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**PRODUCT  
PROFILE**

Tools &  
Equipment

p. 14

## CCA and beyond

**MAXIMIZING THE PERFORMANCE  
OF PRESERVATIVE-TREATED WOOD**

Quick guide to fasteners for treated wood

p. 6

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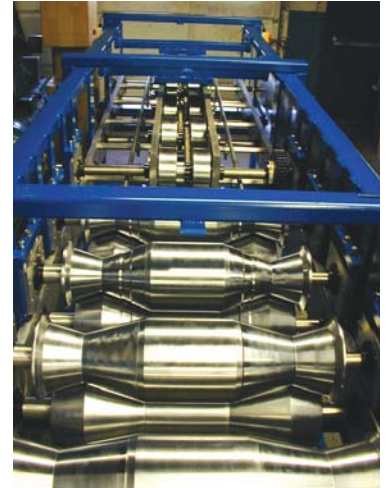
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**PRODUCT PROFILE**

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**FEATURES** [DECEMBER 2015]

**6 IN FOCUS**

Maximizing performance with preservative-treated woods  
-How the industry has moved past the CCA controversy  
-A quick guide to treated wood and fasteners

**29 2016 FRAME BUILDING EXPO BROCHURE**

Things to see, places to go at the 2016 expo in Indianapolis

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**FEBRUARY PREVIEW**

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State of the Industry

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**[ON THE COVER]**

Builders depend on quality tools and equipment to help them get the job done. Options starting on page 14. Photo by Rural Builder staff. Cover design by Kevin Ulrich



Snap-Z

Shear-X

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**NEW PRODUCTS**



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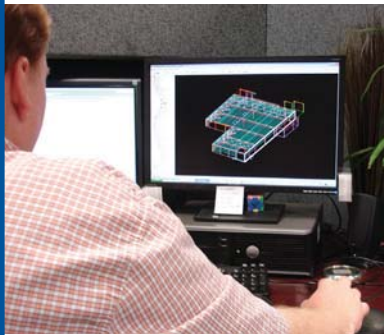


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### editor's note

## Milestones: #100,000 for Cleary

Going into the Thanksgiving holiday, we learned that Cleary Buildings had just reached an impressive milestone. The 37 year old Wisconsin-based post-frame company celebrated the selling of its 100,000th building in mid-November.

Building Sales Specialist Jay Gunderson sold the building to a client in the Madison area and, appropriately enough for number 100,000, it was a unique round-roof post frame.

According to Mike Wuennemann director of marketing for Cleary, the building will be used as suburban residential storage and is the client's second purchase of a Cleary round-roof building. The project obviously required some modifications to the wood truss to get the job done. Because of its uniqueness, we're planning to feature the project in a future issue of *Rural Builder*.

Cleary Buildings has an impressive history in the post-frame industry. It started in business 37 years ago when post frame was still primarily ag oriented.

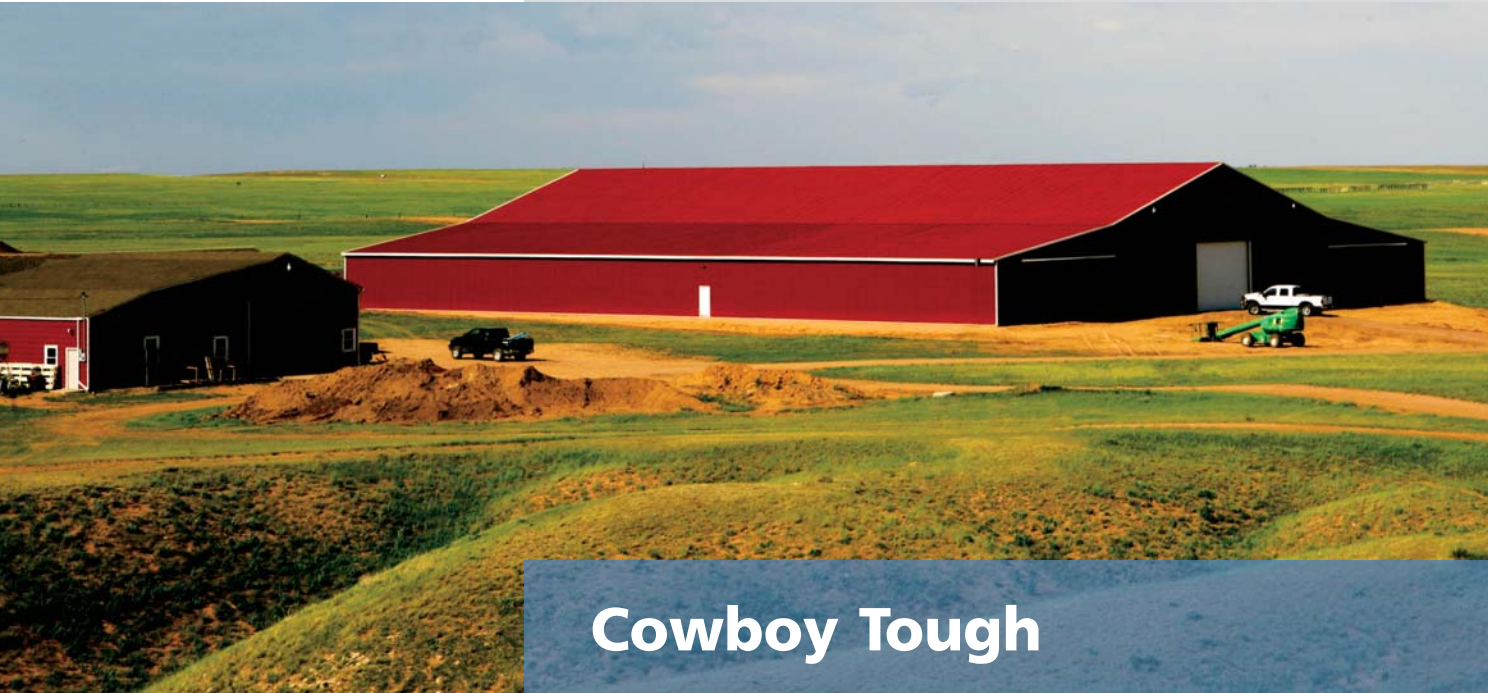
Building engineer Dick Zimmerman, one of our *Rural Builder* Hall of Fame recipients (1996), was on the ground floor of the company and helped it to grow. Today Cleary employs more than 800 full-time employees, with manufacturing facilities in Wisconsin, Nebraska and Idaho, and customers stretching from Pennsylvania to Oregon.

Initial offerings were limited, but today Cleary sells post frame in 44 different categories.

We congratulate Cleary Buildings for reaching this milestone, and we wish them continued success. **RB**



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Metals Service Center Institute



# CCA and beyond

Maximizing the performance of preservative-treated wood

**IT'S BEEN NEARLY 12 YEARS SINCE NEW MEASURES WERE PUT IN PLACE TO HELP RESOLVE A CONTROVERSY OVER THE USE OF CCA (CHROMATED COPPER ARSENATE) IN THE TREATMENT OF WOOD PRODUCTS TO WARD OFF ROT, DECAY AND TERMITES.** Although the science of CCA never uncovered any smoking gun to warrant the furor, restricted use is in place and the treatment industry has moved on.

## A QUICK LOOK BACK



Kris Owen

Kris Owen, retired from Lonza/Arch Wood Protection, and now a private consultant in the industry, was on the front lines when the controversy surfaced.

“There was a movement by the Environmental Protection Agency to take CCA entirely out of the market,” he recalled in a recent interview, noting that this attempt prevailed despite the fact that there had been no serious health problems linked to CCA and even today has over 60 years of documented safe use.

“... the EPA was pushed and prodded both politically and by some environmental groups supposedly sensitive to the issue, who wanted CCA out of the marketplace,” said Owen. “So the roadblocks that the EPA was putting into place would have made it very difficult for the treatment industry to stay only with CCA.”

To head off any further damage, the treatment industry voluntarily restricted CCA for certain applications. It could be used for non-consumer industrial, commercial, marine and agricultural applications such as agricultural timbers and poles, foundation pilings, highway construction, marine, permanent wood foundations, plywood products and utility poles. The primary restrictions were placed on residential applications for lumber.

## ALTERNATIVE TREATMENTS BEGIN TO EMERGE

Because of the CCA restrictions, alternative treatments

began to gain favor, not just in the U.S., but in countries like Germany and Japan where arsenic-based wood treatment was also under scrutiny.

The current market has stabilized so that micronized products, mainly copper azoles (CuAz), are now the norm.

In a micronized product, the copper is dispersed in water rather than dissolved (like CCA), so that actual copper metal particles, in very small, micronized sizes, are being injected into the wood.

“There were copper azole products and there were copper quaternary products that were available in 2004,” Owen explained. “But it was about 2006 that micronized technology had been field tested to the point where, by 2009, it was pretty much on its way to being a force in the marketplace.”

## MEETING TODAY'S STANDARDS

It really isn't too difficult to meet the building standards for treated wood, but there are some common mistakes and precautions builders should take. First, all wood that meets the standards are labeled with an ICC-ES approval or an AWWA approval and includes information on the chemical used, the standards it meets, the manufacturer's name and the year of manufacture, as well marked “ground contact” or “above ground” to help the builder identify where it can be used.

The AWWA (American Wood Protection Association) is a non-profit organization that has been setting voluntary treatment standards for the industry since 1904. It is highly regarded for its open, consensus-based process that involves experts from throughout the world and is ANSI accredited.

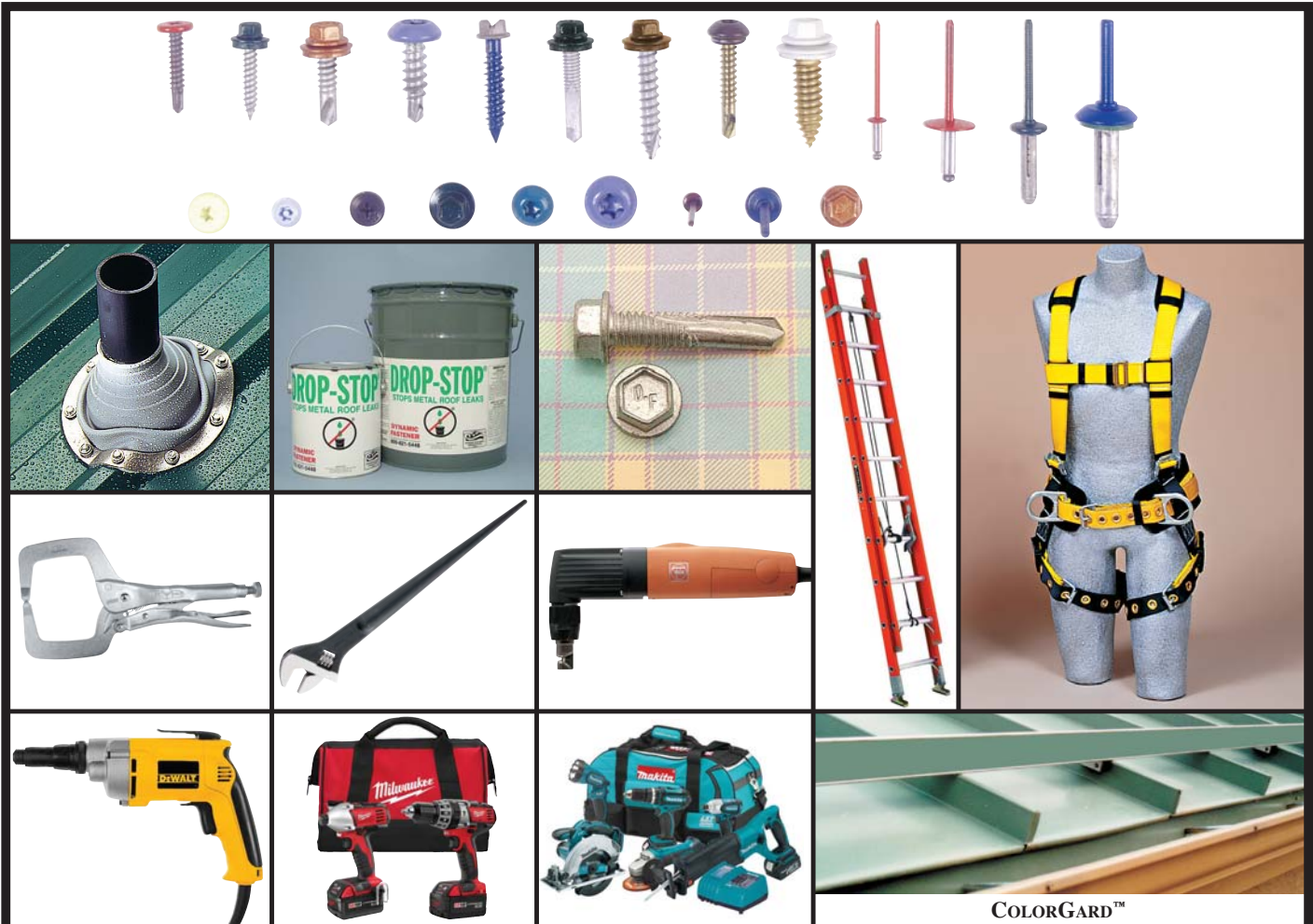
There is occasionally an attempt by a newcomer to skirt the rules and make or sell sub-par treated products, but Owen is impressed by the wood treatment industry as a whole. “The products being merchandised today by the dealers across America are pretty solid,” he said.

## LET THE BUILDER BEWARE

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BY SHARON THATCHER

sometimes assumptions can get in the way of facts. One mistake Owen has seen is the use of CCA for splash plank or splash boards commonly found just above post-frame foundations. It makes sense, and in fact the National Frame Building Association (NFBA) did at one time attempt to get CCA approved for that ground-close area of the building.

Owen noted, is with treated wood that has been cut, drilled or ripped. Field treating is required on those vulnerable areas to assure continued preservation, yet a step that builders often ignore.

“There is an AWPA standard called M4 that is for the field treatment of treated wood,” he said. “There are steps you are supposed to take to re-coat

and copper quandary react to metal?”

A barrage of studies commenced. The answer has been relatively simple. As long as you use hot-dipped galvanized or stainless steel fasteners and connectors that meet the ASTM standards, corrosion will not be a problem.

Owen noted that part of the early tests revealed that many fasteners popular at the time were produced overseas and did not meet the new demand. They were only whisper-coated, leaving them vulnerable to corrosion to the alternative wood preservatives.

Only one U.S. manufacturer was prepared for the challenge. “There’s only one USA manufacturer, and that’s Maze Nails, who since 1926 has only met and exceeded the standard in every product they’ve produced,” Owen said.

The fastener industry as a whole, however, stepped up to the challenge. “What this forced them to do is really look at their quality control and the product they were putting out,” Owen said. “So our product (treated wood) certainly did change, but the fastener industry had to change quite rapidly as well to assure that their products were properly coated,” Owen said. “For probably the past 10 years, the industry has done a good job of identifying those products.”

## A common mistake in wood selection

Colin McCown, Executive Vice President of AWPA, cautions against assuming that all treated wood you purchase off the shelf is suitable for ground contact applications. A particular problem is that most 2x4, 6, -8, -10 and -12 lumber is treated for above ground use, but contractors and consumers often use this material in ground contact. This is a misuse and results in a shortened useful life of that lumber.

When in doubt, read the label on the end of the lumber and ask questions from the supplier if you need preservative-treated wood treated for specific conditions. A special order may be necessary to obtain 2 inch dimension lumber treated for ground contact applications.

Another issue may arise when wood treated for above ground use is placed very close to the ground or is wetted frequently. To address this common problem, the AWPA is looking to adjust use category descriptions, in particular for category 3B of the AWPA standards. Changes may come in mid 2016.

Guidelines for what treated woods are to be used for specific conditions can be obtained from the AWPA website: [awpa.com](http://awpa.com).

“In 2003, there was a group [from NFBA] that went to Washington D.C. to meet with the EPA ... to get that material to remain in CCA. Because of the difficulty that would cause the dealers in carrying different inventories and the ability for that to be confused with other 2x6, 2x8 material at the lumberyard, the EPA refused the request,” Owen noted. Because of that ruling, the NFBA requirements for the use of treated wood in post frame includes that CCA cannot be used for splash board areas. NFBA also requires that Ground Contact labelled material must be used in splash plank/splash board applications. There remains some confusion by builders over this point of use, however.

Another problem area for builders,

using a variety of chemical products like copper naphthenate on those cut ends,” Owen said.

Knowing that it was often ignored, AWPA revised the M4 standard last year to clarify and strengthen field-treatment. “It is relatively new,” Owen said of the standard, “so builders need to know there has been a change.”

### PROPER FASTENERS FOR TREATED WOOD

Soon after CCA was restricted, a lot of discussion revolved around what types of fasteners should be used with wood preserved with alternative treatments. CCA was known for its noncorrosive properties, but how would copper azole

### A FINAL WORD

It is said often enough in the building industry that quality installation assures that you get the most out of the quality of the product itself. This applies to treated wood and to the fasteners used to hold it together. Owen provides this final word: “If a builder buys the right material from his dealer, he’s pretty much assured that that product, used in its proper application, will give the service life expected. The caveat to that is: in its proper use.” **RB**



Want more information about preservative-treated wood and its proper uses? **Kris Owen will be speaking**

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## **NORTH COUNTRY DISTRIBUTORS, INC.**

BY SHARON THATCHER

# Quick guide to fasteners for treated wood

 A surprising amount of science goes in to the making of those small but mighty screws, bolts and connectors used in preservative-treated woods. The science has been standardized by ASTM, with

box labeling used to help builders simplify the user process.

Joe Stager, vice president for product development and marketing at Triangle Fastener Corporation, said the standards for proper use are fairly simple to follow.

Unfortunately, assuming that all fasteners and connectors are created equally is an all-too common fallacy.

“The way the code is written, it’s pretty precise,” Stager said. “What they say is: with any treated lumber you need to use a fastener that is coated correctly. The coating at the minimum has to be hot-dip galvanized, or stainless steel is preferred. So right away if it’s treated lumber, don’t even think about using anything else but something that meets or exceeds the hot-dip galvanized finish on the fastener.”

Stager said the biggest problem is when a builder runs to the local big box store and just grabs a box off the shelf assuming it’s going to perform as well as any other. “There have been situations where a building official comes in and says ‘hey, those lag bolts aren’t hot-dip galvanized’ and you’ve got to pull them out and put in hot-dip galvanized.”

The ultimate goal of the standards are simple: performance longevity. “The reason you use pressure-treated lumber is so it doesn’t rot and decay, so why would you want to use a screw that will rot and decay easily,” Stager asked.

He continues, “There’s are times where [a builder] will install this nice looking metal wall panel and they’ll use a real inexpensive screw. They come back a year later and the screws are all rusty. They have this beautiful panel with these little dots of rusty screws everywhere. Although it’s not the treated wood that’s corroding the screws, it highlights how screws that are plated too thin will corrode quickly even in normal environments.”

Stager notes that some screws with proprietary coatings are not specifically mentioned in the standards but are recognized as approved for use in treated lumber by the manufacturer. In fact, some products, such as wood screws, are not available in hot-dipped galvanized so proprietary coatings fill that need. “Ours happens to be Tri-Seal, [Buildex] has Climaseal, and there are many others. But the best option is to use wood screws made of stainless steel,” he noted.

To assure the quality of the fastener or connectors you use, your supplier should be able to provide technical information that supports the science behind the product. **RB**

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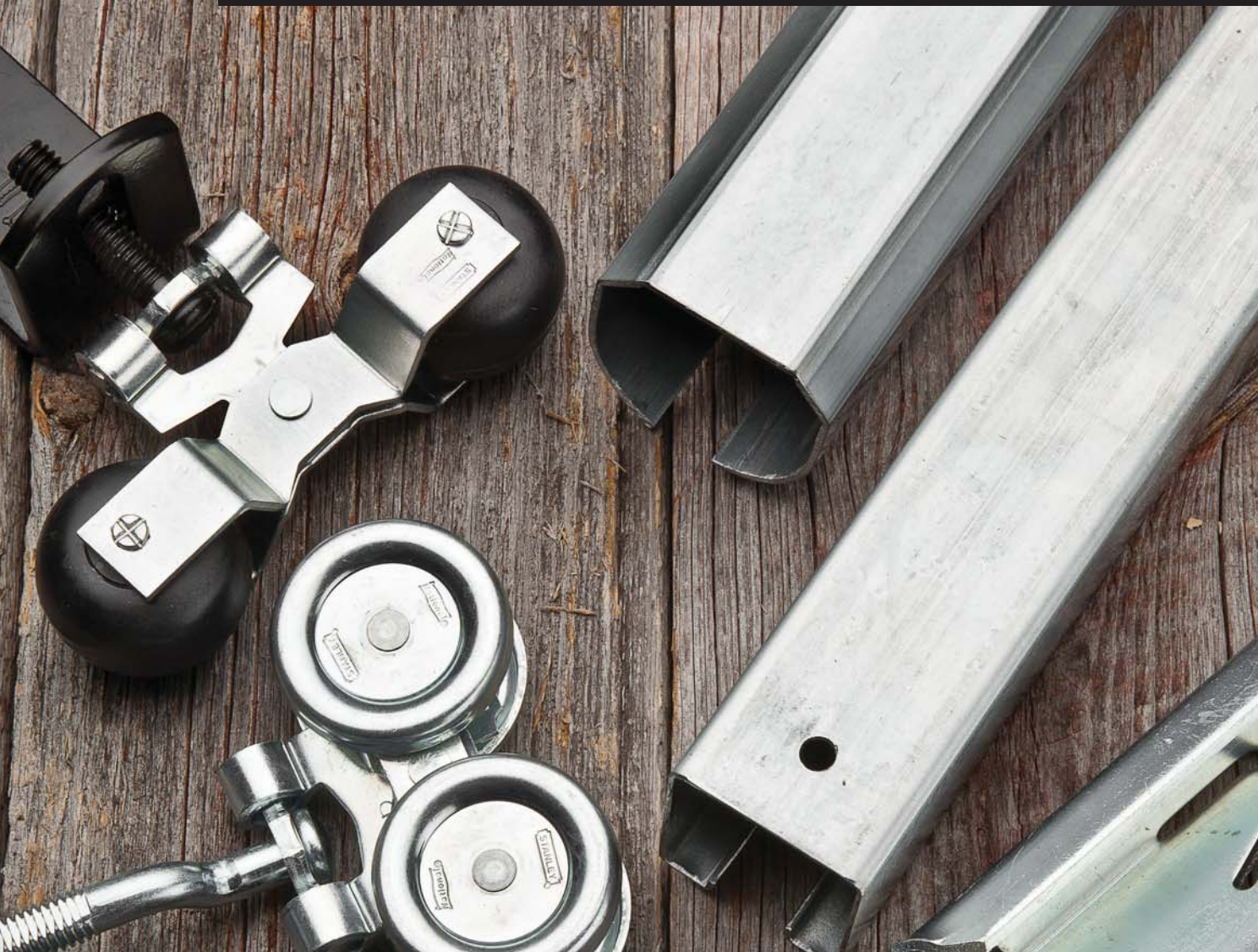
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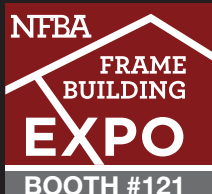
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Surrounding Claire Kilcoyne are members of the METALCON staff, MCA members, exhibitors, speakers and Kilcoyne's sister. From left in the photo are: Marge O'Connor, press liaison; Suzanne Maher, assistant show manager; Eileen Ruane, sister of Claire; Dale Nelson, Roof Hugger and MCA board member; Bill Croucher, Fabral and MCA board member; Frank Stasiowski, PSMJ president; Brian Partyka, Drexel and MCA board member; Claire Kilcoyne holding the award; Rob Haddock, S-5I, and conference presenter; Bob Repovs, Samco, exhibitor; Randy Pekowski, Expo Group; and Jeff Irwin, MCA. MCA photo

## ■ Silver anniversary METALCON marks beginning of Triumph Award

At the 25th anniversary celebration of METALCON in October, show director Claire Kilcoyne received the first annual Metal Construction Association's Triumph Award. These newly created awards, which have nine different categories, honor individuals and companies who have helped advance the use of metal in the construction industry.

Kilcoyne received the inaugural MCA Triumph Award as Industry Champion of the Year for spearheading the success of METALCON for 25 years. Chicago-based MCA is a co-sponsor of METALCON along with PSMJ Resources, Inc., headquartered in Newton, Massachusetts, where Kilcoyne serves as the company's vice president of tradeshow.

The next METALCON takes place at the Baltimore Convention Center in Baltimore, October 26-28, 2016.

## ■ ASTM International Roofing Committee honors Rob Haddock with Cash Award

Consultant Rob Haddock of the Metal Roof Advisory Group Ltd. and Metal Roof Innovations Ltd. in Colorado Springs, Colorado, has received the Carl G. Cash Award from ASTM International Committee D08 on Roofing and Waterproofing.

The committee noted Haddock's "distinguished research contributions, outstanding publications, dedication and leadership to advancing building envelope technology, and particularly the performance of metal roofing systems." He has served on ASTM Committee E06 on Performance of Buildings since 1990.

Haddock is the owner of two companies related to the metal roofing industry. Metal Roof Innovations Ltd., produces specialty products for the metal claddings industries, while his consulting company Metal Roof Advisory Group Ltd., serves various constituents of the metal construction industry, both domestic and foreign.

An adjunct faculty member in the School of Engineering at the University of Wisconsin-Madison, Haddock holds more than 30 domestic and international patents.











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Circle Reader Service #331

## product profile

BY RURAL BUILDER STAFF



**7. METAL ROLLFORMING SYSTEMS /**  
*CIRCLE 107*

Metal Rollforming Systems designs and manufactures industry-leading roll forming equipment and accessories. A complete in-house design and manufacturing facility allows for competitive pricing, making the company a leader in roll forming equipment manufacturing. MRS' product lines consist of single and double deck roll formers, single and multi-trim roll formers, slitters, sheet stackers and much more. Customer support is a priority both before and after the sale.



**8. ASC MACHINE TOOLS /**  
*CIRCLE 108*

ASC is a leading manufacturer of roll forming equipment from Spokane, Washington, and has been serving the metal-forming and steel building industry for over 65 years. With well over a thousand manufacturing lines in production worldwide, ASC has a proven history of reliable metal forming solutions. Let ASC also "Shape Your Success," improve your productivity, and enhance your profitability by using the industry's most innovative roll forming machines.



**9. SEMMLER SYSTEMS /** *CIRCLE 109*

Semmler's Big Red 111 for fabricating wood laminating columns features a new design that contains 10,000 nails in one loading. Special design of in-line equipment best saves plant layout space and requires only one operator for the total system. Total system equipment includes the Big Red fabricator, conveyor system, gusset press, planer with chip collector, bunk-stacking cart with flanged wheels and track. Now available is the finger joint system that features unique finger joint detail. It's available with jib crane, vacuum lift and scissor lift.

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**product profile**

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10

**10. IRWIN TOOLS / CIRCLE 110**

The new Irwin Vise-Grip Locking Multi-Pliers feature the legendary locking plier's performance tradesmen have trusted since 1924. The Locking Multi-Pliers feature a fold-out stainless steel serrated knife blade and a fold-out screwdriver that includes a 1/4 inch bit holder with 6-8 slotted and #2 Phillips bits. The four-tools-in-one design allows users to carry fewer tools on the job.



**11. DYNAMIC FASTENER / CIRCLE 111**

Dynamic Fastener is well known for fasteners, but it also carries DeWalt, Milwaukee, Skil/Bosch, Fein, Trumpf, Olympic, Makita and Kett power tools along with Klein, Proto and Wright erection wrenches. Same-day shipping is available. A free 132 page, full color, Tool and Fastener Hand Guide provides engineering data, and details product offering.

**12. NEW TECH MACHINERY CORP. / CIRCLE 112**

The EZ-Counter Computerized Controller, available from New Tech Machinery, is available for new and existing MACH II gutter machines and SSR roof panel machines. The EZ-Counter helps track material and run correct material lengths. It offers customized on-machine mounting, operation in feet, inches and centimeters and offers a miter option for gutter machines. New Tech Machinery manufactures the finest portable roof panel and gutter machines.



12



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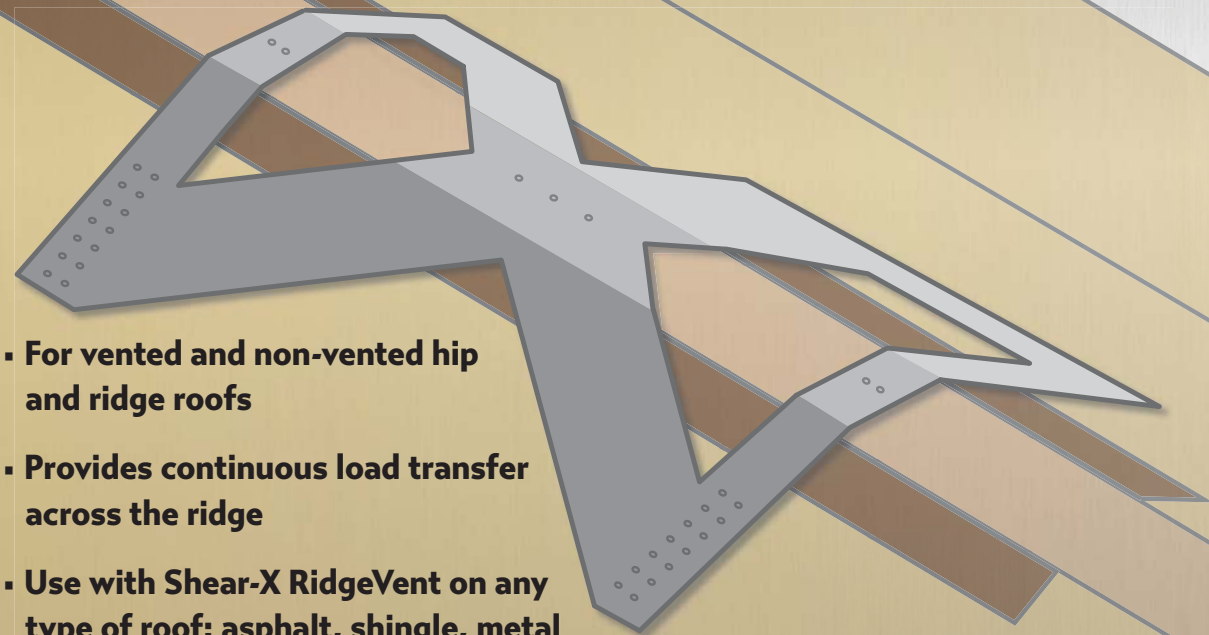
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# Stabilize your building with

# **SHEAR-X**™

## Shear-X for superior building stability against seismic and wind shear conditions.

This exciting new building technology is the **first of its kind**. Nothing else has ever provided this kind of **seismic and wind stability**. Shear-X allows the use of **continuous ridge vents** in **blocked or unblocked diaphragms**.



- For vented and non-vented hip and ridge roofs
- Provides continuous load transfer across the ridge
- Use with Shear-X RidgeVent on any type of roof: asphalt, shingle, metal or tile

For use on buildings with roof rafters 16" and 24" on center. Use on flat and pitched roofs 1:12 to 20:12. 33 mils thick ASTM-A653-SS Grade 33 Steel G90 Zinc Coating. Use .131 nails (diameter) 2.5" long (gunnable).

# **SHEAR-X**™

Patents Pending

Visit us at booth 727  
at The Frame Building Expo

# SHEAR-X<sup>TM</sup> RIDGEVENT

Allows unwanted heat and condensation to escape through the ridge while preventing dust, snow, rain and insects from entering.

*Shear-X Ridgevent offers complete venting for your attic and superior building stability.*

- 17.1 square inches net free area per lineal foot
- Almost invisible when installed
- Eliminates waste: every cut-off can be used

## Easy to Install

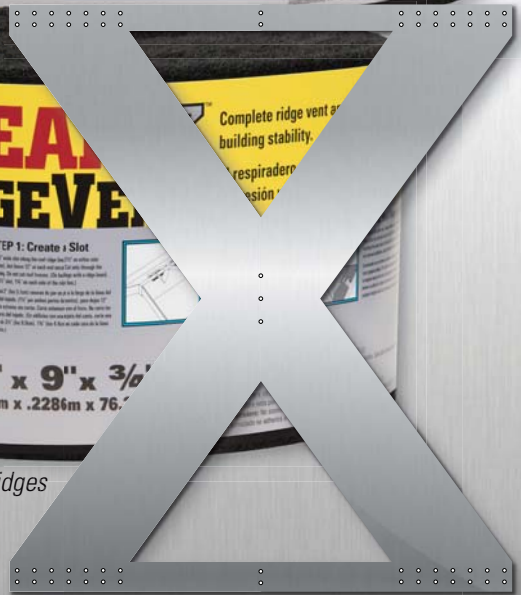
- It adheres directly to the roof
- It has no complicated fittings, wrapping or connectors
- It's light and flexible, easy to handle and transport

## Durable non-wicking matting

- It can't be damaged by hail or ice
- It can't crack or dent during shipping or installation
- It won't corrode, rust or turn brittle
- It won't burn: Shear-X Ridgevent matting has passed an ASTM D 6354-06 Class CC1 burn test conducted by Intertek – it will **NOT** sustain a flame.



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**800.300.9515**

California Manufacturers Rep.

Kelly Berkompas

949.294.5428

kellyberkompas@yahoo.com

# product profile

BY RURAL BUILDER STAFF



### 13. AJ MANUFACTURING / CIRCLE 113

The Hole Deal, available through AJ, is the first manually-operated post hole digger that can dig straight-sided holes of any diameter and shape and will dig in any location, even hard-to-access places. Winner of awards for innovation and design, the 14 pound Hole Deal has a durable 13 gauge steel shaft and features fiberglass handles, comfortable grips, an adjustable handle pivot, and hardened steel blades.



### 14. SWENSON SHEAR / CIRCLE 114

The SnapTable PRO is an all-in-one panel preparation system for standing seam metal roofing, with the highest quality in notching, slitting and hemming. It consistently notches, slits and hems standing seam profiles from 12 to 24 inches and has 60 inch slitting and hemming capabilities, saving an average of 35 percent in labor cost. It is ideal for light to 20 gauge, including Cor-Ten 1-inch; 1-1/2 inch nail strip; 1, 1-1/2 and 1-3/4 inch SnapLock; 1, 1-1/2, and 2 inch mechanical seam, Zip-Rib and more.



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## ■ AJ Mfg receives patent for EZ-v post-frame window system

A.J. Manufacturing Inc. has been awarded U.S. patents for its vinyl window trim and flashing system, EZ-v.

The EZ-v system is designed to attach to the master frame of vinyl windows to allow for installation into the installed corrugated steel siding of buildings.

## ■ S-5! adds three new distribution partners

S-5!, Colorado Springs, Colorado, has expanded its national distributor network with three new partners: Rocky Mountain Snow Guards; Rapids Materials; and Roof Things.

Rocky Mountain Snow Guards, headquartered in Denver, designs and sells snow fence and snow guards for all types of roofing. Rapids Materials, a division of the Miller-Clapperton Partnership Inc., is an online retailer of construction tools and materials. Roof Things, headquartered in Rigby, Idaho, provides roofing supplies to roofing supply houses, roofers, and end users with unique products not readily available in big box retail stores.

## ■ Varco Pruden among 2015 Best Places to Work in Memphis

Varco Pruden Buildings' national headquarters in Memphis was named one of the 2015 Best Places to Work by the *Memphis Business Journal*. The Best Places to Work is a competition of the top workplaces in the Memphis metro area. Selection is determined solely on employee feedback using a third-party anonymous survey.

Varco Pruden Buildings was named a finalist in the category for mid-size companies (50-99 employees). Previously, the company was recognized as one of the Mid-South's Healthiest Employers for two consecutive years.

## ■ Fabral launches new mobile app

Fabral has launched a mobile app for architects and contractors on the go.

Project images, product information, metal panel and CSI specs, color charts, and more are now available for mobile access through Apple and Android devices.

The app can be downloaded at no charge through the appropriate Play Store. Fabral customers can also save an app thumbnail for use on their own websites.



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**SNAP-Z FOR STANDING SEAM VENTILATION**

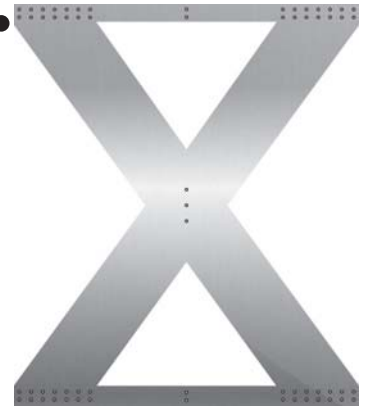
“There has to be a better way” is often the rallying cry of inventors. For the Glick brothers – Chris, Omar and Manny – it was the tedious work of installing ridge vents on standing seam roofs. It was Manny who came up with a solution for making it simpler: the Snap-Z Ridge Vent that requires fewer tools and measurements. It is now patent pending and has launched the brothers into a whole new line of business.

Snap-Z installs with a simple two-step process. Install one Snap-Z on each side of the roof then fasten the ridge cap with three stainless steel rivets. It is available in a standard matte black finish or 15 additional colors to coordinate with a variety of roof offerings.

► For more information circle 151.

**SHEAR-X STABILITY FOR CONTINUOUS RIDGE VENTS**

Stability is an issue for continuous ridge vents on buildings in areas where wind shear and seismic activity exist. A one-of-a-kind solution has been developed by Garwood Manufacturing, Inc. Shear-X is a 33-mil steel brace that easily installs on the ridge line of any type of roof: asphalt, shingle, metal or tile, and provides continuous load transfer across the ridge. It can be used on both flat and pitched roofs 1:12 to 20:12, on roof rafters 16 and 24 inches on center. The Shear-X allows the use of continuous ridge vents in blocked or unblocked diaphragms. Garwood also makes compatible Shear-X RidgeVent.



► For more information circle 152.

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This strong, stainless steel design and patented non-piercing setscrews allow snow retention on most standing seam profiles. Fits standing seams up to 3/8" wide and a 1" through 1-3/4" seam height.

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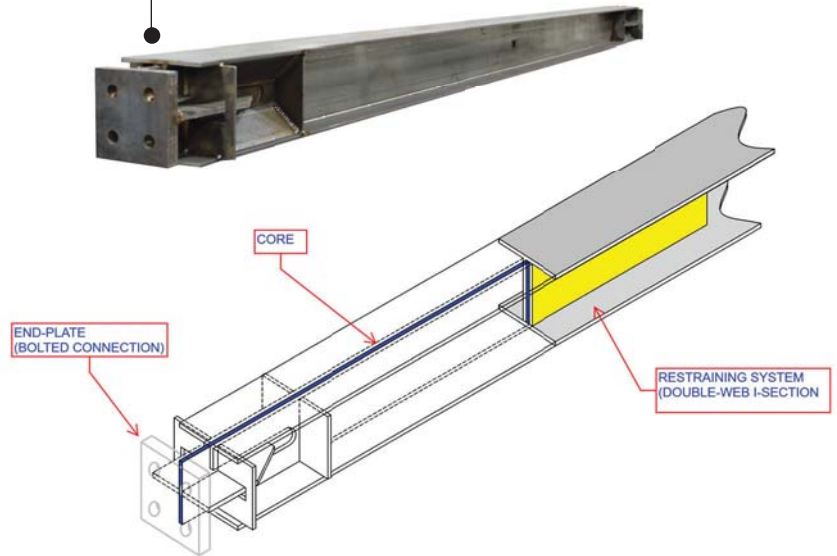
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**WEB-RESTRAINED BRACE FOR EARTHQUAKE REGIONS**

Varco Pruden Buildings recently launched Web-Restrained Brace (WRB)—an all-steel buckling-restrained brace for projects in earthquake prone regions. The WRB has equal strength under tension and compression loading. It is intended for wall bracing in diagonal or chevron configurations.

WRB can provide an economical solution for jobs that exceed certain height limits, roof weight limits, or include mezzanines. It can reduce the number of bays of wall bracing, as well as the size and quantity of required roof bracing. The end result is a lighter building with fewer members to erect. As an added benefit, the reduced building loading causes proportionally smaller foundation forces; thus, measurable savings in materials may be possible.

► For more information circle 153.





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Circle Reader Service #407

## new products

BY RURAL BUILDER STAFF



### SETTING TRUSSES A NEW WAY WITH TRUSSMATE

Ray Koetter, owner of Ray Koetter Construction of Floyds Knobs, Indiana, has been using his own creation for setting trusses fast, safe and easy, now he is ready to share it with the world.

His patented Trussmate is made from solid aircraft aluminum and installs where you would normally use a temporary tie. No men or equipment are needed in the webbing during the initial installation because it is prepared on the ground using a 1-tack nail. For accuracy it is notched for center line measurement. It is available in 2-, 4-, and 8-foot adjustable sets.

Koetter said he created the Trussmate because he was having a hard time finding good help. "In the 44 years that I have been in construction, I have found that it was easier, safer, and many times faster to set trusses by myself with the aid of this tool ... I am now at four minutes a truss because of how easy-on and easy-off this is."

► For more information circle 154.

### AUTOMATIC STRAP LATCH SYSTEM FOR BIFOLD DOORS

Innovators at Schweiss recognized that straps used for lifting could also be responsible for latching. As a result, the new Automatic Strap Latch system eliminates the need for the frequent maintenance required for cable lift bi-fold doors, including fraying, breaking and over wrapping.



The Automatic Strap Latch system promises to be easier to adjust and is safer and quieter than cable lift doors because it is manufactured with 90 percent fewer parts. Straps secure the door in all positions: open, closed and anywhere in between, even in gusts of wind during operation.

► For more information circle 155.

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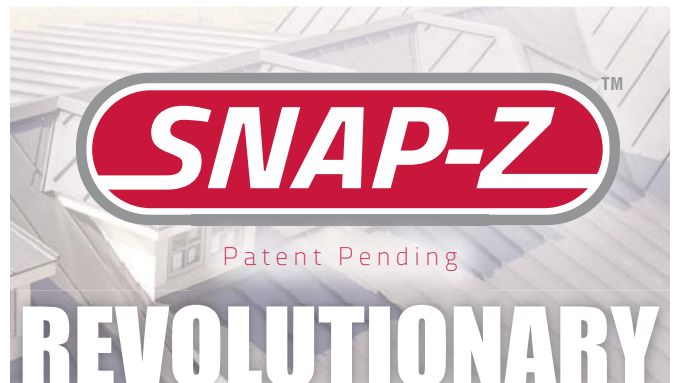
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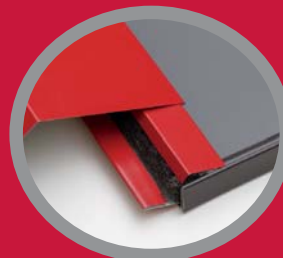


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DAVID G. KOZIAL

**METALMASTER ROOFMASTER, INC., MCHENRY, ILLINOIS, THE PARENT COMPANY OF SNO GEM, INC., HAS PROMOTED DAVID G. KOZIAL TO EXECUTIVE VICE PRESIDENT.**

Kozial joined the company in 1998 as the company's accounting manager. As the company grew, so did his responsibilities, becoming comptroller and then vice president of finance and personnel. In his new position, Kozial will play a key role in the development of the company's newest divisions.

The Smeja entities currently include six companies and most recently, a consumer product company, Limitless Innovations, Inc. was added to the umbrella.

Coinciding with Kozial's promotion, the company celebrated its 38th anniversary in the month of November.



MIKE JONES

**MIKE JONES HAS BEEN NAMED GENERAL MANAGER OF CORPORATE ACCOUNTS AT VARCO PRUDEN BUILDINGS.**

In this new role, Jones is responsible for several VP programs including VP Corporate Accounts, VP Components and the Building Makeover group. He will also be responsible for the international sales and self-storage programs.



TIM GWALTNEY

**NEWLY HIRED AS FIELD SERVICES MANAGER FOR THE WESTERN REGION AT VARCO PRUDEN BUILDINGS IS TIM GWALTNEY, SACRAMENTO, CALIFORNIA.**

As a third generation ironworker, Gwaltney has worked on more than 1,750 projects in his 37 years of industry experience, including

12 years as a steel erector with his own business. He became a Varco Pruden Builder in 2007. In this new role, Gwaltney is responsible for providing the VP Builder network with field assistance, product and field training, warranty inspections, and providing feedback to the company to help eliminate future field issues.



JOHN BAVESTER

**HUTCHISON LUMBER & BUILDING PRODUCTS, OF MANCHESTER AND DELAWARE, IOWA INTRODUCES JOHN BAVESTER AS MANAGING DIRECTOR.**

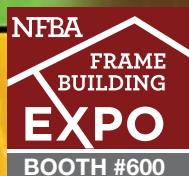
He has 35 plus years in lumber trading activities, retail lumber management and creation of value-added products.

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# POST FRAME Creativity and Innovation by Design

2016 FRAME BUILDING EXPO



**NFBA**  
NATIONAL FRAME BUILDING ASSOCIATION

Indiana Convention Center  
Indianapolis, IN | March 8-11, 2016



# POST FRAME

# Creativity and Innovation by Design

## Become Your Business's Most Valuable Asset

### Industry-Leading Education

- Three industry-relevant education tracks—Management, Sales, and Marketing; Construction; and Technical and Product Knowledge—consisting of more than 30 hours of industry education
- Members-only education sessions: “Social Media Marketing Hacks: Using Social Media to Build Your Business” and “Developing Performance-Oriented Cultures in Tough Economic Times”
- The return of executive business coach K. P. Persaud for a half-day workshop, “Six Steps to Building a Better Business”
- Back by popular demand: “OSHA 10-Hour Workshop on Construction and Safety,” an intensive 2-day workshop covering essential safety topics for post-frame construction workers and employers
- “Strategies for Success in Workplace Relationships,” an intensive 2-day workshop led by Steve Hanes of Dale Carnegie Solutions
- Expo LIVE! exhibitor-led education
- Crew training on advanced fall protection and tool maintenance and safety conducted on a post-frame structure in the exhibit hall
- The opportunity to earn post-frame builder accreditation units

### In-Person Networking

- Social receptions hosted by Plyco, Graber Post Buildings, and Christians in Construction
- Luncheon and ceremony for the prestigious Building of the Year Awards and Gail Miller Recognition Program for Excellence in Safety
- Exciting activities, competitions, and daily prize drawings

### Confidence-Inducing Advocacy

- The latest information on the Post-Frame Market Initiative and ways you can participate
- Updates on the exciting future of the post-frame industry and NFBA



**Art Holst, Keynote Speaker  
Wednesday, 11:15 am–Noon**

Don't miss former NFL official and all-around funny guy Art Holst, as he compares football to life in an amusing and motivational keynote presentation.

“Lots of good info and knowledgeable people as well as info on new products. I would recommend this convention to any builder.”

—Daniel Harris, Metal Plus Construction, LLC

# General Information

## Hotel

Indianapolis Marriott Downtown  
350 West Maryland St.  
Indianapolis, IN 46225

**Reservations:** Visit [nfba.org](http://nfba.org) for information, or phone 317.822.3500.

**Rate:** \$179 single/double

**Reservation Deadline:** Monday, February 1, 2016

Don't wait until the deadline—reserve your hotel room now. Reservations received after the cutoff date will be filled on the basis of space and rate availability. Additional information on air and ground transportation, parking, and local attractions is available at [www.nfba.org](http://www.nfba.org).

## Guest Registration

Spouses, non-industry-related guests, and children under age 17 who are registered as guests will be admitted **only** to the trade-show floor; they will not be admitted to educational sessions. See Box C on the registration form.

## Accredited Post-Frame Builder (APFB) Program



The APFB program recognizes NFBA member companies that demonstrate their commitment to continuing education, safety, and business integrity in the post-frame industry. Accredited builders are recognized in national industry publications and website directories. Building owners take a builder's industry-related accreditation into consideration when choosing a builder. NFBA Accredited Post-Frame Builders may market their APFB status in their bid material. In a 2012 NFBA membership survey, 86% of accredited member respondents agreed that the APFB program has provided their organization with new business opportunities. The Frame Building Expo offers the best opportunity of the year for your company to earn NFBA post-frame builder accreditation credits toward an APFB designation. For more information, please visit [www.nfba.org/accreditation](http://www.nfba.org/accreditation).

## About NFBA

For more than 40 years, the National Frame Building Association (NFBA) has represented the interests of builders, manufacturers, suppliers, distributors, and code and design professionals serving the U.S. post-frame construction industry. NFBA's mission is to advance the industry by supporting members in their efforts to develop their businesses and expand the post-frame market. The association is the nation's primary source of post-frame building resources, education, research and development, news, and marketing. NFBA hosts the annual Frame Building Expo, the nation's largest networking event for post-frame construction professionals. Learn more at [www.nfba.org](http://www.nfba.org).

## Thanks to Our 2016 Frame Building Expo Sponsors

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# Schedule: Breakout Sessions by Track

The **Management, Sales, and Marketing** track is for business owners, presidents, CEOs, operations managers, safety and compliance managers, code officials, and industry professionals interested in education on leadership, business operations, and business development strategy. The track is also for salespeople and marketers, website designers, administrators, and managers interested in learning new strategies, techniques, and tips and increasing their overall sales and marketing knowledge relevant to the post-frame industry.

The **Construction** track is for builders and crew members, trainers, site supervisors, and trade students.

The **Technical and Product Knowledge** track is for builders and crew members, site supervisors, designers, architects, engineers, suppliers, building-material dealers, trade students, code officials, and industry professionals interested in learning the latest technical information on building practices and applications.

The **Hands-On Training** track is for attendees wishing to gain in-depth knowledge and practical training on fall protection and tool maintenance and safety.

The **Expo LIVE!** sessions are for attendees seeking tips and insights directly from product experts in a brief time frame.

| Time                      | Management, Sales, and Marketing   | Construction  | Technical and Product Knowledge  | Hands-On Training  | Expo LIVE!   |
|---------------------------|--|---|--|--|--|
| <b>Wednesday, March 9</b> |  |   |  |  |  |
| 8–9 am                    | <b>Developing a Safety Culture (A1)</b><br><i>NFBA Safety Task Force Panel</i>   | <b>Five Top Tips for the Post-Frame Foreman in Building Crew Relationships (A2)</b><br><i>Jim Terry</i> | <b>Post Frame and the International Building Code (A3)</b><br><i>Timothy Royer, PE</i>   |  |  |
| 9:15–10:15 am             | <b>Social Media Marketing Hacks: Using Social Media to Build Your Business (A4)</b><br><i>Tiffany Sauder (NFBA members only)</i> | <b>NFBA Fall Protection Manual (A5)</b><br><i>NFBA Safety Task Force</i>                                | <b>How Post-Frame Contractors Can Take Advantage of an Expanding Market for Residential Metal Roofing (A6)</b><br><i>Steve Olson, Bill Hippard</i> |  |  |
| 12:30–3:30 pm             |  |   |  | <b>Advanced Fall Protection (A7)</b><br><i>Bill Perkins</i>    |  |
| 2–3 pm                    |  |   |  |  | <b>New Product Launch</b><br><i>Lester Buildings</i>                           |
| 3–3:15 pm                 |  |   |  |  | <b>The MESA Metal Wall and Roof Panel</b><br><i>McElroy Metal</i>              |
| 3:15–3:30 pm              |  |   |  |  | <b>Details of Metal Panels: Demo</b><br><i>Metal Sales Manufacturing Corp.</i> |
| 3:45–5 pm                 |  |   |  | <b>Tool Maintenance and Safety (A8)</b><br><i>Bill Perkins</i> |  |

| Time                      | Management, Sales, and Marketing  | Construction   | Technical and Product Knowledge  | Hands-On Training                                    | Expo LIVE!  |
|---------------------------|---|--|--|--|---|
| <b>Thursday, March 10</b> |   |  |  |  |   |
| 9–10 am                   | Developing Performance-Oriented Cultures in Tough Economic Times (B1)<br><i>Bruce Hodes</i><br><i>(NFBA members only)</i> | Job-Site Safety Basics for All Post-Frame Builders (B2)<br><i>Katy Tiller, Mark Werbeckes</i>  | Energy Code Compliance for Post-Frame Buildings (B3)<br><i>Aaron Halberg, PE</i> |  |   |
| 10:15–11:15 am            | OSHA Record Keeping and Injury Reporting (B4)<br><i>Gary Auman</i>  | Installation Requirements for Windows in Steel-Clad Buildings (B5)<br><i>Al Geisthardt, PE</i> | Preservative-Treated Wood (B6)<br><i>Kris Owen</i>                               |  |   |
| 1:30–4:30 pm              |   |  |  | Advanced Fall Protection (B7)<br><i>Bill Perkins</i> |   |
| 2–3 pm                    |   |  |  |  | New Product Launch<br><i>Lester Buildings</i>                           |
| 3–3:15 pm                 |   |  |  |  | The MESA Metal Wall and Roof Panel<br><i>McElroy Metal</i>              |
| 3:15–3:30 pm              |   |  |  |  | Details of Metal Panels: Demo<br><i>Metal Sales Manufacturing Corp.</i> |
| <b>Friday, March 11</b>   |   |  |  |  |   |
| 8:30–9:30 am              | Hire Right, Regret Less, Part 1 (C1)<br><i>Randy Council</i>  | Heat Stress and How to Protect Your Employees (C2)<br><i>Gary Auman</i>                        | Developing a Safety Culture (C3)<br><i>NFBA Safety Task Force Panel</i>          |  |   |
| 9:45–10:45 am             | Hire Right, Regret Less, Part 2 (C4)<br><i>Randy Council</i>  | Risk Management and Permanent Bracing of Long-Span Trusses (C5)<br><i>Kirk Grundahl</i>        | Applications of Spray Foam Insulation (C6)<br><i>Joseph Zulovich, PhD PE</i>     |  |   |

“The Expo was packed with good educational sessions as well as some great workshops! I can definitely recommend it. Jump on board, and help make it the greatest show for years to come.”

—Leon Leinbach, Keystone Construction, LLC

# Schedule

## Tuesday, March 8

Noon–5 pm

Registration

1–5 pm

Workshop

### Strategies for Success in Workplace Relationships, Part 1

Steve Hanes, Dale Carnegie Solutions

This training will help you better understand the skills in human relations needed in today's tough business environment. You'll learn how to recognize different personality styles, strengthen interpersonal relationships, and reduce stress. You'll be given tools for developing better communication skills and learn ways to become a better listener and a more focused leader. You'll also learn three techniques for improving your memory.

*Part 1 of a two-part workshop. Part 2 is offered on Wednesday, 1–5 pm. An additional fee is required; see Box F on the registration form.*

1–6 pm

Workshop

### OSHA 10-Hour Workshop on Construction and Safety, Part 1

Gary Gokey, CSP, Safety Management Group

The OSHA 10-hour outreach program is among the best-recognized initiatives of the primary worker training program of the Occupational Safety and Health Administration. This program familiarizes employers and employees with OSHA regulations and common workplace construction hazards. Many companies using construction trades *require* their contractors to have OSHA 10-hour-trained employees on their job sites.

The course is designed for construction foremen, superintendents and engineers, safety professionals, construction managers, construction workers, and any personnel responsible for workplace safety. Course topics include an introduction to OSHA and OSHA inspections, electrical safety, stairways and ladders, scaffolding, fall protection, fire protection, and excavation and trenching. Upon completion of the course, each participant receives a wallet card issued by the U.S. Department of Labor (OSHA) and a certificate from Safety Management Group. Class size is limited to 35.

*Part 1 of a two-part workshop. Part 2 is offered on Wednesday, 1–6 pm. Individuals must attend the full 10 hours of training to receive the 10-hour card. An additional fee is required; see Box F on the registration form.*

## Wednesday, March 9

7 am–5 pm

Registration

7–8 am

Coffee

8–9 am

Breakout Sessions

### MANAGEMENT, SALES, AND MARKETING

#### Developing a Safety Culture (A1)

NFBA Safety Task Force Panel

Justifying a safety practice with the phrase "because OSHA says we have to" is a far cry from doing it "because it's the right thing to do and because we want all employees to go home at night as healthy and pain free as when they arrived in the morning." A safety culture is blame-free, focuses on improving safety practices, and relies on open communication and continuous improvement. Success requires support from top management but implementation from *all* levels of the organization.

### CONSTRUCTION

#### Five Top Tips for the Post-Frame Foreman in Building Crew Relationships (A2)

Jim Terry

Today's workforces are unique, and engaging them offers organizations many challenges. Learning and using these five tips will increase your odds of establishing a better

relationship between foreman and crew, which in turn will give your organization a better, more productive workforce.

### TECHNICAL AND PRODUCT KNOWLEDGE

#### Post Frame and the International Building Code (A3)

Timothy Royer, PE

Properly designed post-frame buildings are compliant with the International Building Code (IBC). This presentation will highlight sections of the IBC that are of interest to post-frame designers and cover recent and ongoing NFBA-sponsored research that aids post-frame design.

9–9:15 am

Break

9:15–10:15 am

Breakout Sessions

### MANAGEMENT, SALES, AND MARKETING

#### Social Media Marketing Hacks: Using Social Media to Build Your Business (A4)

For NFBA members only

Tiffany Sauder

It is no longer enough just to have a website for your business. Your customers are already on social media, and if you're not, you're missing a valuable opportunity to connect with them. In this panel-style presentation you'll learn how to put social media tools like Facebook, Twitter, and Instagram

to work for your business while gaining an edge on your competition.

## CONSTRUCTION

### NFBA Fall Protection Manual (A5)

*NFBA Safety Task Force*

Arguably the most hazardous aspect of the post-frame construction process is the danger of workers falling from heights. Falls are among the leading causes of serious, if not fatal, work-related injuries. Even falls from as little as 6 feet can result in debilitating injury, and when the fall is from a 20-foot roof, the results are devastating. This session will cover basic techniques that any contractor can implement. Committing to your workers' safety involves an investment, but the return on that investment is well worth your time and effort.

## TECHNICAL AND PRODUCT KNOWLEDGE

### How Post-Frame Contractors Can Take Advantage of an Expanding Market for Residential Metal Roofing (A6)

*Steve Olson, Bill Hippard*

Residential metal roofing is experiencing tremendous growth in market areas that center on post frame, and this emerging market presents a great opportunity to post-frame builders. Homeowners are recognizing the many benefits of metal and are installing a variety of metal roofing panels—from agricultural panels to standing seam to simulated shake or shingles. Attendees will learn about metal roof products for residential applications, installation methods, ways for post-frame builders to transition into the residential market, and what market-sizing data tell us about ways to expand market share.

### 10:30–11:15 am

#### NFBA Annual Business Meeting

Learn how NFBA has served its members during the past year and get an update on future initiatives, including efforts to expand the post-frame market.

### 11:15 am–Noon

#### Keynote Presentation

### Funny Thing About Football

*Art Holst*



From World War II to the battlefields of the NFL, Art Holst will share his life experience and unique brand of humor in a motivational keynote presentation comparing life to football.

As an infantry captain in World War II, Holst learned how to educate, train, and motivate troops to react to challenging times. But he is best known as a "Sunday Zebra" in the National Football League—he officiated in four championship games and two Super Bowls over his 15-year career. The author of *Sunday Zebras*, he currently serves as an observer on the supervisory staff, rating college officials' field performance.

Holst also worked as administrator of the Forest Park Foundation for 12 years, developing programs in parks and recreation, physical medicine and rehabilitation, housing for the elderly, and other creative projects aimed at community betterment, served on the Economic Security Committee of the U.S. Chamber of Commerce, and, for a decade, was a top salesman in the building materials industry.

### 12:15–5 pm

#### Trade Show Open

*Concessions are available on the trade-show floor.*

### 12:30–1 pm

#### Membership Demo

Not an NFBA member? Attend this demo to learn how NFBA membership gives member organizations a distinct advantage as they work hard to expand their businesses. NFBA shapes the future of the post-frame industry and provides members with a measurable return on investment through networking, trade show discounts and perks, technical support, education, research, codes and standards development, and accreditation. If you're not a member and you're in the post-frame industry, this is a must-attend presentation! (*The Membership Demo will also be presented on Thursday, 1:30–2 pm, and Friday, 9–9:30 am.*)

### 12:30–3:30 pm

#### HANDS-ON TRAINING

### Advanced Fall Protection (A7)

*Bill Perkins, Bailey Safety*

This in-depth class covers all aspects of fall protection in construction. You'll learn the proper way to pre-inspect and use fall-arrest and fall-protection equipment. The use of actual fall-protection equipment will allow attendees to be involved and gain hands-on practice. The topics of ladder and stairway safety will be covered by a PowerPoint presentation and discussion. You are encouraged to bring your own harness and lanyard for free inspection, and you may choose to be suspended from a harness to see how harness-only support feels. Upon completion of the class, attendees will receive a certificate. *Class size is limited to 30.*

### 1–5 pm

#### Workshop

### Strategies for Success in Workplace Relationships, Part 2

*Steve Hanes, Dale Carnegie Solutions*

*Part 2 of a two-part workshop. Part 1 is offered on Tuesday, 1–5 pm. An additional fee is required; see Box F on the registration form.*

### 1–6 pm

#### Workshop

### OSHA 10-Hour Workshop on Construction and Safety, Part 2

*Gary Gokey, Safety Management Group*

*Part 2 of a two-part workshop. Part 1 is offered on Tuesday, 1–6 pm. Individuals must attend the full 10 hours of training to receive the 10-hour card. An additional fee is required; see Box F on the registration form.*

### 2–3 pm

#### Expo LIVE!

### New Product Launch

*Lester Buildings*

Lester Buildings will launch a new product at the NFBA expo. Learn what it is, how to install it, and more!

## Schedule

**3–3:15 pm**  
**Expo LIVE!**

### **The MESA Metal Wall and Roof Panel: Your Competitive Advantage**

*McElroy Metal*

Tired of beating your head against the wall by offering a product that looks like everyone else's? MESA is a patented and copyright-protected metal wall and roof panel that gives you a competitive advantage. Find out what makes MESA special and how the panel can make your buildings stand out.

**3:15–3:30 pm**  
**Expo LIVE!**

### **Details of Metal Panels: Demo**

*Metal Sales Manufacturing Corp.*

Learn about the details of metal panels in this demonstration.

## Thursday, March 10

**7 am–5 pm**  
**Registration**

**8–9 am**  
**Coffee**

**9–10 am**  
**Breakout Sessions**

### **MANAGEMENT, SALES, AND MARKETING**

#### **Developing Performance-Oriented Cultures in Tough Economic Times (B1)**

*For NFBA members only*

*Bruce Hodes*

It is possible to develop powerful organizations in challenging times, but it takes determination and techniques that work. Create a performance-oriented company culture, and you will not only succeed but truly make a difference in the lives of your customers and employees. This interactive session introduces tools and techniques for creating outstanding business results.

### **CONSTRUCTION**

#### **Job-Site Safety Basics for All Post-Frame Builders (B2)**

*Katy Tiller, Mark Werbeckes*

Learn why a post-frame construction company should develop an active safety program. This presentation will review the history of safety in the post-frame industry, expand on the benefits of safe practices for all post-frame construction companies, review some safety practices required from employees, and show how the safety program at Wick Buildings was implemented and accepted by the field personnel. You'll also get tips for starting a safety program in your company.

**3:45–5 pm**  
**HANDS-ON TRAINING**

### **Tool Maintenance and Safety (A8)**

*Bill Perkins, Bailey Tools and Safety*

Learn about basic tool safety and maintenance and safety issues related to grounding prongs, liquid-fuel tools, powder-actuated tools, hand tools, power tools, hand-held electrical tools, and pneumatic tools. Other topics: abrasive wheels and the importance of matching RPMs, guarding on electrical tools, use of ground fault circuit interrupters, and hazards related to performing electrical work on a ladder. One lucky attendee of this training session will win a tool valued at more than \$300!

**8 pm–Midnight**  
**Plyco Reception**

**PLYCO**

Enjoy entertainment, food, and beverages, compliments of the Plyco Corporation, a leading supplier of products to the post-frame, metal-clad building, and commercial construction industries.

### **TECHNICAL AND PRODUCT KNOWLEDGE**

#### **Energy Code Compliance for Post-Frame Buildings (B3)**

*Aaron Halberg, PE*

Each year the International Building Code and International Residential Code are increasingly being applied to new post-frame projects, and energy efficiency requirements for heated or air-conditioned buildings are also increasing. The building envelope typically created by the post-frame builder will be analyzed from the standpoint of compliance with common energy code requirements and software inputs and reports.

**10–10:15 am**  
**Break**

**10:15–11:15 am**  
**Breakout Sessions**

### **MANAGEMENT, SALES, AND MARKETING**

#### **OSHA Record Keeping and Injury Reporting (B4)**

*Gary Auman*

What you record is important. This session covers the record-keeping responsibilities of all employers (including recent developments), the way to properly complete OSHA logs for injury and illness reporting, and possible changes on the horizon.

### **CONSTRUCTION**

#### **Installation Requirements for Windows in Steel-Clad Buildings (B5)**

*Al Geisthardt, PE*

Proper window installation procedures in post-frame buildings lead to consistent, high-quality results. Standards and codes in the window industry will be discussed and illustrated in a slide presentation.

## TECHNICAL AND PRODUCT KNOWLEDGE

### Preservative-Treated Wood (B6)

Kris Owen

This presentation will cover the state of wood preservatives in 2016, what's available in the market today (12 years after the U.S. wood treatment industry's 2003 voluntary agreement with the Environmental Protection Agency), and other changes in building codes and American Wood Protection Association standards related to wood protection.

### 11:30 am–1 pm

#### NFBA Awards Luncheon

Everyone is invited to this session recognizing recipients of the NFBA Building of the Year Awards, the Crew Foreman of the Year Award, the Rural Builder Hall of Fame Award, and the Bernon G. Perkins Post-Frame Industry Award. NFBA will also recognize companies that have demonstrated their commitment to a safe workforce by participating in the Gail Miller Recognition Program for Excellence in Safety. *(An additional fee and advance registration are required. See Box H on the registration form.)*

### 1–5 pm

#### Chapter Meetings

### 1–5 pm

#### Trade Show Open

Concessions are available on the trade-show floor.

### 1:30–2 pm

#### Membership Demo

See description on page 7 (Wednesday, 12:30–1 pm).

### 1:30–4:30 pm

#### HANDS-ON TRAINING

### Advanced Fall Protection (B7)

Bill Perkins, Bailey Safety

See description of session A7 on page 7.

### 2–3 pm

#### Expo LIVE!

### New Product Launch

Lester Buildings

Lester Buildings will launch a new product at the Expo. Learn what it is, how to install it, and more!

## Friday, March 11

### 7:30 am–12:30 pm

#### Registration

### 7:30 am–Noon

#### Workshop

### Six Steps to Building a Better Business

K. P. Persaud

One of the biggest challenges faced by business owners is the recognition that their business never truly runs without their being present daily. This workshop walks you through six steps to help you transition your business to a profitable business that works—and works *without you*.

If your business worked without you, what would you do with your time? You would work on your business, duplicate your business, start a new business, live your dream life—or perhaps do all these things!

### 3–3:15 pm

#### Expo LIVE!

### The MESA Metal Wall and Roof Panel: Your Competitive Advantage

McElroy Metal

Tired of beating your head against the wall by offering a product that looks like everyone else's? MESA is a patented and copyright-protected metal wall and roof panel that gives you a competitive advantage. Find out what makes MESA special and how the panel can make your buildings stand out.

### 3:15–3:30 pm

#### Expo LIVE!

### Details of Metal Panels: Demo

Metal Sales Manufacturing Corp.

Learn about the details of metal panels in this demonstration.

### 3:15–4:30 pm

#### Screw-Driving Competition in Exhibit Hall



Participate in this action-packed annual event! Register at the Atlas Bolt & Screw Co. booth.

### 4:30–5 pm

#### Prize Drawing in Exhibit Hall

### 6–7:30 pm

#### Christians in Construction Reception

This reception is supported by Borkholder Buildings and Supply, Central States Manufacturing, FBi Buildings, McElroy Metal, Ohio Timberland Products, Perma-Column Inc., Quality Structures Inc., Rigidply Rafters, and Timber Tech Engineering. *(Advance registration is required. See Box H on the registration form.)*

### 8 pm–Midnight

#### Graber Post Buildings Reception



Cap off a busy day with live entertainment and refreshments at this festive event, supported by Graber Post Buildings, a leading manufacturer of metals, trims, laminated columns, wood trusses, and complete post-frame packages.

The six steps:

1. Master the fundamentals of running a good business: financial control, skillful planning and execution, delivery of your business's value proposition, and focus on critical issues for success.
2. Position the business to increase sales and profit—not to sell on the basis of price only.
3. Systematize the business processes.
4. Put the right team in place to carry out the processes.
5. Create synergy among all the pieces.
6. Work on the business or start a new business.

*An additional fee is required; see Box F on the registration form.*

# Schedule

7:30–8:30 am

Coffee

8:30 am–12:30 pm

Trade Show Open

8:30–9:30 am

Breakout Sessions

**MANAGEMENT, SALES, AND MARKETING**

**Hire Right, Regret Less, Part 1: Interviewing for Discovery (C1)**

Randy Council

These two sessions offer a simple and effective solution to what economists call “the single biggest problem in business today”: unsuccessful hiring. Gain practical interviewing skills that will enhance your hiring decisions and employee retention. Part 1 focuses on using behavioral science to identify truthful and untruthful behavior by attending to the interviewee’s verbal and physical behavior.

Part 1 of a two-part session. Part 2 is offered on Friday, 9:45–10:45 am.

**CONSTRUCTION**

**Heat Stress and How to Protect Your Employees (C2)**

Gary Auman

NFBA legal counsel Gary Auman will cover the hazards of working in a high-heat-index environment, the five criteria established by the National Institute for Occupational Safety and Health for adequate efforts to prevent heat-related illnesses, and the Occupational Safety and Health Administration’s enforcement initiatives. This topic is a focus for enforcement by OSHA and therefore significant for anyone in the construction industry.

**TECHNICAL AND PRODUCT KNOWLEDGE**

**Developing a Safety Culture (C3)**

NFBA Safety Task Force Panel

Justifying a safety practice with the phrase “because OSHA says we have to” is a far cry from doing it “because it’s the right thing to do and because we want all employees to go home at night as healthy and pain free as when they arrived in the morning.” A safety culture is blame-free, focuses on improving safety practices, and relies on open communication and continuous improvement. Success requires support from top management but implementation from *all* levels of the organization.

9–9:30 am

Membership Demo

See description on page 7 (Wednesday, 12:30–1 pm).

9:30–9:45 am

Break

9:30–10:30 am

Shearing Competition



Bring on your accuracy and speed, and become the next Expo shearing champ! Sign up at the Swenson Shear booth.

9:45–10:45 am

Breakout Sessions

**MANAGEMENT, SALES, AND MARKETING**

**Hire Right, Regret Less, Part 2: Applying the Knowledge Gained from Assessment (C4)**

Randy Council

These two sessions offer a simple and effective solution to what economists call “the single biggest problem in business today”: unsuccessful hiring. Gain practical interviewing skills that will enhance your hiring decisions and employee retention. Part 2 focuses on using behavioral assessment to determine whether the individual’s natural talents are well matched to the position’s requirements. Hiring decisions can then be based on objective, descriptive information rather than on subjective, judgmental feelings.

Part 2 of a two-part session. Part 1 is offered on Friday, 8:30–9:30 am.

**CONSTRUCTION**

**Risk Management and Permanent Bracing of Long-Span Trusses (C5)**

Kirk Grundahl

Kirk Grundahl reviews the purpose of permanent bracing, discusses some collaborative projects that help clarify the issues involved, outlines extra procedures necessary for installing trusses 60 feet or greater in length, and provides tips for the safe and efficient handling and installation of long-span trusses. He also covers the Building Components Safety Information (BCSI)-B3 Summary Sheet on permanent restraint and bracing of chords and web members, which serves as a valuable risk management tool.

**TECHNICAL AND PRODUCT KNOWLEDGE**

**Applications of Spray Foam Insulation (C6)**

Joseph Zulovich, PhD PE

Spray foam insulation has recently regained popularity. A brief history of spray foam insulation will be presented, followed by an overview of the types of spray foam products currently available and a review of findings from a building code evaluation regarding spray foam insulation. Finally, current applications of spray foam insulation will be discussed in the context of their applications and compliance with current codes.

11 am–Noon

Nail-Pounding Competition in Exhibit Hall



Join the excitement of seeing who pounds the fastest! Register at the Maze Nails booth.

Noon–12:30 pm

Grand-Prize Drawing in Exhibit Hall

Don’t miss your chance to win two complimentary full registrations to the 2017 Expo in Nashville, TN, along with one complimentary hotel room for up to 3 nights at the 2017 headquarters hotel and a \$250 cash prize, courtesy of NFBA. In addition, our exhibitors will be raffling off many other excellent prizes.

# NFBA 2016 Frame Building Expo

March 8-11, 2016 | Indiana Convention Center  
Indianapolis, IN

FOR DATA USE ONLY  
Cust # \_\_\_\_\_ Mtg Ord # \_\_\_\_\_  
Date \_\_\_\_\_ | \_\_\_\_\_

Please print clearly. Use a separate form for each registrant. Duplicate as necessary.

Complete name \_\_\_\_\_ First name for badge \_\_\_\_\_  
Title \_\_\_\_\_ Company \_\_\_\_\_ Company city/state \_\_\_\_\_  
Mailing address (  home  work ) \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
Home phone \_\_\_\_\_ Work phone \_\_\_\_\_ E-mail address (required\*) \_\_\_\_\_  
Emergency contact \_\_\_\_\_ Daytime phone (\_\_\_\_) \_\_\_\_\_ Evening phone (\_\_\_\_) \_\_\_\_\_

This is my first Expo. (FTA)  I have special needs. Please contact me. (SA)  I will need vegetarian meals. (SDV)  I do not wish to be listed in the printed registration list. (DIS)

### Builder Community A

*Builders, students, design professionals, specifiers, and others engaged in the manufacturing, marketing, or construction of post-frame or wood-column buildings must register under "Builder Community." Registration includes admission to educational sessions and the trade show. An additional fee is required to attend optional ticketed events and workshops.*

**Full Conference Registration**  
(includes educational sessions and trade show)

|                       |                                |                                |
|-----------------------|--------------------------------|--------------------------------|
|                       | On or before 2/10/2016         | After 2/10/2016                |
| Member                | <input type="checkbox"/> \$75  | <input type="checkbox"/> \$115 |
| Nonmember             | <input type="checkbox"/> \$195 | <input type="checkbox"/> \$280 |
| Student (ID required) | <input type="checkbox"/> Free  | <input type="checkbox"/> Free  |

**1-Day Conference Registration**  
(includes educational sessions and trade show for 1 day only—choice of Wed., Thurs., or Fri.)

|                       |                               |                                |
|-----------------------|-------------------------------|--------------------------------|
|                       | On or before 2/10/2016        | After 2/10/2016                |
| Member                | <input type="checkbox"/> \$30 | <input type="checkbox"/> \$60  |
| Nonmember             | <input type="checkbox"/> \$80 | <input type="checkbox"/> \$140 |
| Student (ID required) | <input type="checkbox"/> Free | <input type="checkbox"/> Free  |

Check the day you will attend.  Wednesday  Thursday  Friday

**Subtotal A \$** \_\_\_\_\_

### Non-Exhibiting Supplier/Dealer Community D

*Non-exhibiting suppliers or dealers engaged in the manufacturing or sale of materials, equipment, machinery, or services to the post-frame construction industry must register under "Non-Exhibiting Supplier/Dealer Community." Registration includes admission to educational sessions and the trade show. An additional fee is required to attend optional ticketed events and workshops.*

|           |                                |                                |
|-----------|--------------------------------|--------------------------------|
|           | On or before 2/10/2016         | After 2/10/2016                |
| Member    | <input type="checkbox"/> \$300 | <input type="checkbox"/> \$400 |
| Nonmember | <input type="checkbox"/> \$780 | <input type="checkbox"/> \$910 |

**Subtotal D \$** \_\_\_\_\_

### Educational Sessions E

(See session codes on pages 4-5.)

**Wednesday, March 9** 8-9 am  A  9:15-10:15 am  A  3:45-5 pm  A

**Thursday, March 10** 9-10 am  B  10:15-11:15 am  B

**Friday, March 11** 8:30-9:30 am  C  9:45-10:45 am  C

See Box F to register for session A7 or B7.

### Additional Workshops F

*The special intensive workshops outside the general educational programming are priced as à la carte options:*

**Strategies for Success in Workplace Relationships, Parts 1 and 2 (WS1)**  
Tuesday, March 8, 1-5 pm, and Wednesday, March 9, 1-5 pm

|           |                                |                                |
|-----------|--------------------------------|--------------------------------|
|           | On or before 2/10/2016         | After 2/10/2016                |
| Member    | <input type="checkbox"/> \$300 | <input type="checkbox"/> \$400 |
| Nonmember | <input type="checkbox"/> \$520 | <input type="checkbox"/> \$620 |

**OSHA 10-Hour Workshop on Construction and Safety, Parts 1 and 2 (WS2)**  
Tuesday, March 8, 1-6 pm, and Wednesday, March 9, 1-6 pm

|           |                                |                                |
|-----------|--------------------------------|--------------------------------|
|           | On or before 2/10/2016         | After 2/10/2016                |
| Member    | <input type="checkbox"/> \$80  | <input type="checkbox"/> \$180 |
| Nonmember | <input type="checkbox"/> \$130 | <input type="checkbox"/> \$230 |

**Six Steps to Building a Better Business (WS3)**  
Friday, March 11, 7:30 am-Noon

|           |                                |                                |
|-----------|--------------------------------|--------------------------------|
|           | On or before 2/10/2016         | After 2/10/2016                |
| Member    | <input type="checkbox"/> \$300 | <input type="checkbox"/> \$400 |
| Nonmember | <input type="checkbox"/> \$520 | <input type="checkbox"/> \$620 |

**Hands-On Training: Advanced Fall Protection**  
Wednesday, March 9, 12:30-3:30 pm (A7)  Free  
Thursday, March 10, 1:30-4:30 pm (B7)  Free

**Subtotal F \$** \_\_\_\_\_

### Exhibitor Community B

*Registration includes access to educational sessions. An additional fee is required to attend optional ticketed events and workshops. All member exhibiting companies receive two complimentary full conference registrations for booth personnel and should select the Booth Personnel registration option. Additional booth personnel should register at the Member Full Conference or 1-Day rate. Nonmember exhibiting companies do not receive complimentary registrations and should select from the nonmember options.*

**Booth Personnel: Complimentary Full Conference Registration**  
(NFBA members only; limit 2 per exhibiting company)

**Full Conference Registration**

|           |                                |                                |
|-----------|--------------------------------|--------------------------------|
|           | On or before 2/10/2016         | After 2/10/2016                |
| Member    | <input type="checkbox"/> \$75  | <input type="checkbox"/> \$115 |
| Nonmember | <input type="checkbox"/> \$195 | <input type="checkbox"/> \$280 |

**1-Day Conference Registration**

|           |                               |                                |
|-----------|-------------------------------|--------------------------------|
|           | On or before 2/10/2016        | After 2/10/2016                |
| Member    | <input type="checkbox"/> \$30 | <input type="checkbox"/> \$60  |
| Nonmember | <input type="checkbox"/> \$80 | <input type="checkbox"/> \$140 |

Check the day you will attend.  Wednesday  Thursday  Friday

**Subtotal B \$** \_\_\_\_\_

### Attendee Information G

**Primary Business Activity (Check one.)**

|   |  |   |                                      |
|---|--|---|--------------------------------------|
| <input type="checkbox"/> Post-Frame Builder     | <input type="checkbox"/> Manufacturer/Supplier | <input type="checkbox"/> Owner/President/Sr. Mgr. | <input type="checkbox"/> Crew Member |
| <input type="checkbox"/> Metal Frame Builder    | <input type="checkbox"/> Architect/Engineer    | <input type="checkbox"/> Crew Leader              | <input type="checkbox"/> Technical   |
| <input type="checkbox"/> General Contractor     | <input type="checkbox"/> Code Official         | <input type="checkbox"/> Sales/Marketing          | <input type="checkbox"/> Other       |
| <input type="checkbox"/> Lumberyard/Distributor | <input type="checkbox"/> Student               |   |                                      |

**What is your role? (Check one.)**

### Spouse/Guest Registration C

*Spouses, non-industry-related guests, and children under age 17 are free to attend the trade show only and will not be admitted into educational sessions. An additional fee is required to attend optional ticketed events and workshops. List the name(s) of guest(s) below.*

Name(s) \_\_\_\_\_

### Optional Ticketed Events (Expo Registration Required) H

**Awards Luncheon (LUNCH), Thursday, March 10, 11:30 am-1 pm**  
 \_\_\_\_\_ Member tickets at \$50/ea = \$ \_\_\_\_\_.  \_\_\_\_\_ Nonmember tickets at \$60/ea = \$ \_\_\_\_\_.

**Christians in Construction Reception (REC), Thursday, March 10, 6-7:30 pm**  
 (Free) # of tickets \_\_\_\_\_

**Subtotal H \$** \_\_\_\_\_

### Total Amount Due I

**(A or B or D) + F + H = \$** \_\_\_\_\_

### 4 Ways to Register

**Online\*:** www.nfba.org **Fax\*:** 847.375.6495 **Phone\*:** 800.557.6957 \*Credit card payment only  
**Mail:** NFBA Conference, Attention Registration Dept., 8735 W. Higgins Rd., Ste. 300, Chicago, IL 60631

**Payment**

**Check** (enclosed) • Make check payable to NFBA. • Checks not in U.S. funds will be returned. • A charge of \$25 will apply to checks returned for insufficient funds.

**MasterCard**  **VISA**  **Discover**  **American Express** • If rebilling of a credit card charge is necessary, a \$25 processing fee will be charged.

Account number \_\_\_\_\_ Exp. date \_\_\_\_\_  
Signature \_\_\_\_\_ Cardholder's name (please print) \_\_\_\_\_

I authorize NFBA to charge the above-listed credit card amounts deemed by NFBA to be accurate and appropriate. **If payment does not accompany this form, your registration will not be processed.**

**Cancellation policy:** All cancellations must be received in writing. A \$15 processing fee applies to all cancellations. No refunds will be made on cancellations postmarked after February 23, 2016. All refunds will be processed after the Expo.

# 2016 Frame Building Expo

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## Exhibitors

|                              |  |                                    |                               |                               |
|------------------------------|--|------------------------------------|-------------------------------|-------------------------------|
| AB Martin                    | Clark Industries, Inc.                             | Levi's Building Components         | Paint Valley Parts, Ltd.      | Simpson Strong-Tie Co., Inc.  |
| AJ Manufacturing, Inc.       | Direct Metals, Inc.                                | Liberty Steel                      | Palam Americas                | Spectrum Brands HHI           |
| Admirals Bank                | DuraCoat   | Lonza Wood Protection              | Paramount Metals              | Steel Dynamics, Inc.          |
| Akzo Nobel                   | Eagle Metal Products                               | Mac Metal Sales, Inc.              | Perma-Column, Inc.            | Stiletto Tools                |
| American Building Components | East Coast Fasteners Energy Panel Structures, Inc. | Marco Industries                   | Planet Saver Industries, LLC  | Swenson Shear                 |
| Ameripak, Inc.               | Everlast Roofing, Inc.                             | Marion Manufacturing               | Plasti-Sleeve/Homework Design | Symun Systems/Construction    |
| Anco Products, Inc.          | Extrutech Plastics                                 | Martin Building Products           | Plyco Corp.                   | Maestro                       |
| AppliCad-USA, Inc.           | Fabral   | Maze Nails Co.                     | Post Protector, Inc.          | Taylor Steel, Inc.            |
| ASC Machine Tools, Inc.      | Fasco America                                      | McElroy Metal, Inc.                | PowerLift Hydraulic Doors     | 3GM Steel, Inc.               |
| Atlas Bolt & Screw Co.       | Fasteners Direct, LLC                              | Menards, Inc.                      | PPG Industries                | Timber Tech Engineering, Inc. |
| Bay Insulation Systems       | FILC USA   | Metal Rollforming Systems          | Precoat Metals                | Triangle Fastener Corp.       |
| Beck Automation, LLC         | Flagpoles by Uncommon USA                          | Metal Sales Manufacturing Corp.    | Progressive Metals, Inc.      | Tri-State Lumber Co.          |
| Becker Specialty Corp.       | Graber Post Buildings                              | Metalforming, Inc.                 | Propel Doors                  | Triton Barn Systems           |
| Bestline Building Products   | H & H Metal Products                               | Mill Steel Co.                     | Radiant Outfitters            | TVM Building Products         |
| Botkin Lumber Co.            | Hershey's Metal Meister                            | MSW Canadian Plastics              | Replications Unlimited        | Union Corrugating             |
| The Bradbury Group           | HIAB USA, Inc.                                     | MWI Components                     | Richland Laminated Columns    | United Steel Supply           |
| The Brut Post Grabber        | Hoover Treated Wood Products                       | New Process Steel Corp.            | Rigidply Rafters              | Universal Forest Products     |
| Burrow's Post Frame Supply   | Hormann, LLC                                       | NOPE, Inc.                         | S-5!                          | Valley Lumber                 |
| Cannonball:HNP, LLC          | I Beam Sliding Doors                               | Northstar Metals Manufacturing Co. | Safe-Way Garage Door          | Valspar Corp.                 |
| Capital Forest Products      | Integrity Metals                                   | Novagard Solutions                 | Schweiss Doors                | Wayne Dalton Corp.            |
| Central States Manufacturing | Janus International                                | OFIC North America, Inc.           | Sealtite Building Fasteners   | Western Products of Indiana   |
| C.H.I. Overhead Doors        | Kenwood Painted Metals, Inc.                       | Ohio Timberland Products, Inc.     | Semmler Systems, Inc.         | Wick Buildings                |
| Cidan Machinery, Inc.        | Kloeckner Metals                                   | Pacesetter Steel Service           | Seward Associates, LLC        | World Class Corrugating       |
| Cindu USA, Inc.              | Lantor BV  |                                    | SFS intec, Inc.               |                               |
|                              | Leland Industries, Inc.                            |                                    | Sheltercraft                  |                               |
|                              | Lester Building Systems, LLC                       |                                    |                               |                               |

The companies listed above were exhibitors at the 2015 Frame Building Expo. To exhibit at the 2016 expo, please call Gary Reichert at 800.726.9966, ext. 13381.

# Discover tax savings closer to home

The burden of state and local taxes can often be reduced

Businesses have long been pilloried for not “paying their fair share” of taxes. Now, the Council on State Taxation (COST) has released its 13th annual business tax burden study that refutes that notion. The COST report showed that while businesses might not pay a lot of income taxes, they do pay over \$688 billion in sales, property, severance, employment, and other state levies.

Despite all of the attention focused on income taxes, the biggest expense, and the most difficult to manage, is the tax bill for property owned or leased. According to the Council on State Taxation, a Washington, DC think-tank, American businesses shell out more on property taxes than for any other type of state or local taxes—about 36 percent.

Fortunately, lowering business **property tax** bills can be accomplished with a few simple strategies that have worked in all of the more than 14,000 taxing jurisdictions. Armed with a few facts about the building operation’s property, it is relatively easy for anyone to review the tax assessor’s records for the property. Most tax assessors, elected or not, are eager to cooperate and usually willing to correct any errors detected and brought to their attention.

Many states impose a **franchise tax** as well as an income tax. The franchise tax is usually based on the property used in the building business. However, just because a building business has sales in another state does not always guarantee that it can apportion some of its income to that state.

In fact, many states subscribe to a so-called “throwback rule.” The theory is, even if a business has sales in another state, if that state does not tax the income, the income belongs to the business’s home state. But, what happens if you do business in more than one state? Fortunately, only rarely does anyone wind up paying tax on the same income twice. “Rarely” is the operational word because the way states handle the problem is not uniform.

Overlooked and misunderstood, **sales taxes** rank high among the most annoying taxes any business must deal with. A sales tax is a tax on consumption where a certain percentage is added onto the price of goods and/or services. As bad as sales taxes are for builders and contractors, being appointed as collectors of those taxes may weigh the heaviest. Where required, a building business must

by law not only collect sales taxes on the goods, products—and increasingly services—sold, but it must remit the amounts collected to the state.

If the building business has a physical presence in a state, such as an office or warehouse, it must collect state and local sales tax from customers at the rate effective in that jurisdiction. Without a presence in another taxing jurisdiction, the business is not required to collect local sales taxes, only those levied by its own taxing authorities. In legal terms, this physical presence is known as a “nexus.”

When a building business makes a purchase within its home state, sales tax is paid at the time of the transaction. Whenever a sales tax is not collected, both businesses and individuals are supposed to pay a “use” tax whenever the purchased products, goods or services are used, given away, stored or consumed in the home state.

Quite simply, a **use tax** is assessed upon tangible personal property purchased by a resident of the assessing state for use, storage, or consumption in that state (not for resale), regardless of where the purchase took place. Unfortunately, not all use tax derives from sales transactions.

It is also possible that equipment purchased under a manufacturing or mining exemption in one state is later relocated across a state line, into a jurisdiction where the exemption no longer applies. In this case, the company must recognize the book value of the capital item when it was relocated as the basis of the use tax due to the nonexempt state.

Many business owners believe **State Unemployment Taxes** (SUTA) are just another cost of doing business. Suck it up, pay the bill and get back to work. However, building businesses actually have more control over these costs than they might think and many times the cost savings can be significant.

State Unemployment Taxes are calculated for each individual employee each year. Each state has a wage cap used for the SUTA calculation that, once reached, stops the further liability for additional SUTA tax amounts. Each time an employee (who has reached the SUTA wage cap) quits, and a new person is hired, the SUTA obligation starts anew for the newly hired person. The net result is that employee turnover can be a significant factor in



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](mailto:MCBatt12@Earthlink.net).



## Caution

Plunging state and local government revenues have prompted many state governments to increase fees, and step up their pursuit of taxes and penalties. Many state and local budgets which seemingly flirt with disaster even in the best of times are now in dire straits, something with costly implications for every building business.

## money talk

BY MARK BATTERSBY

driving higher SUTA costs.

It does not matter whether the person quit or was fired or if they file an unemployment insurance claim. The SUTA liability is calculated on the wages (up to the wage cap) of every employee that worked during the year. A building operation's SUTA taxes are the product (multiplication) of its experience rating and its SUTA subject wages. Reducing either or both components will reduce the SUTA tax bill. Reducing a business's turnover can have an immediate impact on SUTA taxes because it may reduce the amount of wages subject to SUTA.

**Excise taxes** are taxes paid when purchases are made on goods such as gasoline, alcohol, wine, beer and other beverages as well as tobacco. Several states and a number of localities also levy a real estate excise tax. In general, excise taxes are often included in the price of the product or service.

Even as fuel prices decline, many builders and contractors are taking a closer look at how excise taxes often mean lost or reduced profits. Fortunately, a unique federal tax credit for excise taxes on gaso-

line and special fuels may be claimed when the fuel is used for farming or non-highway purposes. Similar credits may exist on the state or local level.

Business taxes affect business decisions, job creation and retention, plant location, competitiveness, the transparency of the tax system, and the long-term health of a state's economy. Most importantly, taxes diminish profits. Fortunately, planning and the assistance of a tax professional can save substantial tax dollars for every builder and contractor. **RN**



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