

METALCON PREVIEW: The show is 25 years old and still growing **p.12**

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PRODUCT PROFILE

Skylights and
daylighting
p. 21

BIG & *beautiful* doors

Today's trend is for even bigger
doors and more styling **p.18**

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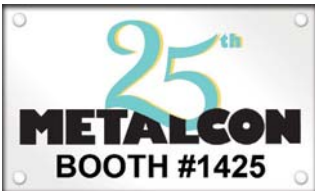
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[ON THE COVER]

Installation photo courtesy of Schweiss Doors (related article on page 18).

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correspondence



Teach them and they will stay

DEAR EDITOR,

I'd like to give my thanks to Mark Ward for his article "Building a Crew" [*Rural Builder* July 2015] in which he perfectly described my struggle working for one of the largest/oldest national post-frame companies. (Don't want to name any names but starts with an "M").

Going from running my own small post-frame company to working as a crew foreman had all the technical making of a great future, but somehow disintegrated into a mess from lack of training and communication. Regretfully, I left the company after only six months after realizing the lack of value placed on employees and teamwork. I'm currently taking a sabbatical from post frame, and framing high-end homes instead while I look for another post-frame company that values employees and trains in the way Mr. Ward describes in his article.

Thanks for publishing a great magazine!

Shane Felber
 West Fargo, North Dakota

Thank you for your e-mail, Shane. Your note may help explain some of the reasons for why workers are shying away from the industry. Best of luck in your own search and thank you for sharing your experiences. - Editor

What do you think?

Have an opinion on what you've seen in *Rural Builder*, or a question for our staff?

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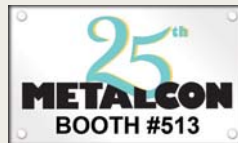
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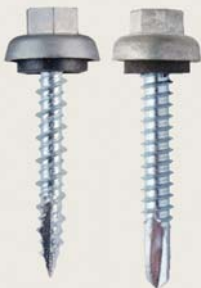
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Write-off basics and profits

Don't miss out on deductions for depreciation that you're entitled to take

[Editor's Note: Builders have a lot invested in their businesses so why not take advantage of any savings Uncle Sam throws your way? "Money Talk" columnist Mark Battersby takes center stage this issue with two articles on where to look for tax savings. The first, "Write-off basics and profits" focuses on write-offs for depreciation, followed by "Abandon everything but tax savings," which explains, from a tax prospective, how to properly dispose of assets when they're no longer needed.]

As many rural builders have learned, our ever-changing tax rules make it difficult to get the full tax deduction they are entitled to for the tools, equipment and even the vehicles that are so essential to every building business. The so-called "Extenders" tax law passed late in 2014 did extend the first-year write-off for so-called "Section 179 expenses" and "bonus" depreciation—but only for the 2014 tax year.

In general, business property can be depreciated so long as it has a useful economic life exceeding one year and wears out or becomes obsolete over time. The Modified Accelerated Cost Recovery System (MACRS) is used to calculate depreciation deductions for U.S. tax purposes.

Depreciation begins when business property is placed in service; in other words when it is ready and available for use. Determining the amount of depreciation allowed also involves the building operation's "basis," the operation's investment in the depreciable property. With purchased property, for instance, the basis is generally its cost.

MACRS dictates the class and depreciation method for all business property, prescribing the number of years over which the investment in depreciable business property may be recovered. Nine different property classes are defined under the MACRS General Depreciation System. In some situations, a builder or contractor can choose to use an Alternative Depreciation System (ADS) for some property. Figuring depreciation under the ADS method essentially slows annual depreciation, preserving larger depreciation deductions for later years.

Identifying the proper "class" of business property is essential under the MACRS depreciation system. Tractors used over the road are usually considered to be three-year property while trucks

are classed as five-year property. Machinery and equipment fall into the seven-year category and commercial buildings have a 39 year "useful" life.

Depreciation deductions and write-offs can only be claimed by the "owner" of the property. Although it is not at all unusual for an owner or shareholder to purchase the equipment used by the building business, the IRS often sees a problem.

This type of transaction is not a problem for a sole proprietorship since the business and the owner are one in the same. An incorporated building business or a partnership, on the other hand, may run afoul of the tax rules. After all, the depreciation deduction belongs to the owner, as would the interest on the loan or any lease payments.

The dilemma commonly arises when a business owner can't buy the equipment in the business's name because of credit issues or when the equipment is purchased before the corporation or partnership exists. Our tax laws allow a tax-free transfer of equipment. Most states also contain sales tax exemption for such transfers.

There may be other options, such as retaining ownership of a vehicle and having the business reimburse the operator for the business use. Or having the business reimburse the owner for the purchase. To maintain flexibility, every building business should make sure all lease contracts or loan agreements allow the transfer of ownership.

There has long been an argument whether certain expenditures are "repairs," or whether they are actually "capital expenditures" that must be capitalized and their cost recovered through annual depreciation deductions. In general, repairs to equipment, machinery and buildings, along with maintenance costs, are deducted in the year paid since their purpose is to keep the property in operating condition. Because "improvements" to equipment, machinery or buildings can add to its value, prolong its useful life and/or adapt it to a different or new use, they must be capitalized and depreciated.

The IRS, using a number of cumbersome and confusing Revenue Rulings, has attempted to clarify what is and what isn't a repair. They've even created a "safe harbor" that allows a limited amount of capital expenditures to be labeled as repairs and immediately deducted.



Mark Battersby has more than 35 years experience in small business issues, tax and financial matters. Contact him at 610-789-2480 or MCBatt12@Earthlink.net.

A safe harbor

allows a limited amount of capital expenditures to be labeled as repairs and immediately deducted.

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The new simplified procedure is available to small building businesses, including sole proprietors, with assets of less than \$10 million or average annual gross receipts totaling \$10 million or less. The safe harbor deduction is for amounts paid for improvements and repairs to an eligible building. An eligible building is one with a tax basis, before depreciation, of \$1 million or less. A qualifying “small” business can deduct the smaller of \$10,000 or 2 percent of the cost of a qualifying building for improvements, no questions asked.

Another safe harbor, this one for expensing write-offs for so-called “routine maintenance,” covers the inspection, cleaning, and testing of the operation’s property and replacement of parts with comparable and commercially available and “reasonable” replacement parts. Unfortunately, to be considered routine maintenance, the builder or contractor must expect to perform these services more than once during the class life (generally the

same period as depreciation).

To take advantage of the new IRS regulations and safe harbors, many builders and contractors may have to change the way they treat repairs, maintenance or capitalization, changes that may involve switching to a new accounting method. According to the IRS, a taxpayer that previously claimed a repair expense that should have been capitalized must request a change in accounting methods in order to capitalize the previously declared expense. This will also require an adjustment to the building operation’s income equal to the amount that was previously claimed on the repair.

Conversely, a previously capitalized repair may be deductible under the tax regulations and filing an accounting method change would result in a favorable adjustment equal to the capitalized amount reduced by any depreciation already claimed.

Fortunately, the IRS has made it easier for small building

Abandon everything but tax savings

Proper disposal of unused, unneeded or unwanted assets



THE IRS HAS LONG PROVIDED GUIDANCE TO RURAL BUILDING BUSINESSES FOR CAPITALIZING AND DEPRECIATING THEIR BUSINESS PROPERTY. Largely lost in even the most recent regulatory guidance however, are the proper procedures—and deductions—for disposing of any unused, unneeded or unwanted business assets or property.

Every once in a while one or more items of business property may no longer be useful: some old equipment that broke down for the very last time or a truck that’s ready for a trade-in but you wouldn’t be able to get a dollar for it. When this happens, the building business may claim an abandonment loss on its income tax return.

Of course, in order for the IRS to accept a bona fide abandonment of any business asset, there must be an actual intent to abandon it. There must also be an “overt” act to abandon the asset. Not too surprisingly, this two-pronged test can prove difficult.

Under the IRS’s guidelines, a builder or contractor cannot merely set aside

a piece of equipment and call it abandoned—the IRS might see a potential for future use.

Items other than vehicles and equipment can also qualify for an abandonment loss deduction. It is possible to claim an abandonment loss for intangible assets such as goodwill.

According to the tax laws, a building business abandons property when it voluntarily and permanently gives up possession and use of the property with the intention of ending ownership but without passing it on to anyone else. The item must be disposed of, destroyed, donated to charity or converted to personal use.

While abandonment is generally not treated as a sale or exchange of the property, if money does change hands, such as with a trade-in, and if the amount realized (if any) is more than the property’s adjusted basis, there is a gain. If the adjusted basis or book value is more than the amount realized (if any), then a loss results. Naturally, a loss from the abandonment of business or investment property is deductible as a loss.

What’s more, a loss from the abandonment of business or investment property that is not treated as a sale or

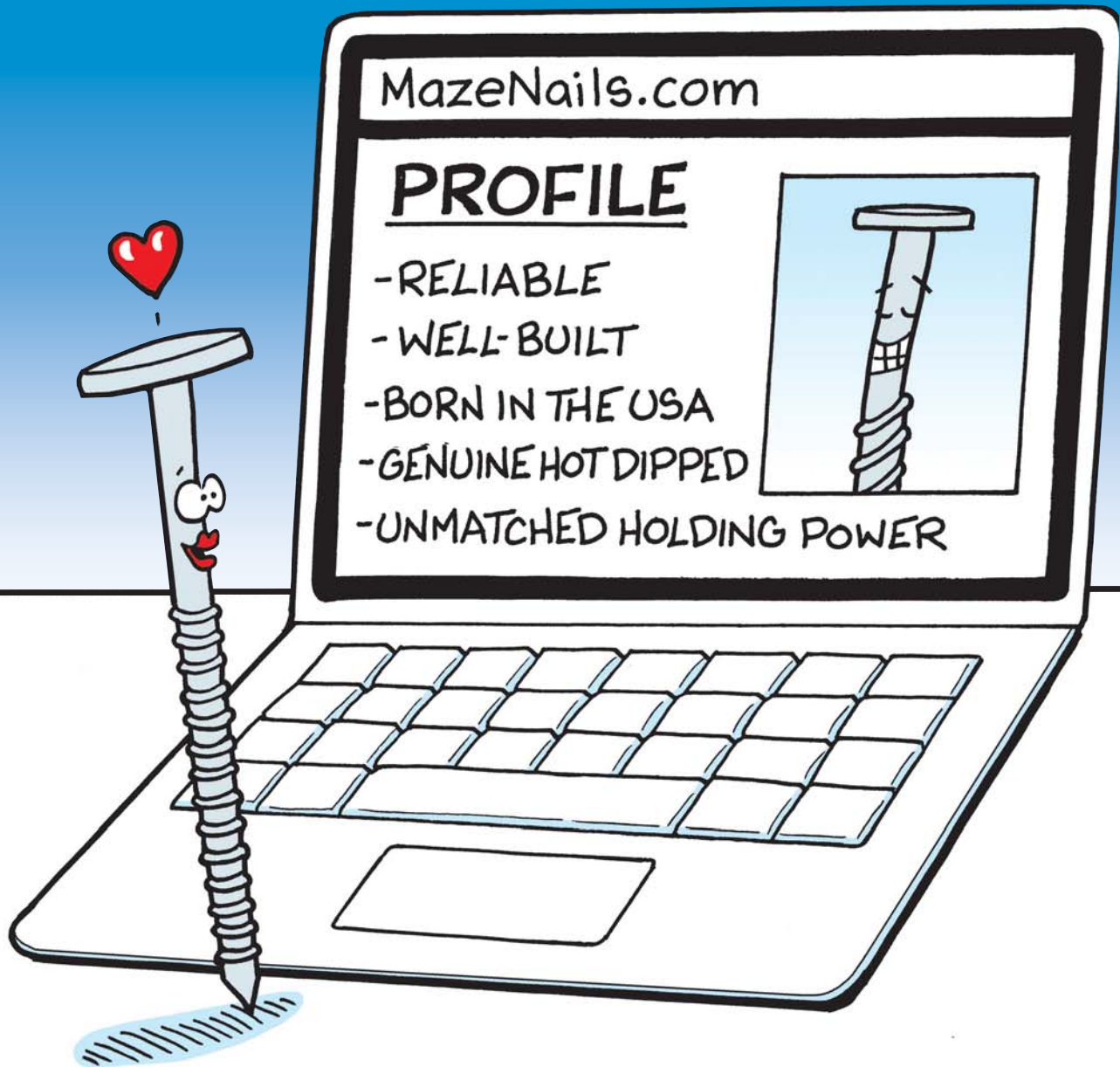
exchange is generally an ordinary loss. And ordinary losses are usually more beneficial than capital losses that have limited deductibility.

A building business that consists of several “components,” such as subsidiaries, profit centers, branches or departments, must report the disposition or the discontinued use of any component that meets two general conditions:

- The component’s operation and cash flows have been or will be eliminated as a result of the disposal.
- The business will not have any significant continued involvement in the component’s operations after the disposal.

The defining characteristic of an intangible asset is the lack of physical existence. Nevertheless, assets such as good will, patents, copyrights, trademarks, brands, franchises, and similar items contribute to the earnings capability of some businesses.

Although intangible assets cannot be physically abandoned, the courts have concluded that they may be treated as abandoned when a taxpayer demon-



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businesses to comply with the final tangible property regulations. The new procedure allows some builders and contractors to change a method of accounting under the final tangible property regulations. Also, the IRS has waived the requirement to complete and file a Form 3115, Application for Change in Accounting Method for building businesses that choose to use the new, simplified procedure.

Under Section 179 of the Internal Revenue Code, our basic tax law, builders, contractors and other businesses can elect to deduct all or part of the cost of qualifying depreciable assets in the year the assets are placed in service. Section 179 expense deductions are limited to the building operation's income from all sources and a total dollar amount that varies by tax year.

Property purchased, and used over 50 percent of the time in the business, qualifies. In 2015, the Section 179 expense dollar

limitation is \$25,000. That limit is reduced, dollar-for-dollar, by the amount equipment acquisitions are in excess of \$200,000. Any amount of a property's cost deducted using Section 179 must be subtracted from the property's basis before depreciation deductions are calculated.

Unfortunately, bonus depreciation was extended only for one year—2014—but can be taken in the 2015 tax year for completed buildings begun in 2014 or earlier.

From a business standpoint, now might be a good time to replace old, worn-out property. Regardless of how tight cash is, there comes a time when replacement is required such as when the efficiency of machinery has declined beyond a certain point and downtime and repair costs are rising rapidly. Naturally, seeking professional assistance is strongly recommended for any builder or contractor seeking smaller tax bills. **RB**

strates its intention to abandon the property coupled with an "act" of abandonment. Mere worthlessness is not enough, the building business must have evidence to support the fact that the intangible asset has been abandoned or sold.

If an intangible asset was acquired, the rules label it a Section 197 intangible asset and deny an abandonment deduction if other intangible assets acquired at the same time are retained. Thus, if multiple intangibles were valued and recorded when originally purchased, the building business cannot deduct an abandonment loss for only one asset in the group. Instead, the tax rules require the basis or book value of the remaining Section 197 intangibles be increased by the basis remaining in the abandoned asset.

Many builders and contractors continue to hold and use property that they should and eventually will dispose of. Fortunately, there are other options for getting rid of long-lived business property, equipment and assets. In addition to abandonment, trade-ins, or what lawmakers call an exchange, for a similar productive asset, or distribution to the operation's owners, shareholders or key employees in a spin-off, are alternatives.

Any long-lived asset the building business will abandon is considered disposed of when the business stops using it. A temporarily idle asset is not accounted for as abandoned. If a builder or contractor plans to abandon a long-lived asset before

its estimated useful life, it will treat the asset as held and used, test it for impairment and revise depreciation estimates.

A long-lived asset that is to be distributed to the operation's owners or exchanged for a similar productive asset is considered disposed of when it is actually distributed or exchanged. Some business assets are considered to have an indefinite life and cannot be amortized or written-off. Instead, they are periodically evaluated for diminished value or "impairment."

When an asset is being held and used, any test for recoverability is based on using the asset for its remaining useful life and assuming that disposal will not occur. If the carrying amount or basis exceeds its market value at the time of disposal, the builder or contractor is required to recognize an impairment loss. In other words, when the basis, book value or carrying amount of any long-lived business asset (or group of assets) is not recoverable from expected future cash flows, an impairment has occurred. The builder or contractor no longer expects to be able to generate a return from the asset sufficient to recapture its net book value. A loss is then recognized for the amount needed to reduce the asset to its fair value.

Since the asset remains in service, albeit with a lower book value, that downwardly revised carrying value will be depreciated over any remaining estimated life or used to determine an eventual

abandonment loss.

How does any builder or contractor know when impairment occurs? Or better yet, how can that impairment be measured? Obviously, subjective assessments are necessary. Consideration of factors such as: a significant decrease in market value; a physical condition has declined unexpectedly; the asset is no longer used as intended; legal or regulatory issues have impeded the asset; or the business seems threatened by an asset's performance, are all indicators of impairment.

Over time the productive assets used in a building business may no longer be needed and the decision made to dispose of those assets. That disposal may occur by abandonment, sale, or exchange and involve items other than vehicles and equipment, all of which may be subject to abandonment and thus, a loss from abandonment.

Even abandonment of items other than vehicles, equipment or property, tangible or intangible, is deductible as a loss. A loss from an abandonment of property, other than a sale or exchange, is generally an ordinary loss. For the IRS to judge a bona fide abandonment, the building business must show intent to abandon the asset, and must overtly act to abandon it.

Because of the complexity of the rules and the necessity to prove an actual act of abandonment, professional assistance is strongly recommended **RB**



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Tampa to host 2015 METALCON

This year's extravaganza marks the event's 25th anniversary

BELIEVE IT OR NOT, BUT IT'S BEEN 25 YEARS SINCE THE FIRST METALCON WAS HELD TO SHOWCASE ALL THINGS METAL, AND PLANS ARE BEING FINALIZED TO CELEBRATE THE SILVER ANNIVERSARY SHOW. The event will be held this year in Tampa, Florida, at the Tampa Convention Center from October 14-16.

One of the reasons the show was initially developed was to promote the metal building market. It appears to be working. The Metal Construction Association, the primary sponsor for METALCON, reported in May that the market for metal products

in the U.S. grew 4 percent annually over the past five years. The market for metal roofing was even greater. In the residential market, use of metal roofing grew 7.1 percent in new construction and 4.1 percent in replacement roofing. In the commercial sector, metal roofing grew 9.7 percent in the five-year period. The industry also saw an 8.7 percent growth in metal wall panels in commercial building during this same time period.

If you plan to attend the show below is a snapshot of what to expect, along with photos from last year's METALCON in Denver.

event highlights @ this year's show

■ **MCA Roofing Championship Games** (contractors sign up each day to compete for \$100 prizes in a number of different challenges. This year's expanded game line up includes: Triangle Fastener's Screw Gun Challenge (3 individual competitors); Roof Hugger's Retrofit Challenge (3 competing teams); New Tech Machinery's Standing Seam Install with DI Metal Works' Panel; Seaming Challenge (3 competing teams); The S-5 Snow Retention System Install Challenge (3 competing teams); and Triangle Fastener's "JJ's Give it a Boot" Challenge (3 individual competitors)



- Keynote speaker Clyde Fessler (retired vice president of business development for Harley-Davidson Motor Company)
- Trade-show featuring over 800 booths devoted to metal construction services, equipment and technology
- 25th Anniversary party

- STUD University (combines classroom and hands-on workshops that offer an easy-to-understand, yet comprehensive exploration of framing with cold-formed steel)
- A number of workshops by industry experts on a variety of topics centered around proper installation, industry research findings, and best business practices



- Learning Zones (free 15 minute instruction sessions on the show floor)



Fabral Project of the Year in the Light Commercial Category went to Astro Buildings in Omaha, Nebraska.

Fabral announces Project of the Year winners

Fabral has announced the 2015 winners of its annual Project of the Year contest: Astro Buildings, Cleary Building Corp, McCarty Roofing Inc., Morris-Ginsburg, and Cedar Preservations.

The Project of the Year contest, now in its 11th year, allows Fabral to recognize its customers' commitment to architectural creativity and excellence. Participants were invited to submit entries in five different categories, including a new category which showcases projects featuring Fabral CopperCraft products.

The categories and winners for the 2015 Project of the Year include:

Light Commercial—Astro Buildings in Omaha, Nebraska; **Agricultural**—Cleary Building Corp. in Verona, Wisconsin; **Residential**—McCarty Roofing Inc., Virginia. **Architectural**—Morris-Ginsburg in Arlington, Virginia. The Beacon Clarendon Apartments; **Coppertunity**—Cedar Preservations in Commerce Township, Michigan.

Each category winner received \$500, which was given to a college or high school of the winner's choosing as a scholarship in their name. All the winners can be seen on the Fabral website (fabral.com).



TFC releases market specific catalogs

Triangle Fastener Corporation now offers market specific product catalogs that provide details on a full line of products for specific construction applications. The new line-up of catalogs include: Metal Roofing/Building; Low Slope (Flat) Roofing; and Interior/Drywall construction industries.

Each catalog provides product details on a wide variety of fasteners, sealants, tools, and accessories, plus technical information and installation tips. Catalogs can be downloaded from the TFC website (trianglefastener.com).

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As industry professionals, we want our customers and the general public to know that we care about industry standards, high-quality workmanship, safety, and ethical business practices. Set your company apart from the competition by becoming accredited. The first step is to complete the application and return it with your payment.

Your participation in the Frame Building Expo educational sessions will count toward your accreditation. Stop by the NFBA booth to fill out an application form and learn more.

Post-Frame Builder Accreditation is an NFBA member benefit. Not a member? Come to the NFBA booth to introduce yourself and join today!

Standards of Professional Conduct

Inasmuch as it is my belief that my reputation in the building industry is dependent upon my devotion to the highest ideals of honesty, courtesy, and integrity, as evidenced by my willingness to conduct business in a spirit of fairness and equality for all, and inasmuch as the National Frame Building Association has dedicated itself to the same high ideals of professional responsibility, I hereby agree to abide by and to conduct business in accordance with the following Code of Ethics:

1. I shall at all times **exercise the utmost integrity** in all of my business transactions and in all my relations with customers, employees, suppliers, and competitors.
2. I shall **refrain from the use of false or misleading advertising** and will honor the written and approved purchase agreement made with my customers.
3. I shall **make no false statements** or circulate harmful rumors about my competitors' product, business, or financial or personal standing.
4. I shall endeavor to **abide by present and future building standards** of the National Frame Building Association.
5. I shall make every effort to **preserve my customers' trust and good faith** by providing the service and repair parts that they may need.
6. I shall **dedicate myself to the promotion of professionalism** within my industry, and I shall work diligently to build and perpetuate continuing consumer faith and trust in National Frame Building Association builders.
7. I shall faithfully **stand behind the work I perform** and the products I sell, in accordance with manufacturers' recommendations and warranties.
8. I shall, in good faith, **furnish to the proper building authorities all certifications** regarding professional or structural engineering and loading standards that are required of me.
9. I shall **encourage my fellow employees, my fellow members of the National Frame Building Association, and my colleagues to adhere to this Code of Ethics.**



The accreditation program recognizes the effort we make to stay informed and maintain a business that focuses on integrity."

—Brian Keane, National Barn Company, Fort Gibson, OK



BY RURAL BUILDER STAFF



◀ MFM receives ICC approval for flashing tapes

MFM Building Products, a manufacturer of a full envelope of waterproofing and weather barrier products for the building industry has received ICC Approval for three of the company's window flashing tapes. WindowWrap PSX-20, WindowWrap PowerBond and WindowWrap White meet the ICC-ES Acceptance Criteria for Flexible Flashing Materials (AC148), IBC and IRC 2015 standards.

These flashing tapes also comply with AAMA 711, as a result of independent, third-party testing.

▶ For product information circle 102



■ McElroy introduces retrofit roofing system

McElroy Metal recently introduced a method for installing standing seam metal roofing directly over asphalt shingles without a tear-off. The system is designed around a new patent-pending clip paired with the company's 138T symmetrical standing seam panel. Measuring 1-3/8 inches tall, the 138T is a two-piece mechanically seamed metal roofing system. The system utilizes 3/4-inch deep corrugated metal under the panels at the ridge, hip and headwall locations to support the panel, while providing free airflow or "above sheathing ventilation" for an added energy



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Circle Reader Service #308

savings. For post-frame building roof and wall panels, McElroy Metal offers Max-Rib and Mesa profiles.

► For product information circle 103

■ DBCI reaches million manhour milestone

Roll-up door manufacturer DBCI celebrated a milestone in July, marking seven consecutive years without a single recordable injury. This monumental achievement encompasses over 1,000,000 hours worked.

"I'm proud of everyone in this organization," says Larry Miller, president. "Safety has been our primary talking point over the past seven years. It's a culture that is embraced by every person here. This achievement is even more impressive when you consider we have seen a record volume of work this summer."

Plant manager Michael Page said "Eight years ago, we struggled with the idea of going accident-free for any extended period of time. Today, those same people talk about how they cut their lawn with safety glasses and earplugs, and shut off the breaker to change a light bulb. The culture has changed from *we can't* to *we will*."

■ Homan Industries selected for BioPreferred Program

Homan Industries, which also includes Homan Forest, and Tri State Lumber, has been selected to participate in the United States Department of Agriculture's (USDA) BioPreferred program. The process includes an audit of manufacturing process and laboratory testing of products to ensure they meet the established bio-based standard.

Products approved under the program for Homan Industries, Homan Forest Products, and Tri State Lumber include Southern Yellow Pine lumber, Southern Yellow Pine wood chips, Southern Yellow Pine bark mulch, Southern Yellow Pine lumber treated CCA, and Southern Yellow Pine lum-

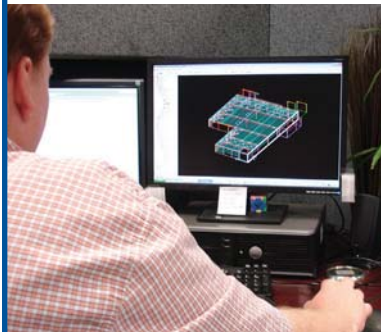
ber treated micronized copper.

The BioPreferred program was created by the 2002 Farm Bill and reauthorized and expanded as part of the Agricultural Act of 2014 (the 2014 Farm Bill). The program's purpose is to spur economic development, create

new jobs and provide new markets for farm commodities, while reducing the nation's reliance on petroleum, increasing the use of renewable agricultural resources, and contributing to reducing adverse environmental and health impacts.

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Circle Reader Service #301



Big and beautiful doors

Today's trend is for even bigger doors and better styling

FARMERS NEED THEM, PILOTS NEED THEM, AND LOTS OF OTHER CONSUMERS JUST WANT THEM: BIG DOORS – BIGGER THAN EVER BEFORE. But big is only half the story. The days of the big ugly door is fading fast and in its place are doors that are both really big and really beautiful.

SIZE

In agriculture, size matters. Farm machinery has gotten larger so consequently the doors needed to allow safe and easy passage for these behemoths have also gotten larger. Mike Schweiss, owner of Schweiss Doors, has watched the industry change over several decades. His company makes custom-made bifolds and has more recently added hydraulic doors to his company line.

“When I started making doors in 1980,” he said, “it was very common to have a 20 foot door. Then it was 24 foot. Then I saw them go up to 30 then 36. Now in the ag market, I would say everybody’s putting in nothing less than a 40x18 and larger.”

Manufacturers are making it easier for customers to go big, according to Marshal Parker, owner of Hydroswing Hydraulic Doors. “The fact that people perhaps overlook is that they can have more size with proportionally very little extra cost,” he said.

Schweiss has discovered the same thing. “When somebody calls in to order, they’ll say, I need a 38 foot or a 42 foot door. But after I talk to them, about a third of my people will go up to a 60 foot or bigger because it doesn’t cost that much more.”

The popularity of bigger doors has not been confined to the ag



PowerLift



Hydroswing



Schweiss

industry. The hangar industry has also been a big market for the big door companies, as well as the commercial and municipal building industries. Anyone with big stuff needing big storage needs big doors.

But another market is growing: residential and retail. And it is that market that is driving the importance of looks.

DESIGN

“Doors are getting bigger, much bigger and fancier,” said Scott Douglas, national director of sales, PowerLift Hydraulic Doors. Glass in particular is popular in specialty markets like retail. “In fact, we just finished a water front restaurant where the walls are PowerLift walls, glass walls that lift up.”

Doors that become walls is perhaps the best way to define many of the new and popular doors being installed. “Our hydraulic doors are basically a moving wall,” Parker, of Hydroswing said. “So therefore you can treat it like it is a wall ... you can use all the same treatment and sheeting as before, all the same insulation, or you can go completely mad and make it look whatever you want it to ...

People are coming to us these days and asking: ‘can we use glass, can we use stone, can we use steel?’”

The answer is yes.

For residential and retail the goal is often to have the doors clad in a way that will blend in with the surroundings. “We’ve been doing a lot of brick cladding, a lot of stone cladding. We can side it with anything,” Douglas, at PowerLift, said.

Although most people might assume that a farmer could care less about the aesthetics of his barn doors, that’s not always the case. *Rural Builder* recently interviewed a farmer whose goal was not only to have a highly functional barn, but one that looked ‘sexy’ when he viewed it from his home nearby. To accomplish his goal, he only had to change the color of his doors. He ordered them in black so they would blend into the landscape, rather than glare out like traditional white metal doors.

For storage sheds, more and more ag customers are also ordering doors with more style. In addition to doors that can mimic the design of the building’s cladding, today’s big doors can be ordered with

product feature

BY SHARON THATCHER



PowerLift



Hydroswing



Schweiss

architectural styling. Want a barn door to look like an old fashioned wood barn door? Not a big deal.

WHAT YOU NEED TO KNOW

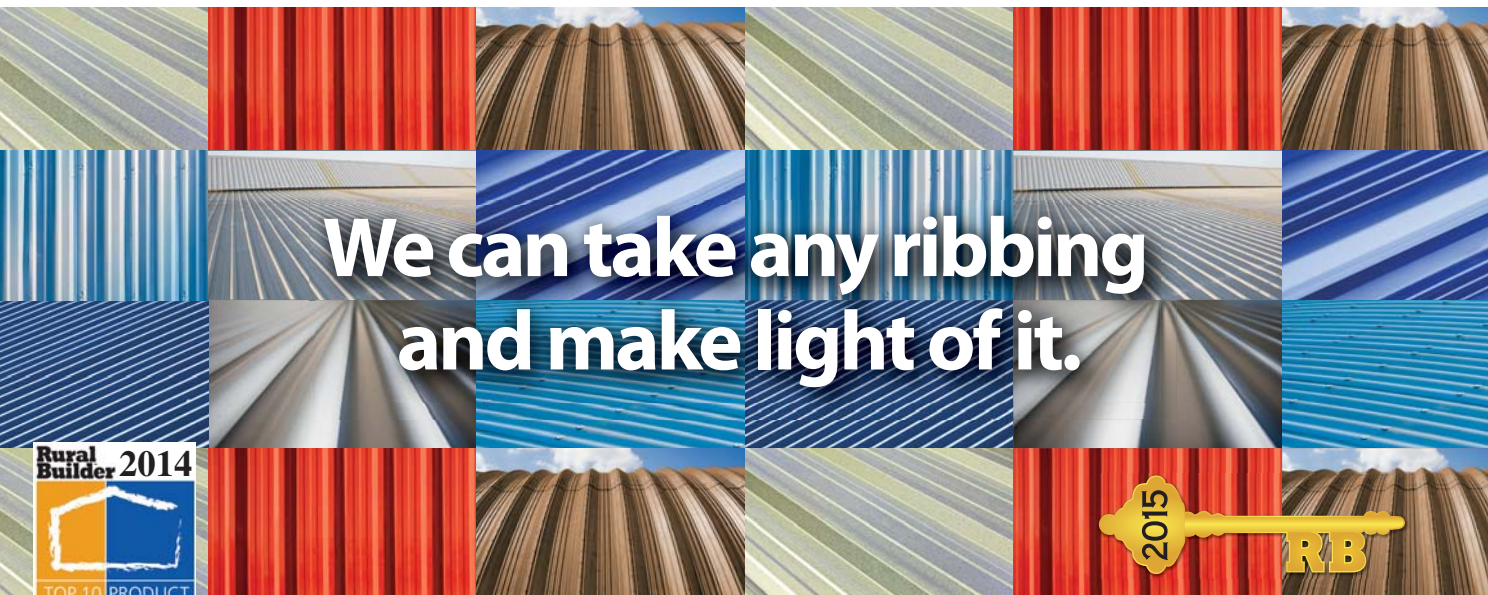
What do you need to know, as a builder, about installing really big doors? Assuming you go with a recognized manufacturer, not much since they will provide the needed information. While it may not be true of all suppliers, Hydroswing, PowerLift and Schweiss all provide spec sheets to builders. If you give them the requested information about your building, they can tell you the forces and

stresses on that building and how to compensate if needed.

Of course, options for installation can vary: you can go with a door company that does the installation or you can go with a company that provides “install your own” directions.

It is important to know that the market for big and beautiful doors only promises to grow. Hydroswing, PowerLift and Schweiss all report that growth has been picking up for big doors in both new and retrofit building markets. **RB**

► For more information on Schweiss circle 105, on PowerLift circle 106, on Hydroswing circle 107.



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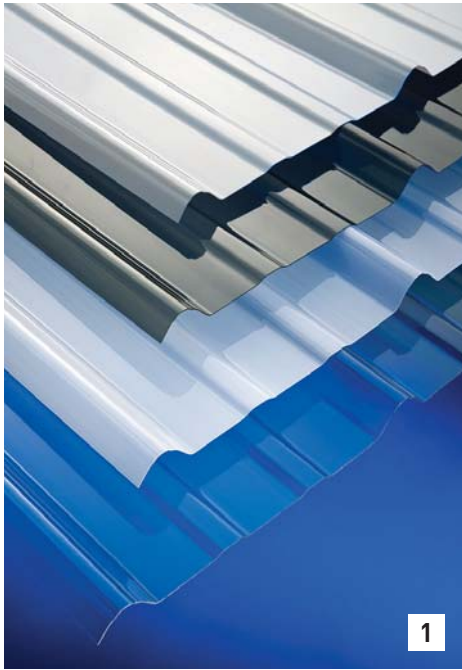
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Circle Reader Service #350



1

SKYLIGHTING & DAYLIGHTING

Both cost-effective and “green”, these products brighten up interiors

1. MWI COMPONENTS / CIRCLE 115

MWI Components supplies a high-quality line of polycarbonate and PVC panels. The polycarbonate panels are produced to high standards of performance, appearance and accuracy characterized by high impact resistance, durability and versatility. MWI offers the polycarbonate in clear or opal to meet customers’ demands. And with MWI’s 24 inch polycarbonate ridge cap, you get effective UV protection, good optical clarity, high light transmission and exceptional impact resistance. The PVC sheet combines high impact resistance, lightness of weight and workability to offer an effective liner panel for agricultural buildings.

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Circle Reader Service #286

product profile

BY RURAL BUILDER STAFF

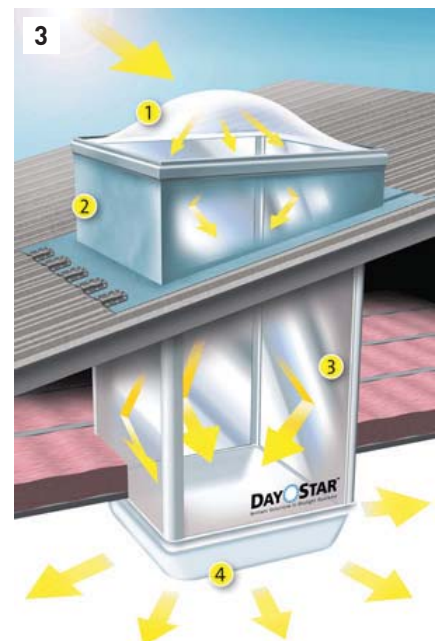


2. PALRAM AMERICAS / *CIRCLE 116*

Palram Americas offers SunSky polycarbonate panels for daylighting applications. Palram's proprietary MetalMatch technology allows for rapid matching of existing corrugated metal profiles. As a result, Palram lays claim to developing the world's largest catalog of corrugated polycarbonate profiles. SunSky profiles feature co-extruded UV protection. In fact, SunSky is warranted for 10 years against loss of light transmission due to yellowing and against damage due to hail.

3. DAYSTAR SYSTEMS, LLC / *CIRCLE 117*

Using a technologically designed, parabolic dome for gathering natural light, the DayStar Daylighting System directs sunlight through an ultra reflective shaft to a specially developed lens for diffusing highly concentrated light into a full, broad lighting pattern. Sunlight is gathered and diffused through an ultra-clear outer dome and inner collimation dome lens. Insulated roof curbs made of Galvalume steel with continuously welded watertight seams are available to match almost any roof pitch and metal rib design. It can now be powder coated to match your roof color. The insulated panels use a highly reflective interior to amplify light. Aesthetically appealing in open environments, the super insulated light shaft requires no attic support walls and is available in custom lengths.





4

4. AMERILUX INTERNATIONAL / CIRCLE 118

Easily fabricated and virtually unbreakable, CoverLite MR9-inch and MR12-inch corrugated polycarbonate panels are perfect for skylight or sidelight applications. Extensive research and development ensures that all CoverLite corrugated panels have a high resistance to the harmful effects of weather, both in impact strength to resist hail damage and in UV protection. CoverLite carries a prorated 10-year warranty against yellowing.

5. ONDULINE NORTH AMERICA INC. / CIRCLE 119

Onduline North America manufactures Tuftex PVC AgLiner panels 38 inches wide for ceiling and sidewall applications in dairy, hogs and poultry confinement facilities or as an alternative to metal in high corrosive environments. Poly Lite polycarbonate 9- and 12-inch R-Panel is available in clear smoke and translucent white.



5



6

6. DIRECT METALS INC. / CIRCLE 120

Direct Metals Inc.'s newest efforts include providing quality American-made translucent panels that are from 20 percent up to 93 percent thicker than the competition. These new polycarbonate sheets, in 1.0mm and 1.5mm thickness, provide specific advantages over the old industry standard of imported 0.8mm thick panels. Benefits include longer warranties and expected product life cycles, product approvals and calculations for wind uplift and snow loads. Installers have noticed that the thicker sheets are considerably easier to install, helping to save time and energy on the job site.

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MR12"

MR9"

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Circle Reader Service #321

Time to hire a salesperson?

I'VE TOLD MORE THAN ONE POST FRAME BUILDING CONTRACTOR, "IF YOU ARE SELLING YOU CAN'T BUILD AND IF YOU ARE BUILDING, YOU CAN'T SELL". This is one lesson I learned from watching my father and my uncles in their hugely successful framing contracting business. All of them were immensely talented and could have built any wood frame structure from dirt to done. However the key to success was to have everyone doing the parts they did best. With their business, my dad was the one out hustling the next job—he was the salesman who could paint the picture for the client.

BUT ARE YOU READY?

An average salesperson will generate at least a million dollars of sales per year. Any less, they starve and not enough business is generated by them to justify their expense.

For a general contractor (as I was in the 1990's) a million dollars of sales is fairly equal to selling an average building, every week. One of my typical 2-3 person building crews could keep up with this volume of work, getting paid about ¼ of the total selling price.

Is there enough business to capture within your service area to keep a salesperson and another construction crew busy?

Historically, one of every 100 non-urban households can or will invest in a new building annually, which could or should be a post-frame building. With this assumption, that's roughly 250 possible buildings per 100,000 non-urban residents. Positioned properly in the marketplace, with the proper abilities to make the entire post-frame building experience exceptional, it is not unreasonable to have an expectation of selling no less than one-in-five, due to having this average salesperson.

HOW DO YOU FIND THEM?

Generally I have found salespeople hired away from, or with prior experience selling for another similar business, having a far more challenging time. They tend to have preconceived notions of "how it should be done," which may be contrary to your own business philosophy. Use this source with caution, make sure they do not have a non-compete agreement with their current or recent past employers. And if they are to join your team, get a non-compete agreement signed with them. If you are like me, having to throw money at non-revenue generating and energy draining legal battles is not something I want

to invite into my business.

Write an excellent ad which describes who you are, what your business philosophies are, and shows some personality. Introducing yourself (the primary business manager/owner) in the ad helps make the position more attractive.

Include information about everyone's favorite radio station WII-FM (What's In It For Me). Paint a realistic picture of the duties along with the attractive benefits of each of those duties. If you don't feel confident about writing your ad, outsource it to someone who is an expert. I didn't learn much at the University of Idaho in architecture school, but my one takeaway was: you only have one opportunity to make a great first impression.

If being perceived as 'a local' is important to your service area, place ads only in the area—and state this restriction in the ad. If hiring from anywhere, and you expect relocation, painting a picture of the wonderful aspects of your area won't hurt your chances. And, most of your applicants will be married or have a significant other—your ad needs to sell them as well as your prospective salesperson.

Craigslist is a tremendous source of potential candidates. The price is right (free in most areas) and it appears to be fairly well read. There are also pay-for-play services such as Monster.com and ZipRecruiter.com.

HOW AM I GOING TO PAY THEM?

Commission or salary or somewhere in the middle?

I am one of those pay for performance people. I want to get paid on commission. Frankly, we make the best sales people, because we are never resting on our laurels. But—you have to pay us well and pay us on time. I worked selling for a builder for 18 months where I had to spend more time chasing him for my commission checks, than I did selling! This was less than a marriage made in heaven and when I left, he owed me nearly \$100,000 which I never saw.

First, a brief discussion about Independent Contractors vs. Employees. The IRS has a nifty list of what constitutes an Independent Contractor—in a nutshell they must be independent. If they have hours set by you, or work out of your office, they are employees. Because an independent contractor has to pay their own expenses, plan on spending at least an extra percent on commissions (above what an employee would make), as they have to pay self-employment taxes. If you intend to contract with an independent contractor, have a knowledgeable



Mike Momb is technical director for Hansen Pole Buildings, LLC of Browns Valley, Minnesota. His daily post-frame blog, as well as his weekly "Ask the Pole Barn Guru" column can be followed at www.hansenpolebuildings.com/blog/.

attorney craft an agreement spelling out all important aspects for each party.

Here is my spin on the rates at which an employee salesperson should be compensated:

Order taker – they work in the home office, with set hours and pretty much do exactly what the job title says, they take orders. They have just enough knowledge to get by and are not doing true consultative sales. \$10-15 an hour.

Consultative sales person – if they work primarily from the office, pay should be 4 to 5 percent of the gross value of the sale. If they must travel to see clients face-to-face, they should get at least another percent—and have either a company vehicle or their mileage and road expenses paid for. Why another percent? Their selling time is being reduced by the time they are on the road.

Now the concept of a true salesperson is to be a thoroughbred—they ideally should

be selling and doing nothing but selling. There are some who add to the duties and take away from the salesperson's ability to generate commissions. In my humble opinion this is a waste of talent, but if done, should be compensated for.

These other duties could include having to line up and supervise a crew or crews for buildings they sell, or doing material takeoffs and ordering materials. Planning on adding these tasks? Then you better plan on paying 12-13 percent of the gross sale. If the sales person has to hustle and generate their own leads, they are worth another 2-3 percent.

HOW TO KEEP THEM?

I was introduced to a "pole barn" salesman back in 1980 who had done \$4 million in sales the year before. I wanted to pick his brain, as I knew he must have a wealth of knowledge. I was sadly disappointed when I deduced the true secret of his success.

He bragged about how every three to four months, his boss would pay his first class airfare and a hotel suite in Vegas for a long weekend. He loved his boss for this!

Later I found out from his boss – the hotels would comp the flights and the room, as our star salesperson would lose \$40,000 to \$50,000 in an average weekend. He'd come back to work broke and hungry and would repeat the process again!

Seriously, the way to keep a good salesperson is to pay them per agreement and on time. And pay them well. I've had six superstar sales people (defined as ones who would regularly sell \$4 million to \$6 million or more in a year) and they are worth every cent spent on them. Paying a sales person several hundred thousand dollars a year should be a treat, not a burden, as they are putting money into the business owner's bank account equally fast. **RB**

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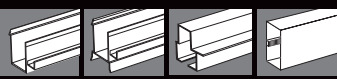
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A skeletal view of the project during construction.

Fat, tall, wide and skinny

Ohio storage shed has it all in one space for owner's big boy toys

TALL AND SKINNY MEETS SHORT AND WIDE IN HUNTSVILLE, OHIO, WHERE STEVENSON CONSTRUCTION BUILT THIS TOY SHED FOR THE OWNER'S RECREATIONAL EQUIPMENT. It required the marriage of two buildings: the main building is 30 feet x 60 feet x 10 feet, while the attachment is 20 feet x 40 feet x 18 feet.

Necessity is the mother of invention and this Mutt-and-Jeff solution was requested so the owner could store his boat on top of his camper and avoid some of the repetitive chore of loading and unloading.

The two sections are Lester buildings that share a common wall of concrete. Lester engineers created a design to accommodate potential problems with snow



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Circle Reader Service #463

post-frame feature

BY SHARON THATCHER

loads where the two roofs meet. (For more information on snow loads and proper roof design, see the article “Where two roofs meet” starting on page 31).

The main section provides ample room for the remainder of the owner’s big boy toys. To keep them dry, DripStop was used to control the moisture caused by spring and fall thawing and freezing cycles commonly found in Ohio.

According to Herb Stevenson, owner of Stevenson Construction from nearby Rushsylvania, the building also features walk doors from A.J. Manufacturing and Clopay overhead doors. Both sections have 12 inch overhangs. For natural lighting, a skybelt of translucent panel covers the top of the west wall. Also at the customer’s request, posts were anchored on top of a concrete foundation wall with galvanized brackets. **RB**



▲ The building soon after completion. Photo by Herb Stevenson

◀ Herb’s son, Herby, discusses building plans with crew member Tony Green during a break from work.



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Circle Reader Service #291

Where two roofs meet

Proper engineering is needed to prevent potential collapse from snow load

CONSULTING ENGINEER WILLIAM LOTZ, P.E., ACTON, MAINE, TELLS THE STORY OF THE UNSUSPECTING CONTRACTOR WHO PUT UP A BUILDING 12 FEET HIGH. Everything was fine until the owner's plans changed and a second contractor was called upon to attach a second building to the first. That might have worked fine in the South but these buildings were smack-dab in the middle of the Snow Belt—the heavy snow belt—and the second building was 20 feet high.

Then it starts to snow. By the time the storm clears, it has dumped four feet on snow on the buildings. The problem was

that the taller building has shed its snow onto the metal roof of the shorter, adjacent building, which now has to support eight feet of snow—its own four feet plus the four feet of snow that has slid off the metal roof of its taller neighbor.

Pity the contractor who built the first building when its roof collapses and the owner comes looking for whom to blame. The easy target is the first contractor because, you know, it was his roof that collapsed.

Not so fast, Lotz said. The first contractor had no idea that a second building might be coming along.

Lotz pointed the finger at the contractor of the second building.

“If you're attaching a taller building to

a shorter building, this difference in elevation causes drifting of snow on the shorter roof, causing it to collapse,” Lotz said. “The second contractor, who put in the structural steel, should have gone back to the first building and substantially reinforced the structural steel supporting the roof of the first building.”

Building in snow country can be especially hazardous because of the tendency of snow to drift and apply non-uniform loads —perhaps double or triple what might be anticipated. The wind can whip a two-inch snowfall into a load of six feet. A design snow load around 70 or 80 psf would not be unreasonable.

Ice creates even more problems in snow

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2015 RB

top tips

BY OLIVER WITTE

country. As snow piles up on a roof, it melts and forms ice dams that can create ponds three inches deep or more.

“Metal roofs leak under these circumstances,” Lotz said.

Lotz cited the case of a building with a roof span of more than 200 feet. The architect designed a metal roof with a slope of one-quarter inch per foot. Come February, snow piled up and began to melt, ice dams formed and a pond three inches deep developed. The contractor, of course, was sued, but Lotz blamed an inadequate roof slope. A quarter-inch slope might work down south but leaks should be expected farther north.

“We cannot think of any circumstance where we would recommend a standing seam roof with a slope of less than one inch per foot,” Lotz said.

To add slope to an existing roof, Lotz suggested a retrofit roofing system like that offered by Roof Hugger and others, adding

a sloped roof above the existing roof.

An alternative solution involves EPS insulation between the flutes, polyiso insulation over the top and a single-ply roof membrane over the insulation.

Condensation can pose additional problems – even in temperate climates. Dripping can result from condensation due to overlapped or rolled and stapled vapor barrier seams. When the fiberglass facer is only overlapped or folded and stapled and the relative humidity inside the building passes 30 percent, condensation and dripping should be anticipated, especially in buildings that require high humidity, such as printing plants.

“Moisture rises up and finds all the holes and joints in the fiberglass, goes through them, hits the cold metal roof and condenses,” Lotz said. “Then it starts raining inside.”

“The vapor barrier must be sealed and

airtight in its entirety,” Lotz said. “The seams and penetrations must be sealed at the floor-wall juncture, at the wall-roof intersections, etc.”

But getting an airtight seal isn't easy, Lotz recommends foam-insulated panels. Several pressure-sensitive tapes match the insulation vapor barrier facer.

One of the types of buildings in every township is the highway garage. They are almost always metal buildings, Lotz said, and almost always insulated with fiberglass 60-inch wide blankets with a white vapor barrier. Trucks plow snow all day (or night in severe storms) and come in to park in the heated building. The snow they bring in melts and drips down onto the floor. The heat from the floor slab evaporates the moisture from the melted snow and ice, the humidity rises and finds all the holes and joints in the fiberglass vapor barrier. Then it starts to rain.

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Lotz's example is not far-fetched. He tells this true story:

A new suburban garage in northeastern Pennsylvania was nearing completion when the director of public works noticed an electrician connecting a big piece of equipment near the ceiling.

"What's that?" the director demanded.

"It's for ventilation," the sub replied.

Furious, the director demanded that the installer cease.

"You are NOT to finish connecting that," the director ordered. "I don't want that system. There is no need to ventilate fresh air here. We open the doors to let trucks in and out and that's plenty of ventilation."

"OK," said the electrician, and everyone was happy—until the arrival of the first winter, and it started raining inside the building.

The usual litigation was filed against the usual suspects. The builder, as is typi-

cal, was first in the line of fire. The director accused the builder of incompetence in installing the insulation vapor barrier. The judge disagreed, and the only parties that came out ahead on this project were the lawyers and the expert witness/consultant.

Other problems include either missing or inadequate collar ties, rot and inadequate trusses. Collar ties keep a sloped roof from collapsing.

When asphalt shingles leak on an old building, rot develops at the eaves and ridge. A five-foot deep snow load might be sufficient to bring down the building. The fault probably is with the owner who has been ignoring the normal maintenance requirements and thus should not expect the insurance company to have to pay for the cost of replacing the roof, Lotz said.

Trusses will be adequate if the building code is followed but some builders will skimp and install trusses with a lesser

rating. Combined with a two-level roof, snowdrifts of six or eight feet and the result is not pretty, Lotz said.

Lotz insists that building collapses, indoor rain and related problems are not inevitable with metal roofing in snow country. The solution is to anticipate the problems and solve them during the design phase.

"Metal roofing systems have a good track record of performance in harsh winter environments—as long as they are properly designed," Lotz said. "When a roof fails—metal or otherwise—the first party to get blamed is the contractor, whereas the cause of the failure is generally the fault of the designer. The key factors are usually snow loading requirements, adequate slope and the use of snow guards when needed. If these issues are addressed during the design stage and the roofing contractor does his job, these systems will almost always perform as intended." **RB**



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BY RURAL BUILDER STAFF

MCA publishes new technical bulletin

Fastener Compatibility with Profiled Metal Roof and Wall Panels

The Metal Construction Association (MCA) has published a new technical resource to assist designers and installers in selecting the proper type

of fastener: *Fastener Compatibility with Profiled Metal Roof and Wall Panels*.

Found in the technical resources section of the MCA website at www.metalconstruction.org,

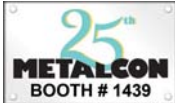
the new bulletin includes a convenient table that serves as a guideline to check fastener compatibility with different types of cladding materials. The table references corrosion resistance between eight common types of metal roof and wall cladding materials and nine different fasteners. With it, users can quickly determine if they are matching the right fastener with the right roof or wall material to ensure performance over time and a strong, weather-tight attachment.

The integrity and aesthetics of a building is at risk when the wrong type of fastener is used with a metal roof or wall cladding system. Premature corrosion of the metal panel and/or the fastener may occur under certain conditions. Known as galvanic corrosion, this is often a result of corrosion between the dissimilar metals that are in contact with each other.

To prevent dissimilar metal corrosion at the connection point, fasteners should be made of a compatible or the same material as the roof or wall material whenever possible. At the very least, the fastener should display equivalent corrosion resistance to the material being fastened.

The bulletin also provides a discussion on the fastener durability and the roles (primary or secondary) and type (self-drilling, self-tapping and self-piercing) of fasteners that will help designers and installers achieve high fastener performance.

The MCA updates its education/technical resources section on its website on a regular basis, addressing practical and educational topics related to the metal construction industry. All materials are available free to website visitors to download in PDF format. **RB**

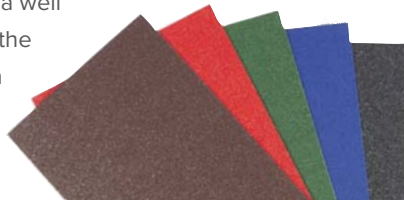


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09/SEPTEMBER

8-11, Self Storage Association Fall Conference & Trade Show Las Vegas, NV; www.selfstorage.org

16, 8:00 a.m.-5:00 p.m., 2015 Northeast Wood Solutions Fair, Boston North Shore, MA; www.woodworks.org

28-30, National Coil Coating Association Fall Meeting, Atlanta, GA, www.coilcoating.org

30-Oct. 2, "Introduction to Structural Design of Wood Buildings" course, per the 2015 NDSVT. Co-sponsored by the American Wood Council, Virginia Building Code Officials Association and Virginia Tech University; www.cpe.vt.edu

30-Oct. 3, CONSTRUCT, St. Louis, MO; www.constructshow.com

10/OCTOBER

1-2, 2015 Remodeling Show & Deck Expo, Chicago; www.remodelingdeck.com

13-15, METALCON 2015, Tampa, FL; www.metalcon.com

20-23, BCMC (Building Component Manufacturers Conference, Milwaukee, WI; www.bcmcshow.com

21, Adhesive and Sealant Council Fall Conference & Expo, Pittsburgh, PA; www.ascouncil.org

24-25, Reflective Insulation Manufacturers Association-International (RIMA-I) Bi-Annual Meeting, Tampa, FL; www.rimainternational.org

28-30, NLBMDA ProDealer Industry Summit, Colorado Springs, CO; www.dealer.org

11/NOVEMBER

2-4, Design-Build Conference & Expo 2015, Denver, CO; www.designbuildexpo.com

10-13, Midwest Roofing Contractors Association (MRCA) 2015 Annual Conference, Kansas City, MO; www.mrca.org

18-20, Greenbuild International Conference & Expo 2015, Washington, DC; www.greenbuildexpo.com

19, Northwest Wood Solutions Fair, Washington State Convention Center, www.woodworks.org

12/DECEMBER

2-4, Construct Canada 2015, Toronto, Ontario, www.constructcanada.com

8-9, Metal Building Manufacturers Association (MBMA) Annual Meeting 2015, Atlanta, GA, www.mbma.com

9, Southern California Wood Solutions Fair, Anaheim, CA, www.woodworks.org

More events listed @ www.constructionmagnet.com/events/industry-events

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BY RURAL BUILDER STAFF

MCA EMBARKS ON THREE NEW RESEARCH PROJECTS



Research to focus on air permeability, cool wall panels, and effects of spray foam insulation

The Metal Construction Association has announced that it is taking on three new research projects:

- Evaluating the air permeability in metal roof panels to measure the level of wind uplift this type of roofing can withstand.
- A study on cool wall panels to reduce building energy usage and

consequently the impact on urban heat island effect.

- A study on the effects of spray polyurethane foam insulation on metal panels.

The results of the three studies are expected to make a significant impact in the industry and will take place over several years.

The air permeability research is being conducted at the University of Florida and will evaluate and characterize the performance of discontinuous metal panels, such as modular metal roof panels and snap-together standing seam roofing. The project goal is to develop a new test method that will more realistically reflect the wind uplift these systems can withstand. The main test utilized for the work will be the UL 1897 in both the static and dynamic

mode. Wind tunnel testing and variations to existing industry test methods will also be used. An industry advisory panel has already been created and a literature search has been summarized. Test materials are being collected and shipped to the University of Florida with testing to commence this month.

Research on cool walls is being funded by a grant awarded to the Lawrence Berkeley National Laboratory. This study is important for California cities to reduce building energy usage and help address the urban heat island effect. The project will evaluate the types of wall materials now in the marketplace and in the three climate zones in California. In addition to energy usage, the study will evaluate the dirt-shedding capability and durability of these wall materials.

New technologies for ultra-cool pigmentation are also being investigated as part of this research. The project began in early July with several MCA member manufacturers providing samples of their metal wall materials. MCA is also contributing technical expertise and guidance to the project through their seat at the Industry Advisory Committee.

Research on the use of spray polyurethane foam insulation on metal panels is also being conducted for wall and roof assemblies. The goal of this research project is to evaluate the effects of spray foam on metal. This project was proposed in conjunction with the Spray Polyurethane Foam Alliance (SPFA) and the Metal Building Manufacturers Association (MBMA). A few of the main concerns that led to this project are oil canning and potential damage to paint films due to the exothermic curing of the foam and associated elevated temperatures. As a collaboration among MCA, MBMA and SPFA, preliminary research has already been completed to evaluate exothermic curing on metal. The next phase will include the use of full size wall and roof assemblies with foam sprayed using different application methods. Based on the project findings, a "Best Practices" guideline for using spray foam insulation with metal wall and roof assemblies will be generated. **RB**

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■ Silver replacing white for prepainted metal

Even though white has been a mainstay color in most of the industries served by pre-painted metal, silver and other metallic colors are beginning to work their way in to mainstream applications, according to the National Coil Coating Association (NCCA).

As consumers continue to look for inexpensive ways to make products appear more upscale and manufacturers vie for ways to differentiate their products, pre-painted metal has come to the rescue.

Flip through any architectural magazine or look around as you stroll through the next city you are in, chances are the newest metal building facades will be silver, or bronze, or copper colored.

“Metallic” appearance coatings which often contain aluminum flakes or mica impart a reflective property that to the naked eye has greater depth than the conventional smooth white finish. These flake pigments impart “sparkle” to the surface coating, creating a totally new and different appearance to home appliances, metal roofing, pontoon boats, RV’s, and much more.

Aesthetics aside, there are practical benefits as well for the expanding use of metallic coatings on the pre-painted stage. Metallic coatings can be applied to steel or aluminum very cost-effectively. And they provide the same protection and product longevity as any other painted product.

No matter the application, the demands on pre-painted metals are extremely rigorous. The finish must maintain its appearance for the life of the product, resistant to color fade, corrosion, chemical attack, dirt retention, high temperatures, various extreme weather conditions and daily wear and tear.

The newer pre-painted metallic coatings not only are gaining in popularity over white, but also exhibit the above qualities necessary for a long-lasting effect.**RB**

■ Unprecedented: construction is recovering amid commodity collapse

“The state of affairs today is unprecedented,” said Associated Builders and Contractors Chief Economist Anirban Basu following the August 14 producer price index release by the Bureau of Labor Statistics. The report showed that, despite increased construction activity, prices for materials continue to decline.

“Nonresidential construction spending has been recovering robustly in the U.S. in recent months—up more than 11 percent on a year-over-year basis. On top of that, the multifamily building boom continues in most major U.S. metropolitan areas,” Basu reported, adding, “All things being equal, these circumstances should correspond with rising construction materials prices. But as a reflection

of how global the economy has become, America’s nonresidential construction recovery is taking place in the context of collapsing commodity prices.”

Basu explained the decline: “The latest round of commodity price decreases has been spawned by softening growth in China and ongoing increases in production of key inputs worldwide, including oil. However, this form of deflation should not be troubling to contractors. If anything, it will tend to boost profit margins for the average contractor, though falling commodity prices do not represent good news for construction firms heavily invested in oil and natural gas segments.

“These falling prices also imply slower increases in interest rates going forward, which will help extend the ongoing nonresidential construction recovery,” Basu said. **RB**

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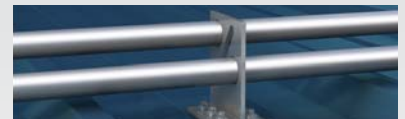
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Dowd joins Metal Sales after 16 years with Euramax International, most recently as senior vice president of commercial products.

He began his career with Euramax as controller for Amerimax Building Products. He then moved into the president's role of Fabral, where he was responsible for general management and operations. After years of success with Fabral, Dowd then served as president of Amerimax Building Products.

Dowd is credited with identifying, attracting, developing and retaining high-performance teams and for driving a culture focused on profitable growth and building long-term value.



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VARCO PRUDEN BUILDINGS ANNOUNCES THAT SUMEET GOSWAMI HAS BEEN NAMED DISTRICT MANAGER FOR THE WESTERN CANADIAN REGION.

In this new role, Goswami is responsible for growing share in British Columbia, Northern Alberta, Yukon and North West Territories. He will be based in Richmond, British Columbia, and will report directly to Tom Georg, field sales manager.

Goswami has 11 years of experience working with building material manufacturers, of which nine years were in sales management, focusing on creating new share in Western Canada.

FRANK DODD HAS JUST BEEN APPOINTED AS PRESIDENT OF RICHARDS-WILCOX INC.

Dodd has responsibility for all aspects of business for its three corporate divisions: Richards-

Wilcox Hardware, Richards-Wilcox Conveyor and Aurora Office Products.

Dodd joins the organization from Business Interiors by Staples where he held the position of sales director of Furniture for the Midwest Region. His prior experience includes regional sales manager for Brookside Architectural Veneers in Cranbury, New Jersey; president and owner of Executive Business Interiors in West Dundee, Illinois; and vice-president of sales and operations for Valley Furniture in Bay City, Michigan.



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VARCO PRUDEN BUILDINGS NAMED ERIN COURTNEY AS PUBLIC RELATIONS COORDINATOR IN THE COMPANY'S MARKETING DEPARTMENT.

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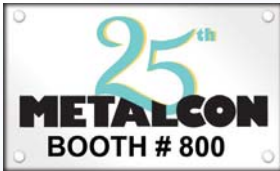
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THE TAPE MEASURE GOES DIGITAL

Like a traditional tape measure, eTape16's metal blade is available in U.S., metric, or U.S. and metric markings, but the eTape16 also has a large, easy-to-read digital readout that is accurate to 1/16 inch or 1 millimeter. A simple push of a button allows one to read the measurement easily in inches, feet, fractions and decimals, and converts to metric too.

eTape16 has three built-in memories: "hold," which retains a measurement even after the blade has withdrawn into the case, and two long-term memories that will retain readings after the tape shuts off and until they are overwritten.

For specialized functions, like hanging a picture on a wall, the push of a button automatically calculates the center point of a measurement.

Finally, the re-zero function lets you measure the distance from a previously measured point without withdrawing the blade. This is ideal for measuring intervals without having to re-anchor the end of the blade for each measurement, for example, marking two-foot intervals along a 10-foot board.

The CR2032 coin battery can last for up to 64 hours of continuous use, but shuts down automatically after five minutes of non-use.

eTape16 continues to evolve. Bluetooth connectivity is expected this fall for the iOS operating system, followed shortly by an Android version.

► **For more information circle 150.**



SWEEP ACTION MATERIAL BUCKET FROM WORKSAVER

Worksvaver Inc. introduces the new Sweep Action Material Bucket (SAMB) for cleaning large properties and construction sites. The patent pending design allows the SAMB to collect demolition debris, brush or small rocks with one tool, offering time and cost savings. Two models are available, the SAMB-72 with an overall width of 72 inches and the SAMB-84 with an overall width of 84 inches.

The front grapple operates in a sweeping action to pull debris or brush into the unit for effortless site clean-up. The grapple design retains the debris, allowing operators to handle uneven size material without it falling out of the bucket. Bolt-on side plates can be removed to reveal cutouts to handle loads of varying sizes.

► **For more information circle 151.**



ACU-FORM DELUXE PERFORATOR

Paint Valley Parts introduces an all-new Acu-Form Deluxe Perforator Double Pass roll former.

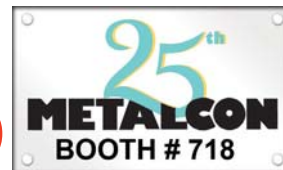
The Deluxe has profiled center dies to hold material and makes a nice straight perforation. All the perforator dies are designed with D2 steel for longer wear life, as well as the ability to sharpen if the need arises. The dual entry guides can be adjusted to run flat strips for trim pieces.

This machine can be powered either by electric, hydraulics or mechanically.

► **For more information circle 152.**



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