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Building Business Relationships

I just returned from Shield Wall Media's Construction Rollforming Show. At Randy Chaffee's seminar "Trade Shows from Both Sides of the Aisle," I was once again reminded of the importance of building relationships with customers, suppliers, employees — everyone.

We have to make money to stay in business, and we do need to track our sales numbers, profit margins, ROI, and other metrics but, in the end, our long-

term success comes down to the relationships we build with people over time. After all, people are the ones who help solve problems and repay kindness with loyalty. Statistics don't do that. You can't text an algorithm and ask for advice. You can't call a formula on a weekend to help you out of a bind.

But you may very well be able to do that with a business friend you've golfed with for years. You know his kid's names and helped him through a job transition.

Or maybe you caught a price mistake in your favor but immediately and openly corrected it rather than letting it slide. And now that customer has sent business your way because you've earned his trust. You're absolutely right, Randy. Success comes from making business relational rather than transactional. Thank you for the seminar!

— Dan Brownell



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Luxury timber frame garage by B&D Builders (BandDBuilders.com)

PHOTO COURTESY OF JANA BANNAN

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10'x24' deluxe cottage.
PHOTO COURTESY OF PREMIER BARNS

How Does the Customer View Your Business?

The Importance of Maintaining an Attractive Shed Lot

BY SHANNON LATHAM

The scenery is absolutely breathtaking; rigid mountaintops stare back through the cabin windows. This cabin was meticulously built to capture nature's essence, with windows allowing natural light to pour in and a front porch offering a magnificent

view. Nestled on a bluff with a wrap-around driveway, it provides sufficient privacy while maintaining a panoramic spectacle. From a distance, it's charming and full of character. Up close, it's even more impressive. It exudes a powerful message without uttering a word. Yes, the appearance matters significantly.

**Premier Barns,
Richmond Missouri**

We began our trip with a visit to Premier Barns located in Richmond, Missouri, for our first podcast interview of the journey. Mike Garber, introduced to me through Austin Weaver of E-Impact Marketing, welcomed us (yes, even com-

petitors can be found in the shed industry). Little did I know, I would also meet Mike's father, Steve Garber, who started the business in 1996. I had previously visited there as an RTO rep in Missouri, but did not initially recognize the connection until seeing the familiar driveway. The premises were tidy, well-kept, and aesthetically appealing, from the manicured lawn to the orderly lumber stacks. It was evident they took great pride in running a family-owned business.

Innovations Manufacturing, Denver, Colorado

Our journey continued to Denver, where we interviewed our friends at Innovations Manufacturing, including Adrien de Maleissye and Owen Bunker. They're an extraordinary team working on designs poised to significantly impact the shed industry both now and in the future.

Yoder's Storage Sheds, Penrose, Colorado

Next was Yoder's Storage Sheds in Penrose, Colorado, where we had a delightful visit with Cody Petersheim. From there, our road trip took us through the stunning vistas of Moab, Telluride, and Durango — some of the most beautiful scenery one could imagine. This particular trip was quite extensive, lasting two weeks. Along the way, we encountered numerous shed manufacturers, shed lots, haulers, and those providing essential products and services to the industry.

Whenever I see a shed lot, I blurt out, "Sheds!" like an overly enthusiastic Shed Geek (which, let's face it, I am). One of my favorite activities is to slow down and evaluate how aesthetically pleasing the lot is. Similar to the carefully maintained cabin where we spent a week in the middle of nowhere, Colorado, the visual appeal of a shed lot speaks volumes.

Why Appearance Matters

Imagine arriving at a rundown cabin



10'x12' single slope shed. PHOTO COURTESY OF YODER'S STORAGE SHEDS



10'x20' side utility shed with ramps. PHOTO COURTESY OF YODER'S STORAGE SHEDS

with trash strewn everywhere, dilapidated doors, windows that wouldn't close properly, and rotten timbers. Disappointing, right? We might have opted for the comfort of our RV instead. But we were greeted with a freshly stained front porch, a lovely wooden rocking chair, and an obviously well-maintained property.

So, how does the customer view your shed lot? In the shed business, some folks take orders while others focus on becoming sales professionals. Various scenarios could impact your approach: perhaps you're a consignment dealer dependent on the shed company for lot setup, or maybe you're wholesaling and operating as an independent retailer. Regardless of your situation, much like creating an inviting digital storefront, setting up an appealing shed lot should be a top priority.

Setting Up Your Shed Lot

1. Lot Arrangement

Carefully consider how your sheds are positioned. Are they aligned with matching rooflines and neatly tucked corners, arranged by size, color, or style? A well-organized lot can make a significant first impression.



10'x16' garden shed. PHOTO COURTESY OF PREMIER BARNES



10'x16' urban shed. PHOTO COURTESY OF PREMIER BARNES

2. Landscaping and Maintenance

Think about landscaping — whether adding gravel or greenery — and maintaining it meticulously. If your lot has gravel, do you rake it regularly to eliminate tracks left by shed movements? Well-

maintained surroundings speak volumes about your business's professionalism.

3. Signage

Effective signage is crucial. Ensure it's the right size for passing drivers to read comfortably and clearly conveys the necessary details, including business hours and contact info. Consider adding an open sign or, if unmanned, easily accessible brochures or business cards to provide prospective customers with the information they need to reach you.

Customer Interaction with Your Lot

Next, factor in how you present yourself. Is your lot manned or unmanned? If unmanned, are there instructions easily visible for contacting you? Providing a seamless customer experience can prevent them from moving on to the nearest competitor.

4. Curb Appeal

Visual appeal draws customers in and makes them feel comfortable exploring



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further. Your lot should look inviting from road or driveway. First impressions matter, and a neat, organized, and attractive lot assures customers of the quality of your sheds.

5. Easy Navigation

Make sure your lot is easy to navigate. Customers should be able to walk around without obstacles, making it easy for them to compare sheds and envision their own in those settings.

6. Cleanliness and Orderliness

Keep your shed lot free of clutter and debris. Trash, scattered materials, and unkempt areas can turn potential customers away. Maintain a habit of regularly cleaning and organizing the lot. Remember, cleanliness reflects the quality of your offerings and attention to detail.

Enhancing The Customer Experience

7. Personal Touches

Simple personal touches can make a big difference. Adding flowers, a small garden, or even decorative elements like vintage advertising signs, barring they don't clash with the shed styles, can create a unique, welcoming atmosphere.

8. Informative Displays

Having informative displays and clear, visible price tags on all sheds will keep customers well-informed without needing immediate assistance. A knowledgeable customer feels more confident in their purchase decision, and transparent pricing builds trust.

9. Consistent Upgrades

Consider periodic upgrades to your lot. Refresh the paint, update signage, or introduce new shed models. Keeping your lot updated and modern shows customers that you're dedicated to providing the best options available.



10'x12' chicken coop. PHOTO COURTESY OF YODER'S STORAGE SHEDS

Bridging Digital and Physical Experiences

While a physical storefront matters, don't neglect the digital experience. An appealing online presence should complement your physical lot.

10. Interactive Features

Invest in features like online 3D shed configurators, high-quality photos, and captivating videos. These tools allow customers to explore options and visualize their future shed without leaving home.

11. Responsive Design

Ensure that your website is user-friendly, responsive, and provides all necessary information, including business hours, contact details, and an FAQ section. Make it easy for customers to reach out to you digitally.

Building and maintaining an appealing shed lot speaks directly to the customer about your business standards and values. It's the first chapter in what could be a

long story of trust and satisfaction. While competition exists, how you present yourselves — both aesthetically and professionally — will often be the deciding factor for potential buyers.

Invest time and effort in making your shed lot an inviting and engaging place that offers a unified, pleasing experience both in person and online. This approach not only attracts customers but keeps them coming back.

Remember, as a professional in the shed industry, the details matter. Success isn't just about selling a product; it's about providing an experience. From the immaculate presentation of your lot to the seamless digital experience, every interaction counts.

So, the next time you pull into your shed lot, ask yourself: What story is it telling? Does it invite customers in, or send them looking elsewhere? Make improvements where needed and keep striving for excellence. Your dedication will not go unnoticed. **GSCB**

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Billboards and Roadside Marketing

Even in the Digital Age, Traditional Marketing Still Has Tremendous Impact

BY RANDY CHAFFEE

We live in an age dominated by digital media and I love it! With this said it can be easy to forget the impact that traditional marketing methods can still have. One such method we should not overlook in the rush to go digital is billboard and roadside marketing.

This tried-and-true strategy holds a unique place in the advertising world. I think this can be especially true the garage, shed, and carport industry. While online marketing certainly has its advantages, there's something about the tangible presence of a well-placed billboard that resonates in a way that digital ads often can't match. There is also a real advantage to doing what others may not be doing.



The Power of Presence

Let's start with the basics. A billboard's power lies in its sheer visibility. While digital ads can be scrolled past or blocked, a billboard maintains a physical presence that occupies space in the real world. When strategically placed along busy highways or near key intersections, it becomes an unavoidable part of the landscape. Potential customers, whether commuting to work or heading out on a road trip are exposed repeatedly to your message day in and day out.

In the garage, shed, and carport industry, where the decision to purchase is often influenced by practicality and necessity, the constant reminder of your brand can be incredibly effective. Potential customers simply do not need a new shed or carport every day, but when they do, the name they've seen on their daily commute for months will keep you top of mind! Now consider the force multiplier effect of combining this with social media. *With*, not instead of. The compounding effect of social media with the physical billboard can be a real one-two marketing punch.

Emotional and Practical Appeal

There's also an emotional and practical appeal to billboards. A well-crafted billboard can evoke a sense of trust and reliability. It's a physical manifestation of your business. It suggests permanence and stability. This is particularly important in this industry where customers are looking for durable, long-lasting structures.

Moreover, billboards are inherently local. They target the

community in which they are placed, making them ideal for businesses like yours that often serve a specific geographic area. A local billboard campaign can establish your business as a key player in the community, fostering a sense of familiarity and trust among potential customers.

Creativity Unleashed

One of the most exciting aspects of billboard marketing is the creative freedom it offers. While digital ads are often constrained by platform guidelines and limited screen space, billboards are a blank canvas. You have the opportunity to create bold, eye-catching designs that grab attention and make a lasting impression.

Consider using striking visuals that highlight the quality and craftsmanship of your products. Showcase a beautifully designed garage, shed, or carport against a stunning backdrop. Use clever, memorable slogans that encapsulate the benefits of choosing your company. The key is to create a visual and verbal hook that

sticks with people long after they've passed your billboard.

Cost-Effective and Measurable

Contrary to popular belief, billboard advertising can be quite cost-effective, especially when you consider its potential reach and impact. A single billboard can provide continuous exposure for weeks or even months. This long-term visibility makes it an excellent investment for businesses looking to maximize their marketing dollars.

Selecting a site for billboard(s) is the time to think value and not simply price. Less traveled roads will tend to cost less but, remember, we get what we pay for. Work with your billboard company to get the right cost versus daily views that will be the most beneficial to you.

Integrating with Digital

While billboards offer significant standalone benefits, they can also be integrated with your digital marketing efforts for

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even greater impact. A coordinated campaign that combines billboards with social media, email marketing, and your website can create a cohesive brand experience that reaches customers across multiple touchpoints.

For example, you could use a billboard to promote a special offer and include a unique URL or QR code that directs people to a dedicated landing page on your website. This not only drives traffic to your site but also allows you to track the success of your billboard campaign more accurately. Additionally, sharing images of your billboards on social media can extend their reach and create a buzz around your brand.

The Personal Touch

In an industry where personal service and customer satisfaction are paramount, billboards add a personal touch to your marketing efforts. They signal that you're part of the community and invested in serving local needs. They tell a story of reliability, commitment, and trustworthiness...qualities that are essential when customers are choosing a provider for their garages, sheds, and carports.

Real-World Examples

Let's look at a few real-world examples to see how effective billboards can be in our industry. Imagine a billboard located on a busy highway leading out of town, where commuters see it daily. The billboard features a stunning image of a custom-built garage with the tagline, "Your Dream Garage Is Just a Call Away." Alongside this, it has your company logo, phone number, and website.

Another example could be a billboard near a large suburban area, showcasing a spacious and stylish carport with the message, "Protect Your Vehicle with Style." The visual appeal, combined with the practical benefit highlighted in the tagline, creates a compelling advertisement that speaks directly to the needs of potential customers.

As mentioned earlier...develop a force multiplier effect by combining a social media campaign around your billboard(s). This will foster the can't miss "visibility = opportunities" environment you want to really grow your brand and your sales.

Overcoming Common Objections

Of course, there are common objections to billboard advertis-

ing that need to be addressed. Some might argue that billboards are a thing of the past, a relic in a world moving towards digital. However, the reality is that billboards have adapted and evolved. Digital billboards, for instance, offer dynamic content that



can change throughout the day, providing fresh and relevant messages to passersby.

Some may feel that tracking the ROI of billboards is more challenging than digital ads. While this can be true to some extent, the aforementioned advancements in tracking technology have significantly bridged this gap. Furthermore, the consistent and repeated exposure that billboards offer can lead to brand recognition and recall that digital ads alone may not achieve as effectively.

Yard Signs

I absolutely love yard signs. In this industry, I'm a huge believer that yard signs are still an effective avenue at an easy-on-the-budget price point. People still will read yard signs. Disagree? Well, we are in political campaign season, so tell me they don't work. These folks use yard signs for a reason...they work. It's such a low-cost way to bring attention to your recently built garage or carport...or to the newly delivered mini-barn. It's simply one more tool in your marketing toolbox to work side-by-side with digital and billboards.

Conclusion: Old School Plays Well

In conclusion, while the world of marketing continues to evolve rapidly with new technologies and platforms, there's still a valuable place for traditional methods like billboard advertising and yard signs. In the garage, shed, and carport industry, where tangible products and local presence matter, the impact of a well-placed, creatively designed billboard can be profound. Combine it with digital and stick that yard sign up. **GSCB**

Randy Chaffee brings four-plus decades of experience to the post-frame and metal roofing industries. A board member for the Buckeye Frame Builders Association and the National Frame Builders Association, his podcast is available at [facebook.com/BuildingWins](https://www.facebook.com/BuildingWins). No web access? Call (814) 906-0001 at 1 p.m. Eastern on Mondays to listen.



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SE Yard Solutions

Edwin Miller Talks About On-Site Shed Building

BY LINDA SCHMID

Our Builder Spotlight is focused on a couple who built their own company in the shed construction industry, Edwin and Sarah Miller. They are an enterprising pair, and we hope you will gain some insight about their business and perhaps come away with some food for thought. Who knows what wisdom may be uncovered when small business owners share their stories?

Who started the business and when?

My wife Sarah and I started the business in December 2018 in north Texas.

What was your history, prior to starting the business?

I was previously in Ohio, where I learned construction, building post-frame buildings, doing a little roofing, working for Tuff Shed, selling sheds and building them. I spent time as job

foreman building cabins, too.

Through many of my experiences I saw a lack of customer service and quality, and I knew I could give people a better experience.

What is your location and has it changed through the years?

The current location for SE Yard Solutions is 121 County Road 3552, Paradise, Texas. The company has moved around a bit, but they have stayed in northern Texas.

What else can you tell us about your history?

At first the company focused on privacy fencing, and it took a while to realize this was not the niche for us. I got work subcontracting, helping a startup to ramp up production. Two years ago, I decided to pursue my own customers, and I began to focus on my own brand.

What products and services do you provide?

We build sheds on site; we do not pre-built sheds. That's our segment, bringing the storage people need or want, and the sheds are 99% residential wood structures, standard portables with LP SmartSide.

What is your current territory?

We focus on the Dallas/Fort Worth Metro Area, including Abilene, Wichita Falls, and Fort Worth. We will go



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anywhere within about 100 miles from our headquarters in the city of Paradise.

What is the current business climate in your area?

The business climate is mixed. There are many people moving into the area due to urban creep. However, demand has slowed down since COVID, probably for two reasons. Many bought a shed in those years, and some of the sales got pulled forward that, under normal circumstances, would have been put off for a couple years.

Currently, one shed company is dealing with financial difficulties, and another is having a hard time keeping employees busy, so there may be a bit of a shakeup in the local market.



What is your primary customer base?

Our sales model is 95% direct to the customer. Our retail sales consist of residential (mostly), but we also have our fair share of businesses placing orders when in need of either a storage facility or even an outdoor area to retrofit for staff breakrooms or excess office space.

How do you differentiate yourself from your competitors?

We have differentiated our company from our competitors by the way we care for customers.

Builders often don't communicate with the customer; we keep them in the loop. Some companies want their shed to only last 15 years so they can sell another one sooner. But after all, a 10' x 20' can cost \$4,500. We can do better than a shed that lasts only 15 years. We want our shed to last 30 years and we want our customer to love it."

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wrong in delivery. We are proud of the product we put out. SE Yard Solutions is one of the highest rated shed builders on Google.

Tell us about challenges the company has faced, and how you overcame them.

The biggest challenge has been a shortage of people in the labor pool. To make up for a lack of employees, we work with local contractors. Initially we were concerned about what kind of care subcontractors would provide customers, since they are not invested in the company like an employee would be. However, we have built relationships with them and we show them we appreciate their input by compensating them for quality. It seems to be working well.

To what do you owe the success of your business?

Our success is from God. I've just followed what God told me to do, and it always seemed to come back to sheds. This is His business, and I am the steward of that business.

If you could, what would you tell yourself three to five years ago?

I would tell myself to get started sooner. I came in on the tail end of COVID, the truly strong years of shed sales. Before that, I was busy helping others build their company, and procrastinating on what I needed to do.

What is your advice to someone brand new to this business?

Learn as much as you can. Ask for help if you need it. Ask questions about the way things are done, and don't be afraid of hard work. The first five years you probably won't knock it out of the park ... you need to give it time, you need repetition. There is no shortcut. You need to just keep doing it to become more

efficient.

I have built over 1,000 sheds and asked lots of questions to become an efficient shed builder.



Where do you see opportunities in the coming months and years?

The biggest opportunities are in on-site shed building. I see fewer garages or smaller garages being built, but people still need storage. Often they have fenced-in yards and they don't want to pull down part of it to get a shed into the yard, so they have a shed built on-site.

Those shed lots who want to optimize ROI should offer an on-site option, whether they do it themselves or partner with a subcontractor. Similarly, if a manufacturer hasn't got a physical presence in an area, it can help to open a shed lot.

Where do you see the biggest challenges in the coming years?

For us, the biggest challenge is the ramp-up of production. It takes time to elicit demand when you don't have the employees to provide the product, and it's hard to keep good employees if you don't have work to keep them busy full time.

What are your Three Keys to Good Business?

1. Integrity. Treat people as you want to be treated. Follow the scriptures and structure your business as God wants it. If you are trying to do that, then even if you make mistakes, you will be okay.

2. Honesty. Do what you say; say what you mean.

3. Proficiency. Understand your business well. Narrow in on your niche. For example, I focus on affordable, quality storage. I want to do such a good job that anyone who goes another route wonders what their experience would have been like if they had gone with the professionals at SE Yard Solutions.

Tell us about your company culture and business philosophy.

My philosophy is that our job is to take care of people and help them get a shed in a professional and timely manner. The shed should last 30 years. We are creating a standard of excellence; we want to get customers the very best shed they can get for the money.

I want to be an excellent employer with clarity regarding how and when subcontractors get paid. I try to lead by example. If we mess up a kit, I will stay as long as it takes to get it right and ensure the customer has a good experience. When employees see that you are willing to work as hard or harder than they do to provide excellence, they want to be part of that. Working for excellence levels the playing field.

Who are your component suppliers? Can we give them a shout-out for their products?

I try to buy supplies locally, so much is from hardware stores. I also purchase Midco Building Products' doors and lumber, and Solar Blaster out of Arizona is a great product. **GSCB**

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NEW PRODUCTS

S-51 Unveils New Clamp for Riverdeck Profiles

S-51, the inventor of engineered, manufactured, metal roof attachments, introduced its new S-5-RC™ clamp for attaching a wide range of rooftop accessories to the Riverdeck® metal roof profile.

The two-piece design of the S-5-RC interfaces with the rib geometry and creates a mechanical interlock strong enough to mount most rooftop applications with certified holding strength, protecting the roof from corrosion and preserving the metal panels' thermal cycling characteristics.

Applicable for small- and large-scale industrial, commercial and institutional projects, the clamp can be installed anywhere along the seam for placement flexibility. Installers can utilize the S-5-RC with rails or put the clamp with the S-51 PV KIT™ solar solution for streamlined rail-less and penetration-free solar mounting to save time and money.

Made of high-tensile structural aluminum to match Riverdeck's long-lasting performance, the S-5-RC requires no maintenance or repainting and is warranted for the life of the roof.

New Stanley's Control-Lock™ Tape Measures

Stanley has released the new Control-Lock tape measures that feature an integrated finger brake, providing users with maximum control and protection when extending and retracting the blade. Coming in lengths of 12, 16, 25, 26, and 30 feet, they've made to reach out to 12 feet.

Features listed:

- An integrated finger brake that provides improved control of the blade when measuring and retracting

NEW PRODUCTS

Malco Products Expands Line of C-RHEX Drivers

Malco Products, SBC, one of the nation's leading solution developers and manufacturers of a variety of high-quality tools for the building trades, today launched an extension of its line of award-winning Cleankable, Reversible Magnetic Hex Drivers: the Building Construction Series, which features deeper sockets for installing fasteners with higher head heights such as concrete anchors, pole barn screws and other common fasteners for roofing, siding and gutter applications.

The C-RHEX Building Construction Series models are available in six lengths from 2" through 12". Reversible 1/4" and 5/16" hex sockets allow for quick changes between sizes, and the Building Construction Series drivers are designed to work effectively with painted fasteners, as well as specialized polishes in the internal sockets prevents fastener sticking.

End-users can save valuable time and effort by having access to two reversible hex sizes in one driver with color-coded grooves for easy identification. These drivers are built with S2 hardened steel

Bosch: New Cordless Rotary Hammer Has Corded Power

Bosch has released a new cordless rotary hammer that it says has the power of a corded tool. The concrete rotary hammer is called the Proxact 18V SDS-max 1-5/8" Rotary Hammer (GBH18V-40C) and outperforms its corded counterpart, the Bosch 11264EVS, according to Bosch.

Features listed:

- Cordless Design: Delivers corded hammer performance, with 6.7 ft.-lbs. impact energy (EPTA) powered by a single 18V CORE18V 8 Ah or 12Ah battery, making concrete work easier.
- KickBack Control: Reduces the risk of sudden tool reactions in binding conditions.
- Soft Start and Controlled RPM: Adjusts the tool rpm and bpm for more controlled drilling and chiseling applications when working with softer materials like brick and tile.
- Anti-Vibration System: Helps to reduce tool vibration, due to the longer air reduction tube inside the hammer tube and cushion built into the hammer tube and dampers added in the handle.
- Lock-On/Off Button: Keeps the tool running when locked on (hammer mode only) and helps prevent accidental activation of the tool trigger when locked off.

NEW PRODUCTS

The introduction of EnergyShield XR, a new polyiso insulation product specifically engineered to provide continuous insulation for foundation walls and under-slab use. EnergyShield XR expands upon their polyiso wall solutions to create a versatile, commercial and residential applications.

"EnergyShield XR effectively insulates the building foundation to help improve energy efficiency and interior comfort for occupants," said Jen Frey, Senior Product Manager at Atlas. "It's actively reduce energy from walls with excessive loads from soil pressure."

The product has a very 5-year thermal warranty. The distinction between the DX13 Brushless Power tool and this state-of-the-art battery delivery is three times longer life than-ion battery-re-charge a 5Ah battery in 20 minutes and have twice the amount of power to tackle some of the toughest applications on the jobsite without being connected to a cord," stated the press release. "Plus, the graphene battery provides four times the amount of life cycle—a single battery, with a 5-year warranty to stand behind it."

All cordless tools on the Cat 18-volt platform are compatible with the 18V, 5.0Ah graphene battery. Cat also said more power, provides 50 percent longer runtime, and adds 10 percent longer life, compared to traditional brushed motors." RB

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46 GARAGE • SHED • CARPORT BUILDER / JUNE/JULY 2023



Find a Power Tool Battery Recycler Near You

Power Tool Institute Shows You How

An important part of responsible power tool ownership is appropriately disposing of rechargeable batteries at the end of their service life. Yes, lithium-ion batteries have revolutionized power tools and other devices by providing long-lasting, reliable power. However, no battery lasts forever. When it's time to discard a rechargeable battery, don't be tempted to throw it out with your regular household trash. It must be recycled.

Recycling Is Easier Than You Think

Recycling a battery is easier than you think. To make it easier still, the Power Tool Institute (PTI), the leading organization for power tool safety resources, information, and education, has now linked its dedicated battery safety website to an online tool that can help power tool owners find authorized battery recycling drop-off points in their own communi-

ties. You might be surprised by how many options you have.

To access the feature, visitors to PTI's battery safety website simply go to the

"Disposal" tab and enter their ZIP code. After clicking "Go," they will be taken directly to Call2Recycle's website and a customized list of appropriate disposal



sites in their area.

Why Recycle Your Lithium-Ion Batteries?

Why should you recycle your lithium-ion batteries instead of tossing them in the trash? Improper disposal can expose batteries to extreme heat, liquids, crushing, short circuits, and other hazards that could cause potential fire hazards at waste-handling facilities and landfills, and contaminate the water supply. Recycling these batteries conserves natural resources, prevents them from entering the solid waste stream and, ultimately, preserves our environment.

Many Battery Materials Can Be Reused

Meanwhile, many common materials used in batteries can be extracted as part of the recycling process. They can be reused for future batteries and other products. Typically, higher yields of usable material are achieved from recycled battery material than from mining natural resources, making recycled batteries an efficient source of future energy. For example, one ton of battery-grade lithium can be derived from 28 tons of batteries, whereas it would take 250 tons of ore to yield the same amount.

Get More Information About Power Tool Battery Safety

The benefits of battery recycling are clear. Additional information on power tool battery safety is available at takechargeofyourbattery.com. **GSCB**

About PTI

With the vision to unify and educate others about power tools, since its founding in 1968, the Power Tool Institute (powertoolinstitute.com) has established itself as the leading organization for building global understanding of power tools and for maintaining high standards of safety in the industry. Its members, listed on its website under the

Member/Brand Profiles tab, represent market-leading brands in the areas of portable and stationary power tools. PTI's

members are committed to improving the industry and to being the premier resource for power tool education.

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Steps to Find, Attract, and Hire Top Talent

Develop a Talent Pipeline

BY GEORGE HEDLEY



do much to build or develop their employee base and capacity. Most don't offer much training, mentoring, education, promotion from within, or career path for employees to develop their future. They also don't have a proactive recruitment program to generate a steady flow of potential new employees. In fact, most contractors only run an ad when they need some help and then hope they get some applicants. This won't work today.

Add a Talent Development Role

As a business coach who helps contractors improve their businesses, I have encouraged contractors to add a new box to their organizational charts titled, "Talent Development." This area of responsibility is dedicated to building, developing, motivating, training, retaining, and attracting the best talent to want to work for their companies. The best people have the talent, experience, knowledge, dedication, character, commitment, integrity, and values to accomplish the tasks, responsibilities, and accountabilities to perform and achieve their expected results.

Every construction business admits its number one problem is finding, attracting, hiring, and retaining top talent. Construction unemployment in the U.S. is down to around 5%. Construction industry economists tell us the industry requires another 500,000 new workers to fill today's need.

What Is Your Recruitment Process?

With the realization of these facts, what are you doing about your need for talent? The reality is that most contractors don't

Evaluate Your Talent Needs Using T-E-V+CD.

There are three important T-E-V+CD criteria you can use to evaluate your current team and potential hires.

T = Talent - Do they have the right talent, education, and intelligence to do the job well, improve, grow, make decisions, ability to learn, and take on more responsibility?

E = Experience - Do they have the right experience and knowledge required to oversee and manage complex projects, provide solutions, organize, meet deadlines, achieve results,

and manage all types of people, subcontractors, suppliers, and customer situations in a professional manner?

V = Values - Do they have the right core values required by the company including a positive winning attitude, teamwork, integrity, honesty, ownership for results, willingness to change and improve, and achieve the expected results without excuses?

CD = Committed and Dedicated - Are they committed to perform, dedicated to doing whatever it takes, willing to make decisions, and able to find solutions to difficult problems and challenges?

Consider the different talent criteria to determine if people are a good fit for your company:

High T, E, V, and CD = Great employee who is or can be a strong asset to your team.

High T, V, and CD with low E = Has the right criteria to hire, train, promote, develop, and invest time in.

Low T or E = This person might be able to learn how to perform well but is a large risk and will take some time and effort to train.

Low V or CD = Avoid or eliminate! Not someone you ever want to have on your team, ever!

Steps to Attract, Find, and Recruit Top Talent

Many of my construction company coaching clients are using numerous methods to attract and retain employees including:

1. Provide above-market pay and full benefits including health care, retirement benefits, paid vacation, personal time off or sick pay, and paid holidays — for the management, staff, and field crew workers.

2. Promote and reward recruiting. Offer incentive pay for employees who recommend someone to apply for a job at their company. Typical incentive pay ranges from \$1,000 to \$2,500 depending on the position, paid out after 1, 3, and 6 months of employment.

3. Offer hiring bonuses from \$1,000 to \$3,000 to new hires who work for 3 or 6 months.

4. Obviously use hiring websites. Change your ad every two weeks to keep it current and at the top of the list. Consider:

- Indeed or ZipRecruiter for project managers, estimators, and supervisors.
- for field hourly workers, use Craigslist and Facebook ads.
- Use Spanish-hiring websites like Saludos.

5. Place “Now Hiring” signs or decals on your trucks, jobsites, job trailers, etc.

6. The key is to hire fast! If you don’t hire people now, they won’t be available tomorrow. Allow foreman and field supervisors to hire on the spot. Provide them with the basic hiring information to get from applicants including their name, address,

Social Security number, driver’s license, drug testing requirement, etc. Agree on pay and then put them to work as soon as the paperwork is completed.

7. Give everyone hiring business cards to hand out.

8. Develop a hiring brochure with all the benefits your company offers. Give them out, place in every job trailer, and have field supervisors and foremen carry some with them.

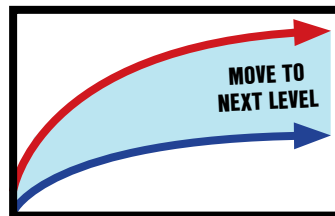
9. Many contractors have a “Why Work for Us” video on their website explaining how they have a great place to work that is enjoyable, fulfilling, and friendly. Also discuss your employee development and training program, and your career development advancement ladder.

10. Offer incentives to your subcontractors and suppliers for new hire referrals or recommendations.

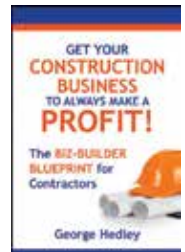
11. Add an extension to your voicemail for applicants to leave a message.

12. Assign a staff person (hiring coordinator) to call back interested applicants immediately and perform a short screening interview. Then have them set an appointment for an interview

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with a manager or supervisor.

Strategy to Hire Managers and Supervisors

Frustrated and getting overworked, business owners often make the big decision to hire an experienced manager with a strong resume so they can delegate part of their workload. Unfortunately, their first instinct is to move someone from within the company into a key position who has little or no experience or skills in the area they need. A poor example includes moving a project administrator or junior assistant into a project manager. This is an easy and less costly route rather than looking for a new hire with the talent and experience required to 100% handle the role without constant oversight.

After trying to move an inexperienced person without any luck and to hopefully save money, they next hire a low paid assistant, untrained field supervisor, junior project manager, or an untested estimator with little experience for the position they need. Or even worse, rather than take the time required to find the right person with the right talent and experience for the job, they attempt to hire a relative, family friend, or in-law who is out of work and seems likely they might be able to do the job.

Don't hire cheap and hope it works out! Poor decisions won't help companies move to the next level. The real reason for making poor hiring decisions is to save money or avoid the time, pain, and energy required to hire and pay for the perfect experienced employee or manager. Don't take the path of least resistance and hope the easier, more comfortable, weaker, and less expensive choice will work out. You know what happens when you hire untrained cheap people with little or no management experience to assist you? You spend all your time trying to keep them busy, answering their questions, helping them do simple tasks, and train-



ing them. In other words, you do your job plus theirs, which causes you to work more and achieve less!

Where to Start: Hire or Delegate?

A busy construction company owner or president usually has too many activities they're responsible for. So, where should owners spend their time and what roles or positions should they hire or delegate? The roles to consider are sales, estimating, project management, field supervision, or financial management.

To decide your best and most effective role, rank what will give your company the highest return for growth and profitability. Successful company presidents primarily focus on providing effective visionary innovative leadership, winning high margin sales, customer development, overseeing the estimating department, growing capacity, and hiring and developing top talent. To make your vision become real, you must make tough decisions to:

1. Stop doing the work as a project manager, estimator, and general field supervisor.
2. Focus on growing your company

and building capacity by hiring the right people with the right talent, experience, and the right values with the ability to move into more responsible leadership positions.

3. Delegate and let go of making decisions for your team. Hold them accountable for achieving results and finding solutions without excuses.

4. Assign someone in your company to be responsible for coordinating the hiring process, recruiting, and developing top talent.

5. Commit and decide to make people your top priority. Develop and implement plans to build capacity including finding, attracting, hiring, and retaining top talent. **GSCB**

George Hedley CPBC, is a certified professional construction business coach, consultant, and popular speaker. He helps contractors build better businesses, grow, profit, develop management teams, improve field production, and get their companies to work.



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PHOTOS COURTESY OF JANA BANNAN

Four Trends Driving the Growth of Custom Luxury Garages

Timber Frame Structures Evoke Timeless Character and Old-World Charm

The humble garage has undergone a luxury revival. High-end custom garages that combine a show-room setting with room for entertaining and pursuing one's passions have become elevated "man caves" for discerning auto enthusiasts.

B&D Builders, a seasoned custom builder that specializes in incorporating traditional timber framing techniques and aesthetics into luxury residences, equestrian facilities, and commercial spaces, shares four trends shaping the growth of luxury custom garages.

"We have seen rising demand for luxury garages as people have grown to desire spaces near their homes where they can participate in and celebrate their lifestyle interests," said Daniel Glick,

co-founder and co-owner, B&D Builders. "Sometimes, they're collectors who want to keep their vintage vehicles well maintained, or they're avid travelers who keep their recreational vehicles at home instead of in storage. Others enjoy rebuilding cars and need workspace for this or other hobbies. The garage has evolved to become a well-appointed space that is customized to meet their unique interests and is almost an extension of the home."

Appreciation for Classic Materials

Inspired by the craftsmanship of a fine automobile, luxury garage builders are pulling from a palette of distinguished materials. Timber frame structures that feature quality lumber, reclaimed wood, stone, and steel invoke timeless character and

Old-World charm. “Timber construction carries a unique aesthetic that is both warm and rugged,” Glick noted. “Whether a homeowner envisions a rustic barn or a modern design, timber offers the flexibility to achieve their vision.”

Accessible Showroom Ambience

Luxury garages are about more than simply storing or showcasing vehicles. They create unique spaces where people can interact with fellow enthusiasts and admire their collection. Ample space to display vehicles is paired with unique features such as observation decks, bridges, and lofts that enable homeowners to use the space in multiple ways while enjoying their prized possessions. “The custom garage is typically separate from the home’s daily garage and car shelter,” Glick noted. “It provides an alternative to off-site storage, so featuring the vehicles at the center of the design is a key factor in determining the layout and functionality of the space.”

Unlimited Personalization

Functionality, size, and accessibility are all customizable features that provide a solution for homeowners seeking shelter for unique and oversized vehicles. Adding a designated workshop and car care area provides space for detailing or restoration while protecting vehicles that are on display.

On-Site Entertainment Space

A well-appointed custom garage can also serve as expanded living space, providing an area where car enthusiasts can gather and appreciate their collection. In this regard, the warmth of timber provides a comfortable environment that is inviting to guests and durable enough to withstand the wear and tear from automobiles. Additionally, from wine or bourbon storage to fully equipped home gyms, lounge areas, bars, or kitchens, the customizable design of the luxury garage enables homeowners to add personalized leisure space.



“Building a custom garage is about more than functionality,” Glick added. “Every project has its own unique requirements, but at its essence, each structure is rooted in creativity. Before the garage can be designed, it’s important to understand the significance of the vehicles that will ultimately be at the center of the project. Allowing the narrative of the vehicles to guide the design will result in a space that can truly enhance a homeowner’s lifestyle.” **GSCB**

About B&D Builders

B&D Builders (BandDBuilders.com) is a full-service custom builder with the expertise to bring new construction and remodeling projects to life. B&D Builders’ team of skilled designers and craftsmen have brought creativity and attention to detail to



hundreds of projects across the U.S., including bank barns, equestrian arenas, event facilities, historic restorations, commercial properties, and luxury homes. B&D relishes building a heritage structure that not only stands the test of time but brings the customer’s vision into full focus. For more than 20 years, B&D Builders projects have been Built Right or Not at All.



Delden Garage Doors

A Tale of Two Leaders: Their Lessons and Legacy

BY LINDA SCHMID

Leadership is so important; it can mean the difference between a company that survives and thrives for decades and a company that folds early on. The employees of Delden Garage Doors feel blessed to be where they are based on the actions of two great leaders, Gene Renner and Denise Dahms.

In the Beginning

In 1956, Gene Renner partnered with his father, Elmer, to sell garage doors as R&R Garage Door company in Kansas City, Missouri. While the door company did not do very well the first year and came close to closing the doors permanently, a tornado came through the area in 1957, and in its wake, garage door sales soared. R&R became Renner Supply, selling and installing garage doors and hardware.

In 1964, Renner bought the Lincoln Door Clamp, and with three minority owners, created a manufacturing company to make wood garage doors. Renner named the company Delden after Deelayne, Dennis, and Denise, his three children. In 1969, the company expanded into the production of fiberglass, and aluminum doors. Then in 1980, Delden bought a rollformer and began producing commercial steel doors.

Renner was known as a good business man, with an entrepreneurial spirit and an innovative and risk-tolerant approach. Gene credited his success to surrounding himself with good people who filled the gaps in his own knowledge and experience. A very personable man, he remem-



bered names and people, and he taught his daughter to keep looking forward.

The company grew significantly under Renner's leadership, and by the time he retired in 2003, the company had a strong footprint in the Midwest.

Coming of Age

Brad Dodson, third generation co-owner, son of Dee Layne, said that while Renner was forever looking to be ahead of the next innovation, Denise Dahms, Renner's daughter and successor, had her own style and her own gifts to bring to the company. She saw that they had benefitted from Renner's innovative spirit and had thrived upon it, but they needed some stability. Dahms brought that financial stability to the company.

The company provides garage doors and operators to pole barn builders, shed builders, garage door dealers, lumber yards, and shed builders. They have re-



Denise Dahms receiving the IDA Heritage Award, a recognition of individuals who have contributed to the well-being and heritage of the door and access systems industry.

cently begun manufacturing boxed garage door kits that include tracks and all, and these are often purchased by shed builders.

One of the lessons Dahms instilled in the management team is to value every customer, both big and small. Everyone is treated with the same care.

Employees and Culture

"Care about your people. That's big," Dodson said. "If you don't care about them, they will not work hard for you."

The company now boasts about 125 workers. Dodson says that one of the ways they retain employees is through providing people with a safe environment where no one is watching over their shoulder, and each employee is given a chance to contribute, to spread their wings, and be successful. They promote from within; most of the top-level people started at another job in the company and worked their way up to their current positions.

The expectation is that everyone in the company treats everyone else like they want to be treated.

Challenges and Opportunities

Some employees can be a real challenge, Dodson acknowledges. When there is high demand for the company's service and few workers and job applicants, a company can find themselves with some employees who take advantage. However, that is short-term thinking on the employee's part, and once the worst of the rush is over, the situation is remedied. The company comes out of the situation stronger for the experience, knowing who their loyal employees are, Dodson said.

Delden came through the supply chain issues that accompanied the COVID-19 lockdown more swiftly than many competitors, Dodson believes, because while they do not make anything from raw materials, they maintain relationships with many vendors for components, so they were in a position where they could quickly pivot.

Philosophy and Advice

It takes grit and a competitive spirit to make it in this industry, Dodson said. You have to be able to deal with failure. And when you have failed, you need to focus on what you learned, not the failure itself. You also need to be able to think outside of the box. And something that Dahms and Renner both strongly believed is that it's important to surround yourself with good, smart people.

"These were some of the values Dahms taught me and William," Dodson said referring to Dahms' son, fellow co-owner of the company.

"Find out what differentiates you from your competitors," Dodson advised. If you can't find that differentiating factor, then create one. Look for a need and figure out how to fill it. Find out what other competitors are unwilling to do, and do it.

Have patience with older employees; it



Plaque on Brad Dodson's office door commemorating Gene Renner.



Plaque on William Dahms' office door commemorating Denise Dahms.



Co-founder Elmer Renner with granddaughter, Denise Dahms.

may take them longer to do some things, but they still have plenty to bring to the table and will likely teach you something.

Whatever challenges you are going through, believe that you are becoming stronger for it, and you will.

Keep Looking Ahead

Denise Dahms passed away last year after 42 years at the company, 30 as the president. The company as a whole feels her loss keenly.

"Denise Dahms and Gene Renner are dear to many people here," Dodson said. "They, and their lessons, will not be

forgotten," he added.

However, as both of these great leaders would have wished, the company they founded and nurtured is looking toward the future with excitement.

"There is a lot of growth potential out there," Dodson said.

The company has a presence in eight states currently, so there are many places they could go.

"We have a great leadership team," Dodson said, "and our people are the best. They make the real difference. Without them, we couldn't do it."

GSCB



PHOTOS COURTESY OF HAAS DOOR

Maximizing Return on Investment

The Value of High-Quality Garage Doors in Modern Home Design

In today's competitive housing market, builders and remodelers are continually seeking ways to differentiate their projects and provide maximum value to their clients. One often-overlooked opportunity lies in an element that combines functionality, curb appeal and an exceptional return on investment (ROI): the garage door.

A recent cost vs. value report highlights the significant impact a quality garage door can have on a home's value. The study underscores a remarkable ROI for garage door replacements, which as of this year is nearing 200%, making it one of the most cost-effective upgrades homeowners can make.

This doesn't just mean any old garage door will do -- this is about the value that comes with adding a quality, durable and stylish garage door instead of sticking with a base line model that homeowners will have to replace soon, anyway.

But what exactly goes into this ROI calculation, and how can builders leverage this to benefit both their projects and their clients?

Understanding ROI in Home Improvements

ROI, or return on investment, in the context we're speaking about here, refers to the percentage of the cost of a project that

is recouped in the form of increased home value. This calculation typically involves comparing the cost of the upgrade to the expected increase in resale value.

According to the report, garage door replacements top the list with a better ROI than any other upgrade you can make on a home.

This high percentage is attributed to several key factors:

1. Energy Efficiency: Many contemporary garage doors are designed with energy efficiency in mind, helping to reduce heating and cooling costs -- a benefit that appeals to both eco-conscious and cost-conscious buyers.

2. Curb Appeal: The garage door is one of the most visible elements of a home's exterior. A stylish, modern door can dramatically enhance curb appeal, immediately making the home more attractive to potential buyers upon installation.

3. Durability and Maintenance: High-quality garage doors offer superior durability and require less maintenance, which is a significant selling point for homebuyers.

Methodology of the Cost vs. Value Report

Understanding the methodology behind this study can help builders and remodelers explain it to their customers. The report

collects data from real estate professionals across the U.S., including appraisers, real estate agents and even remodelers. Each project, such as a garage door replacement, is clearly defined in terms of scope, quality of materials, and labor involved.

Detailed cost estimates are compiled from various reliable sources, accounting for regional pricing and labor rates. Real estate professionals then estimate the added value these improvements bring to a home's resale price, considering factors like curb appeal, security and energy efficiency. The ROI is calculated by dividing the added home value by the project cost and expressing it as a percentage. The report also provides localized data to ensure relevance across different markets.

The Case for Upgrading Garage Doors

For builders and remodelers, promoting the installation of premium garage doors is not just about aesthetics; it's a strategic move to add tangible value to their projects. Here's how:

1. Differentiation in a Competitive Market: By offering high-quality garage doors as a standard feature, builders can set their homes apart from the competition. In a market saturated with similar offerings, unique and thoughtful upgrades can make a significant difference.

2. Increased Customer Satisfaction: Homebuyers today are well-informed and value homes that offer both style and substance. A premium garage door meets these criteria, leading to higher satisfaction and potential referrals.

3. Long-Term Value: Unlike some other home upgrades that may fall out of style or require frequent upkeep, a quality garage door provides lasting value. This longevity ensures that the initial investment continues to pay dividends over time.

Practical Implementation

To effectively pitch the idea of upgrading garage doors to clients, builders should emphasize the following points:



Aesthetic Versatility: Modern garage doors come in a variety of styles, colors and materials, allowing for customization that complements any home design. Moving beyond the typical standard white door, builders can offer options that enhance the overall architectural theme of the home.

Immediate Visual Impact: Highlight how a new garage door can provide an instant facelift to the home's exterior, creating a strong first impression for potential buyers.

Financial Prudence: Present the statistic of nearly 200% ROI to demonstrate the financial wisdom of investing in a premium garage door. This data-driven approach can be particularly persuasive for cost-conscious buyers.

As you can see, incorporating high-quality garage doors into home design is a strategic decision that benefits both builders and homeowners, alike. With a proven high ROI, this upgrade is not merely an aesthetic enhancement but a smart investment that pays off in terms of increased home value, reduced maintenance costs and enhanced buyer appeal. For builders, offering premium garage doors can be a compelling selling point that differentiates their projects in a crowded market.

As the industry continues to evolve, staying ahead of trends and focusing on upgrades that provide substantial value is crucial. By prioritizing elements like garage doors, builders can ensure they are delivering homes that meet the modern buyer's expectations for style, functionality, energy efficiency and long-term value. **GSCB**

About Haas Door

Haas Door (HaasDoor.com) is located in Wauseon, Ohio, where the company manufactures steel and aluminum residential and commercial garage doors. The family-owned company holds memberships in IDA and DASMA, and produces products that are sold throughout North America.

Insulation Options for Portable Sheds

Pros and Cons of Various Materials

BY DAN BROWNELL

One of the first steps of selling a portable shed is asking the customer what problem they want to solve; that is, what they want their shed to do. If they just need a garden shed or a shed for extra storage space to free up room in their garage, they likely won't need it insulated. But if they'll be spending a significant amount of time in it because it's intended to be a hobby shed, gym, home office, studio shed, workshop, she shed, etc., it should be insulated for comfort and health.

Your business may offer insulation upgrades, but even if not, potential customers will still appreciate getting information about their insulation options. If you aren't able to answer their questions, you might lose a sale to another dealer who can, so it's best to be prepared.

Customers will need to consider a number of factors, including their climate, the type of insulation, the cost (including professional installation) or, if it's intended to be a DIY project, the difficulty of installing it. Following are some pros and cons of each type of insulation.

Fiberglass

Pros:

Fiberglass is sold in rolls or "batts" and is easy to install, which makes it good for a DIY project. It has a good R-value and is available in various thicknesses,



Fiberglass insulation.

so customers can easily select the exact R-value they want. In addition, fiberglass is fire-resistant and one of the more affordable insulation options. Fiberglass with paper facing does not need an extra vapor barrier, since the paper functions as a vapor barrier.

Cons:

If fiberglass becomes damp, its insulating properties will be reduced and may become moldy. It's formed from fine strands, so when handled or disturbed, it can create floating particles that irritate the skin, eyes, and lungs. For this reason, the fiberglass should be covered by a barrier such as plywood or a permeable barrier that won't trap moisture. Finally,

rodents can chew holes in the fiberglass, leaving gaps, and they can nest in it and leave droppings.

Loose Fill (Cellulose)

Pros:

Loose fill is made from recycled materials, such as ground newspaper treated with fire retardants. It has relatively good R-value and can be done as a DIY project. It provides good soundproofing.

Cons:

Loose fill can settle over time and lose some of its R-value. It is prone to absorbing moisture, which can cause mold and mildew. Installation creates dust, so protective gear should be worn. Like



Form board (rigid foam) insulation.



Loose-fill (cellulose) insulation.

fiberglass, it can be vulnerable to rodent infestation, nests, and droppings.

Foam Board (Rigid Foam)

Pros:

Foam board is light and easy to cut and apply for a DIY project. It resists moisture and provides structural support.

Cons:

Foam board is more expensive than fiberglass, but less than spray foam. Some foam board may need to be covered with a fire-resistant material due to flammability. Because it is rigid, it won't bend or conform to curved, small, or complex-shaped areas.



Mineral wool (rockwool) insulation.

Mineral Wool (Rockwool)

Pros:

Mineral wool, also known as rockwool, is fire-resistant and is excellent for sound-proofing. It doesn't absorb moisture, so it's mold resistant.

Cons:

Rockwool is more expensive than fiberglass and cellulose. It can be harder to trim and fit than fiberglass and is not as widely available as other insulation.

Spray Foam

Pros:

Spray foam has a higher R-value than



Spray foam insulation.

some other types of insulation. It's not only a good insulation but also seals cracks and openings that would otherwise need to be sealed with caulk. When applied thick enough, both open and closed cell foam insulation can form an air barrier and can help deaden sound, as well as add some rigidity to the structure. When applied thick enough, closed cell foam can also form a moisture barrier.

Cons:

Spray foam costs more than some other insulation types and generally requires professional installation, adding to the total cost. Open cell foam, because of the nature of its structure, will not form a moisture barrier. Once in place, spray foam is difficult to remove or alter. For this reason, it's important that any electrical or other interior upgrades be done before the spray foam is applied.

Reflective Insulation

Pros:

Reflective insulation has a shiny aluminum coating on one side and a thin, air-filled bubble layer on the other. It reflects external heat to help keep a shed cool on a hot day, yet insulation to help reduce heat loss on a cold day. It's relatively inexpensive and easy to install. Plus, it doesn't absorb moisture, so it's mold resistant. It can also be used as a vapor barrier because of its moisture resistance.

Resources

- Innovative Energy, Inc. (innovativeenergy.com)
- NOFP-High Performance Insulation (nofp.com)
- Plyco Corporation (plyco.com)
- rFoil Reflective Insulation (Coverttech, inc.) (rfoil.com)
- Thermal Building Concepts (thermalbuildingconcepts.com)
- Ventco by Lakeside (lakesideworld.com)



Reflective insulation.

Cons:

It has a relatively low R-value and is more effective in hot climates to reduce heat than it is in cold climates to retain heat.

Other Things to Consider

- Potential shed customers who are considering insulation should consult their local building codes for requirements.
- A building permit may also be needed to insulate, and it may need sign off from a building inspector.
- Before adding insulation, gaps and cracks should be sealed with caulk, weather sealing, or expanding foam.
- In addition to insulating walls, floors, ceilings, and doors should be insulated as well to get the most benefit.
- A shed that is insulated should also include ventilation to regulate heat and moisture and prevent mold and mildew.
- A vapor barrier should be placed on the warm side of the insulation to prevent condensation from forming within the walls. **GSCB**

Malco Tools Earns Minnesota Manufacturing Award

Malco Tools, one of the nation’s leading solution developers and manufacturers of a variety of high-quality tools for the HVAC and building construction trades, has been named a 2024 Minnesota Manufacturing Award winner from the Minneapolis/St. Paul Business Journal.

For the second time since 2018, Malco has been named Manufacturer of the Year in the medium-sized business category. The awards celebrate the successes and contributions of leading manufacturers to the region’s economy.

Malco, which employs more than 150 associates at its plant in Annandale, is a 100% employee-owned employee stock ownership plan (ESOP) company. It aims to be a destination company in central Minnesota and has made many significant positive changes to the business to achieve this goal, including setting new company core values and an internal “Look Good, Feel Good, Do Good” campaign to renovate workspaces, promote employee collaboration and wellbeing, and give back to the community.

Since its last Manufacturer of the Year award win, the company has welcomed a new leadership team and strategic board members focused on driving measured and strategic growth, and strengthening the brand as it expands its product lines.

“Earning this recognition is such an honor, and an amazing way to celebrate the entire team’s work over the years to strengthen our internal culture, improve processes and bring in strategic experts to help guide our growth, all while maintaining our commitment to developing and manufacturing the highest quality tools for skilled trade pros,” said Rich Benninghoff, president and CEO at Malco. “We are immensely proud to once again be recognized among the leading manufacturers in the state of Minnesota who are doing fantastic work and promoting our local manufacturing industry.”

Malco is also a strong advocate for trade careers, donating significant quantities of in-kind products and apparel annually to national skilled trade education programs, competitions, and

events. Malco has also reached 85,000+ vocational students through its national “Head of the Class” Student Recognition Program, partnering with educators to recognize high-potential students and entire graduating classes in the trades.

Malco celebrates a safety-first culture, continuously maintaining its OSHA Safety and Health Achievement Recognition Program (MNSHARP) recognition since 2004, and earning the Minnesota Safety Council’s Governor’s Safety Award 13 times in the last 20 years.

Additionally, Malco is transitioning to environmentally friendly recyclable packaging materials with significantly less plastic, reducing waste, conserving resources, and lessening its environmental impact.

Ambassador Supply Names Regional Human Resources Manager

Ambassador Supply has named Michelle Brundige as the company’s regional human resources manager.

“We are excited to welcome Michelle to the team,” said Randy Carman, president of Ambassador Supply. “Her strong background in human resources and her involvement in the community in multiple capacities make her a perfect fit for our company.”



Michelle Brundige, Ambassador Supply

Brundige’s career includes over 20 years in the human resources manufacturing industry, with a proven record in leading teams to maximize productivity, training and development. In her new role, Brundige is responsible for directing human resources functions for assigned Ambassador Supply companies, providing leadership and consultation to employees.

“I’m thrilled to be part of Ambassador Supply and work alongside their umbrella of companies in a human resources setting,” said Brundige. “Having a background in the manufacturing industry, I am confident that I can excel in this role

while building the Ambassador Supply culture through the promotion of the company’s mission, purpose, and core values.”

As Ambassador Supply continues to experience growth in the residential and commercial construction market, the company is recruiting driven professionals who thrive on thinking outside the box and have a strong understanding of the industry.

SENCO Announces VP of Marketing and Sales

KYOCERA SENCO Industrial Tools, Inc. (SENCO), a global leader in pneumatic and cordless fastening solutions, has announced the promotion of Tom Hodson to the role of Vice President, Marketing and Sales, effective June 2024. In this position, Hodson will lead the continued development and execution of SENCO’s marketing, communications, and sales growth strategies.



Tom Hodson, Kyocera Senco Industrial Tools

“Tom has a vast understanding of SENCO’s products, people and capabilities and has used that to position SENCO as an industry leader in his areas of responsibility, and for that reason he has my confidence in this new role driving SENCO’s marketing and growth initiatives,” says Cliff Mentrup, CEO of KYOCERA SENCO Industrial Tools.

Hodson’s predecessor, Dave Moore, retired from the role in May.

Hodson has been with SENCO for 21 years, beginning as a territory sales manager. Prior to this appointment, he spent six years as SENCO’s Director of Channel Marketing & National Accounts, where he was responsible for driving SENCO’s channel strategy and growing sales with national dealers and distributors.

Star Equity Holdings Acquires Timber Technologies

Star Equity Holdings Inc., a diversified holding company, announced it has

completed the acquisition of Timber Technologies LLC., a Wisconsin-based engineered wood products manufacturer.

Located in Colfax, Wisconsin, Timber Technologies LLC began operations in 2003 and has been manufacturing glue-laminated (glulam) wood columns and beams for post-frame buildings since that time. Timber Technologies product line includes treated and untreated columns for sidewalls and end walls in post-frame buildings, glue laminated headers and beams and architectural grade beams to high-end commercial structures. Timber Technologies, now Timber Technologies Solutions, will continue to produce mass timber and glulam products for ag, industrial, infrastructure, commercial and residential markets.

Tom Niska and Dale Schiferl, co-owners of Timber Tech commented, “We are thrilled to partner with Star to lead Timber Technologies Solutions in its next phase of growth. The Star team’s extensive experience in overseeing businesses in the construction market makes them a great fit for our business, and we are excited to see what we can do together. Timber Technologies has taken great strides to expand our business over the years with increased manufacturing capacity, personnel, and equipment to best position ourselves for continued success.”

Diversified Fall Protection Appoints Kynan Wynne As Chief People Officer

Diversified Fall Protection (DFP), the largest turnkey fall protection integrator in the U.S. for regulatory-driven systems and services, has named Kynan Wynne as Chief People Officer. This marks the first time in the company’s history that an executive has been appointed to this role, a reflection of the company’s commitment to the ongoing support of its employees and dedication to building an empowering culture.

“We fondly refer to Kynan as our culture crusader,” said Travis Nelson, CEO of DFP. “We are so fortunate to have someone with Kynan’s experience and people

skills to fill this role. This is an uncommon position for a company in our industry, but our people are the most important input to our success, and we know we cannot grow without investing in them. The customer experience is a direct reflection of the employee experience.”

Wynne is a well-established industry veteran with nearly 40 years of experience. He most recently served as Chief Sales and Marketing Officer for DFP, a position he has held since late 2021, when he formally became part of the organization as a result of DFP’s acquisition of his company, Rooftop Anchor, Inc. Wynne had founded Rooftop Anchor in 2009 and was CEO before the company became a DFP brand.

In his newly created position at DFP, Wynne will be responsible for creating the overall employee experience, guiding career growth, and building upon an existing employee-oriented culture. Wynne will report directly to the CEO with the full Human Resources team reporting to him.

Established in 1994, DFP currently employs more than 300 professionals across six U.S. locations, serving all 50 states. The company has experienced exponential growth, quadrupling in size since 2019, propelled in part by four strategic acquisitions between late 2019 and 2021 (PEAK Fall Protection, Fall Protection Systems (FPS), Rooftop Anchor, and Versatile Systems, Inc.). Since 2021, DFP has achieved a 30% growth rate.

DFP specializes in partnering with strategic clients as their trusted advisor, assessing fall protection concerns with their fully integrated model, and providing “Fall Protection Partnership for Life” through the servicing of fall protection systems and workforce training. DFP also fabricates and distributes a range of distribution-ready fall protection products under their SafePro brand.

About Diversified Fall Protection

A trusted industry leader since 1994, Diversified Fall Protection (DFP) specializes in the design, fabrication, installation, and servicing of complete fall protection solutions that keep workers

safe from falls, one of the most common causes of workplace injury and fatality. The company minimizes customer liability and protects employees through a comprehensive system of OSHA-compliant fall protection solutions, education programs, and an in-house engineering and design team. As a certified integrator of every major manufacturer of system components, DFP provides fall protection partnership for life in all 50 states.

ACE Mentor Program and Simpson Strong-Tie Announce Partnership to Promote Construction Trades Careers

ACE Mentor Program and Simpson Strong-Tie have announced their 2024 partnership to promote construction trades careers to high school students across the U.S. The partnership includes a \$50,000 donation to ACE and adds Simpson Strong-Tie Vice President of Strategic Partnerships and Engagement Annie Kao to the ACE national Board of Directors.

The ACE Mentor Program (acementor.org) connects high school students with experts from the design and construction industry. In partnering with Simpson Strong-Tie, ACE students will be able to participate in an annual Trades Day, which will be held at Simpson Strong-Tie locations throughout the U.S. in October 2024.

For this inaugural event, Simpson Strong-Tie will provide tours of their manufacturing operations, research and development lab tests, hands-on building activities using Simpson Strong-Tie products, giveaways, and more. The company’s employees will be on hand to discuss their job expertise and insights, inspiring high school students to pursue a career in the construction trades.

Simpson Strong-Tie will also support ACE through its annual Do What You Can Day event, which enables Simpson Strong-Tie employees across the country to give back to their local communities.

“We’re thrilled about the partnership with Simpson Strong-Tie. It perfectly aligns with our mission to educate stu-

dents about the benefits of trade careers. Addressing the labor shortage in construction is crucial for our industry, and we're eager to engage students and offer volunteer opportunities through this collaboration," said Diana Eidenshink, President of ACE Mentor Program.

"Our partnership with ACE furthers one of our social impact priorities of educating students about trades jobs and the numerous benefits of a career in the trades. Getting more people into the construction trades is a key goal for us. Helping to alleviate the labor shortage benefits our whole industry, and we're excited to work with ACE on engaging students in their program, while giving our employees opportunities to volunteer," noted Simpson Strong-Tie CEO Mike Olosky.

The ACE Mentor Program of America, founded in 1994, is a no-cost after-school program that prioritizes workforce development for high school students by con-

necting them with experts from the design and construction industry. ACE Mentor addresses pressing workforce needs, offers a range of exciting opportunities for students, and plays a crucial role in bridging the skills gap, with continuous mentor opportunities from high school through to full-time employment.

Joshua Loughman Joins Everlast Roofing

Everlast Roofing has welcomed Joshua Loughman to the Everlast Roofing team as the new Sales Manager for its Western service area. With over 19 years of experience in building material sales, including 15 years specifically in the roofing industry, Joshua brings a wealth of knowledge and expertise to its team.

Joshua's career includes notable sales and key account manager roles at Owens Corning, TAMKO Building Products, UFP Industries, and Roseburg Forest

Products.

A United States Air Force veteran, Joshua was born and raised in Western Pennsylvania, where he earned a Bachelor of Science in Business Administration from California University of Pennsylvania in 2004 and a Master of Business Administration from Eastern University in 2010.

In his free time, Joshua enjoys hobby farming, fly fishing, outdoor activities, and spending quality time with his family.

Joshua has expressed his excitement and appreciation for the opportunity to join and lead the Everlast Roofing sales team. He looks forward to contributing to the ongoing success of Everlast Roofing and their valued customers. **GSCB**



Joshua Loughman, Everlast Roofing.

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FastenMaster's hand alignment guide for aligning fasteners on scalloped decking.

FastenMaster Releases Hand Alignment Guide for Scalloped TimberTech Composite Decking

FastenMaster's Cortex hidden fastening line is now available with an easy-to-use hand guide for scalloped TimberTech boards. The hand guide helps installers properly align the fasteners through the thickest portion or 'pillars' of the scalloped boards for maximum engagement and strength. The new collated Cortex Plugs and hand guide are immediately available for TimberTech Terrain+ boards, including Natural White Oak, Weathered Oak and Dark Oak.

In time studies, installation of pre-aligned, collated Cortex plugs has been shown to be up to 50% faster than loose plugs for improved jobsite productivity and time savings. In addition, all Cortex Plugs are made from the same composite material as the board for a 100% perfect color and texture match and are warranted for the life of the project. Cortex fasteners are 2.5" long (64 mm) and feature the TORX® ttap® drive system for superior bit engagement and a stable, wobble-free installation experience.

The new colors of Cortex Plugs are available on collated strips in 100 linear feet and bulk 300 square foot configurations. Each plastic watertight package includes enough fasteners and plugs to install the requisite linear or square footage of TimberTech decking, assuming two fasteners installed 16" on center. In addition, the 100LF pack includes two Cortex setting tools and one alignment guide, while the 300 sq. ft. pack includes six setting tools and two alignment guides.

Established in 1981, FastenMaster is a brand of fastening solutions for professional contractors. Its products are engineered for structural, decking, and trim applications in residential construction, and its product line includes the LOK Line of structural wood screws, Tiger Claw Hidden Deck Clip System, Truss-BRACE roof truss support system, as well as Cortex Hidden Fastening Systems for deck and trim applications.



Mecalac's 12MTX Wheeled Excavator Loader.

Mecalac Introduces 12MTX Wheeled Excavator Loader to North American Market

Mecalac, a global designer, manufacturer, and distributor of compact construction equipment, has introduced the 12MTX wheeled excavator loader to the North American market. The 12MTX combines the capabilities of a compact excavator, loader, and telehandler into a single machine that excels at digging, loading, and material handling. It is also a powerful tool carrier that can handle attachments that require high-flow hydraulics.

With its exceptional functionality, the 12MTX eliminates the need for multiple pieces of equipment on the jobsite. The multipurpose machine ultimately maximizes profitability by reducing maintenance, labor, and equipment transportation costs.

"Anyone who subscribes to the philosophy of 'do more with less' or is simply forced to do more with less will appreciate the 12MTX," said Peter Bigwood, general manager for Mecalac North America. "It's a compact machine that can work in

a tight envelope and do virtually anything you'd expect from the typical jobsite mainstays — and do it all well. At a time when costs are high and labor is hard to come by, the 12MTX eliminates the need for a big crew, and the need to buy, maintain, and haul numerous pieces of equipment."

A three-piece, variable angle, side-mounted boom provides the 12MTX with great compactness and range of motion, allowing it to work in areas mono-boom excavators can't. It can extend nearly straight in almost any direction or fold back on itself for maximum compactness and higher lifting capability. This compactness shines when working near an existing structure or roadway where a mono-boom excavator's required footprint is too large.

Operators can enjoy an increased working envelope while limiting the need to reposition the machine. When digging a trench, for example, the 12MTX doesn't need to move and can continue digging — even until the bucket is under the machine if necessary.

When it's time to switch to a different application, a simple selector switch allows users to easily change operating modes between park, excavator, loader, and travel.

The 12MTX's 20-mph top speed allows the machine to quickly navigate jobsites and gives operators the option to drive to a site or gas station without loading it onto a trailer. The top speed paired with the machine's low center of gravity makes for powerful, stable, and precise handling.

The 12MTX can work side by side with trucks or carrying a pallet loaded with material and lay it to rest on the other side of a wall or even next to the machine itself. Operators can take advantage of using the 12MTX for static loading thanks to the low position of the dipper stick cylinder, which provides superior lifting and thrust strength. The machine can lift up to four tons and the engine is positioned in the rear, offering a removed counterweight for greater freedom of handling and movement with larger roads.

The 12MTX is a capable handler in all types of terrain. An articulated undercar-

riage, four-wheel drive, and five different tire options keep the machine sufficiently grounded to ensure precision and control.

The machine features high-flow hydraulics with a 37-gpm maximum flow rate — higher than a standard excavator and similar to high-flow skid steers and compact track loaders.

Operators can go far beyond what a mini excavator typically offers by easily equipping it with a range of attachments, such as a loader bucket, snow removal equipment, mowers, compactors and planers using Mecalac’s award-winning patented CONNECT quick coupler system.

The 12MTX uses a flow rate memory function that allows users to save up to six different profiles/tools for quick, intuitive switching without the need to input manual settings when going from one attachment to the next.

Mecalac designed the 12MTX with user experience in mind, ensuring a safe and comfortable operation. An automatically unfolding step allows the operator to safely enter and exit the cab — eliminating the risk of slipping on a tire while getting in and out of the machine. Once inside, users will enjoy a spacious, ergonomic layout with great visibility and minimal blind spots. The 12MTX provides superior visibility due to the boom’s position to the left of the cab so even when dumping from its maximum height of 16’ 5” (5 meters), the operator maintains superior visibility without the boom obstructing their view.

An optional heated pneumatic seat, heat, and air conditioning offers improved comfort in cold climates.

Tubos Expands Line to Include 5” Diameter Vent Pipe Extension

Tubos, Inc., manufacturer of the Tubos line of pre-engineered vent stack extensions, has extended its product line with a 5” diameter vent stack extension for commercial roofing applications.

“Adding the 5” extension to the line of Tubos Vent Stack Extensions effectively rounds out our line and provides options for 95% of the vent stacks on commer-



Tubos 5” vent stack extension

cial roofs in the U.S.,” said Kevin Morris, CEO of Tubos.

Patented Tubos pipe extensions are now available in 2”-, 3”-, 4”- and 5” diameters to accommodate most common vent stack sizes. Tubos products are fully compatible with both cast iron and PVC vent stacks, and each Tubos unit features a 6” internal splice sleeve that prevents water and moisture from leaking into the roofing assembly.

Tubos provides an easy and cost-effective solution for extending vent stacks on commercial buildings. When insulation is

added during a reroofing project to meet building code R-value requirements, the height of the vent stack over the roof is effectively shortened, and frequently takes the vent stack out of building or plumbing code compliance.

“Tubos helps roofing contractors do more with less,” said Morris. “They are fast and simple to install and can be a real productivity enhancer on the roof, particularly if there are multiple vent stacks to address.”

Tubos units are installed in four easy steps. Just measure, cut, seal, and flash and you’re done. Plus, each 28” long unit can be cut and used to extend two pipes, and extensions can be up to 16” long. They are ideal for use where a tapered system is added, or a new lightweight insulating concrete deck is being poured.

GSCB

STATEMENT OF OWNERSHIP, MANAGEMENT AND CIRCULATION (required by Act of August 12, 1970: Section 3685, Title 39, United States Code). 1. GARAGE, SHED & CARPORT BUILDER. 2. (ISSN: 2834-085X) 3. Filing date: 9/2/24. 4. Issue frequency: February, April, June, August, October, December. 5. Number of issues published annually: 6. 6. The annual subscription price is 19.98. 7. Complete mailing address of known office of publication: Shield Wall Media LLC, 1990 Godfrey Dr., Waupaca, WI 54981. 8. Complete mailing address of headquarters or general business office of publisher: Shield Wall Media LLC, 150 Depot St., Iola, WI 54945. 9. Full names and complete mailing addresses of publisher, editor, and managing editor: Publisher: Gary Reichert, 1990 Godfrey Dr., Waupaca, WI 54981. Editor: Daniel Brownell, 1990 Godfrey Dr., Waupaca, WI 54981. Managing Editor: Gary Reichert, 1990 Godfrey Dr., Waupaca, WI 54981. 10. Owner: Shield Wall Media LLC, Gary Reichert, 150 Depot St., Iola, WI 54945 and My Time Media Americas, 1675 Broadway, 20th Floor, New York, NY 10019. 11. Known bondholders, mortgages, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages or other securities: None. 12. Tax status: Has Not Changed During Preceding 12 Months. 13. Publisher title: GARAGE, SHED & CARPORT BUILDER. 14. Issue date for circulation data below: August 1, 2024. 15. The extent and nature of circulation: A. Total number of copies printed (Net press run). Average number of copies each issue during preceding 12 months: 0. Actual number of copies of single issue published nearest to filing date: 0. B. Paid/requested circulation. 1. Mailed outside-county paid subscriptions/requested. Average number of copies each issue during the preceding 12 months: 70. Actual number of copies of single issue published nearest to filing date: 71. 2. Mailed in-county paid subscriptions/requested. Average number of copies each issue during the preceding 12 months: 6,700. Actual number of copies of single issue published nearest to filing date: 6,809. 3. Sales through dealers and carriers, street vendors and counter sales. Average number of copies each issue during the preceding 12 months: 0. Actual number of copies of single issue published nearest to filing date: 0. 4. Requested copies distribution through other classes mailed through the USPS. Average number of copies each issue during the preceding 12 months: 0. Actual number of copies of single issue published nearest to filing date: 0. C. Total paid/requested distribution. Average number of copies each issue during preceding 12 months: 6,770. Actual number of copies of single issue published nearest to filing date: 6,880. D. Non-requested distribution (by mail and outside mail). 1. Outside-County Non-requested copies. Average number of copies each issue during the preceding 12 months: 0. Number of copies of single issue published nearest to filing date: 0. 2. In-county non-requested copies. Average number of copies each issue during the preceding 12 months: 0. Number of copies of single issue published nearest to filing date: 0. 3. Non-requested copies mailed at other Classes through the USPS. Average number of copies each issue during preceding 12 months: 20. Number of copies of single issue published nearest to filing date: 20. 4. Non-requested copies distributed outside the mail. Average number of copies each issue during preceding 12 months: 100. Number of copies of single issue published nearest to filing date: 50. E. Total Non-requested distribution. Average number of copies each issue during preceding 12 months: 120. Actual number of copies of single issue published nearest to filing date: 70. F. Total distribution (sum of 15c and 15e). Average number of copies each issue during preceding 12 months: 6,890. Actual number of copies of single issue published nearest to filing date: 6,950. G. Copies not Distributed. Average number of copies each issue during preceding 12 months: 25. Actual number of copies of single issue published nearest to filing date: 25. H. Total (sum of 15f and 15g). Average number of copies each issue during preceding 12 months: 6,915. Actual number of copies of single issue published nearest to filing date: 6,975. I. Percent paid. Average percent of copies paid/requested for the preceding 12 months: 99%. Actual percent of copies paid/requested for the preceding 12 months: 99%. 16. Electronic Copy Circulation: A. Paid Electronic Copies. Average number of copies each issue during preceding 12 months: 0. Actual number of copies of single issue published nearest to filing date: 0. B. Total Paid Print Copies (Line 15c) + Paid Electronic Copies (Line 16a). Average number of copies each issue during preceding 12 months: 6,770. Actual number of copies of single issue published nearest to filing date: 6,880. C. Total Print Distribution (Line 15f) + Paid Electronic Copies (Line 16a). Average number of copies each issue during preceding 12 months: 6,890. Actual number of copies of single issue published nearest to filing date: 6,950. D. Percent Paid (Both Print & Electronic Copies) (16b divided by 16c x 100). Average number of copies each issue during preceding 12 months: 0. Actual number of copies of single issue published nearest to filing date: 0. I certify that 50% of all distributed copies (electronic and print) are paid above nominal price. 17. Publication of statement of ownership for a Requester publication will be printed in the October/November 2024 issue of the publication. 18. Signature and title of editor, publisher, business manager, or owner: Gary Reichert, Publisher. I certify that all information furnished on this form is true and complete. I understand that anyone who furnishes false or misleading information on this form or who omits material or information requested on the form may be subject to criminal sanction and civil actions.

Before making travel arrangements, check with the show producer to confirm there have been no changes to event dates, venue, or show hours.

2024

Oct 16-18, 2024

Construction Specifications Institute (CSI) National Conference 2024
Hyatt Regency Houston, Houston, Texas
www.csiresources.org

Oct 18, 2024

Women in Construction Leadership and Networking Conference
Renaissance Arlington Capital View, Arlington, Virginia.
<https://womeninconstructionconference.com>

Oct 20-23, 2024

2024 International Code Council's Annual Conference, Expo + Hearings
Long Beach Convention Center, Long Beach, California.
www.iccsafe.org/events/welcome

Oct 21-23, 2024

Midwest Roofing Contractors Association Conference & Expo
Saint Paul RiverCentre, St. Paul, Minnesota.
www.mrca.org

Oct 22-23, 2024

Chicago Build Expo
McCormick Place, Chicago, Illinois.
chicagobuildexpo.com

Oct 23-25, 2024

RoofCON
Orange County Convention Center, Orlando, Florida.
<https://roofcon.com>

Oct 27-29, 2024

Construction Management Association of America CMAA 2025
San Francisco Marriott Marquis, San Francisco, California.
www.cmaanet.org



Convention floor at the 2024 Garage, Shed & Carport Builder Show, Knoxville, Tennessee.

Oct 30-Nov 1, 2024

METALCON
Atlanta Convention Center, Atlanta, Georgia.
www.metalcon.com

Nov 6-8, 2024

2024 Design-Build Conference & Expo
Hilton Anatole, Dallas, Texas.
<https://dbia.org/conferences>

Nov 7-9, 2024

Build Show LIVE
Austin Convention Center, Austin, Texas.
www.buildshowlive.com/en/home.html

Nov 10-12, 2024

Special Tools & Fasteners Distributors Association (STAFDA) Annual Convention & Tradeshow
Music City Center, Nashville, Tennessee
<https://stafda.org/conventions>

Nov 12-15, 2024

Greenbuild 2024 Conference
Pennsylvania Convention Center, Philadelphia, Pennsylvania.
<https://informaconnect.com/greenbuild>

Nov 20, 2024

Offsite Construction Summit
Georgia International Convention Center, Atlanta, Georgia
<https://offsiteconstructionnetwork.com/atlanta-2024>

Dec 9-11, 2024

Construction SuperConference
The Cosmopolitan of Las Vegas, Las Vegas, Nevada.
<https://constructionsuperconference.com>

2025

Jan 15-16, 2025

Garage, Shed & Carport Builder Show
Greenville Convention Center, 1 Exposition Dr., Greenville, South Carolina.
<https://garageshedcarportbuilder.com/show-registration>

Jan 20-22, 2025

MCA Winter Meeting
Westin Cape Coral Resort, Cape Coral, Florida.
<https://metalconstruction.org/index.php/events/winter-meeting24/winter-meeting-2025>

Jan 28-29, 2025

BLD BizCon North
Rivers Edge Convention Center, St. Cloud, Minnesota.
www.bldconnection.org/events/bizcons

Feb 8-12, 2025

2025 ASHRAE Winter Conference
Hilton Orlando Headquarter Hotel, Orlando, Florida.
www.ashrae.org/conferences/2025-winter-conference-orlando

Feb 9-12, 2025

SprayFoam 2025 Convention & Expo
Daytona Beach, Florida.
www.sprayfoam.org

Feb 17-19, 2025

FGIA Annual Conference
Hyatt Regency Minneapolis,
Orlando, Florida.
<https://fgiaonline.org/events/115/future-fgia-events>

Feb 18-19, 2025

BLD BizCon South
The Meadows, Altoona, Iowa.
www.bldconnection.org/events/bizcons

Feb 19-21, 2025

International Roofing Expo (IRE)
Henry B. González Convention Center,
San Antonio, Texas.
www.theroofingexpo.com/en/home.html

Feb 25-27, 2025

National Association of Homebuilders (NAHB) — International Builders' Show (IBS) 2025
Las Vegas Convention Center (LVCC),
Las Vegas, Nevada.
www.buildersshow.com

Feb 25-27, 2025

ABC Convention 2025
Las Vegas, Nevada.
<https://abcconvention.abc.org>

Mar 5-7, 2025

Southeastern Lumber Manufacturers Association (SMLA) 2025 Spring Meeting & Expo
Hyatt Regency, Savannah, Georgia.
www.slma.org/events/2025-spring-meeting-and-expo

Mar 6-9, 2025

2025 IIBEC International Convention & Trade Show
Rosen Shingle Creek, Orlando, Florida.
<https://iibecconvention.org>

Mar 9-11, 2025

Construction Management Association of America CMAA Focus25 Annual Conference
Las Vegas, Nevada.
www.cmaanet.org

Apr 2-4, 2025

Frame Building Expo (FBE)
Hilton Knoxville, Knoxville, Tennessee.
<https://nfba.org/aws/NFBA/pt/sp/building-expo>

Apr 2-4, 2025

NASCC: The Steel Conference
Kentucky International Convention Center, Louisville, Kentucky.
www.nascc.aisc.org/future-past-conferences

Apr 7-9, 2025

AGC Annual Convention, The Construction Association Convention
Hilton Columbus Downtown, Hyatt Regency Columbus, and Greater Columbus Convention Center, Columbus, Ohio.
www.agc.org/future-agc-meetings

Apr 10-12, 2025

IDA's Spring 2025 EduCon and Tradeshow
Atlanta, Georgia.
<https://doors.org/event/idas-spring-2025-educon-and-tradeshow>

Apr 22-25, 2025

2025 Inside Self-Storage World Expo
Caesars Forum Conference Center,
Las Vegas, Nevada.
www.insideselfstorage.com

May 5-7, 2025

MHI 2025 Congress & Expo
Rosen Shingle Creek, Orlando, Florida.
www.congressandexpo.com

May 17-21, 2025

Construction Financial Management Association (CFMA) 2025 Annual Conference & Exhibition

Kissimmee, Florida.
<https://cfma.org>

May 19-20, 2025

Cold-Formed Engineers Institute Annual Expo
Raleigh, North Carolina.
www.cfsei.org

June 4-6, 2025

Florida Roofing & Sheet Metal Expo
Gaylord Palms Convention Center,
Kissimmee, Florida.
www.floridarooft.com

June 25-26, 2025

Post-Frame Builder Show
Spooky Nook Sports Lancaster,
Manheim, Pennsylvania.
www.framebuildingnews.com/postframe-builder-show-registration

Sept 8-11, 2025

FABTECH
McCormick Place, Chicago, Illinois.
www.fabtechexpo.com



2024 Post-Frame Builder Show 2024, Branson, Missouri.

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Educational session at the 2023 Garage, Shed & Carport Builder Show, Greenville, South Carolina.

Sept 28-30, 2025

WSRCA Western Roofing Expo Convention & Trade Show
Paris Las Vegas Hotel & Casino,
Las Vegas, Nevada.
www.wsrca.com

Oct 1-2, 2025

Construction Rollforming Show
Dayton Convention Center,
Dayton, Ohio.
<https://rollformingmagazine.com/construction-rollforming-show-registration>

Oct 19-21, 2025

Construction Management Association of America CMAA 2025
Nashville, Tennessee.
www.cmaanet.org

Oct 21-23, 2025

METALCON
Las Vegas Convention Center,
Las Vegas, Nevada.
<https://metalcon.com>

Nov 9-11, 2025

Special Tools & Fasteners Distributors Association (STAFDA) Annual Convention & Tradeshow
Phoenix Convention Center,
Phoenix, Arizona.
<https://stafda.org/conventions>



Industry panel Q&A at 2024 Construction Rollforming Show, Grand Rapids, Michigan.

2026

Jan 20-22, 2026

International Roofing Expo (IRE)
Las Vegas, Nevada.
www.theroofingexpo.com/en/home.html

Feb 17-19, 2026

National Association of Homebuilders (NAHB) — International Builders' Show (IBS) 2026
Orange County Convention Center,
Orlando, Florida.
www.buildersshow.com/future-show-dates

Mar 3-7, 2026

CONEXPO-CON/AGG
Las Vegas Convention Center,
Las Vegas, Nevada.
www.conexpoconagg.com

Sept 27-29, 2026

WSRCA Western Roofing Expo Convention & Trade Show
Paris Las Vegas Hotel & Casino, Las Vegas, Nevada.
www.wsrca.com

Oct 4-6, 2026

Construction Management Association of America CMAA2026
Denver, Colorado (Aurora).
www.cmaanet.org

Oct 21-23, 2026

FABTECH
Las Vegas Convention Center,
Las Vegas, Nevada.
www.fabtechexpo.com

Nov 15-17, 2026

Special Tools & Fasteners Distributors Association (STAFDA) Annual Convention & Tradeshow
Anaheim Convention Center,
Anaheim, California.
<https://stafda.org/conventions>

2027

Feb 2-4, 2027

National Association of Homebuilders (NAHB) — International Builders' Show (IBS) 2027
Las Vegas Convention Center,
Las Vegas, Nevada.
www.buildersshow.com/future-show-dates

Oct 10-12, 2027

Construction Management Association of America CMAA 2027
Dallas/Ft. Worth, Texas.
www.cmaanet.org

Nov 14-16, 2027

Special Tools & Fasteners Distributors Association (STAFDA) Annual Convention & Tradeshow
Orange County Convention Center,
Orlando, Florida.
<https://stafda.org/conventions> **GSCB**

GET MORE INFORMATION ABOUT PRODUCTS & SERVICES SEEN IN THIS ISSUE. HERE'S HOW:



If you are looking for more information from companies featured in this issue, fill out this form.

Mail the completed form to us, and we will have those companies get in touch with you. There's no need to fill out multiple forms; we'll do the legwork for you.

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GSCB OCT/NOV 2024

DO YOU HAVE A PROJECT TO SHOW OFF IN THE 2025 GARAGE, SHED, CARPORT BUILDER BUILDING SHOWCASE?

The **BUILDING SHOWCASE EDITION** (APRIL/MAY) offers a great opportunity to show everyone what you can do as a builder or supplier. If you have a nice project you'd like considered for inclusion, we're looking for finished special-use building projects, with information about the building and the products used in construction. If your project or product makes it into the magazine, you can highlight that recognition in all your promotional materials!

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Mark Your Calendar!
Project Deadline:
February 27, 2025





WHAT WE NEED:

PHOTOS OF THE COMPLETED BUILDING: At least 3-4 photos (high resolution: 300 dpi)

THE FOLLOWING DETAILS:

Your Company Name: _____

Website: _____

Building type (home, school, etc.): _____

Roof size: _____

Roof pitch: _____

Location: _____

Architect: _____

Contractor(s): _____

Installer(s): _____

PRODUCTS USED:

Roofing system manufacturer (if applicable): _____

Roof panels: _____

Roof size: _____

Wall panels: _____

Windows: _____

Doors: _____

Foundation: _____

Ventilation: _____

Fasteners: _____

Insulation: _____

Other: _____

GENERAL DESCRIPTION OF THE PROJECT:

(150 words of what did the customer want; what special elements set it apart; etc.)

Workshop

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This project started out as a customer just needing a workshop for processing deer. We showed the customer our 3D Builder from Sensei, and he was able to design exactly what he wanted, down to the inch. We went with Prodex insulation on the full building and a 10'x10' roll-up door. This customer opted to go with a framed opening for a walk-in door he already had. The project turned out great and our customer was enjoying his new building just five weeks from our moment of contact. We've since received three referrals from this customer. **GSCB**



The Details:

Building Manufacturer:

NC Carports & Garages

General Contractor:

KO and Co. Contracting

Size: 30'x30'x12'

Roof Pitch: 3/12

Foundation: McGee Brothers

Metal: NC Carports & Garages

Insulation: Prodex

Doors:

Janus, 10'x10' roll-up door

6-panel walk-in door



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Take the Annual CSI Survey

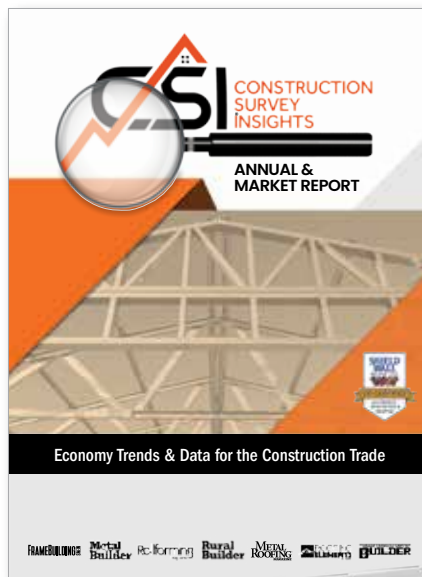
It is almost time for our Annual CSI Survey release. Our magazines go to the printer several weeks before they mail to you. As I write this column, I have no idea who the President will be. Presidential elections create uncertainty and unease, this one more than most.

The intent of our survey is to gauge market sentiment for the coming year. As the choice of President will have a huge effect, we are holding off releasing the survey until after the election and the emotion returns to normal.

We plan to release the survey the week of November 11. If something unusual occurs, we may delay the release until we learn who the next President will be. Most market reports are sold as proprietary and cost recipients several hundred to several thousand dollars. We are providing the CSI-Annual & Market Report to all our subscribers free of charge.

We believe data is necessary to make good business decisions. If you see value in data for our markets and use this information in any way, there are a few simple things you can do to help:

- First and foremost, take the survey. The more responses we have, the more complete the data.
- Tell people and share this information. The more people who know about this, the more people who will take the survey. The more people who take the survey, the better the quality of the data we can provide.
- If you are a dealer, distributor, or manufacturer, consider



sponsoring a section. If you look at the metrics, this CSI-Annual & Market Report (and our Directory) are the most cost-effective products we have to reach our audience.

Thank you for your confidence and support as we continue to grow and support the industries we serve. **GSCB**

If you like the CSI columns or find the information useful, help us help you. Shield Wall media sends a State of the Industry Survey in fall and a mid-year State of the Industry Survey in Spring.

Please complete the survey and share it with your colleagues. A larger survey sample generates more reliable information.





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