

GARAGE • SHED • CARPORT **BUILDER**

June/July 2025
Vol. 6, Issue 2

**SHED
DEALER
TRAINING**
A KEY TO SALES
SUCCESS

**PORTABLE SHED
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The Times They Are A-Changin'

I don't particularly like Bob Dylan, but his song title, "The Times They Are A-Changin'" is appropriate. One of the trends in media is the migration to digital. In many ways digital is the future. At Shield Wall Media, we have done several things to follow the trend. We offer digital versions of our magazines, including audio and podcasts. We continue to look for ways to leverage technology to curate and distribute information.

In July, Shield Wall Media will have been in existence for six years. In that time, we have grown from three to seven magazines and added a data generation component and three trade shows. A primary reason for this growth is that we look for underserved markets and position ourselves where we believe the

market will be in two to five years.

We estimate that approximately 20% of the construction markets we serve are Plain Communities. They are not served by the trend toward the digital distribution of information. Several major publications have moved to a digital-only format. In our view, it does not make sense to abandon or move away from 20% of an industry.

One of the areas heavily impacted by Plain Communities is addressed specifically by Garage, Shed & Carport Builder Magazine and the Garage, Shed & Carport Builder Show.

To address this, we are rebranding Garage, Shed & Carport Builder and slightly shifting the focus of the magazine. The June/July issue of Garage, Shed & Carport Builder will be the last issue

under this title.

Starting with a fall issue, the new title for the publication will be Plain Builder.

The new magazine will still include information on small, special-use residential buildings and additions. It will also include other building types and emphasize the role of the Plain Communities in construction. Naturally, we welcome everyone to read and subscribe to the magazine, but the editorial will focus on the interests and information needs of this vital and growing portion of our industry.

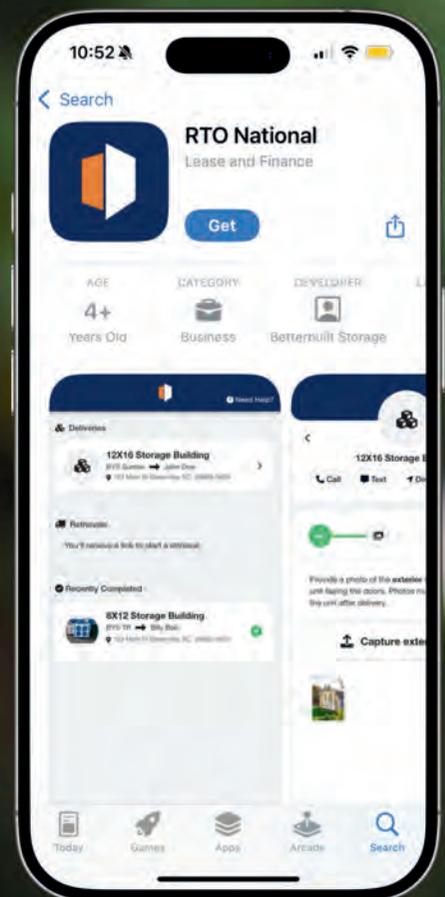
We appreciate feedback and welcome editorial ideas and article contributions. Thank you for supporting Garage, Shed & Carport Builder Magazine and the shift in focus as it transitions to Plain Builder.

—Gary Reichert, Publisher

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dan@shieldwallmedia.com

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Gary Reichert,
Publisher, Shield Wall Media

Managing Editor

Dan Brownell
dan@shieldwallmedia.com
715-952-1644

Editorial Staff

Karen Knapstein,
Linda Schmid

Circulation/Subscriptions

Barb Prill
barb@shieldwallmedia.com
715-952-1682

Publisher/CEO

Gary Reichert
gary@shieldwallmedia.com
715-952-1657

Director of Events

Missy Beyer
missy@shieldwallmedia.com
715-952-350-6658
Fax: 1-715-227-8680

Executive/Advertising Assistant

Kathy Budsberg
kathy@shieldwallmedia.com

Advertising/Show Assistant

Cari Ullom
cari@shieldwallmedia.com

Graphic Designers

Tom Nelsen, Kevin Ulrich

Social Media Manager/ Graphic Designer

Aaron Plautz

Fax: 1-715-304-3604

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The Importance of Proper Training for Shed Dealers

Product and Sales Knowledge Are Key to Success

BY SUSAN FRAIR

In the world of retail, especially in niche markets like shed sales, success is often built on expertise, trust, and customer service. Whether you are selling basic garden sheds or custom-designed structures, your knowledge and training can directly impact your ability to meet customer needs, close sales, and build long-term business relationships. This is why being properly trained as a dealer is not just beneficial but essential in the shed industry.

In this article, we will explore the key reasons why proper training is crucial for shed dealers and how it can lead to both personal and business success.

Understanding the Product: Knowledge Is Power

The first and most obvious reason why training is essential for a shed dealer is the need for product knowledge. Sheds may seem like simple structures, but there's a surprising amount of variety when it comes to materials, designs, sizes, and intended uses. A well-trained dealer is not only knowledgeable about the different types of sheds but also understands the benefits and limitations of each.

1. Types of Sheds: A dealer should



be familiar with the various types of sheds on the market. From basic garden sheds to larger storage units, workshops, or even specialized models like tiny homes, each type has different features, requirements, and customer appeal. For example, while a garden shed might be sufficient for storing lawn equipment, a customer who wants a dedicated home office might need a structure with insulation, electricity, and more elaborate

construction.

2. Materials: Customers may want to know whether the shed is built from wood, metal, vinyl, or composite materials. Each material comes with its own set of advantages and disadvantages, such as durability, ease of maintenance, and weather resistance. For instance, a wood shed might be more aesthetically pleasing but requires more maintenance over time. Meanwhile, a metal shed may last longer



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but could suffer from corrosion without proper treatment. A trained dealer is capable of matching the best material to the customer's needs and preferences, helping them make an informed decision.

3. Construction and Installation:

Knowing how sheds are built is just as important as knowing what they are made of. Training helps a dealer explain the construction process, such as the strength of the foundation, the type of flooring, insulation options, and roofing materials. For example, some customers may not realize that certain types of flooring, such as pressure-treated wood, are necessary to prevent rot and extend the shed's life. A dealer's knowledge of installation ensures that customers understand the logistics of delivery, foundation requirements, and setup.

4. Customization: Sheds can often be customized to fit specific needs, whether it's adding extra windows, shelving, or even electrical wiring. Some customers may need a shed to serve as a small office, while others might want additional storage for tools or hobbies. A knowledgeable dealer can recommend modifications and upgrades, ensuring that the shed meets both functional and aesthetic needs. For example, a trained dealer can help a customer who wants a shed with extra shelving or additional security features like reinforced locks.

By thoroughly understanding these aspects, a well-trained dealer can not only educate the customer but also establish themselves as a trusted expert in the field. This trust goes a long way in making the customer feel confident in their purchase decision.

Customer Experience: Building Trust and Meeting Needs

The shed industry, like many other industries, is not just about transactions. It's about building a lasting relationship with customers. When customers walk



into a store or contact a dealer, they're looking for solutions, not just a product. A properly trained dealer can provide a customer experience that is personalized, educational, and above all, trustworthy.

1. Needs Assessment: One of the most critical roles of a shed dealer is to understand the customer's needs. Training will teach a dealer how to ask the right questions, whether it's about intended use (storage, workshop, recreational space) or specific requirements like durability or ease of access. A trained dealer can identify key features such as the size of the space available, the type of items to be stored, and the customer's budget. For instance, a customer with limited yard space may need a smaller shed or one that can be built onsite.

2. Building Relationships: Beyond the sale, a good dealer will also aim to build long-term relationships with their customers. Training should cover how to provide exceptional service after the sale, through follow-up calls, maintenance advice, or simply providing information on how to extend the life of the shed. For example, offering tips on keeping a shed clean and properly maintained throughout the seasons not only creates customer loyalty but also shows the dealers' exper-

tise and commitment to the customer's satisfaction.

3. Handling Objections: Every customer has concerns, whether it's about pricing, delivery timelines, or potential maintenance costs. A trained dealer will have the skills to address these concerns calmly and confidently, offering solutions that make sense for the customers' situation. For example, if a customer is worried about the price, the dealer might offer financing options or discuss the long-term value of a higher-quality shed. Training equips dealers with effective ways to overcome objections and close deals without being pushy.

4. Communication Skills: Effective communication is key. A trained dealer knows how to explain complex details in a way that the average customer can understand. Whether discussing technical aspects of the shed or clarifying the differences between models, a knowledgeable dealer can help customers feel more comfortable and confident in their purchasing decisions. Communication goes beyond just explaining features. It also involves listening. Understanding a customer's concerns and preferences is an essential skill in building trust and ensuring the customer makes the right purchase.



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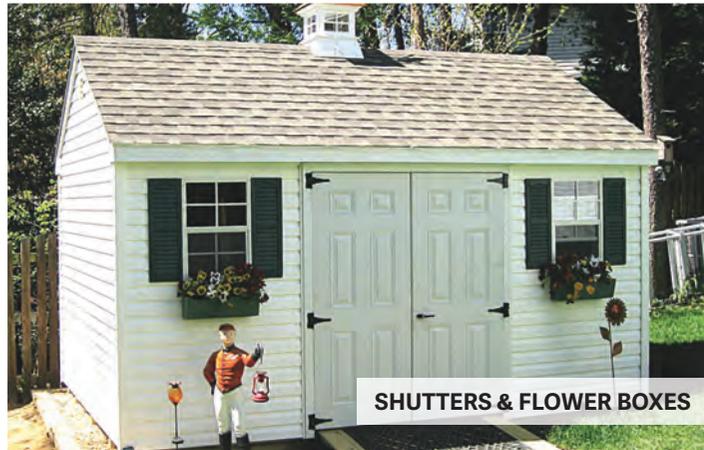
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Compliance and Safety: Reducing Risk

In the shed industry, there are several regulations and safety standards that must be followed, particularly when it comes to installation, construction, and environmental factors. These regulations can vary by region, and a properly trained dealer should be well-versed in them to reduce legal and operational risks.

1. Local Zoning Laws: In many areas, there are strict zoning laws regarding the placement of sheds, especially larger ones or those intended for use as living spaces. A dealer who is familiar with these laws can advise customers on where they can legally place their shed, what permits may be required, and what restrictions might apply. For example, some municipalities may have rules regarding the height or proximity to property lines that the dealer should know to avoid costly mistakes for the customer.

2. Building Codes: Sheds, particularly those used for storage or as workshops, must meet specific building codes for safety. Dealers need to understand these codes to ensure that the sheds they sell are up to standard. Selling a shed that does not meet local building codes could result in fines, return requests, and damage to the dealer's reputation. Additionally, certain sheds may need to comply with specific environmental standards, such as energy efficiency requirements or sustainable building practices.

3. Safety Standards: Many sheds come with specific safety features, such as fire-resistant materials or reinforced structures. A properly trained dealer knows which safety features are available, how they are tested, and which are required for specific purposes. Training in safety standards helps the dealer to prevent potential accidents, minimize risks, and ensure customer satisfaction. Dealers should also be familiar with installation safety, particularly when dealing with

larger or heavier models, to avoid injuries during delivery and setup.

Sales and Marketing: Increasing Revenue and Competitive Edge

While product knowledge and customer service are vital to success, so are the sales and marketing skills that come with proper training. A well-trained dealer knows how to position themselves in the market, build a loyal customer base, and close sales effectively.

1. Selling Techniques: A trained dealer is aware of different sales techniques, such as upselling, cross-selling, or using persuasive language to encourage customers to make a purchase. They also know how to work with different types of customers. Some may want a straightforward, no-nonsense approach, while others may appreciate a more detailed, consultative style. For instance, if a customer is looking for a basic storage shed, the dealer might suggest a slightly more expensive model with added features like weather-resistant roofing, providing better long-term value.

2. Promotions and Pricing: Offering seasonal discounts, bundling products, or financing options can drive sales. A dealer with proper training understands how to structure these promotions to align with their target markets' needs and expectations. They also know how to price their products competitively while maintaining profit margins. For example, during peak gardening season, offering a discount on garden sheds or providing a limited-time offer for free delivery could attract more customers.

3. Online and Offline Marketing: In today's digital age, having an online presence is critical. A well-trained dealer knows how to leverage both online and offline marketing channels to reach potential customers. Whether it's through social media, search engine optimization (SEO), or traditional flyers and ads,

marketing expertise can help a dealer increase visibility and sales. Dealers trained in online marketing can set up effective websites with user-friendly browsing experiences, helping customers easily find the right shed.

4. Customer Referrals: A properly trained dealer knows how to ask for referrals and reviews, which can drive future business. Word-of-mouth recommendations are particularly powerful in niche markets, and training in how to encourage this kind of promotion can greatly benefit the dealer. Offering discounts or incentives for referrals or reviews can help build a loyal customer base and generate additional sales.

Conclusion

In a competitive market, being properly trained as a shed dealer is more than just a benefit. It's essential. From understanding the technical aspects of the products to offering exceptional customer service, being well-versed in all aspects of shed sales allows dealers to provide better solutions for customers, comply with safety and legal requirements, and increase business profitability. With training, a shed dealer not only sells a product but also builds a trusted brand that customers turn to for advice.

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In 2017, Susan Frair founded Shed Gal (shedgal.com), a shed sales business in Washington state. Since then, it's rapidly become a nationwide leader in outdoor structures. Driven by Susan's passion for empowering others, Shed Gal isn't just about building structures; it's about building possibilities and delivering top-notch quality, exceptional service, and partnering with customers to achieve their outdoor vision.





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Ventilation for Portable Sheds

How Temperature, Moisture, and Air Flow Are Related

BY DAN BROWNELL

Ventilation is important in portable sheds because it controls

temperature, prevents moisture damage, and improves air quality. Consumers often don't give much thought to the need for ventilation in their portable shed, especially if they're planning to use it just for storing items like garden tools and outdoor equipment. They assume these items won't be affected by heat, cold, or inadequate airflow. But that's a mistake because lack of ventilation can result in high humidity and moisture, which can lead to mold, mildew, and rust. Moisture buildup occurs when humidity in the air cools and condenses, forming water droplets form on interior walls, floors, and both the exterior and interior of objects in the shed. Over time, this can cause the shed to rot and expensive damage to its contents.

Types of Ventilation

There are two general classifications of ventilation for portable sheds: passive (unpowered) and active (powered).

Passive Ventilation

Passive ventilation for typical standard portable sheds (without optional upgrades to ridge and soffit vents) includes wall vents, gable vents, and eave vents. This type of ventilation relies on the natural airflow through the shed. Vents should be placed both low and high on the

Shingle-over ridge vent. PHOTO COURTESY W.E.H. SUPPLY



Undereave vents. PHOTO COURTESY W.E.H. SUPPLY

walls to increase the effectiveness of the ventilation. As warm air rises and exits through vents at the top of the walls, it draws cold air into the vents near the bottom. This is known as convective air flow. The greater the vertical distance between the vents at top and bottom, the greater temperature variation will be, and the stronger the air flow. This is

why taller chimneys are more effective than shorter ones. Vents should also be placed on opposite ends of the shed for cross-ventilation, so air is circulated the entire length of the shed.

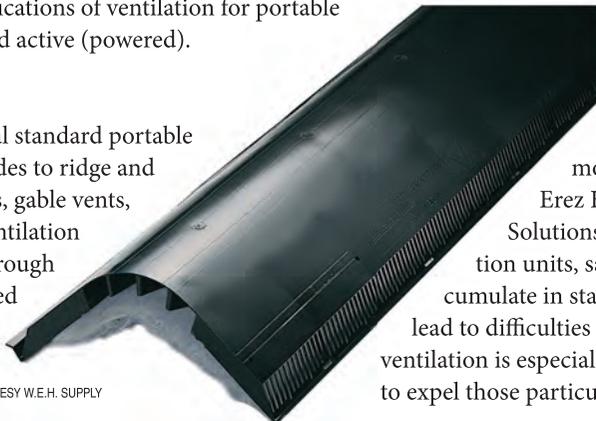
Active Ventilation

Active ventilation for portable sheds includes solar or electric fans to move air into, through, and out of the shed. Another option is a turbine or "whirlybird" roof vent turned by the wind to exhaust air. Fans should be placed high in the shed, near

the vents to help exhaust warm air. To prevent insects, rodents, birds, and bats from entering the shed, vents should be covered with screens.

Ventilation does more than control moisture. It also helps maintain air quality.

Erez Halfon, general manager of Mobeno Solar Solutions, which sells Zula solar-powered ventilation units, said, "Particulates and allergens that accumulate in standing air in a closed room or building can lead to difficulties in breathing and illness like asthma. Active ventilation is especially helpful because it forces air movement to expel those particulates and allergens, as well as gas and paint



🏠 PRODUCT FEATURE 🏠

fumes and other harmful substances in the air from items that are commonly kept in a storage shed.”

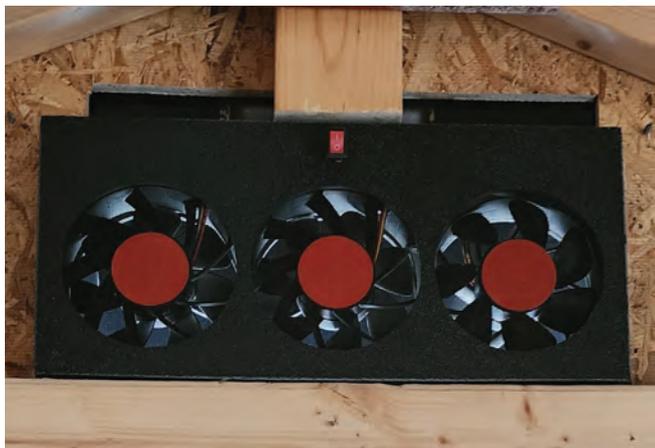
Temperature Control

Temperature regulation is an important part of moisture control and ventilation. Both temperature extremes can cause problems. Warm air holds more moisture than cold air, and when the temperature cools below the dew point, it condenses into water droplets. Maintaining a stable temperature that's neither too hot nor cold helps prevent damaging humidity and condensation and, therefore, reduces the amount of ventilation needed.

Temperatures can also be controlled by sealing gaps and cracks in walls and joints to reduce air movement that interferes with cross ventilation and air circulation. Convective air flow requires movement from lower cold areas where it enters the shed to high warm areas where it exits. Filling holes and gaps prevents irregular air currents that break up the desired air flow through the shed.

Another way to help maintain a stable temperature is by using insulation, radiant insulation, or a radiant barrier. The most common insulation types for portable storage sheds are fiberglass batt and rigid foam board. Fiberglass batts are the least expensive but need vapor barriers or vapor retarders to protect them from moisture buildup in a heated storage shed.

Reflective insulation (bubble wrap/foil insulation) has only a small insulation value to retain heat. It's best for warmer climates to reflect solar radiation to keep heat out. A single-layered radiant barrier (reflective foil) has no insulation R-value. Like reflective insulation, a radiant barrier is designed for warmer climates to reflect solar energy to keep the shed interior cool. Because



The Zula solar fan installed near the top of a shed. The major advantage of this solar fan is that it runs automatically and uses no electricity. PHOTO COURTESY MOBENO SOLAR SOLUTIONS

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reflective foil is just a single layer, it's less expensive than reflective insulation. Both are easy to install but need an air gap between the material and wall to work effectively.

In some cases, reflective insulation and fiberglass batt can't be used together. In those cases, the best choice for the intended purpose should be chosen.

Occupied Sheds

Ventilation is even more important when portable sheds are intended for use as hobby shops, offices, etc. (Note: This is different from having a code-compliant shed designated for use as a permanent, habitable domicile, which has more stringent, legally enforceable requirements.)

Carefully controlling humidity and temperature is crucial for health reasons in situations where people will be inside for extended periods. In these situations, owners may want to upgrade to more expensive, but more effective, spray foam or even mineral wool insulation. Spray foam should be applied by a professional, but it provides increased air sealing and moisture resistance compared to less expensive options for portable storage sheds. Mineral wool is especially known for sound insulation and fire resistance, which could make it a good option for an office or music studio that has expensive equipment and would benefit from sound reduction.

An occupied portable shed would most likely have electricity available and could have at least minimal continuous heat to keep it above the dew point. This will prevent condensation and reduce the amount of ventilation needed. Also, a consumer could use a humidifier that turns on automatically (using a humidistat) to keep humidity at a set level.

While portable storage sheds typically aren't built with a ridge vent, they are often available as an upgrade. A shed purposely designed for occupation should have a ridge vent working in tandem



8"x10" garden vent, interior side view.
PHOTO COURTESY W.E.H. SUPPLY



Gable vent. PHOTO COURTESY OF W.E.H. SUPPLY

with an eave or soffit vent to improve ventilation.

Unheated, unoccupied portable storage sheds typically lack floor insulation. A heated, occupied portable shed should have an insulated floor to help prevent heat loss and maintain a stable temperature, to reduce the opportunity for condensation to form, to decrease the amount of ventilation needed, and to improve comfort.

In addition, a heated, occupied portable shed would benefit from having a house wrap like Tyvek installed on the exterior between sheathing and siding to block wind and water from penetrating the walls but allow moisture to escape. Finally, an insulated, occupied portable shed may also benefit from having a vapor barrier installed over the interior studs to prevent interior moisture from building up in moisture-susceptible insulation such as fiberglass batts, open-cell spray foam, and cellulose. If closed-cell spray foam or thick rigid foam insulation is used, a vapor barrier won't be needed, as these materials already control moisture.

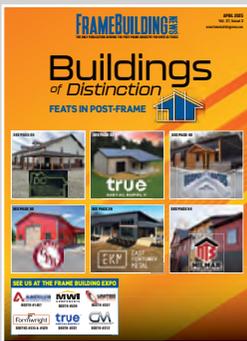
Conclusion

Portable shed ventilation is affected by humidity, temperature, and air flow. Using insulation to prevent large temperature fluctuations can help lower the amount of ventilation needed. Strategically placing vents will promote convective air flow and reduce the risk of excess humidity and condensation and resulting mold, mildew, and rust. Proper planning for the intended use of the shed and taking steps to ensure adequate insulation and temperature control will help ensure that a portable shed provides years of reliable service and satisfaction. **GSCB**



Soffit vent. PHOTO COURTESY W.E.H. SUPPLY

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RTO National

Built on a Solid Foundation and Preparing for the Future

BY LINDA SCHMID

RTO National was founded in 2003 by Phil Falls, an entrepreneur with a background in finance. He thought there was an opportunity in the market for shed financing, but at the time, the only financiers for shed sales were the manufacturers. Falls began his enterprise by building a company that both manufactured and leased sheds.

Starting a company from scratch in an unfamiliar field could be daunting, but Falls just rolled up his sleeves and dug in. An important ingredient in the formula that made the company successful is the talented people he found to help him set up manufacturing and the people he hired for transportation, accounting, and every other part of the business. Many long days went into getting the company up and running.

Focus On What You Do Best

In 2008, the company moved away from manufacturing to focus on offering Lease Purchase and Finance options to other dealers. By concentrating on those services, they were able to prioritize meeting the needs of dealers and customers nationwide.

RTO National has a vast network of retailers, some large national companies, some big regional companies, and many small retailers. They focus on supporting their dealers, offering technology that helps them manage their business, a knowledgeable team that is ready to train dealers, and a dedicated customer support team to help customers through the length of their contract. Falls said they can do all these things; they're all in their wheelhouse, but that isn't good enough if they're not treating one of their most important resources right — their employees and coworkers.

One Challenge Led to Another

One of the company's biggest challenges has been figuring out when to grow and when to hold off. Demand can be high for their services, and they need to ensure they are properly staffed to care for their dealers and customers. On the other hand, timing is everything. How do they add people or know when to recruit and when to hold off to ensure the increase in demand



RTO NATIONAL INSIDE SALES TEAM

isn't temporary?

When the company decides the time is right, they will add more resources. Falls, both founder and president of RTO National, said sourcing employees has not been a problem. They've found many talented people who have contributed to the company's success. Where did the company find so many brilliant employees to help them grow when many businesses struggle to find the right talent? Falls lived his whole life in Greenville, South Carolina, so he had a network of people to draw from.

The other part of the challenge — retaining employees so you don't have to recruit so often — is resolved in two ways, according to Falls. First, the company treats employees like the important resource they are, providing them with good salaries, bonuses, health insurance, 401ks, and a pleasant environment in which to work. The goal is that everyone treats everyone with respect, and that starts with management.

It is also extremely important to use the right technology to improve workflows and optimize everyone's time. This has been a focus for RTO National, not just for employees, but for dealers as well. Falls said when they first got into the business, there was a lack of good software for shed dealers, so he and his team developed their own system, then modified it to help their dealers. Today they have seven software engineers to develop and maintain their systems and those of their customers.

Core Values and Culture

The company has based its intentional culture on five core values:

1. Candor: Self-reporting is common and encouraged because, while nothing is perfect, admitting mistakes and determining their causes can prevent the same mistake from happening again and again.

2. Integrity: This means that employees are to be honest, fair, and follow through on the things they have said they will do. This applies to customer service as well as internal interactions.

3. Respect: Every person on the team is expected to treat everyone with the same respect they would like to be treated with themselves.

4. Accountability: Teams are expected to problem-solve, identify areas for improvement, and take ownership of projects.

5. Creativity: Errors or bumps in the road can create an opportunity to identify better solutions. Brainstorming and new ideas are highly encouraged.

When new hires come on board, they usually say, “Wow! There are really talented people here.” Many are pleasantly surprised by how much people care about the business and how they help each other. There are no departmental silos; everyone

works as a team, yet there is an intensity, a strong sense of purpose as everyone works to meet their deadlines. Part of creating a great team is ensuring everyone knows what they’re supposed to do and that they have the tools and proper training to do it.

Industry Insights and the Company’s Future

As prices go up, people tend to think twice about buying new things like sheds, so the industry tends to take a hit. However, RTO National is in a good place; it has a national presence and is continuing to grow on the West Coast and in the heart of America. As fewer people buy sheds outright, more people will Lease Purchase. Falls believes this will likely be the case throughout 2025 and into 2026.

Watching the industry, the economy, their own performance, and the performance of their various dealers since the last half of 2022, Falls and his team of five experts in business intelligence and financial planning realized that price increases were on the way. They have put a lot of time and energy into improving customer service and technology so they would be prepared, setting up the company to be ready to be very competitive and grow through acquisition.

The future looks bright. **GSCB**



RTO national headquarters.

Backyard Pavilion

HOMESTEAD TIMBER FRAMES

WWW.HOMESTEADTIMBERFRAMES.COM

SPECS:

LOCATION: Tennessee

SIZE: 20'x50'

ROOF PITCH: 8/12

FOUNDATION: Flagstone, Vivid Construction

TRUSSES: Douglas fir heavy timber, Homestead Timber Frames

ROOF PANELS: Southern Metals, Image II standing seam, 26ga, CF45 Red LF

POSTS: Douglas fir, Homestead Timber Frames

FASTENERS: Timberlinx anchors for post connections; Eurotek timber screws for framing

ADDITIONAL DETAILS:

OUTDOOR KITCHEN: Finished in flagstone tile with appliances from Blaze, including a refrigerator, griddle, power burner, and charcoal grill. Custom hoods provide ventilation for the cooking area.

SEATING WALL: Veneered in antique brick with solid granite caps, featuring over 400 sq ft of special order Leathered Makalu granite from USA Stone in Nashville.

FIREPLACE AND FOUNTAIN: Full stone masonry wood-burning fireplace and custom-built 8" tall formed concrete fountain.

DRAIN SYSTEM: Fully engineered drain system beneath the new flagstone patio.

LIGHTING: Custom landscape lighting by Light Up Nashville, including stair lighting, seating wall lighting, and projector lighting for the fountain.



This project involves a significant expansion of the home's outdoor living and entertaining space. The centerpiece is a 50'x20' full timber frame pavilion, provided in partnership with Homestead Timber Frames. It features four converging vaults meeting at the center, designed collaboratively by Homestead and Vivid Construction. The project exemplifies handcrafted artistry, fulfilling the owner's vision of creating a piece of art through talented craftsmanship. The ceiling showcases exposed spruce tongue and groove, while the standing seam metal roof, in rustic red, complements the





natural red and brown tones of the timbers and Crossville, Tennessee, sourced flagstone. The entire area spans approximately 3,400 sq ft.

Two-Story Garage & Apartment

SHEDS UNLIMITED

SHEDSUNLIMITED.NET

SPECS:

LOCATION: Virginia

BUILDING SIZE: 28'x38'

BUILDING TYPE: Stick-frame

FOUNDATION: Poured concrete pad

ROOF PANELS: Drexlume standing seam metal roof by True Legacy Metals

SIDING: Fiber cement board and batten by James Hardie with battens and trim by Versatex

ENTRY DOORS: Anderson prehung double doors with 9-lites

WINDOWS: Andersen

GARAGE DOORS: 9'x8' and 16'x8' insulated CHI aluminum full view (Model 3297R)

COLORS: Exterior paint for siding and trim, Benjamin Moore Raccoon Fur 2126-20



This 28'x38' Legacy two-story workshop two-car garage features smooth grooveless panels with battens in the custom paint color Raccoon Fur and a standing seam metal roof in Drexlume. The customer opted to upgrade the walls to 9' on the large garage area. Prehung double doors with 9-lite glass give easy access to both the side and the end of the garage. Other customizations included insulated black garage doors with tinted glass, dormers with a metal roof, snow guards spaced every 18" on the main building and dormer, and an added porch overhang in the back.



Sauna

SMART-SHED

WWW.SMART-SHED.COM

SPECS:

BUILDING TYPE: Stick-built

BUILDING SIZE: 10'x16'

ROOF PITCH: 3/12

FOUNDATION: Pressure-treated skids and 2"x6" floor frame

TRUSSES: 2"x6" rafters

ROOF SHINGLES: Certaineed Landmark shingles, Winterguard ice and water shield

WALL PANELS: LP Smartside Diamond Kote board and batten

FASTENERS: Galvanized

WALK DOORS: Custom-built doors

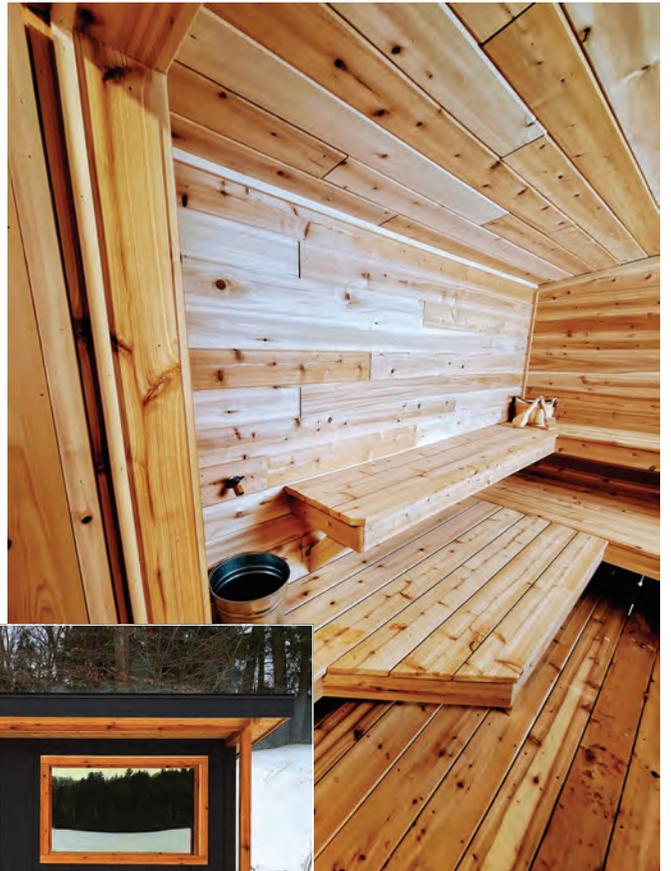
WINDOWS: Custom-built windows with privacy solar glass, 1/4" tempered plate

INSULATION: R13, R21 fiberglass unfaced



Our custom-built saunas are a big step up from popular barrel saunas. They're built to be very sturdy and efficient. The natural red cedar decking allows water to drain into the ground, and the small open spaces between the deck boards allow the coolest air on the floor to be forced out of the building as the room fills with warm air. Our customers never complain of cold feet and rave of the heat retention and efficiency. The walls and ceiling are fully insulated with a thermal reflective foil vapor barrier behind the cedar paneling. We use HUUM wood stoves and insulated chimneys imported from Estonia or Finland. We also use our own proprietary stainless-steel heat shields that feature our Smart-Sauna logo in powder-coated finish. Customers can decide on aesthetics like large picture windows, bench seating, interior and exterior lighting, siding type, color, etc.

This 8'x16' "Rockefeller" model features an added 2'x16' covered porch along the front and a ton of extras, including custom windows with privacy glass, custom linen closet shelves, water hookups, and water jacket.



Solar Canopy

NEW ENERGY WORKS

WWW.NEWENERGYWORKS.COM

SPECS:

LOCATION: Washington

SOLAR PV DESIGN AND INSTALLATION: Elemental Energy

SOLAR PANEL FASTENERS:
Custom-designed rack and fasteners

SOLAR PANELS:
LG 390W Bifacial 72 Cell Modules

INVERTERS: IQ7+ Microinverters

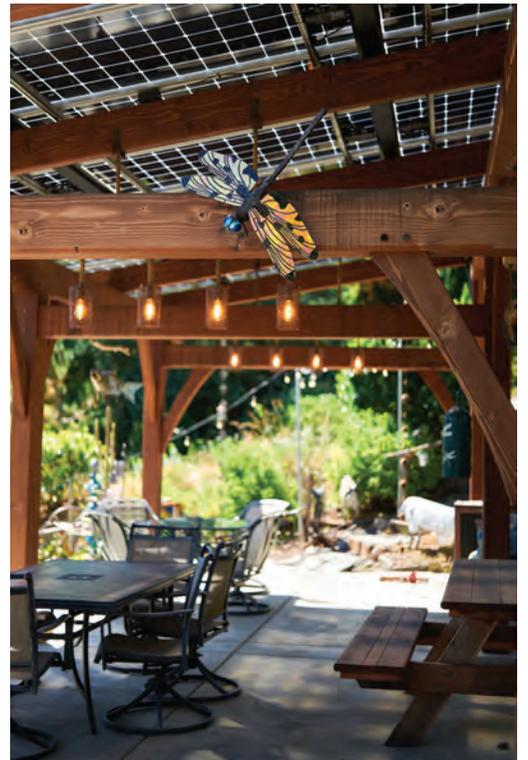
TIMBER FRAME FASTENERS:
Hardwood pegs and GRK timber screws for hidden connections

POST BASES: New Energy Works steel moment base with 2" diameter schedule 8 pipe



New Energy Works designed and installed this timber frame solar canopy for a client in Washington. The end goal of the project was to make a structure that provided renewable energy for the homeowners' needs. New Energy Works designed and cut the timber for the solar canopy in their McMinnville, Oregon, mill. The canopy was the perfect remedy for the client's energy needs and was able to be installed over their troublesome sloping yard. It not only provides the homeowners with energy, but doubles as a relaxing covered sitting area for family gatherings.

Additionally, the open timber frame structure was outfitted with bi-facial solar panels, so even on days of cloud cover and inclement weather the panels retain the ability to draw energy from light reflected back up from the ground, even when covered with snow.



The custom post bases are New Energy Works' standard steel moment base with 2" diameter schedule 8 pipe embedded from the bottom of the post 2'-3'. The posts are locked in place using a timber lock and the hole is plugged with a decorative peg.

Bridal Suite

BEACHY BARNS

WWW.BEACHYBARNS.COM

SPECS:

BUILDING SIZE: 16'x32'

ROOF PITCH: 7/12

FOUNDATION: Gravel

TRUSSES: Beachy Barns

INSULATION: 2" Styrofoam

ROOF SHINGLES:

Pewter GAF Timberline

WALL SIDING:

Duratemp plywood 8" oc grooves

WALK DOORS:

W.E.H. fiberglass doors

WINDOWS: Jeld-Wen



This 16'x32' Cape Cod was built at an event center on a farm in central Ohio and set on a gravel pad. The sidewalls are 8' and it has a 7/12 pitch roof. The floor is insulated with 2" Styrofoam and the windows and doors are also insulated. The customer finished out the inside as a bridal suite for the bride to prepare for her wedding. It has a full bathroom inside and three restrooms with outside access. We also built a 16'x20' with the same specs without the bathroom that was finished as a groom's suite.



Two-Bedroom ADU

NANAWALL

WWW.NANAWALL.COM

SPECS:

ARCHITECT: Darren M. Kelly

BUILDER: Artisan Home Builders

LOCATION: California

SIZE: 1,200 sq. ft.

ROOF PITCH: 4/12

FOUNDATION: Pier and grade beam,
Artisan Home Builders

TRUSSES: Artisan Home Builders

ROOF: Bel Air architectural shingles,
4679 Light Gray Range, Eagle Roofing
Products

SIDING: T111 board and bat-
ten; Boston Mill brick from Old Mill
Building Products

WALK DOORS: NanaWall

WINDOWS: Marvin

VENTILATION: Whole house air quality
fan integrated with HVAC system

INSULATION: Spray foam



Artisan Home Builders, along with Architect Darren M. Kelly, designed and built this ADU in California. The architect's intent was to create a space that would use the mature landscaping on the property to promote the client's wellness through biophilic design principles. The project's design began with the need to integrate the interior spaces with the verdant exterior spaces on site, with NanaWall. The NanaWall folding door system is a high-performance window wall that also physically dematerializes the building's exterior envelope when opened, bringing the sensory experience of the garden to the client's everyday living. The rest of the glazing throughout the building — both interior and exterior — was designed to completely integrate the NanaWall system into the design.



Cabin

PREMIER BARNES LLC

WWW.PREMIERBARNES.NET

SPECS:

LOCATION: Kansas

BUILDING TYPE: Stud frame

BUILDING SIZE: 16'x40'

ROOF PITCH: 5/12

FOUNDATION: Concrete slab

TRUSSES: Premier Barnes

ROOF PANELS: Byler Steel Max Rib

WALL PANELS: Byler Steel Max Rib

FASTENERS: East Coast Fasteners
1.5"

WALK DOORS: Jeld-Wen French door

WINDOWS: Reliabuilt

INSULATION: Closed cell foam

ADDITIONAL DETAILS: 12' dormers
with transom windows; electrical and
rough-in plumbing



This 16'x40' cabin transformed into a "man cave," giving the owner the extra space his current house didn't provide and created an attractive centerpiece in his backyard.

Pool House & Writing Studio

OLDE LIBERTY STRUCTURES

WWW.OLDELIBERTYSTRUCTURES.COM

SPECS:

LOCATION: Virginia

BUILDING TYPE:
Post-frame and stick built

BUILDING SIZE: 12'x18'

ROOF PITCH: 3/12

FOUNDATION: Olde Liberty Structures concrete piers with pressure treated girders and pressure treated floor joists

FLOOR: Advantech subfloor

POSTS:
Southern yellow pine, Gillespie Inc.

TRUSSES: Olde Liberty 2"x6"

ROOF PANELS: Metal Roof,
Appalachian Metal Supply

SIDING: Board and batten pine,
Gillespie Inc., Huddleston

FASTENERS: Metabo nails, Simpson lag screws, GRK structural screws

DOORS: Reliabuilt

WINDOWS: Reliabuilt

VENTILATION:
Appalachian Metal Supply

INSULATION:
Owens Corning R19 floor insulation

OTHER DETAILS: Concrete apron for porch, Snyder Siteworks, Roanoke



The customer was looking for a pool house/writing studio. Olde Liberty Structures built a 12'x18' stick-built cabin with concrete piers and a pressure-treated floor system with R19 floor Insulation. The front wall is 12' high and rear wall is 9' high. The shed features a 6'x12' interior loft, six 3'x5' double-sash insulated vinyl windows and four 2'x4' vinyl insulated slider windows over the porch. The front door is a Reliabuilt 6' outswing double door 15-lite insulated fiberglass and 36" single door. The siding is pine board and batten by Gillespie Inc. sawmill in Huddleston. The post-frame porch is 4'x16'. The post rafters and 2"x6" tongue-and-groove roof deck material was supplied by Gillespie Inc. The remaining dimensional lumber came from Lowe's in Bedford, and Taylor Brothers in Lynchburg. The concrete patio was done by Snyder Site Works of Roanoke.

Garage

FARROW BUILT

WWW.FARROWBUILT.CA

SPECS:

LOCATION: British Columbia

BUILDING TYPE: Post-Frame Garage

BUILDING SIZE: 30'x35'

ROOF PITCH: 2.75/12

FOUNDATION:

Farrow Built concrete stem wall

TRUSSES: Kamloops wood truss

ROOF PANELS:

Metal Experts, Tuff Rib 29ga

WALL PANELS:

Metal Experts, Tuff Rib 29ga

FASTENERS: Metal Experts

OVERHEAD DOORS: Steel-Craft, flush

POSTS: Farrow Built laminated posts



Our customer already had an attached garage, but it was packed full. He also had a lot of stored unsecured under his deck. Because his garage was so full, it was difficult to work on his classic Mustang. In his new garage, he was able to install a car hoist for the Mustang, as well as store everything securely. It also has a vaulted ceiling to give him enough height for the hoist. One add-on to this build was epoxy flooring, which really took this to the next level.



The Farmhouse

FOX COUNTRY SHEDS

WWW.FOXSHEDS.COM

SPECS:

VINYL SIDING: PlyGem

DURATEMP SIDING:
Rosewood Forest Products

TRIM: LP Smart Trim

EXTERIOR PAINT:
Haley Paint Company

WINDOWS: Apple Outdoor Supply,
aluminum and/or vinyl insulated
windows

METAL ROOF: AB Martin

SHINGLES:
IKO asphalt 30-Year shingles

CLASSIC GABLE VENT:
Apple Outdoor Supply

DOOR HINGES: Apple Outdoor Supply

ALUMINUM TREAD PLATE: Apple
Outdoor Supply or locally welded



The Farmhouse Shed from Fox Country Sheds adds modern farmhouse charm to any backyard with its clean lines, neo-rustic details, and thoughtful design. Blending contemporary simplicity with classic farmhouse aesthetics, it features American farmhouse-inspired windows with transoms that invite natural light while enhancing its timeless appeal. The striking metal roof pairs beautifully with barn-style wooden doors for a bold contrast. With extended 7'3" wall heights and 7/12 pitch roof, this shed offers ample overhead storage, making it as practical as it is stylish — perfect for storage, a workshop, or a backyard retreat.



ADU (Accessory Dwelling Unit)

ZOOK CABINS

WWW.ZOOKCABINS.COM

SPECS:

BUILDING SIZE: 15'x38'; 570 sq. ft.
1 bedroom 1 bath

ROOF PITCH: 12/12 for A-frame section; 1/12 over kitchen bedroom and bathroom

FOUNDATION: Block crawl space

ROOF PANELS: AB Martin 28ga
40-year textured black Heritage panel

WALL SIDING: Cedar, light and black stained and 28ga AB Martin corrugated metal

FASTENERS: ST Fastening Solutions
1" WoodBinder screws

WALK DOORS:
3' Pella Lifestyle entry door

WINDOWS: Pella Impervia black interior and exterior

INSULATION: Spray foam



This stunning A-frame ADU was purchased to create a unique short-term rental. Built using modular construction, each of these structures is designed to meet or exceed local codes. This home features metal roofing, cedar siding, and a one-of-a-kind A-frame window front. By collaborating with Zook Cabins, our client was able to have the modular ADU delivered to their property in just months, rather than years.

Whimsical Curved Roof Sheds

BARNTIQUES CUSTOM WOOD & DESIGN

WWW.BARNTIQUESCUSTOM.COM

SPECS:

SIZE: 4'x4' to 10'x12'

RAFTERS:

Hand-built curved wood rafters

FASTENERS:

GRK T-25 and T-10 screws

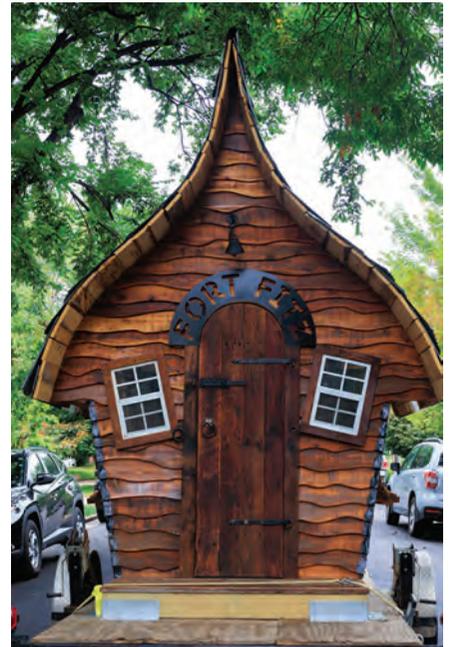
BASE: Green-treated lumber base

ROOF:

Roof protection underlayment and cedar or steel shakes

SIDING:

Pine, cedar, or recycled barnwood



These are handcrafted and designed by us as specialty sheds. We are a family-run home business. We hand-build the curved rafters to give them a whimsical feel. Then we add pine, cedar, or recycled barnwood for the siding and cedar or hand cut steel shakes for the roof. We use recycled products for a lot of the extras like lights, hinges, knobs, doors, windows, and even cupolas, and smokestacks. Lighting can be added along with decks, extra windows, and even interior additions like shelves and benches.

These sheds are used as greenhouses, garden sheds, outhouses, playhouses, animal sheds, or saunas, and we truly take pride in the fact that our clients are involved in designing many aspects along the way, from picking out siding, to roofing, then windows, doors, and lighting. When they are done, they will have a one-of-a-kind specialty shed that was inspired by their likes and interests, and we hope that every time they see it, they will smile, and it will bring joy forever!

Pool House

ALPINE BUILDINGS

ALPINEBUILDINGS.COM

SPECS:

FOUNDATION: Block piers

ROOF SHINGLES: Owens Corning architectural shingles

SIDING: LP Smartside

FASTENERS: Apple Outdoor Supply

DOORS: Jeld-Wen French doors

WINDOWS: Apple Outdoor Supply

VENTILATION: Classic gable vents



The dormer package for this shed includes a 12' dormer, two 2'x3' windows, two sets of shutters, accented doors, and two transom windows in the doors. However, this customer opted to credit some included features and upgraded to the pre-hung insulated French doors.

3-Section Lofted Monitor Horse Barn

RABER STORAGE BARNES

WWW.RABERSTORAGEBARNES.COM

SPECS:

SIZES OFFERED: 5, 7, and 9 stall options each including a tack room, ranging from 30'x28' to 36'x50'

10' AND 12' BREEZEWAYS

ROOF PITCH: 3/12

TRUSSES: Raber, 4' on center

SIDING: LP SmartSide

ROOF PANELS:

Graber Post Buildings, 29ga.

PAINT: Haley

STALL DOORS: Raber Storage Barns

SLIDING BARN DOORS:

Raber Storage Barns

WINDOWS: American Windows

ANCHORS: Fehr

TRIM: Miratech

ADDITIONAL DETAILS: 5' double slider doors on each end, creating a 10' opening; covered indoor breezeway; stalls lined with hardwood kickboards; partial steel bar stall fronts; full loft with interior ladder access; 5'x5' exterior door for loft; concrete footers; anchors



These three-section prefabricated horse barns are delivered by truck and quickly assembled on site, creating the unique opportunity for homeowners to fully own a hobby barn in their backyard just steps from their beloved horses. This is much more convenient and cost-effective than owners having to constantly travel long distances to visit them at an expensive rented stable. All Raber's structures are Amish crafted and include 5, 7, or 9 stalls with 1" thick, 4' high kickboards, a tack room with floor, and a lofted area with ladder, all centered on the covered indoor breezeway for horses to enter and exit the stalls. Limited customizations are available.

Workspace & Storage Shed

AMERICAN METAL BUILDINGS

WWW.AMERICANMETALBUILDINGS.COM

SPECS:

BUILDING TYPE:

2-1/4" square tubing frame

LOCATION:

North Carolina

SIZE: 24'x20'x11'

ROOF PITCH: 3/12

FOUNDATION: Concrete slab

TRUSSES: SBSI 3/12 truss

ROOF PANELS: SBSI 29ga vertical corrugated steel

WALL PANELS: SBSI 29ga horizontal corrugated steel

FASTENERS:

SBSI color-matched steel screws

OVERHEAD DOORS:

SBSI 10'x8' steel roll-up door

WALK DOOR: SBSI 36" x 80" door

POSTS: SBSI 12ga steel

WINDOWS:

Three SBSI 30"x36" windows

OTHER DETAILS: Lean-to with three frameout openings on front side



The customer needed extra workspace and a sheltered area to keep his lawn and gardening tools. The front-facing lean-to allows the building to look less like a garage and appear more inviting.

Greenhouse

BEST BUY METALS

WWW.BESTBUYMETALS.COM

SPECS:

LOCATION: Georgia

BUILDER: Good Ole Boys
Construction

LOWER WALL PANELS: Best Buy
Metals black 29ga Tuff-Rib

**UPPER SIDE WALL PANELS
AND ROOF:** Best Buy Metals Clear
Skylight Tuff-Rib

CLOSURES:
Best Buy Metals Tuff-Rib Closures

FASTENERS:
Atlas #10 x 1.5 black wood screws



This was designed to be a very modern-looking greenhouse. It features black Best Buy Metals Tuff-Rib base side panels and clear polycarbonate panels for the upper sides and roof.

Hunting Cabin

CABANON CEDRE (CEDAR CABINS CANADA)

WWW.CABANONSCEDRE.CA

SPECS:

BUILDING SIZE: 14'x24'

ROOF PITCH: 6/12

FOUNDATION: Screwpile

ROOF PANELS:

SteelTile, Summit 29ga

WALL PANELS:

Cèdre C. Meilleur
tongue-and-groove Eastern white
cedar, 1"x3" inside, 1"x5" outside

FASTENERS: Sunpak Fasteners

DOORS: Fenomax

WINDOWS: Fenomax

INSULATION: Demilec Sprayfoam



Our customers want a cabin with a small footprint but still has room for good family times and most importantly, a good heating system and good insulation to enjoy our cold days in Canada.



Tiny Home

SIMPSON SUPERIOR STRUCTURES LLC

WWW.SIMPSONSHEDS.COM

SPECS:

TYPE OF BUILDING: Stick built

SIZE:
16'x24' with 6'x24' screen porch

FOUNDATION: Pier system

ROOF PITCH: 2/12

ROOF PANELS: D&B Metal Roofing,
29ga black metal

DOOR: 9-lite American Craftsman

WINDOWS: American Craftsman

SOFFIT: LP SmartSide

FASTENERS: Grip-Rite 2-3/8"
galvanized ring shank

HOUSE WRAP: Everbilt

INSULATION: Owens Corning R-19
fiberglass for exterior walls and
closed-cell spray foam for interior
walls and ceiling

ADDITIONAL DETAILS: 10'x24' deck
with ramp and metal underpinning



This was a project we built for a customer's mother on his property for use as a tiny home. They chose our Harbor House model, which comes standard with an 8' backwall and 10' front wall. It also includes a true soffit overhang. She added our screened porch on the front and a 10'x24' deck with ramp on the backside. We offer a fully finished exterior while subbing out the interior finish.



SUPPLIES & SOLUTIONS

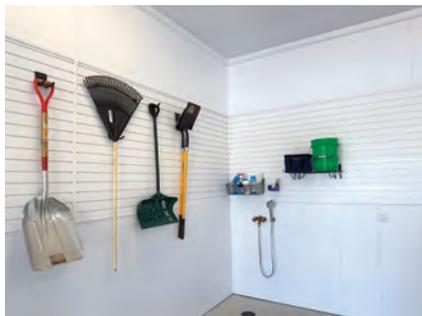
AceClamp by PMC Industries, Inc.



The Color Snap® Universal Screw Down Bracket allows our popular Color Snap rail to be installed on nearly any roof. With quick installation and pre-assembled components, it saves time and labor. This versatile, cost-effective snow retention solution is now compatible with more roofs than ever before—dependable, efficient, and trusted.

www.aceclamp.com

Amerilux International



EZ Liner® PVC panels provide a clean, moisture-resistant solution for walls and ceilings that are easy to install and maintain. EZ Slatwall Interlocking PVC panels seamlessly integrate to create a customizable storage solution, keeping tools, equipment, and supplies organized and easily accessible to create a sleek, functional garage space.

www.ameriluxinternational.com

Best Buy Metals



Four new wood-grain color options are available from Best Buy Metals: Driftwood, Cypress Wood, Tiger Wood, and Zebrano. These pre-painted, durable steel options offer the beauty of wood with the low-maintenance benefits of metal. The new options are perfect for board and batten siding, soffits, and more in both residential and commercial projects.

www.bestbuymetals.com

Dynamic Fastener



Dynamic Fastener's new DC-NFTG DYNA-CLAMPS® are non-ferrous, non-piercing clamps for attachment to standing seam metal roofs. They're made from aircraft-grade 6005A T61 aluminum designed for use with nail flange standing seam roof profiles. The clamps are prepackaged with all necessary mounting hardware, both the non-piercing setscrews and stainless steel bolts.

www.dynamicfastener.com

Graber Post Buildings



Upgrade your roof with M-Rib Panel—designed for beauty, durability, and affordability! Enjoy the sleek look of standing seam roofing at a lower cost with through-fastened installation. Available in 28 color options with a lifetime paint warranty it's the last roof you'll ever need!

www.graberpost.com

Metal Rollforming Systems



Our customer-inspired Soffit Line uses standard 20.125" coil stock to optimize inventory and cut costs. Features include concealed "S lock" lap, standard rib height, flat top rib for easy fastening, unique nail slots and weep holes for horizontal installs, and speeds over 150 feet per minute for increased productivity.

www.mrsrollform.com

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Tickets also available at the door.

SUPPLIES & SOLUTIONS

Post Protector



Post Protector provides a physical barrier protecting traditional post foundations from decay associated with wood in ground contact. This retains the value that drives post-frame popularity. Post Protector is available in solid sawn and laminated sizes and features simple installation, In-ground post strength, an attractive appearance, and uplift protection hardware.

www.postprotector.com

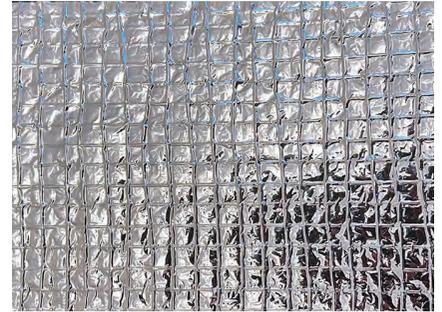
ProVia



ProVia introduces new dark metal roofing colors: Bronzewood Shake, a deep, brindled brown and chestnut, and Coalstone Slate, a smoky, intense charcoal gray. Both profiles offer curb appeal, extreme weather protection, and long-term durability.

www.provia.com/metal-roofing

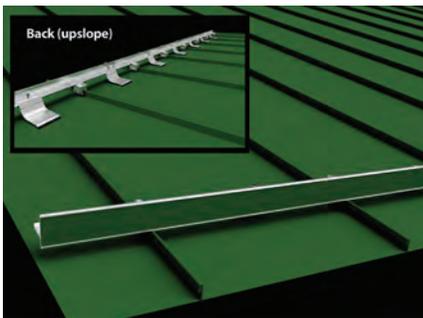
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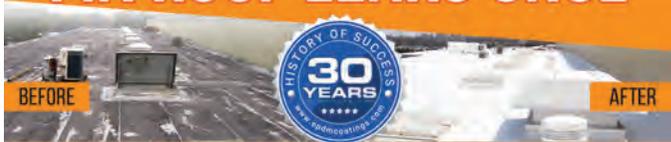
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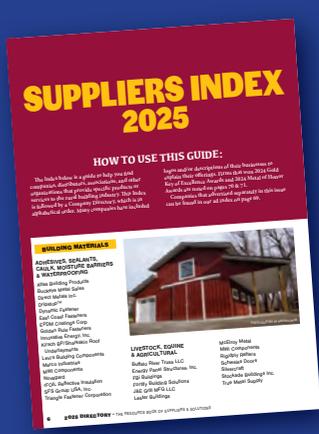
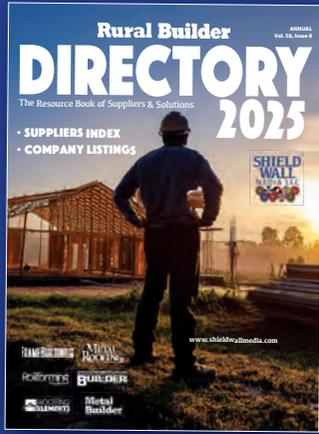
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LP Building Solutions Receives Prestigious Industry Honors

LP Building Solutions (LP), a leading manufacturer of high-performance building products, has received three significant industry honors, further solidifying its reputation as an innovator and trusted partner. The company has been awarded the Trail Blazer Award by Beacon and named 2024 Vendor of the Year by both BMR and Lumbermen's Inc.

"These honors reflect the strength of our partnerships, the quality of our products, and the dedication of our team," said LP Vice President of Specialty Sales & Marketing Craig Sichling. "We are grateful to Beacon, BMR, and Lumbermen's Inc. for recognizing our commitment to excellence and thank our team members for their exceptional work in advancing these relationships and delivering value through our LP® SmartSide® Trim & Siding and LP® Structural Solutions portfolios."

Trail Blazer Award from Beacon

At the annual Beacon Leadership Summit, LP and National Account Manager James Vance were honored with the Trail Blazer Award, a distinction given to vendors who implement innovative strategies with measurable success. LP earned this recognition for its outstanding execution of key initiatives in the Northeast, New England, and several other regions.

As the largest publicly traded distributor of building products in the United States and Canada, Beacon Building Products praised LP for its strategic and impactful efforts, which stood out among its vendor partners. The Trail Blazer Award is one of just five awards presented annually, making this recognition particularly noteworthy.

Vendor of the Year Recognitions

BMR

In November, Canadian hardware and building supplies distributor BMR named LP its 2024 Vendor of the Year, marking the second time LP has received this honor (previously in 2022). BMR operates more than 285 home improvement stores,

specializing in serving building professionals, remodelers, and homeowners.

BMR highlighted LP's strong alignment with its product offerings and customer base, particularly through LP's Structural Solutions portfolio. The long-standing collaboration between the two companies has enabled BMR to deliver high-quality solutions to its customers.

Lumbermen's Inc.

LP was also named 2024 Vendor of the Year by Lumbermen's Inc., an employee-owned distributor of building materials serving Michigan, Indiana, Ohio, and Kentucky. This is the third time LP has received this prestigious honor from Lumbermen's Inc., following its 2019 and 2022 recognitions.

Lumbermen's Inc. commended LP for consistently delivering innovative, high-performance building materials, including its popular LP® SmartSide® Trim & Siding products. These materials have contributed to the distributor's continued success in the Midwest and Great Lakes Regions.

US LBM Acquires North Carolina's Beach Window and Door

US LBM, a leading distributor of specialty building materials in the United States, has acquired Beach Window and Door in Calabash, N.C.

Serving the Myrtle Beach area since 2010, Beach Window and Door provides a wide range of exterior and interior doors, windows, and specialty building products to homeowners, builders, and contractors. Harvey Sutton and David McPherson, who founded Beach Window and Door, will continue running day-to-day operations.

"We're excited to partner with US LBM," said Sutton and McPherson. "Our team at Beach Window and Door brings over 75 years of combined experience in the industry. Now, as part of the US LBM family of companies, we can provide our communities with even more resources and products."

Beach Window and Door will operate as part of US LBM's Professional Builders Supply division.



SPAX features fasteners for mass timber applications and many structural uses. Shown: Grip-Deck TubeSeal, PowerLags XF Pancake Head Yellow Zinc, PowerLags XF Pancake Head HCR, XR 5/8" Threaded Rod, XC 3/8" Flat Head, and Thermal-Grip Flat Washer.

SPAX® Earns ICC-ES Evaluation Report for Structural Fasteners for Mass Timber Applications

SPAX® Engineered Fasteners, a brand of ALTENLOH, BRINCK & CO. US, INC., has received an official Evaluation Report from the International Code Council Evaluation Service (ICC-ES) for its structural fasteners in mass timber applications.

The ESR-5358 report includes SPAX structural fasteners, including fully and partially threaded fasteners, in a variety of sizes and screw-head types. They are code listed and compliant with the standards set by the International Building Code (IBC) and International Residential Code (IRC). Made in the USA and Germany, the structural fasteners will be highlighted in the fast-growing mass timber market.

The ICC-ES Evaluation Report offers independent verification for builders, engineers, and code officials, confirming that SPAX structural fasteners comply with rigorous performance and safety standards. Through extensive testing and manufacturing quality assessments, the ICC-ES ensures that SPAX fastening solutions meet or exceed industry standards for strength, durability, and reliability in structural applications.

"The SPAX team is proud to expand its selection of code-compliant structural fasteners through our latest



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ICC-Evaluation Report,” said Matthew Smith, Director of Product Management, ALTENLOH, BRINCK & CO. “The ICC-ES report solidifies our commitment to providing code-compliant, high-performance fastening solutions that streamline installation, while ensuring long-term structural integrity and meeting the highest industry standards.”

Carhartt Unveils Inaugural “Steel Apple” Awards Celebrating Skilled Trades Educators Across America

To highlight the important role of young talent in skilled industries, Carhartt unveiled its inaugural “Steel Apple” awards, a new initiative to honor educators shaping the next generation of skilled trade workers. The awards are an extension of Carhartt’s “For the Love of Labor” program — an ongoing initiative that supports nonprofit organizations as they educate, train, and place workers into skilled trades careers.

“The mentors who dedicate their careers to training the next generation of tradespeople aren’t just teachers — they’re builders of futures, role models of excellence and champions of craftsmanship for all hardworking people,” said Todd Corley, Senior Vice President of Inclusion, Sustainability, and Community at Carhartt. “At Carhartt, we take pride in celebrating the exceptional educators who inspire and make a significant impact on their students’ growth and learning — both in the classroom and as they embark on their careers.”

Carhartt is dedicating its Spring 2025 For the Love of Labor grant to supporting the National Center of Construction Education & Research (NCCER), a nonprofit education foundation and leading provider of construction, training, assessment, credentials, research and career development programs. The workwear brand is awarding \$100,000 to launch and expand accredited Career & Technical Education (CTE) programs across the country — introducing CTE curriculum to students for the first time.

Carhartt also recognized five outstanding skilled educators across the

United States who have demonstrated exceptional commitment to their craft, their students, and the mission of closing the skilled trades gap. Each recipient will receive \$10,000 to invest in their own classrooms, a tailored workwear package and national recognition for their contributions to the industry. Additionally, students in each classroom received new gear from Carhartt, including backpacks and work gloves. The following educators were honored as a part of the inaugural Steel Apple awards:

- Matthew Bracey, Construction Trades Masonry Program Manager at Randolph Career and Technical Center (Detroit)
- Aaron Haselwood, Construction Teacher at Wichita High School East (Wichita, Kan.)
- Robert “Bobby” Pease, Agriculture and Welding Teacher at Fleming County High School (Flemingsburg, Ky.)
- Bryan Suarez, Welding Teacher at Dr. Kirk Lewis Career and Technical High School (Houston, Texas)
- Jennifer McNally, Carpentry Teacher at Southeastern Regional Vocational Technical High School (South Easton, Mass.)

Established in 1996 and a leader in skilled trades workforce development, NCCER provides quality education programs and credentials. Its High School Builder Program expands access to CTE programs by removing accreditation barriers and allowing high schoolers to graduate workforce ready.

“Carhartt and NCCER share a common mission to create a more comprehensive and equitable pipeline to meaningful careers in the skilled trades. The Steel Apple Awards will not only honor the exceptional educators on the frontlines, but also the students that pass through their classrooms,” said Boyd Worsham, president and CEO at NCCER. “We’re honored to partner with Carhartt on this initiative, empowering these vocational educators to continue to shape the future of the skilled workforce.”

Since its inception in 2020, Carhartt’s For the Love of Labor grant program has received hundreds of applications and

awarded 27 grants — totaling nearly \$3 million — to eligible U.S.-based 501C3 designated organizations in recognized apprenticeship industries that serve at least 100 individuals annually.

SENCO Upgrades Collated Framing Nails to ProHead Design

SENCO, a leader in professional power fastening technology, announced that as of April 1, 2025, it has transitioned its 30-degree paper tape nails to its proprietary ProHead® offset full round head design.

The ProHead 30-degree paper tape nails feature SENCOTE proprietary coating that provides a dual purpose: acting as a lubricant to ensure more fully completed drives and as an adhesive for one of the highest withdrawal values in the industry.

“We chose to standardize on the ProHead design for our full line of paper tape framing nails because of its strength and versatility,” said Ryan Schuler, product manager at SENCO. “Customers will benefit from the increased holding power and fewer partial drives and pull-outs. Plus, we’re proud to make them at our manufacturing facility in Cincinnati, Ohio.”

Framers have traditionally chosen between clipped-head or full round head style nails depending on their specific needs. The clipped head design allows for a neat and compact framing assembly. It also minimizes the space between nails on a collated strip and enables a steeper angle of collation, allowing for a greater quantity of nails on a strip and fewer reloads. Full round head nails, on the other hand, are recognized by some building inspectors for their holding power and enhanced structural integrity.

The ProHead design from SENCO provides the benefits of both types of framing nails. Its proprietary offset head design allows more nails to nest on a single paper tape strip for greater efficiency, while it is recognized under ICC ESR-1539 to comply with IBC and IRC building codes. ProHead nails are also compatible with and fit in most 30-degree to 34-degree framing nailers. **GSCB**

Simpson Strong-Tie HDUE™ Holdown

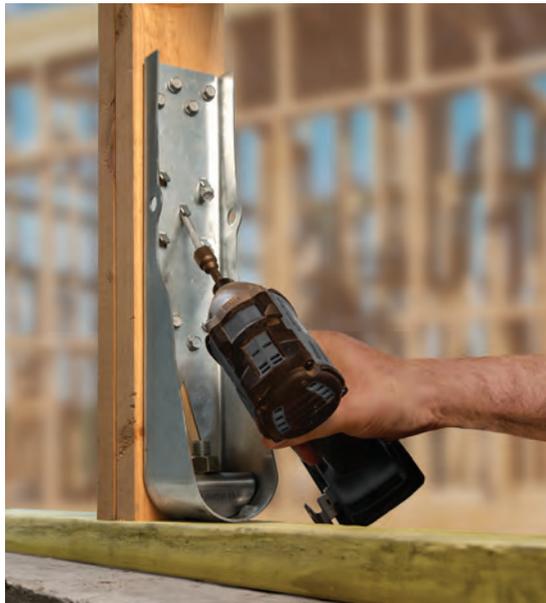
Simpson Strong-Tie, the leader in engineered structural connectors and building solutions, continues its evolution of holdowns with the launch of the HDUE holdown. As a one-to-one replacement for the company's industry-leading HDU, the HDUE holdown secures shearwalls, braced wall panels, and other lateral-force-resisting applications in wood construction. The HDUE improves on existing holdowns with breakthrough innovations to meet the higher design demands of today's residential structures, such as three-story single-family homes with more windows and reduced area for shearwalls.

The patent-pending HDUE holdown is a game-changer in several ways. Most notably, its four largest sizes combine angled fastening and perpendicular fastening; this engages the screws in both tension and shear, allowing for higher load capacity while reducing the quantity of screws required. In addition, the teardrop-shaped holes permit selected fasteners to engage and distribute the load more evenly, and optimized screw patterns reduce splitting at the end of the post and maximize individual fastener capacity.

The HDUE also features a predeflected (rounded) seat, which reduces deflection under load. An overlapping back plate increases steel strength and helps prevent post splitting. In addition, for the higher capacity holdowns, the back plate design is shifted where the angled screws are installed, preventing misinstallation and ensuring a precise connection.

"Since we launched the first holdown in 1966, we've improved on our original design several times over to continue meeting our customers' needs. With recent advancements in design and manufacturing technology, we saw an opportunity to innovate once again and address the challenge of increasing load demands in the market," said Bryan Wert, director

of product development for Connectors & Lateral Systems at Simpson Strong-Tie. "This new HDUE product line replaces our entire HDU series, bringing modern enhancements and superior performance



Simpson Strong-Tie HDUE Holdown.

to one of our flagship products."

The HDUE is fast and easy to install with Strong-Drive® SDS Heavy-Duty Connector screws, which reduce fastener slip and allow wood posts to maintain a greater net section than bolts. This new product line features six models with a wide range of load capacity to accommodate today's construction needs.

Werner Introduces Professional Grade Telescoping Ladder

Werner®, a leader in ladders and manufacturer of advanced climbing and fall protection products, announces the introduction of the new 300 lb. duty rated Werner Telescoping Ladder, a professional-grade telescopic ladder that users can climb with confidence. Engineered for maximum safety, stability, and ANSI compliance, the compact design also makes this ladder easy to store and transport. Additionally, it meets the demands of professional tradespeople. The Werner Telescoping Ladder extends smoothly, one rung at a time, up to 12-1/2 feet,

and features speed-controlled lowering to prevent finger injuries, ensuring both safety and ease of use.

"With the launch of our new telescoping ladder, Werner is redefining the standard in the telescoping ladder segment for safe and convenient work at height," said Amanda Henson, VP/GM of Retail Safe Access at Werner. "The Werner telescoping ladder combines superior durability and safety that pros expect from Werner, with the benefits of a telescopic design. Combining cutting-edge features of speed-controlled lowering for safe descent and a superior, easy-to-read visual lock indicator reflects Werner's commitment to higher standards."

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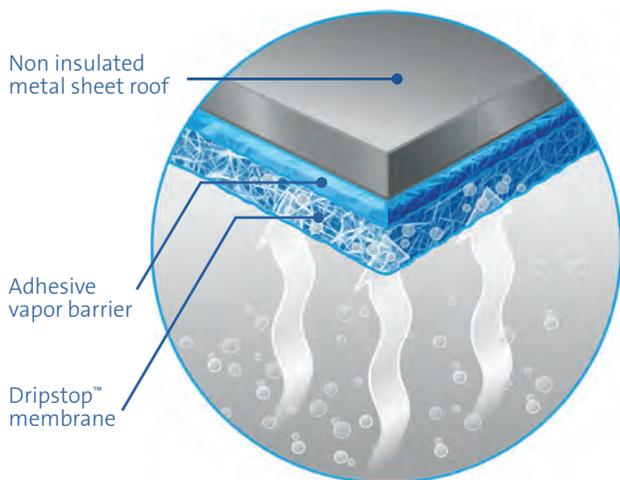
The Werner Telescoping Ladder is designed and built with innovative features that prioritize safety, strength and comfort.

- **Werner Quality Construction:** Reinforced rung-to-rail connection provides durability and stability with reduced bound, twist, and sway.
- **Weight Capacity:** The ANSI-approved type 1A duty rating supports up to 300 lbs., accommodating most users and their materials.
- **Superior Locking System:** Easily extends to the desired height with a simple locking system featuring visual lock indicators for enhanced safety.
- **Speed Controlled Lowering:** Ensures easy takedown with a smooth, soft-close system to prevent injuries.
- **Wide Step Work Zone:** Extra wide step Work Zone offers a more comfortable area to work from.
- **Portable and Easy to Store:** Retracts to 35-inch compact height and features an attached strap and integrated handle for easy, one-handed carrying. Compact, space-saving design fits in small spaces and in vehicles.
- **Enhanced Stability and Traction:** The slip-resistant, non-marring feet offer improved stability and traction. **GSCB**

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