

# GARAGE • SHED • CARPORT BUILDER

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December 2022  
Vol. 3, Issue 6

## GARAGE • SHED • CARPORT BUILDER SHOW PREVIEW

- EXHIBITOR PROFILES ▪
- REASONS TO ATTEND ▪
- EDUCATIONAL SESSIONS ▪
- EXPLORE GREENVILLE ▪



"The Mule basically makes it possible for us to deliver," said Caleb Miller (pictured second from the right) with CM Construction of Rosebud, Texas. "We run semis and a semi will get stuck or tear up a yard, but with the Mule, we can actually get the job done." CM Construction purchased their first Mule in 2011. Currently they own six machines, one of every model introduced so far!

The track machines have especially made a difference for them, because in Texas, sheds and cabins – like everything else – are bigger! "Even when we got the Mule 5, we still often had to take two Mules to make a delivery," Caleb explained. "And we always had a small 4-wheel-drive pilot vehicle to help pull the buildings in, but now with the track Mules, we basically send just one machine."

Another thing shed haulers in Texas face is the variability in terrain. "The dirt can change so quickly," Caleb said, "and so what's really been good with the track machines is that it works even in rocky stuff, and later that day you might be in a sandy area, so it's very valuable for going from rock to sand to mountains."

Thank you, Caleb and CM Construction, for trusting us for your delivery solutions.

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# Watch The Rates

**W**e do trade shows as well as publish magazines. We own and promote the Garage, Shed & Carport Builder Show (Greenville, SC. January 18-19, 2023) and the Construction Rollforming Show (Cincinnati, OH. September 27-28, 2023).

One of the dirty little secrets about trade shows is there are many hidden ways they make money. Rather than hide revenue streams, the honest thing to do to increase revenue would be increase the cost of attendance.

One thing that makes me angry is when I go to the show, and the promoters are getting a commission on the hotel rooms. When you book rooms for a show (ours included), always check the room rates through independent sources like Expedia or Kayak, or call the hotel and do not reference the event.

The difference between the group rate and the ordinary rate can be significant. Occasionally over \$100 per night.

I believe all businesses should be fairly compensated for their work. Part of compensation, "being fair," is the purchaser knowing what they are getting for their money. If a show has 1,000 attendees and receives a commission of \$25 per room night, that can easily be an additional \$30,000 or more. Shows are 100% about revenue, and it is fair and good to charge what the market will allow. Jacking the accommodation rates when your clients think they are getting "a deal" just feels wrong.

If any of our hotels show a lower rate anywhere, please bring it to my attention. As part of our agreement with the hotels, we are guaranteed the lowest available rate for the days of our events. If that is not so, please let me know so I can make the hotel abide by the terms of our agreement and be certain you are treated fairly.

**Gary Reichert**  
Publisher

# Excitement Lies Ahead

**A** lot is going on between the holidays. Expo season has kicked off. Which means excitement for the Garage, Shed, and Carport Builder staff.

For starters, Hixwood hosted an open house for a new manufacturing building. Following the Hixwood event were METALCON, and our own Construction Rollforming Show. Both shows were successful and offered a range of educational presentations!

From cover to cover, there is a lot of helpful information available in this edition. Topics include bending, garage windows, and all the industry news to keep you updated. Speaking of which, the Garage, Shed, and Carport Building Show is just around the corner.

In your hands is everything you need to know about the show, including the class education schedule that includes lessons on marketing and PR and sight preparations for sheds and carports.

Additionally, maximizing your show experience is a must. Gary Reichert's "Get the Most Out of Trade Shows" article is featured in this issue. Discussing clear objectives and strategies for all shows, it is a must-read for all.

Lastly, I look forward to meeting you this January in Greenville, South Carolina, for the 2nd annual Garage, Shed, and Carport Builder Show!

**Marcus Josiger**  
Managing Editor



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24

# CONTENTS

## Features:

- 6** The Little Things Matter  
Garage windows shouldn't be an after thought
- 10** Bending Like a Pro  
Learn tips from Cold Spring Enterprises
- 11** A Red Carpet Event  
An invitation from RTO National
- 20** Establishing Objectives  
Get the most out of trade shows
- 25** Professional Learning  
The benefits of attending GSCB's classes
- 27** School is in Session  
View the courses at the GSCB show
- 28** Come Prepared  
An exhibitor list, so you can plan ahead
- 36** Exploring a New City  
A guide to Greenville, South Carolina



12



# Departments:

- 3** Publisher's & Editor's Notes
- 12** Garage of the Month
- 17** News
- 38** New Products
- 51** Calendar

## On The Cover:

The Garage, Shed, and Carport Builder Show will take place January 18-19 in Greenville, South Carolina.

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**Gary Reichert,**  
Publisher, Shield Wall Media

## ADVERTISING INDEX

Company	Page #
3GM Steel.....	21
AceClamp.....	47
Acu-Form.....	43
American Building Network.....	BC
Ames Research Laboratories Inc.....	47
Apple Outdoor Supply.....	29
ASC Machine Tools Inc.....	3,43
ASTA America by Janus International.....	13
BECK America Inc.....	47
Bradbury Group, The.....	19, 43, BC
Cardinal Mfg.....	IFC
Cold Spring Enterprises.....	44, BC
Direct Metals Inc.....	43
DrIpStop Condensation Control.....	23, 44
Everlast Roofing, Inc.....	44
Golden Rule Fasteners.....	18, 44
Graber Post Buildings, Inc.....	41
Gregory Tube.....	9
Hershey's Metal Meister.....	17, 47
Hitz Halter.....	47
identiGROW.....	BC
Kevmar Manufacturing.....	43, 46
LP Outdoor Building Solutions.....	7
Marco Industries.....	46
Marion Manufacturing.....	43, 47
McElroy Metal.....	47
MFM Building Products.....	46
Perma-Column LLC.....	46
Planet Saver Industries.....	43, BC
PPG.....	39
Pro Cut Metals.....	BC
Reed's Metals.....	44
RTO National.....	11, 33, BC
Safe-Way Garage Doors.....	44
Snow Stoppers LLC.....	44
Stockade Buildings.....	44
Triangle Fastener.....	47
Tuftex / Onduline.....	BC
Union Corrugating.....	43



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SEE PAGE 23



SEE PAGE 18



SEE PAGE 17



SEE PAGE 13



SEE PAGE 33



SEE PAGE 39



SEE PAGE 7





# Choosing Garage Windows

A Quality Structure Deserves a Quality Window

BY LINDA SCHMID

**A**ll too often windows for garages and sheds are chosen as an afterthought, and the choice may be based on one consideration only: price.

The reality is that windows warrant more thought than that, first because the quality of the components you install will reflect on you, even if you didn't build them. Second, a window is, after all, an opening in the building envelope, and you don't want a weak stop-gap.

If the cheapest window is chosen, it may fail, and possibly more than once, according to Vicki Wachtendonk, Inside Sales Manager at AJ Manufacturing: "The initial cost is not the only factor; you need to consider the long term cost if you end up replacing a cheap window."

"For a couple of extra dollars, you can get a better, more efficient window and that extra outlay will be easily recouped," said Patrik Blondin, Sales & Marketing Manager at Minnkota Windows.

You can tell a well-built window right out of the box, according to Wachtendonk. "It looks solid with well-sealed corners, weather stripping and the NFRC (National Fenestration Rating Council) rating marked on it. It's also properly sealed with a good weld and easily opens and closes."

Another reason to re-think the windows you use is the trend toward multi-purpose spaces. Consider what ways the garage or shed may be used. If it will be part hobby shop, entertaining space, or other living space, then different window characteristics become more important for the build than if it is simply a parking spot for the car or a storage space for garden tools.



PHOTO COURTESY OF MINNKOTA WINDOWS

Depending on the usage, these are some of the attributes you will want to consider:

- Ventilation
- Natural Light
- Longevity
- Energy Efficiency
- Aesthetics
- Warranty

Ventilation is an important concern if people or animals will be spending time in the building. In this case you want to be certain to choose a window that opens easily. You may want to consider a window that is wider rather than tall, either a single or double slider. Another great choice is an awning window that cranks outward and can even be left open during a light rain.

If ventilation is not a concern, perhaps because the doors can be opened for ventilation and natural light is more important, a



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# Windows and Energy Efficiency



Harmony Vinyl Window by AJ Manufacturing



EZV Window by AJ Manufacturing

fixed picture window could fit the bill.

If you are looking for a window that will last a long time, vinyl windows are an option. They won't warp or rot and no resealing or painting is required; they are maintenance free.

If energy efficiency is important because the space will be temperature controlled, look for a window with good thermal properties; a window that minimizes heat transfer. The window should be "insulated" with at least a double pane of glass, preferably a triple pane with a minimum of a 1/2" space between panes filled with argon. This creates a low U factor or heat loss factor, which is particularly effective in Northern climates. You want a window with low-e glass (featuring a glass coating with low emissivity). In the South, nickel layers can be added to block heat from the sun. These options will make the windows efficient over the long-term.

Aesthetically speaking, single hung windows are popular on garages, but people generally look for something to match the house or other buildings on the property.

The warranty is a good indicator of what a manufacturer expects from a product, so the longer the warranty the better. Look for a warranty greater than 5 years at minimum; some of the higher quality windows will come with a 20-year warranty. Keep in mind that a lifetime warranty on workmanship can be transferred to a second homeowner and the longer the windows last, the happier your customers will be — which reflects well on you and improves your bottom line. **GSCB**



PHOTO COURTESY OF REHAU

Many design features and technologies make windows more energy efficient and improve the durability, aesthetics, and functionality. When selecting new windows, consider the frame materials, the glazing or glass features, gas fills and spacers, and the type of operation. All of these factors will influence the overall energy-related properties of the window. To assess and compare the overall window properties, look for an NFRC label.

## Frames and Sash

Improving the thermal resistance of the frame can contribute to a window's overall energy efficiency, particularly its heat loss rate or U-factor. There are advantages and disadvantages to all types of frame materials, but vinyl, wood, fiberglass, and some composite frame materials provide greater thermal resistance than metal.

## Aluminum or Metal Frames

Although very strong, light, and almost maintenance free, metal or aluminum window frames conduct heat very rapidly, which makes metal a very poor insulating material.

To reduce heat flow, metal frames should have a thermal break — an insulating plastic strip placed between the inside and outside of the frame and sash.

## Composite Frames

Composite window frames consist of composite wood products, such as particleboard and laminated strand lumber, and some are mixed with polymer plastics. These composites are very stable, they have the same or better structural and thermal properties as conventional wood, and they have better moisture and decay resistance.

## Fiberglass Frames

Fiberglass window frames are dimensionally stable and have air cavities that can be filled with insulation, giving them superior thermal performance compared to wood or uninsulated vinyl.

## Vinyl Frames

Vinyl window frames are made of polyvinyl chloride (PVC) with ultraviolet light (UV) stabilizers to keep sunlight from breaking down the material. Vinyl window frames do not require painting and have good moisture resistance. The hollow cavities of vinyl frames can be filled with insulation, which makes them thermally superior to standard vinyl and wood frames.

## Wood Frames

Wood window frames insulate relatively well, but they require regular maintenance, although aluminum or vinyl cladding reduces maintenance requirements. Metal clad wood frames may have slightly lower thermal performance.

Source: [energy.gov](http://energy.gov).



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# Bending Carport Tubing

Tips From Cold Spring Enterprises

BY LINDA SCHMID

**T**he tube bending industry is doing well according to Wendell Hochstetler. As CEO of Cold Spring Enterprises, he would know; the company bends a lot of tubing. That said, they are more than tube bending, they are a full-service custom metal fabrication shop in Abbeville, South Carolina.

Hochstetler maintains that tube bending is doing well because it is more versatile than it once was. They have clients who build RV covers, car covers, garages, carports, and agricultural buildings with tube frames.

Cold Spring Enterprises also makes gusset plates, brackets, and other accessories for the galvanized steel industry that they ship nationwide, and they do custom work. They will also make kits for builders, but that is for local clients only; they are too big to ship. They offer metal sales, welding services, and CAD/CAM design services.

A lot of their business is bending steel into bows to make trusses; a 24' wide bow is common in 2" x 3" 14 gauge galvanized square tubing. The completed trusses are shipped to retail stores.

The bending is completed by the Versabend Tubing Bender, the machine that they innovated and manufacture. It bends four different sizes of tube: 2" square, 2 1/4" square, 2 1/2" square, and 2" x 3" rectangle. This bender is a very consistent piece of equipment and if it is maintained, it lasts a long time. The main factor in maintaining the bender is keeping it lubricated.

"Some shops have had this machine for 18-20 years with little to no issues," Hochstetler said proudly.

Tube bending is a very simple process according to Hochstetler. Finding galvanized tubing at a good price has been the biggest challenge, but it is a made-in-America component and availability is getting better.

Another challenge occurs when the tubing gets wet which can lead to white rust. Keep your tubing in a good, weather-tight storage place to avoid this problem.

The most common bending error is over-bending, but even that is rare, Hochstetler says, because the machine has an automatic stop to keep the tube from over-bending, so if it is set right that won't happen.

Most often bending errors occur when you have inexperienced workers, someone new to the process. They are likely not as efficient; that comes with time.

**The Versabender bends tubing for garage and carport manufacturing.**

The most important piece of knowledge for someone learning the process is that every piece of tubing needs to have the seam laid in the same direction when they go through the bender. You want the seams to end up in the same place on the finished components.

Hochstetler offered this final advice to anyone who might be interested in getting into the industry, "The company that you buy from is important. Allied Pipe and Tube has inline galvanized tubing that is very consistent, high quality tube. Gregory Tube and Midwest Tube Mills are other tried and true suppliers." **GSCB**



# An Invitation to Success

**R**TO National is happy to roll out the red carpet for current and future dealer partners headed to Greenville, South Carolina for the Garage, Shed & Carport Builder Show. As you make plans to travel to one of the best small cities in the nation, we hope you'll stop in to see us!



Venture on over to our headquarters for our Passport to Partnership Dealer Event taking place January 17, 2023, from 10 a.m.-4 p.m. EST. We welcome you to demo the DMS, meet a company executive, tour the facility, learn more about the RTO National programs, and enjoy lunch on us. Register today by scanning the QR code below and follow along on social media as we release more details about the event!

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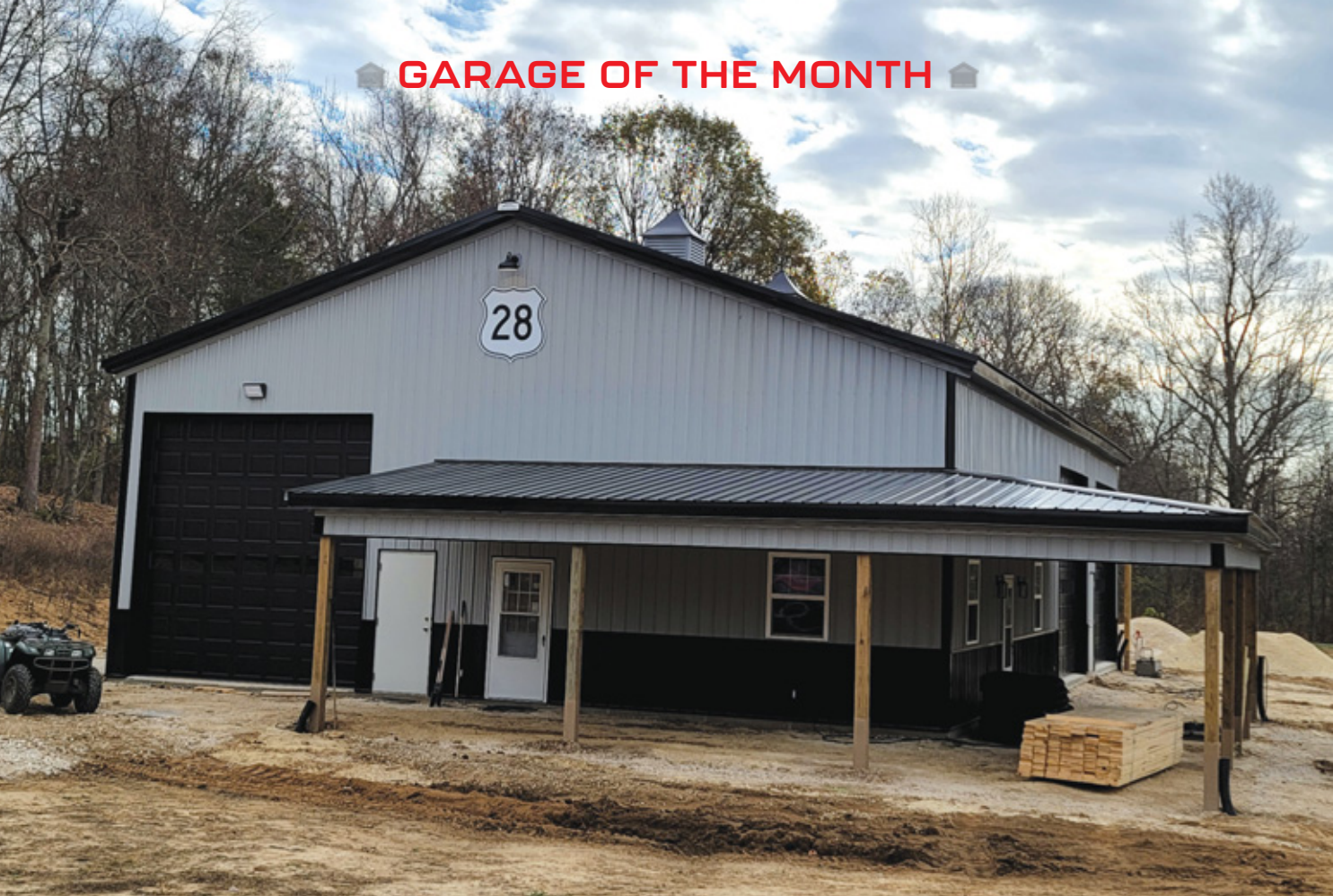
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Combating the elements in this space is a 17,000 BTU Single Zone Inverter AC/Heat Pump Exchange. The remaining





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## 🏠 GARAGE OF THE MONTH 🏠

2,400 square feet of shop space is heated by a 200,000 BTU Thermal efficient Ceiling Mounted Heat Exchanger.

Lighting the shop interior are eight 200W LED overhead lights, ensuring enough light for a family get-together or any shop work. Lastly, two large drains are located in the shop, ensuring there are no puddles inside. **GSCB**

### The Details:

**Builder:** Triple C Construction

**Size:** 45' W x 70' L x 17' H

**Roof Style:** Vertical featuring 26 gauge Residential Shop/Garage

**Roof Pitch:** 4/12 (Front & Back), 2/12 (Porches)

**Wall Panels/Siding:** 29 gauge Residential Metal Panel

**Insulation:** Astro Armour R 11

**Doors:** 14'x14' Overhead Garage Doors (4)

**Windows:** White vinyl double-hug thermo

**Fasteners:** Atlas Bolt & Screw, Fastenal, Midwest Fastener

#### Additional Details

- Interior Liner Panel Throughout with Large Living Area-Stick Built
- 3'x3'x3' Cupola, MWI Components
- Weathervanes, MWI Components





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**LP Building Solutions Enters Partnership with Gary Sinise Foundation**

The LP Foundation, LP Building Solutions' non-profit giving division, has partnered with the Gary Sinise Foundation's R.I.S.E. Program as the foundation's first national non-profit partner.

The LP Foundation and Trustees Teade Tagaloa, Jonathyn Truax and Logan Parkhurst, together with LP Executive Vice President and CFO Alan Haughie, presented the initial \$100,000 donation check to the Gary Sinise Foundation in

person at LP's corporate office.

"We are incredibly grateful to the LP Foundation for their generous donation that will go to support our nation's most severely wounded heroes," said Actor and Humanitarian Gary Sinise. "Through their support of our Gary Sinise Foundation R.I.S.E. program, LP Foundation will help us provide specially adapted, mortgage free homes for those who are suffering from amputations, severe burns, paralysis, and traumatic brain injuries. These custom smart-technology homes are built for their specific needs and will help to restore their independence, empowering them to regain the freedom to move forward in their lives, the very things they served to defend for us all."

The Gary Sinise Foundation's R.I.S.E. Program builds specially-adapted smart homes for severely wounded heroes, in addition to providing home modifications, mobility devices, and adapted vehicles to injured, wounded, ill and/

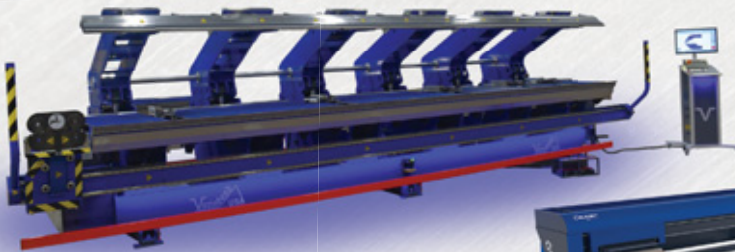
or aging heroes. The LP Foundation is providing an initial \$100,000 donation to R.I.S.E., which is the Foundation's largest donation in 2022; the Foundation will make an annual financial donation to the R.I.S.E. Program, with planned partnership extensions such as product donations in the works as well.

"The LP Foundation is a shining example of what it means to, as Gary would say, 'do a little more' to support our veterans, heroes, defenders and first responders, and we look forward to this great partnership," said Donna Palmer, Executive Director of the Gary Sinise Foundation. "With the support of partners like LP Foundation who continue to step up to help us help our country's heroes and their families, we will continue to expand our mission to serve and honor the men and women who have sacrificed so much for our country and communities."

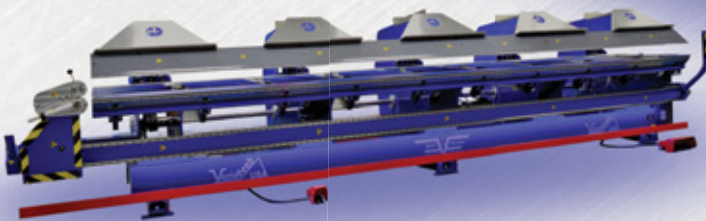
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Foundation's R.I.S.E. Program aligns with the LP Foundation's primary giving category (Housing), and works in conjunction with LP's overall purpose of Building A Better World™. The LP Foundation has a long history of providing help where it is most needed in our communities; this partnership expands the LP Foundation's focus to a national level, while allowing it to stay true to its mission of supporting the communities where we live and work.

**US LBM Foundation Supports Housing for Wounded Veteran**

The US LBM Foundation, a non-profit organization founded by specialty building materials distributor US LBM, recently donated \$300,000 to the Gary Sinise Foundation to support the construction of a mortgage-free, specially adapted smart home for retired U.S. Army Captain Jason Church. The US LBM Foundation presented the donation



to Church and his wife Bella at the US LBM Foundation's annual golf fundraiser in September.

Captain Church had both of his legs severed below the knee in 2012 when an Improvised Explosive Device (IED) detonated while he was on a routine patrol in Afghanistan. A native of Wisconsin, he returned to the area after retiring from the Army and graduated with his law degree from the University of Wisconsin-Madison.

The construction of the Church family

home in the Milwaukee area is part of the Gary Sinise Foundation's R.I.S.E. (Restoring Independence, Supporting Empowerment) Program, which provides wounded veterans with adaptive housing. In addition to the US LBM Foundation's donation, US LBM's Wisconsin Building Supply is providing discounted materials to the project, which is expected to be completed in the spring of 2023. Over the past three years, the US LBM Foundation and US LBM's operating divisions have supported the construction of five other Project R.I.S.E. homes for wounded veterans in Florida, Tennessee and Texas.

"We are incredibly grateful for the opportunity to support our nation's veteran heroes and their families through our partnership with the Gary Sinise Foundation," said US LBM Foundation Chairman and US LBM President and CEO L.T. Gibson. "It was an honor to meet Jason and Bella at our golf event, and we








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remain inspired by his strength of character and service to our country.”

Since its inception in 2013, the US LBM Foundation has provided more than \$2 million to support organizations that honor veterans and their families, provide housing for those in need, support the development and health of children, aid victims of natural disasters and promote the prevention and treatment of diseases.

**Malco Wins Three 2022 Pro Tool Innovation Awards**

Malco Products, SBC, manufacturer of a variety of high-quality tools for the HVAC trade (Heating, Ventilation and Air Conditioning), has announced it has received Pro Tool Innovation Awards for its C-RHEX® Sawtooth, Eagle Grip 11 Locking C-Clamps with Swivel Pads, and Eagle Grip 10 Curved Jaw Locking Pliers with Wire Cutter.

A diverse team of judges, including

contractors, construction business owners, tradesmen and media professionals recognized Malco’s hand tools among the most innovative construction industry products in the world.

“We are honored to be recognized by the Pro Tool Innovation Awards,” said Rich Benninghoff, Malco president and CEO. “Our products are designed to be put to the test, exceeding performance expectations under even the harshest conditions.”

The company spent several years designing and developing the C-RHEX Sawtooth, which features an integrated sawtooth design that can cut through soft and hardened HVAC and roofing sealant for rapid fastener removal. By adding a heavy-duty, deep-set magnet that does not contact the screw, the fasteners spin true, and the magnet retains its strength for years to come. It received the award in the Accessories-Specialty Driver Bits category.

The company’s American-made Eagle Grip line of professional-grade locking pliers and clamps won in the Locking Handle Pliers and Locking Handle Clamps categories. Eagle Grip tools deliver reliable job performance for use in sheet metal, automotive, welding and agriculture applications. These products are made with high-quality American steel, and undergo a premium heat treat process and rigorous testing.

PTIA judges selected winners based on a combination of key factors, including the ability to demonstrate innovative features, groundbreaking ergonomics, technological advancements, advancements in jobsite safety, and above-average value.

In total, 99 different manufacturers and brands submitted over 465 products in dozens of categories for a chance to take home a 2022 Pro Tool Innovation Award.

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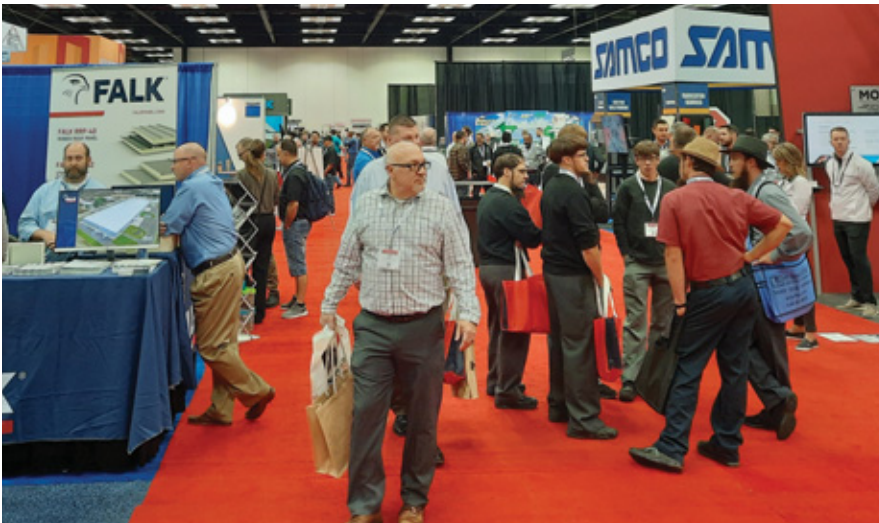
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# Get the Most Out of Trade Shows

Establish Clear Objectives to Capitalize on Trade Shows

BY GARY REICHERT



**L**ast year we reviewed a few ways to make shows successful for both attendees and exhibitors. Those articles are still available online, in their complete form.

Some highlights worth revisiting are the big takeaways.

## Bullet Points For Review:

- **Find the right show**
  - Is the focus of the show appropriate for your business?
  - Make sure the show's strengths match your objectives.
  - Strengths could be education, networking opportunities or specific

exhibitors.

- Location, travel, expense and timing of the show
  - If you are driving, check the availability and convenience of parking at the show venue.
- **Make the most of your time at the show**
  - Establish objectives and focus on your goals.
  - Work the show floor and have a list of "must see" exhibitors.
  - Be prepared for opportunities in strange places. People are in places other than their booths.
  - Have and practice your elevator pitch.

A 15-second, brief overview of what you bring to the party.

- Shows are busy the first day and slow the last. Use that to your advantage.

## • Avoid common mistakes:

- Plan travel and have a Plan B. Flights scheduled are currently often erratic.
- If you make a critical contact, follow up.
- Any critical information (business cards, etc.) take pictures with your cell phone in case they are lost.
- Don't take everything you are given. Most literature is available online; why carry what you don't need?
- Be considerate. Do not try to sell to the exhibitors. Most shows have rules that non-exhibiting vendors can be ejected.

## To Do #1

**The #1 next thing to do is take advantage of the face-to-face opportunities.**

One of the biggest advantages of a show is the time spent with vendors, customers and peers. Meeting live and in person provides unique opportunities to make and advance relationships faster and in ways not possible in email or video meetings. Relationships are the key to building long-term success in this or any business-to-business endeavor. Use this opportunity to full advantage. Here are a few suggestions:

There is a saying: "A good sales person

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has the gift of gab, a great sales person listens twice as much as they talk.” It is human nature to tell others about yourself. It plays toward ego and the social nature of humans. Use this to your advantage.

The objective of listening is to acquire information. The easiest way to get people to talk is to ask questions.

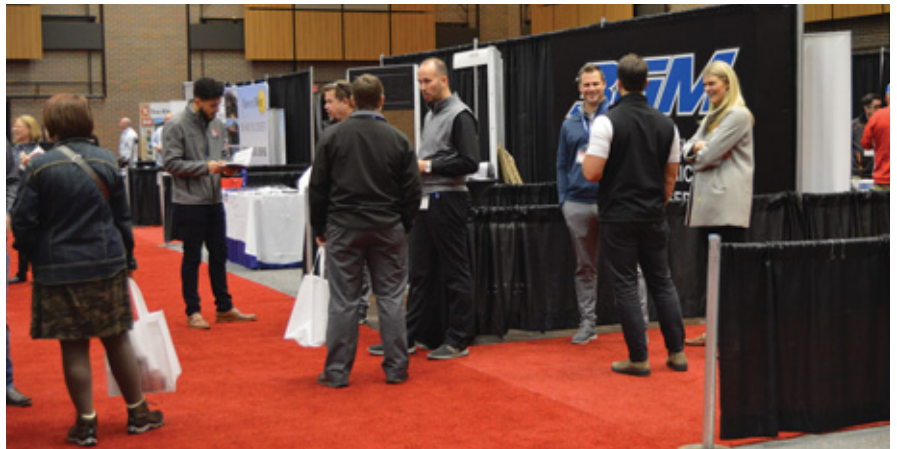
Understand the function of questions. There are two types of questions with different purposes.

Closed questions often have yes/no or a one-word answer. Closed questions are designed to confirm information the questioner already knows or limit the response to allow the questioner to maintain control of the conversation. An example would be, “Can I borrow a pen? The answer is yes or no, and the objective of the conversation is met. Both parties can move on. Closed questions have strategic value in a conversation but have an implied “stop” command after the answer is supplied.



Open-ended questions are designed to have the person elaborate and share information. An example would be: “Why do you need a pen?” A closed follow-up would be: “Did you need to sign something?” The closed question has another yes/no answer, and the conversation stops. The open question requires a broader answer with the speaker sharing more information.

Open-ended questions help you make the conversation more personal, which is one of the keys to building relationships. They create the opportunity to learn something new about the person or subject you are dealing with. Exhibitors at trade shows talk to show attendees, one after another in rapid succession for several



days. They will discuss their products hundreds of times during the show, typically falling into patterns using the exact same phrase over and over. There will be far fewer conversations where their kids and yours go to the same college or where both people collect Beatles records. These conversations stand out and are what they will remember after the show.

**To Do #2**

**The #2 thing is to follow up.**

This item was mentioned in the first article, and is referenced in the bullet points, but it is so important that it bears repeating. If the contact or conversation is important, follow up!

It is unrealistic to expect salespeople at a show to remember you. The good ones will, but when you walk a show and one third of the people manning booths are staring at their phone, it is obvious there are not that many good salespeople. Unless a salesperson has a reason to view you as a legitimate prospect, the harsh reality is you will probably not be remembered. A detail or two will help you stand out. Also share a personal detail if there are similarities or shared experiences.

The salesperson may or may not remember you, but show you remember them. It will build the relationship and make it more likely for the person to respond. Take advantage of the information gained with open questions to re-establish the personal connection. An

email example could be: “Hi John, I hope your son’s birthday party was a success. Five is a fun age.” Then, move on to what you wanted to discuss. The formula for a successful business contact is: Courtesy, Purpose, Action. The personal item is the Courtesy phase and leads to “I am emailing because ...”

Building relationships is about the other person — not you. If you have personal knowledge about the other person, they feel obligated to reciprocate. Use that social pressure to your advantage. It increases the likelihood you will receive a response. I am old enough that having to “sell” a salesperson seems ridiculous, but, unfortunately, it is common today.

**Conclusion**

There are many ways to work a trade show. Times have changed and many of us gray beards remember the old days. No sitting in the booth. Say hello and shake hands with everyone, even people passing in the aisle. I still have our business cards blank on the back so we can take notes. Now badge scans and digital cards have changed the dynamic. But no matter what changes, the person-to-person contact and following up after the show will remain good practices. Whether you go to METALCON, the Garage, Shed & Carport Builder Show or another show, take the steps to maximize the return on your investment and make it a success. **GSCB**

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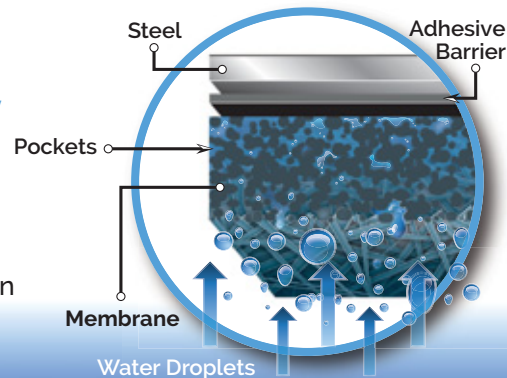
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**25:** The Benefits of Classes

**27:** Education Schedule

**28:** Exhibitor Profiles

**36:** Things to do in Greenville, SC



# The Benefits of an Education

## Professional Learning Opportunities You Can't Afford to Miss!

BY MARCUS JOSIGER

**T**he secret to success is learning. Not only is it solving problems, but it is also adjusting to the current business climate. Research, analyzing market trends, and continuing education can all result in continuous improvement. We offer all attendees a chance to get an education at the Garage, Shed, and Carport Builder Show January 18-19 in Greenville, South Carolina. The goal is to have attendees apply the skills and knowledge learned at the show to their businesses, thus empower them to achieve greater success.

Attending the show is an incredible value. Whether it's because of the price point or the intended outcome, the knowledge is out there — it's up to attendees to capitalize on the opportunities.

Every builder and supplier faces challenges in the industry. Courses offer solutions to problems that companies have faced in the past. Educators are taking the time to present proven solutions.

Every class has something unique to offer. If you attend the show and skip the educational sessions, it's a missed opportunity to grow your knowledge base. You may learn solutions to problems you may face in the future. Additionally, every session will have a question and answer period. By stating their concerns, attendees can address issues that occur regularly.

The answers to the questions brought up during and after a presentation are just as important as the presentation itself. Show attendees drop in on classes for two reasons. First, to learn more about a specific topic or to solve a problem. Questions that are unanswered during the presentation should be followed up on after the session. It is another benefit that comes from attending the classes. A participant can strike up a one-on-one conversation with the presenter. For example, focusing on roof seams, the conversation can begin with, "Which clamp features pair well with a T-panel seam?" The presenter might suggest a clamp by Ace Clamp that is pre-assembled and easily torques. Additional features to be addressed may be set screws that could scratch the coating. Addressing specific situations, such as the



one just noted, is a prime example of attending the educational sessions. Future mistakes can be avoided, which saves both time and money.

Classes can also arm you with the knowledge to sell more products/units and conquer on-site challenges. The Garage, Shed, and Carport Builder Show has several presentations to help you maximize your closing ratio. One topic is the importance of upselling. The seller benefits from increased sales, and the customers benefit from the added value. Consider this example: A customer is buying a carport. It's natural that the salesmen suggests adding condensation control such as Dr!pStop. The added investment in condensation control preserves the



customer's automotive investment. Upselling features that customers don't realize they need boosts sales and personal value for the company—a clear win for both parties

The lumber basics course is aimed directly at those builders who are keen on preventing post-frame rot; several solutions may lie within the presentation. A product that may be a solution to the common problem of rot is Planet Saver Industries' Green Post. The Green Post has an impermeable barrier applied to the post; it's comprised of a bitumen coating and impermeable membrane. The barrier actively repels moisture — the biggest henchman to rot. Solutions presented in lumber basics help businesses increase profit margins, allow listeners to pay attention to job site details, and provide customers with money saving products.

Attendees may leave with a bagful of SWAG and a handful of business cards. However, the acquired knowledge is priceless. Attendees are often charged extra to attend educational sections. However, that is not the case at the Garage, Shed, and Carport Builder Show. The price of admission to the expo floor includes admittance to all educational sessions.

Furthermore, educational sessions apply directly to an individual's work. For example, classes focused on snow retention empower salesmen to offer an appropriate system based on their customers' needs. For example, the location of the building, the slope of the roof, and desired aesthetics are all taken into consideration when determining an appropriate snow retention system. If a snow bar system is used on the roof, the bars will not only prevent dangerous snow slides, but will also allow it to melt away slowly, allowing the water to drain between the bars. In this instance, the customer house now has the best product for it. Thanks to the educational session.

You will come away from the show with greater knowledge about specific products and how these products prevent or solve your customers' problems. Understanding the headaches that reflective insulation such as rFOIL can prevent can save your customers thousands of dollars by protecting their carport-



stored autos from damage caused by reflected heat. That is why understanding how a product works is critical.

Finally, walking away from the classroom, every person should be able to improve their company's economic status. Every class is designed to either increase sales or reduce expenses. Adopting systems such as Smart Build could increase company sales by having on-hand estimates ready for customers. The other option is to calculate by hand and check warehouse stocks, which increases lead time and unnecessarily limits the number of customers can you help at one time.

Lessons such as these are critical for any company's success and yours. These are just a few of the topics that will be covered at the January 18-19 Garage, Shed & Carport Builder Show at the Greenville Convention Center in Greenville, South Carolina. A lesson missed is an opportunity missed; take time to browse the class schedule and see what benefits it offers you.

Visit <https://garageshedcarportbuilder.com/show-registration/> for show updates as they develop. **GSCB**



# Educational Sessions

**A**tending the Garage, Shed, and Carport Builder Show should be a priority if you are a contractor, manufacturer, or installer. Education sessions tackle a variety of topics useful for EVERY attendee. From sales to building, the classes offered will change the “day-to-day.” All classes come with admission, unlike most shows, that include an upcharge fee for classes. Furthermore, shows start before the floor opening, giving you more time to make the connections needed for a successful show.

The Second Annual Garage, Shed, and Carport Builder Show will be held at the Greenville Convention Center in Greenville, South Carolina January 18-19, 2023.

All of this year’s show passes are all-access: educational programming and exhibit hall entry are all included with the \$50 pre-registered admission. (Admission is \$75 at the door.) Families are welcome; children under 14 are admitted free with an adult. Visit [www.garageshedcarportbuilder.com/show-registration](http://www.garageshedcarportbuilder.com/show-registration) for details as they develop. **GSCB**



**\* The Final Classroom Schedule Will be Posted at the Show.**



# EXHIBITOR PROFILES

Due to time restraints, this is only a partial list of exhibitors. More may be added to the Garage, Shed & Carport Builder Show in the coming weeks. Keep up to date by visiting [www.garageshedcarportbuilder.com/show-registration](http://www.garageshedcarportbuilder.com/show-registration).

Exhibitors are also subject to change due to unforeseen circumstances.



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10603 Port Republic Rd  
Port Republic, VA 24471  
identigrow.com  
sales@identigrow.com  
540-283-9193  
540-283-9194 (fax)

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## LuxGuard

**Booth # 215**

4708 Hunting Creek Church Road  
Hamptonville, NC 27020  
www.luxguard.com  
4318@emailbyfax.com  
336-468-4311  
336-468-4318 (fax)

LuxGuard® was created by builders for builders. We wanted premium flooring that added value for our customers. After years of development and perfecting, we've created our ideal rubber flooring. Seamless Rubber Flooring for Sheds.



## Innovations Manufacturing

**Booth #211**

4555 Grape St.  
Denver, CO 80216  
www.im-inc.com  
sales@im-inc.com  
303-321-0945

Innovative IM Ramp System allows planks to be adjusted, removed or left in place. We have developed a series of shed products that have become very popular within the shed building industry. Contact one of our Sales Reps to learn how our products can help your manufacturing processes. Innovation at every turn. Innovation products for Shed Enthusiasts.



## MIDCO Building Products

**Booth # 108**

1040 Dick Castleman Bypass  
Mayfield, KY 42066  
www.midcoproducts.com  
sales@midcoproducts.com  
270-247-7447  
270-247-4963 (fax)

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



## Pan American Screw

**Booth #408**

630 Reese Drive S.W.  
Conover, NC 28613  
sales@panamericanscrew.com  
www.panamericanscrew.com  
800.951-2222

Since 1957, Pan American Screw has manufactured and distributed professional grade threaded fasteners and components to a variety of manufacturers. Products stocked in our Conover, N.C. facility include post-frame, metal frame, hardware, decking, and woodworking fasteners. We also stock Big Timber™ construction lag screws, closure, ridge vent material, butyl tape, driver bits, nut setters and much, much more. Let us be your one stop shop for all of your shed, carport & garage fastener requirements.



## Tuftex / Onduline North America

**Booth # 105**

4900 Ondura Lane  
Fredericksburg, VA 22407  
info@onduline-usa.com  
https://us.onduline.com/pro  
540-898-7000

Tuftex brand polycarbonate and PVC panels by Onduline North America are designed for roofing, daylighting and interior wall/ceiling lining applications. Tuftex is MADE IN THE USA by Onduline and offers lightweight and easy to install material for all kinds of applications. Purchase direct from the manufacturer. Distribution opportunities available. Contact the U.S.-based customer service team today for more information. A worldwide leader in lightweight roofing, Onduline has 10 plants in eight countries and 70 years of experience.

**FOR MORE SHOW INFORMATION GO TO:  
[www.garageshedcarportbuilder.com/show-registration](http://www.garageshedcarportbuilder.com/show-registration)**



**Planet Saver Industries, LLC**

**Booth #207**

New Holland, PA 17519

[www.advancedpostsolutions.com](http://www.advancedpostsolutions.com)

610-377-3270

717-355-9813 (fax)

GreenPost from Planet Saver Industries offers a unique non-toxic concept for protecting in-ground wood from the harmful effects of ground-contact decay, at the same time providing uplift restraint. GreenPost is laboratory proven, termite tested and building code compliant and is applied to posts using a specialized production machine so posts arrive ready for installation. GreenPost also complements pressure-treated posts by providing an environmentally friendly barrier, helping to keep the preservatives in the post longer.



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**Booth #216**

19699 Progress Drive

Strongsville, OH 44149

[www.ppgtruefinish.com](http://www.ppgtruefinish.com)

1-866-774-8783

PPG's AQUACRON® 200 semi-transparent urethane and Aquacron 100 solid-color coatings deliver excellent exterior protection and exceptional color retention in a variety of pre-mixed and custom colors. PPG delivers more than world-class coatings. We're your trusted partner! We provide world-class technical support, on-site application training, and color matching services. We develop and manufacture our own coatings and also offer a wide variety of sundries. With PPG's personalized inventory management program, we will keep your coatings and sundries stocked in our local service centers based on the minimum levels you require for fast, on-time delivery. We're with you every step of the process.

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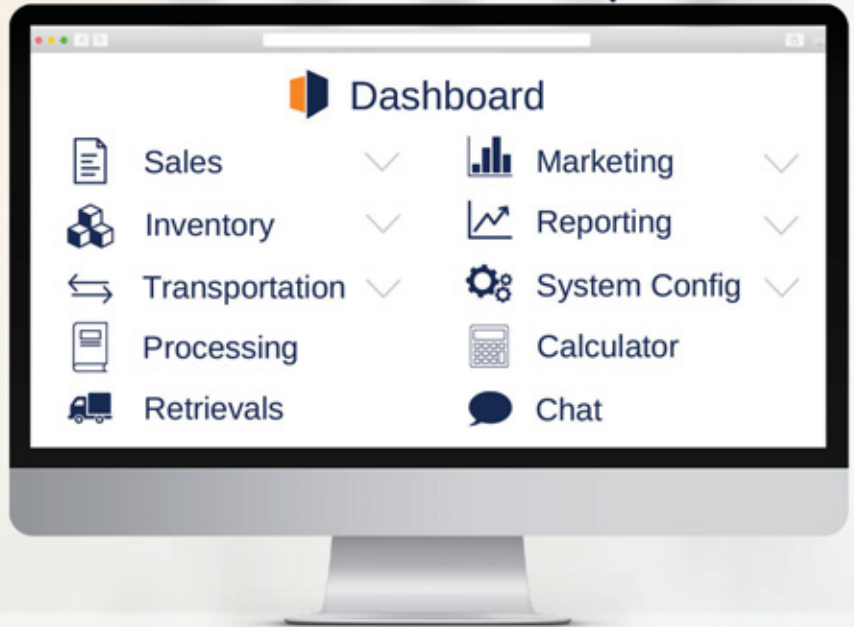
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# EXHIBITOR PROFILES



## Pro Cut Metals

**Booth #214**

109 Rice Rd.  
Easley, SC 29640  
ayoder@procutmetal.com  
864-481-9180

Pro Cut Metals is a fast growing family business. We are a premier manufacturer of metal roofing and siding materials provided and delivered with professionalism and the consumer interest in mind. Pro Cut Metals also provides full post frame packages that can be customized in any way. With the partnership of the family owned truss plant and building supply, Pro Cut Metals is able to competitively provide the dream metal structure buildings that consumers come looking for.



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## RTO National

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PO Box 9759  
Greenville, SC 29604  
www.rtonational.com  
contactus@rtonational.com  
833-588-1802

We're excited to meet with dealer partners at the GSCB show in our hometown! RTO National is the industry's largest provider of software, systems, and payment solutions in the country. The service and support that you've come to recognize from us is part of the charm you'll find when you step foot in Greenville. Come by our headquarters or swing by booth 203 for a warm welcome and a demo of our newly enhanced dealer management system - the industry-leading technology that helps you manage all aspects of your business.



## Sensei Digital

**Booth #104**

1317 Boggs Dr.  
Mount Airy, NC 27030  
www.senseicrm.com  
336-756-6147

Sensei is a SaaS platform specially designed just for the metal buildings industry. Featuring two integrated applications that are valuable to metal building providers. The Sensei 3D Estimator enables both metal building professionals and customers to design and visualize the exact metal structure they want. This includes updating pricing for both essential building elements and optional customizations. And the Sensei CRM software platform gives metal building providers the capability to manage both prospective leads and current clients more effectively and efficiently.



## Shed Marketer

**Booth #101**

211 E Main Street  
Suite 315  
Lakeland, FL 33801  
shedmarketer.com  
jmosier@shedmarketer.com  
888-346-1069

Shed Marketer's "Web Results Framework" is the only industry-specific digital marketing & lead generation system. Exclusively for shed builders & portable building manufacturers, it is designed to overhaul your entire digital presence to achieve one goal: Selling more buildings. The program takes a complete look at your website, Google Business Profiles, social media, email marketing, and online advertising, then implements proven strategies to increase sales.



## ShedPro

**Booth #309**

2403 Massanetta Springs Road  
Harrisonburg, VA 22801  
www.shedpro.co  
hello@shedpro.co  
Paul Gerard  
812-725-2662

ShedPro is a shed sales solution that helps your business capture new leads, close more deals, and improve your online customer experience.

Our 3D configurator and sales-focused website were built to help you dramatically grow your shed sales and save time by simplifying your sales process.

We're introducing augmented reality to the shed industry and as always maximizing your return on investment with Google Ads management.



## Shield Wall Media

**Booth #229**

PO Box 255  
Iola, WI 54945  
subs@shieldwallmedia.com  
www.shieldwallmedia.com  
715-252-6360 (publisher)

Shield Wall Media owns Garage, Shed & Carport Builder Magazine and the Garage, Shed & Carport Builder Show. Visit the booth for free subscriptions to each of the company's expanding line of titles, including Rollforming Magazine, Frame Building News, Metal Roofing Magazine, Rural Builder, Roofing Elements, Metal Builder, and Garage, Shed & Carport Builder.



## SmartBuild LLC

**Booth #323**

PO Box 20627

Boulder, CO 80308

<https://smartbuildsystems.com/>

[sales@keymark.com](mailto:sales@keymark.com)

303-443-8033

SmartBuild Systems is the construction industry's only complete design system for pole barns, sheds, garages, all steel buildings and roofing. This simple, web based software quickly generate a 3D model, material lists, pricing, proposals, and complete construction documents for almost any building or roof in 15 minutes. SmartBuild reduces takeoff time from hours to minutes, eliminates takeoff errors, and when used with clients in live design sessions, should triple your sales close ratio.



## Tough Trade Tools by County Line Concepts

**Booth #220**

211 N Lansing St.

Mt. Pleasant, MI 48858

[www.ToughTradeTools.com](http://www.ToughTradeTools.com)

[info@toughtradetools.com](mailto:info@toughtradetools.com)

989-859-2168

The construction business is a Tough Trade. Hard work, day and night. Estimates need to be done and projects need to be completed. Tough Trade Tools understands that and has developed tools to make your job more efficient, safer and accurate. Our Ridge-3:10 helps to accurately pre-punch holes in the metal panels, The Ridge-L series keeps angles accurate. These, along with our other innovative tools can be found at our website: TOUGHTRADETOOLS.com.



## Trac-Rite Door

**Booth #206**

314 Wilburn Rd.

Sun Prairie, WI 53590

[www.tracrite.com](http://www.tracrite.com)

[tr@tracrite.com](mailto:tr@tracrite.com)

800-448-8979

608-824-6745 (fax)

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



## Union Grove Lumber

**Booth #418**

131 Lumber Drive

Harmony, NC 28634

[www.uniongrovelumber.com](http://www.uniongrovelumber.com)

[erica@uniongrovelumber.com](mailto:erica@uniongrovelumber.com)

704-539-5506

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EXCLUSIVELY to the shed industry. Our business is 100% your business. We provide everything that comes from a tree that goes in a barn. Duratemp, MiraTEC, PerformMAX, treated floor joists, notched runners, premium EURO spruce, and plywood to name a few items. We also provide precision end trimming at NO ADDITIONAL COST! Call us today! See you at the show!



## W.E.H. Supply, Inc.

## W.E.H. Supply, Inc.

**Booth #129**

54 Denver Road

Denver, PA 17517

[wehsupply.com](http://wehsupply.com)

[sales@wehsupply.com](mailto:sales@wehsupply.com)

717-336-4984

717-336-0661 (fax)

W.E.H. Supply is a family owned and operated wholesale distributor and manufacturer of components for the Garage, Shed and Carport industry. Our quality focused product line (Windows, Doors, Hardware, and Accessories) serves customers throughout the USA and Canada. From a small lot to direct containers, we ship it the way you want. Give our sales team a call and experience our dedication to customer service.





**H**ey Y'all! While you're in Greenville for the Garage, Shed and Carport Builder Show, you will want to enjoy some down-home hospitality and take advantage of what the city has to offer. When it comes to Southern hospitality, there is no better place to start than with good eats!

## Life Is Short... Let's Start With Dessert!



PHOTO COURTESY OF OLD EUROPE COFFEE & DESSERTS

### Old Europe Coffee & Desserts

This coffee house and bakery has earned five star ratings from hundreds of visitors. One look at their offerings and it's easy to see why. You'll find everything from a morning croissant to tiramisu fresh from the bakery. Order your favorite coffee drink to accompany it. You can even indulge in a glass of wine or champagne.

[www.oldeuropedesserts.com](http://www.oldeuropedesserts.com)  
716 S. Main St. • 864-775-0210

### Kilwin's Chocolate, Fudge & Ice Cream

Known for down-home confections and ice cream, made fresh from premium ingredients and original recipes. Treats include chocolates, confections, truffles, cremes, candy, caramels and Mackinac Island fudge.

220 N. Main St. • 864-241-2003

## Breakfast, Lunch & Dinner With The Whole Family!

### Tupelo Honey

If you are looking for a place that invites you to don your Sunday best, yet offers Southern dining from scratch that the whole family will enjoy, Tupelo Honey is for you. Kids can munch grilled cheese or waffles, while adults enjoy shrimp and grits or bourbon peppercorn glazed meatloaf. Everyone will love the fried chicken.

[www.tupelohoneycafe.com](http://www.tupelohoneycafe.com)  
1 N. Main St., Suite T • 864-451-6200

### Trio- A Brick Oven Cafe

For pizza people rave about in a warm and lovely environment, visit Trio. Their menu includes pasta choices for children, calzones, gluten-free options, salads, soups, beer, wine, and more.

[www.triocafe.com](http://www.triocafe.com)  
22 N. Main St. • 864-467-1000

### The Dixie Family Restaurant II

When you want to take the kids for a casual meal, but you want more choices than hamburgers, head out to The Dixie Family Restaurant. Choices include honey baked ham, grilled lemon pepper chicken breast, and fried country style steak along with macaroni and cheese, cole slaw, apple sauce, and more. They also offer breakfast for dinner on Tuesday and Thursday nights!

22 N. Main St. • 864-349-1730

## Fine Dining

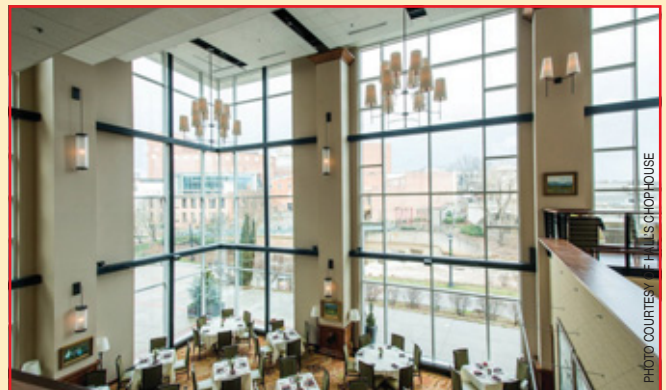


PHOTO COURTESY OF HALL'S CHOPHOUSE

### Hall's Chophouse

The striking and elegant setting with riverside views is the perfect place for steaks, seafood entrees, heritage pork chops, and more. Accompany your meal with cocktails from the full bar service.

[www.hallschophouse.com/location/halls-chophouse-greenville](http://www.hallschophouse.com/location/halls-chophouse-greenville)  
550 S. Main St. • 864-335-4200

## Fun With The Kids!



### ***The Children's Museum of the Upstate***

Unique, interactive exhibits for visitors of all ages are presented. Kids can build dams and float toy ducks and boats in the Reedy River Bend, play guitar in the Garage Rock exhibit, build skyscrapers in the Construction Zone or host a news show in the WTCM broadcasting studio. The Toddler Lily Pond is great for younger children. The on-site cafeteria is stocked with kid favorites.

The museum is about a mile north of Falls Park. Parking is available in the public lot adjacent to the Hughes Main Library on Heritage Green.

[www.tcmupstate.org/greenville](http://www.tcmupstate.org/greenville)  
300 College St. • 864-233-7755

### ***The Roper Mountain Science Center***

Explore, imagine, and grow at the Roper Mountain Science Center! Through an array of state-of-the-art exhibits, kids' imaginations are nurtured and STEM learning is enhanced. Areas of discover include the Butterfly Garden, Dinosaur Trail, the Hooper Planetarium, and Environmental Science and Sustainable Living.

[www.ropermountain.org](http://www.ropermountain.org)  
402 Roper Mountain Rd. • 864-355-8900



### ***Falls Park On the Reedy***

Depending on the weather, you may want to spend some time at this amazing park. Features include the unique Liberty Bridge allowing strollers to walk over the riverfront for great views of the falls. Inviting paths wander past gardens, mill ruins and to the Furman Overlook, a bluff overlooking the river.

[www.fallspark.net](http://www.fallspark.net)  
601 S. Main St. • Phone: 864-467-4350

## History



### ***Museum and Library of Confederate History***

Don't let the building fool you, this small venue is packed full of an amazing collection of Civil War weapons and documentation. Visitors come away educated and amazed.

Hours are Mondays, 10 a.m.-3 p.m.; Wednesdays 10 a.m.-3 p.m.; Fridays 1-9 p.m.; Saturdays 10 a.m.-5 p.m.; Sundays 1-5 p.m.

[www.confederatemuseum.org](http://www.confederatemuseum.org)  
15 Boyce Avenue • 864-421-9039

## Night Life

### ***Group Therapy Pub & Playground***

This adult playground is the place to go if you are ready to play! Axe throwing, wacky mini golf, and ping pong are just some of the games. Snacky foods are available as well as wacky cocktails including Monster Smash, Cosmosis, and a Staycation.

[www.grouptherapy.fun/contact-us](http://www.grouptherapy.fun/contact-us)  
320 Falls St. Suite G • 864-284-4333



### ***Jack n' Diane's Piano Bar***

This live music venue is a hit! The piano players play a variety of genres and the crowd tends to sing along. Sandwiches, burgers, and appetizers are on the menu along with beer, wine, and a variety of cocktails.

[www.jackndianes.com](http://www.jackndianes.com)  
115 N. Brown St. • 864-509-6414





**Bosch GST18V-50 18V Brushless Top-Handle Jig Saw**

Bosch Power Tools has announced the launch of the GST18V-50 18V Brushless Top-Handle Jig Saw. The cordless jig saw delivers a strong cutting capability of up to 4.9" in wood. Its brushless motor delivers up to 3,500 no-load strokes per minute extending the motor's runtime and improving cutting performance on tough projects.

The tool-free blade change system permits fast and convenient blade insertion and ejection. A bright LED light illuminates the cut line in dark work areas, allowing workers to tackle tasks on a variety of jobsites efficiently. Complete with a built-in dust blower, workers can clear dust aside to navigate the cut line.

The variable-speed control provides a dial to adjust the operating speed from 0-3,500 no-load strokes per minute. With the variable speed trigger, users can control the operating speed by feathering the trigger. Workers can select the right blade stroke for their specific project by choosing one of the four orbital action settings.

Complete with Bosch Power Tools' CORE18V battery, the cordless jig saw delivers an extended runtime to help carpenters, remodelers, roofers, and plumbers get a quick cut done to accomplish a range of projects.

[www.boschtools.com](http://www.boschtools.com)

**ProVia Coal Black Soffit**

ProVia has introduced Coal Black Soffit as an addition to the Universal vinyl soffit product line.

Building products professionals are aware of the popularity of trend-setting color choices for home exteriors — combining black and white, black and gray,



and even black with black. This has created a high demand for black materials such as siding, roofing, soffit, and accessories.

ProVia's Coal Black Soffit provides the dramatic dark look that homeowners seek. It's available in full-vent drilled and solid panels.

"We are excited to offer this great new soffit color to our customers," stated Jon Lapp, ProVia siding product manager. "We believe it checks all the boxes – classic styling, a true shade of black, and of course the quality contractors and homeowners expect from ProVia vinyl products."

[www.ProVia.com](http://www.ProVia.com)

**LP Building Solutions Seam & Flashing Sealant**

LP Building Solutions (LP), a leading manufacturer of high performance building products, has announced the launch of LP WeatherLogic® Seam & Flashing Sealant, which is available for purchase across the U.S. It is a solution designed effective sheathing adhesion with premium moisture management technology.

The sealant is a liquid-applied flashing material certified to AAMA 714-19 and is the only liquid-applied sealant approved to seal the panel joints (seams) between LP WeatherLogic panels as part of the LP WeatherLogic system. The sealant



can also be used to flash window and door openings, material transitions, and penetrations of any shape.

The sealant has a 10-15-minute tooling time, 110-minute surface tack time and, depending on conditions, will fully cure in 24 hours. Other benefits include being VOC compliant and having joint movement of ±50% for added flexibility.

[www.LPCorp.com](http://www.LPCorp.com)



**SENCO Nailer for Plastic-Collated Nails**

KYOCERA SENCO Industrial Tools Inc. (SENCO), a global leader in fasteners and power fastening tools, has launched its latest built-in-the-USA pneumatic framing nailer. The SENCO FN81T1 fires full round head nails and features more power, improved durability, and better ergonomics than comparable framing nailers.

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PPG works closely with the new home industry and is knowledgeable about what colors are trending with consumers and how that translates to homes and sheds. We provide color consultations and programs specific to the shed industry, ranging from custom color palettes and support collateral to digital color renderings and solutions for promoting, displaying and selling color.

To learn more, visit [ppgversolon.com](http://ppgversolon.com)

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Versolon™



## NEW PRODUCTS

The FN81T1 follows the launch of the FN91T1, SENCO's 34-degree framing nailer that became available in June. Both nailers are assembled at SENCO's Cincinnati production facility, where most of the company's nails and staples have been manufactured and distributed for decades.

The new FN81T1 fires 20-degree, plastic-collated, full round head nails. The previously launched FN91T1, which was named Best Framing Nailer in the 2022 Pro Tool Innovation Awards, fires 34-degree, paper tape-collated, offset round head or clipped-head nails. The nailers are sold separately through the company's network of distributors in North America.

"The launch of the FN81T1 brings the benefits of SENCO's new framing nailer design to users of one of the most common types of collated framing nails," said

Ryan Schuler, product manager for SENCO's rough construction tools. "Everyone can now experience the new standard in framing, regardless of which type of nails are available on the job site."

The FN81T1 is designed to consistently sink 2" to 3-½" framing nails in dense engineered lumber like LVL and OSB without slowing down. It weighs in at 8.75 pounds and features a durable magnesium magazine and a body and belt hook made from heavy-duty aluminum. An overmolded rubber grip prevents slipping and reduces fatigue from recoil, and an in-line magazine improves balance and creates a clear line of sight for accurate nail placement.

Other features include:

Tool-Free Depth of Drive - Set nail depth with an easy-to-use thumbwheel.

Aggressive Toenail Safety - The pronounced nose piece grips tightly for

toenailing from any angle.

Dry Fire Lockout - Nailer prevents dry firing to reduce wear on internal components.

Rear Two-Step Loading - Magazine allows for rapid reloads for both right- and left-handed users.

Multi-Purpose Design - Beside framing, it is ideal for truss building, subflooring, sheathing, decking, siding, fencing, pallets and crate assembly.

Each tool comes with an air plug, a noma pad and a 5-year warranty.

[www.senco.com](http://www.senco.com)

### SlidePro Trim Products

The SlidePro Trim Products system offers never before seen simplicity to install, remove and reinstall trim. SlidePro Trim has patented a system for trim and molding that requires no nails, glue or caulk. It is available in a multitude of materials

# Our New Digital Magazine Websites

[www.ruralbuildermagazine.com](http://www.ruralbuildermagazine.com)

[www.framebuildingnews.com](http://www.framebuildingnews.com)

[www.readmetalroofing.com](http://www.readmetalroofing.com)

[www.rollformingmagazine.com](http://www.rollformingmagazine.com)

[www.garageshedcarportbuilder.com](http://www.garageshedcarportbuilder.com)

[www.roofingelements magazine.com](http://www.roofingelements magazine.com)

## NEW PRODUCTS



and trim profiles, including wood and aluminum – perfect for a garage or man cave. Utilizing a keyhole on the backside of the trim, it can be easily installed, removed and reinstalled in minutes.

[www.slideprotrim.com](http://www.slideprotrim.com)

### Paintable DryerWallVent

InOvate, a manufacturer of premium residential construction venting products, has expanded its product line with the DryerWallVent Paintable Model.

Featuring a sleek, clean-lined design, DryerWallVent Paintable Model allows professionals to provide homeowners with DryerWallVent color choices that go beyond the standard White, Tan, Brown and Black offering, adding versatility and the ability to blend with virtually any color palette.

DryerWallVent Paintable Model (DWV4P) features PPG's Enviroacryl® and Envirocron® advanced powder coatings, producing a uniform, weather-resistant finish. In addition, DryerWallVent offers rugged durability through its deep drawn Galvalume® heavy gauge steel construction.

Engineered for both vent replacement and new construction, DryerWallVent Paintable Model meets or exceeds all code requirements for safe dryer venting. The vent mates easily to any 4" ductwork for quick installation. Features such as a



gravity-assist damper, integrated magnets and a drip edge provide extra protection from the elements and pests while a large, clean opening and lightweight angled damper promote exceptional airflow efficiency.

[www.DryerWallVent.com](http://www.DryerWallVent.com)

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



**Metal Roofing Magazine; Roofing Elements Magazine; Rollforming Magazine: Karen Knapstein – [karen@shieldwallmedia.com](mailto:karen@shieldwallmedia.com)  
 Frame Building News; Rural Builder; Garage, Shed & Carport Builder: Marcus Josiger – [marcus@shieldwallmedia.com](mailto:marcus@shieldwallmedia.com)**

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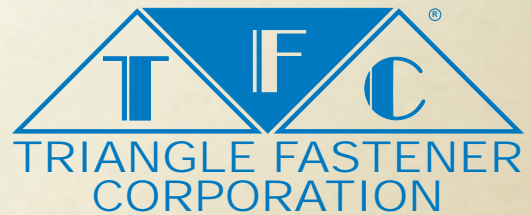




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**If you have any questions about the Project of the Month, contact an editor:**

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2022

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[www.garageshedcarportbuilder.com/show-registration/](http://www.garageshedcarportbuilder.com/show-registration/)

### JAN 31- FEB 2

**NAHB IBS**  
Las Vegas Convention Center  
Las Vegas, Nevada  
[www.buildersshow.com](http://www.buildersshow.com)

### FEB 22-24

**Frame Building Expo**, Louisville, Kentucky  
[nfba.org](http://nfba.org)

### MAR 7-9

**International Roofing Expo**, Dallas, Texas  
[theroofingexpo.com](http://theroofingexpo.com)

### MAR 15

**Associated Building and Contractors (ABC) Convention**  
Kissimmee, Florida  
<https://abcconvention.abc.org/>

### APR 20-22

**Spring IDA EduCon & Tradeshow**  
Hyatt Regency Louisville

Louisville, Kentucky  
[www.doors.org/idaexpo-events/educon](http://www.doors.org/idaexpo-events/educon)

### MAY 8-10

**Metal Building Contractors & Erectors Association Annual Conference**  
Nashville, Tennessee  
[www.mbca.org](http://www.mbca.org)

### MAY 11-12

**Groundbreaking Women in Construction Conference**  
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