the client sees the need, not just the desire, to have it installed. "If you're building in Nevada where it's super-dry, you don't need the treated material as you would need in the Southeast where it's super-wet."

Explain all the features benefits of the appropriate materials. "Dealers or builders need to be the ones most familiar with whatever product their selling," Goodnight reiterates.

She says offer an upgrade of products under the floor, too. "What centers are you running on the floor joists?" she adds. These should be reviewed before suggesting upgrades. "Are you running 12", 16" or 24"?" If you're running a 24" center, you're not going to put any type of equipment in there and maintain the vitality of that shed," Goodnight cautions. "But, if you're running 12" centers and only storing crafts, that's overkill." She adds communication is key and making sure what is under the floor



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

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is appropriate for the shed’s use before you advise it in a sale.

After you explain the features and benefits of the upgrade, the owner should be knowledgeable enough to make a decision. However, you should ask if there’s a possibility that they will use the shed for a different purpose down the road. Or if there’s a chance they will store heavier equipment or vehicles in the future. The answers you receive may have an impact on what you offer. “If they’re going to even think about storing something with more ‘intensity’ in it, [builders] are going to have to help them plan for that,” Goodnight says.

Warranties are Warranted

Warranty information should be included on product upgrades. A quality warranty makes a high-end floor offering more attractive. These cover the cost of replacement or remedy.

“As far as warranties, the upsell is there,” Goodnight says. She refers to the OSB-based, MDO flooring, like PerformMAX, versus typical plywood mill warranties. “This has a 25-year manufacturer’s warranty, and plywood does not.” She says it’s important to point out the number of years the warranty carries or if it’s excluded.

The owner makes the decision, but the aesthetics overshadows warranties for some. “Some don’t care about a warranty; they just want plywood through and through. It looks beautiful, but doesn’t carry a lengthy warranty, if any,” Goodnight says warranties, no matter the coverage, add value when available.

“The warranty, for myself, is what would win me over,” Goodnight says. Union Grove Lumber says they try to make sure that all of their mills offer warranties on products; they say the significance of the warranty, including which mills and products carry these, is just as important to them as it is to shed builders and owners.

Again, Goodnight stresses you need certainty that the flooring you install, as an upgrade or not, is suitable for shed application. That is, one product may only have a warrantee when used for residential purposes while another product has a warrantee specifically for commercial and shed installations.

Material Choice and Coatings

Plywood commonly used in floor construction are usually from 3- through 6-ply. But many options, including tough overlays, increase the potential for the upsell: water-resistant, pressure-treated plywood hot-pressed with oils; modular flooring systems with exterior-grade CDX plywood; OSB-based composite floors made from Southern Yellow Pine chips tossed in solid and liquid resins with MDO “smashed” in, creating



The PerformMAX shed floor has a 25-year manufacturer’s warranty.

PHOTO COURTESY OF UNION GROVE LUMBER.

varying thicknesses; anti-slip, anti-fatigue flooring; diamond plate tops, useful for sheds with a shop; PVC nitrile sponge rubber; and tongue and groove flooring. Other offerings include coatings, like epoxy or concrete paint.

“Homeowners can add whatever they want to the top and make it look as nice or as ‘industrialized’ as they want,” Goodnight says.

One example: If a multi-purpose shed will be used as a garage in a non-arid region, keep the added moisture in mind. Cars bring in water on the tires and body — especially in winter — which drips and collects on the floor. Be sure your customer understands that the upgraded flooring will prolong the life of the building and their enjoyment of it.

Selling a Home and Shed

Sheds are showcase structures. When upgrades are incorporated, these complementary buildings increase the value of the homestead, which can be selling points later on. The shed — and its upgraded flooring — becomes a feature of the property sale.

“A lot of HOAs require sheds to be a certain ‘aesthetic’ look, as a way to help your home sell in the future,” Goodnight says. “Sheds can definitely help increase the value of your home, as an added extension for storage or even office space.”

Conclusion

Offering upgrades to the shed floor not only adds profit, but gives your clients quality and value they desire. When they’re educated in the features and products available that enhance their shed, increase the value of their property, or add to the aesthetics of their investment, both parties are thankful for the upgrade. **GSCB**



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National Hispanic Contractors Association Appoints New President, Sergio Terreros

The National Hispanic Contractors Association (NAHICA, nahica.org) has announced the appointment of its new president, Sergio Terreros.

Terreros is an experienced marketer and business leader whose experience spans marketing plan development, market research, media buying, advertising, social media advising, business relations, media analysis, and all other areas of marketing and advertising.

He is the current president of the Hispanic advertising agency 11/11 Media. Terreros is excited to take his years of experience in advertising, marketing, and leading teams of Hispanic marketers to NAHICA, where he hopes to grow the organization and establish Hispanic contractors as the preferred partner choice in all industries.

“I’m excited for this new role in my professional career and loving this new responsibility; the construction industry needs a well-informed and prepared contractor, and that’s one of my priorities and goals in this new role: develop strategic partners and create opportunities for the community we represent.” - Sergio Terreros

NAHICA’s members include both established business owners and new entrepreneurs. The organization is proud to be the largest reference of Hispanic culture in the construction area by connecting contractors and builders through its expansive networks and events like ExpoContratista.

Drexel Metals Extends to the New England Region

Drexel Metals, a provider of engineered metal roofing systems, equipment and custom fabrication services, announces the opening of a facility in Manchester, New Hampshire. One of four new nationwide facilities opened in the last year, the Manchester location will extend American materials to local roofing professionals — 100% of the company’s steel and more than 95% of its aluminum is purchased domestically. The easily accessed location and local stock mean shorter lead times across the New England region to meet increased customer demand for metal roofing.

“We’re excited to better serve existing customers and support new ones with outstanding materials and services. At the new facility, our knowledgeable and experienced staff of full-time employees can answer questions about difficult builds and assist with in-house fabrication,” says Brian Partyka, vice president of Carlisle Architectural Metals.

The new location will provide increased access to high-quality metal roofing products and will also serve local fabricators with large manufacturing floors, storage space for works-in-progress and production services like cutting to length and coil slitting. Able to warehouse and distribute 9 million pounds of American steel and aluminum, the new location will also be furnished with a full range of fabrication equipment, such as portable rollforming machines, decoilers and more.

Garaga Acquires North Central Door








Garaga Inc. has acquired North Central Door, located in Bemidji, Minnesota, thus strengthening its position in the American market. This acquisition will give the company access to a distribution network of more than 150 points of sale, mainly located in Minnesota, Wisconsin, Iowa, Montana and North and South Dakota.

“In Canada, we are the leader in garage door manufacturing with a significant market share. The acquisition of North Central Door will allow us to strengthen our position in the American market and thus continue our growth. Access to this distribution network will facilitate the export of Garaga products manufactured in Canada since our products are complementary to those manufactured by North Central Door,” explains Maxime Gendreau, co-president of Garaga.

Displaying strong momentum, Garaga received the prestigious “Industry of the Year” award last spring from the Chamber of Commerce in Ponca City, Oklahoma, for the innovations and job creations it has made since the acquisition of Mid-America Door in 2018.

Garaga Inc. will celebrate its 40 years of existence in 2023. **GSCB**

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Beyond Storage

Tips & Tricks For Building More Comfortable Sheds

BY LP BUILDING PRODUCTS

Prior to the COVID-19 pandemic, it's safe to say the top way to use a shed was for storage. Most homeowners considered sheds to be the ideal spot for gardening equipment, outdoor toys, holiday decorations and other items that weren't used on a daily basis. While sheds are still used for storage in many cases, alternative-use sheds continue to take center stage.

Builders, then, must consider products that help make their structures more comfortable, stylish and livable when they are being used for other purposes. Let's take a look at how sheds have become more than a storage option and review how shed builders can meet their clients' needs with options that make their structures cooler and more comfortable.

Sheds on the Rise

More than any other factor, the COVID-19 pandemic changed the way homeowners think about sheds and their possibilities. According to ShedPlans® [<https://shedplans.org/>], worldwide search interest in office sheds increased dramatically in 2020, compared to statistics from 2019. In fact, from March through May 2020, worldwide searches rose by 72% compared to the same period in 2019. Searches for shed builders also increased as the pandemic's effects continued to be felt.

USA Today also profiled the main impact of the pandemic [<https://bit.ly/3pKD3Dh>] when it came to sheds: working from home. Without home offices in the picture before the pandemic, many found themselves



making it work with laptops at the kitchen table, on the couch or in their bedrooms. Working from home also included children, as many had to complete schoolwork from home or shift to homeschooling entirely. For a more long-term solution, sheds became a great option for creating the space and environment necessary to adapt.

Thinking Beyond Storage

The pandemic elevated alternative-use sheds primarily for office spaces, but homeowners are finding many possibilities for ways to use their sheds. If they're looking for ideas, a quick online search yields an endless supply of options to browse.

Beyond office sheds, dedicated spaces for hobbies or small businesses

are common. For example, many homeowners find that a shed works well for a craft room or art studio. They can design the space to fit their specific needs and include plenty of storage and light. If a small business is part of their income, a shed can be a great space to allocate for operations. It can offer the room they need for planning, creating, preparing shipments and more.

For families with kids, creating a space for schoolwork, play time or activities can be a game-changer. A well-designed backyard shed can serve as their own special play area, full of messy art projects, toys, games and more. It can also be the perfect spot for a mid-day snack while playing outside or a slumber party on a summer night.

And, of course, sheds are still ideal for

storage. Your clients may be looking for a tidier way to organize their backyard or to transfer some of their items from their garage for more space. Having a cleaner shed space for storage can also mean it's used for items such as clothing, décor and more instead of garden tools, potting materials and other outdoor items.

Transforming Sheds for Comfort

If sheds are being used as living spaces, even for short periods of time, a new factor comes into play for shed builders: comfort. When sheds were used as storage only, they could be built simply and with basic materials — the interior temperature and appearance was not a primary concern.

However, when a shed is used as an office or playroom, it's critical to think of the space as a small room. For example, these spaces may require insulation. That means a housewrap should be applied in order to prevent moisture from collecting in the wall cavity, and regular panel siding would be ideal.

With that in mind, shed builders must consider how to transform their typical shed builds into comfortable spaces. Local codes and building regulations should always be reviewed before any build, but beyond that products are available that allow builders to add value throughout the structure.

Building With Comfort In Mind

For a shed that will be used for more than storage, two factors play a key role: temperature and appearance. To help control temperature, builders can start at the roof with a product that helps reduce radiant energy from coming through the shed's roof panels.

LP® Outdoor Building Solutions® offers LP® ProStruct® Roof Sheathing with SilverTech® as a solution for temperature control. These roof panels help keep shed interiors cooler with a durable radiant barrier, and they also help brighten the interior of the shed.

When it comes to the look of the shed's interior, flooring can be a simple way to

elevate the structure's look. LP ProStruct Flooring with SmartFinish® is a flooring product designed specifically for sheds, built for protection against decay and damage. It also features a durable overlay for a professional-grade appearance. It can boost the appearance of the shed's interior for a clean, crisp look.

Meeting Your Clients' Needs

For clients looking for an alternative use shed, asking the right questions can help you meet their needs and create a structure you're proud to have your company's name on. Here are a few ideas to get the conversation started with a client looking for a unique shed addition:

- How will you use your shed?
- Who will be using your shed on a regular basis?
- What are your top three must-haves for your shed?
- What's most important to you with this build?

Once you have a clear sense of your client's goals for their shed project, you can select products that will help achieve those goals.

Making The Build Easier

With new concerns taking center stage with shed builds, choosing products

that remain easy to install can help you answer your clients' needs without adding complicated installation processes to your work.

Engineered wood products for sheds deliver just that. They can be installed with standard woodworking tools that are likely already on hand. They install like other typical wood flooring and roofing products for sheds.

Conclusion

Storage sheds may still be part of your work, but now many clients will likely ask for more from their shed builds. They will begin to expect products that can help make their structure cool, comfortable and inviting, and it's critical to adapt to this change.

That's why wood roofing and flooring that are engineered to achieve more are worth considering for your next build. Durable to the core and equipped with added value solutions for temperature control and a premium appearance, these products help elevate your shed builds every time. Ideal for your clients who want to use their shed for more than storage, products that do more help create sheds that you — and your clients — can be proud of. **GSCB**





Residential Garage

Fulton, MD

Sheds Unlimited • www.shedsunlimited.net

This 24' x 48' single-story saltbox four-car garage features engineered wood siding with white paint, hunter green trim, and a roof of architectural shingles in dual black. The customer opted to upgrade to 2" x 6" walls for increased structural integrity. They also upgraded from standard fiberglass to a 9-lite door, added windows and handles to the garage doors, and selected two 30" x 40" white vinyl single-hung thermo windows.

This rustic-looking, spacious garage was constructed on-site on a customer-prepared concrete pad. The garage matches the house perfectly. The residents installed their own garage door openers. **GSCB**



The Details:

Builder: Sheds Unlimited

Specs: Residential, Multi-car garage

Size: 24' x 48'

Roof Style: Vertical; Architectural shingles, dual black color

Roof Pitch: 10/12 (front), 5/12 (back)

Frame/Wall Panels/Siding: 2x6 framing w/LP SmartSide exterior, white, with Hunter Green trim

Insulation: R10 garage doors, remaining customer-installed

Doors: 9x7 Carriage House garage doors (4), ProDoor

Walk Door: 9-lite single door, ProDoor

Windows: White vinyl, single-hung thermo, Ply Gem Simonton

Additional Details: 1-3/4" x 11-7/8" LVL beam, Housewrap



Shed being loaded onto a delivery trailer.

PHOTO COURTESY OF NORTHLAND SHEDS.



Safe Shed Hauling

Keeping The Building Secure Throughout Delivery

BY ANTHONY BRASS

After the construction work on a shed is done, next you must get it to the site undamaged. That drive on the trailer may include hostile weather and harsh road conditions. Securing the shed correctly ensures that it will arrive uncompromised. The structure should arrive in excellent condition, looking exactly the way it left the shop.

The shed was built to withstand a great deal. Following the steps below will ensure its journey is a safe one.

Securing Safe Transport

Sheds on 4x4 skids provide a strong base for secure connections to the truck or trailer. Derek Wipf, CEO of Northland Sheds, has created several steps to ensure safe shed delivery. His process starts with prepping the wood base at the manufacturing site.

“We’ll first put down our 4x4s (skids), then toenail into the joist,” he says. “With two skids we tie the building down on the trailer. We use 6” screws that will screw from the top of the joist and into the 4x4,” Wipf says. He adds that using long screws are important when securing a shed; this step prevents wind shift-



Step of shed securement: Toe nailing from the joist into the skid.

PHOTO COURTESY OF NORTHLAND SHEDS.

ing, which is a common issue in Wipf’s region. (The company is headquartered in South Dakota.)

The toenail process ensures a secure connection when traveling. Many companies have notched skids, but Wipf recommends

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A gooseneck shed-delivery trailer with the low profile. PHOTO COURTESY OF MYERS TRAILERS.



This shed delivery trailer features integral tie-down straps. PHOTO COURTESY OF MYERS TRAILERS.

using alternatives. “Our buildings do not have notched skids. So, we’ll put our five 4x4s on the cement at the facility, and on top of that our joists, and then we ‘toe-nail’ them, just crooked from each side, into the 4x4s.”

Wipf says when transporting multiple sheds, they use extra precaution. “We normally leave our facility with three smaller sheds,” he says. “We load with the long-extension forklift and use tie-downs on the trailer that you can move left and right and adjust them.” They tie these down near the 4x4s.

Frequently using trailers up to 60’ long on multi-shed deliveries, Wipf is confident in his company’s transportation method. Additionally, he states, “We put spacer blocks in between each shed so they don’t move and rub against each other.” After securing the sheds for departure, he recommends taking a scheduled

stop. “Any time we’re delivering sheds and going on a route over an hour, we stop and check our loads to make sure there’s no shifting and retighten our straps.”

Component Choices

Northland Sheds, aware of the unpredictable weather of the Midwest, takes precautions by issuing additional protective gear. Wipf proclaims, “Come Fall and Winter we put a mesh tarp on [the load] so we don’t lose shingles.” He advises deliveries be delayed when winds over 25MPH are in effect, as it may lead to the loss of additional product features — even with a tarp. To prevent further roof issues, the company uses Northgate CertainTeed shingles on its sheds because the company prefers a high-end residential shingle that resists blow-offs.

“We use these because of warranty

issues. We don’t want to go back and replace one or two shingles; we try to avoid callbacks.” Northland keeps its trucks parked so the sheds aren’t exposed. They also make sure the wind can’t catch the shingles at the eaves, which can cause significant damage.

“We’ll put one pine board on the end of the shingles that we’ll remove when we get it delivered.” He adds that while some builders use a small crown nailer through the top of the shingle, his company doesn’t because the look is unsightly.

‘Uncompromising’ Checklist

Wipf uses an inspection checklist to see if any of the sheds have been compromised. “When we get to our delivery, we do a walkaround and inspect for damage including broken windows from rocks, siding damage, oversized load flags lost, and we make sure that our straps are all good.”

He recommends completing these thorough checks upon arrival at the delivery site. Wipf says damage isn’t common, but if you see any you need to assure the customer you will take care of it and make it right.

Trusting Your Trailer

Wipf recommends using a trailer with an air ride-equipped system, popular in semi-trucks, that cushions the ride and protects the cargo. The air-ride consists of a rubber airbag that pressurizes and creates a smoother ride, protecting sheds or other items on the trailer. The system absorbs the jostles and sudden shifts that can compromise loads.

Custom-built trailers made for shed deliveries include automatic wheels underneath for tight positioning. “These are a lot better for the buildings; there’s a lot less damage,” Wipf explains. “We do have these, but many don’t. For us, it’s very important.”

Northland uses Myers Trailers, a manufacturer of custom trailers. Built with an air-ride-equipped system, the trailers provide superior shock absorp-



The scissor gooseneck, side-shift wheel, and patented track system aid in shed delivery.
PHOTO COURTESY OF MYERS TRAILERS.

tion so a shed can arrive intact.

Roger King is the owner of Myers (Welding) Shed Trailers. He recommends builders only use trailers with features built in to assure safe shed transport. Some of the Myers trailer features include

upgraded traction that aids in keeping the load under control in adverse road or delivery site conditions. “These have side-shift wheels and a track system that’s patented,” King remarks. “It’s a rubber track that gets more traction than

[regular] sideways wheels. It’s much better in the mud.”

Additionally, trailer height can be a factor. “Many trailers are too tall and don’t ‘ride’ well,” King cautions. He suggests haulers with a torsion axle that allows the trailers to sit on a lower profile. This promotes increased shock absorption and provides a more stable ride for the shed. King proposes that companies use trailers with a sliding ratchet system that allows several maneuverable straps to secure the shed.

Conclusion

Getting a shed to its location safely is just as important as how you construct it. Take precautions to ensure the structures stay intact and remain in new condition. Following the proper guidelines will allow you to protect the owner’s investment and give you the satisfaction of a job well done. **GSCB**



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Animal Abodes

The Ins and Outs of the Horse Run-In

BY LINDA SCHMID

Horse run-ins are pretty basic structures, but as animal shelters from the elements they still require some planning. Here are the basics from our builder partners.

The first thing to consider, according to Joe Cover, of Cover's Construction, is where the prevailing wind is coming from. Build with the back of the structure facing the wind for better protection for the animals and better protection for the building, especially if you are building a portable run-in. In the case of portable run-ins, you will also need to stake this

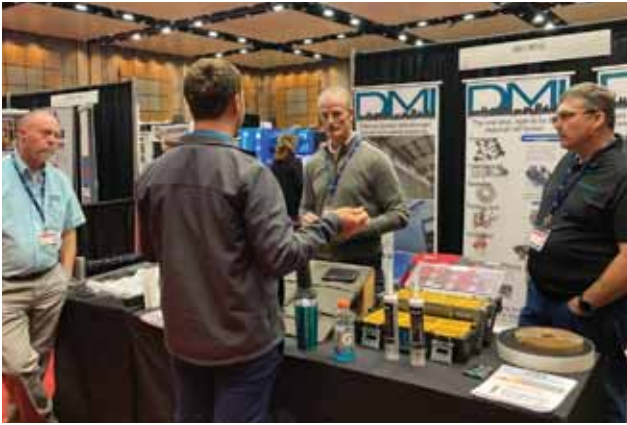
shelter down.

Stephen Keith from Stockade said that a typical run-in shed is usually a 12' x 20' wide, or maybe a 20'- or 30'-wide, long single-slope building with a completely open sidewall.

Roland Kern of Pioneer Pole Buildings adds that he often sees 12' x 24' x 10' high, which accommodates 2-4 horses. The horses' sizes should be taken into account, as well as how well they get along. He adds that horse run-ins often have a front cantilever overhang to help protect the horses from the weather that can get in due to open sidewalls.

HORSE RUN-IN PHOTOS COURTESY OF COVER CONSTRUCTION





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Most animal structures are open- or semi-open-sided for easy animal access. This means the wind can access it more easily also, therefore extra bracing will be required to protect the building from damage.

For a permanent structure, a traditional post-frame building can be constructed with a wood frame and steel exterior. Install the posts extra deep, Cover says, and use an anchor system or blocks to keep them from pulling out.

Keith advises using a G100 or galvalume substrate with a good paint such as Kynar 500 with stainless-steel painted fasteners for the best quality. Another option is treated tongue and groove on the exterior columns up to about 8' with steel siding above. This keeps the horses from damaging the trim.

Material choice for the interior is very important for the safety of the horses. Steel panels should never be used for the lower portion of the walls because horses can kick through it. And if their leg gets caught in the hole they created, it can cut them

terribly, sometimes causing irreparable damage to the horse's leg.

Plywood is a good choice; per Cover, use 3/4" plywood as a minimum thickness. If the horses have access to all the exterior walls and steel is used for the wall cladding, then wood should be used as a base.

Kern concurs with the plywood interior and, in fact, he often uses Plywood T1-11 siding for a safe interior with a rustic aesthetic.

Keith adds that tongue and groove can be used on the interior for stall backs (if they are part of the structure) and sides.

Ventilation is another important concern. Many companies provide ventilation doors or windows. Small roll-up doors placed high in the wall that can be opened or shut are quite handy. They roll up on themselves as a protection from the wind. If a more closed-in structure is necessary, Dutch doors provide ventilation as well as keeping horses inside. **GSCB**

The Scoop on Coops

Pre-Build Considerations



The chicken coop is another common animal structure that can be basic, but there are a variety of functional features to consider.

Elam Miller, from Bird in Hand Pet Structures, also known as The Henhouse Collection, has some advice on construction. The rule of thumb, he says, is 3 square feet per chicken in the confined space. Their chicken coops are generally wood with a composite exterior to protect the building from the elements. Composite is often used for hutches because they stand up to elements and waste, too. The nesting area is usually wood with straw over it. Chickens tend not to peck at wood or other materials, except for shiny material like foil, Miller said, so that should be avoided. Otherwise materials are limited only by your desired durability or aesthetic.

One thing that people often do not understand when they have their first coop built is that they do not need a nesting box for each bird. One for every 4-6 birds is sufficient, and sometimes you find 2 birds sitting in one box.

As with other animal abodes, one of the most important considerations is fresh air. "Chickens need plenty of ventilation. They can withstand most cold temperatures, but that's not true of heat," Miller said. "Heat stresses a chicken more," he added.

The easy way to address their aversion to excessive heat is to cross ventilate. The Henhouse Collection's coops usually have big windows that open and close on the southern exposure and a vent on the north side that can also be adjusted.

Lighting is another important consideration for chickens. Natural lighting is the best, which is another good reason for big windows. LED lights with solar can be installed or electric with a standard 110-volt light



bulb.

Keeping the coop clean is vital for chickens' well-being, so a builder needs to keep in mind that a person will have to enter the run to empty it and clean it out, so the structure's height should be well-planned. Alternatively, a waste tray can be installed under the roost bar that slides out for cleaning.

For a run, Elam suggests that a couple of inches of stone dust or sand should be the basis. In this way, the chickens can scratch and peck without creating a muddy mess. Ideally, a run should provide 6 square feet of space per chicken.

The foundation of a chicken coop is often 4' x 4' pressure-treated runners. Another option is to put the chicken coop on wheels so it can be moved easily. Then the chickens have a fresh space to scratch and dig for bugs. Also, when the cold weather comes, the coop can be moved closer to the house or other structure. **GSCB**

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