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February 2018

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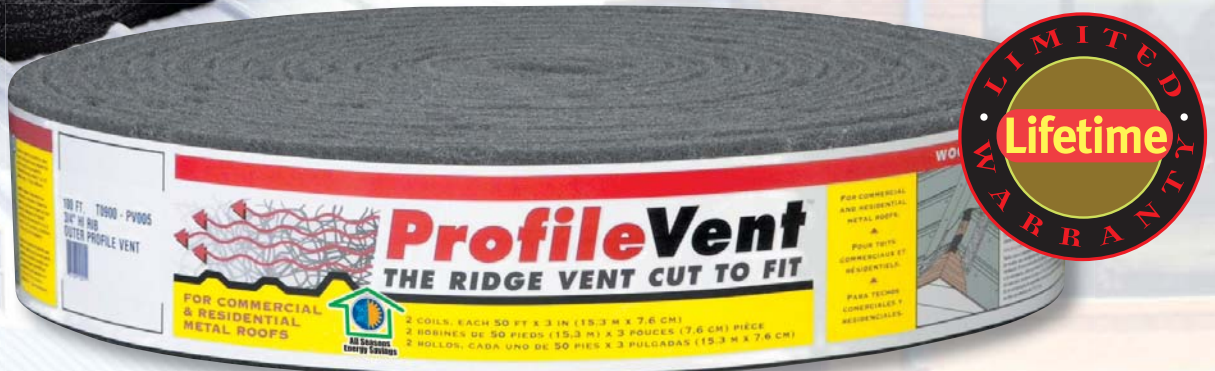
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A Place to Play for Inner City Youth

**ON THE COVER:** Products for post-frame construction will be featured at the 2018 Frame Building Expo. Exhibitors list starts on page 34. Post-frame photo courtesy of Wick Buildings. Cover design by Nicole MacMartin.

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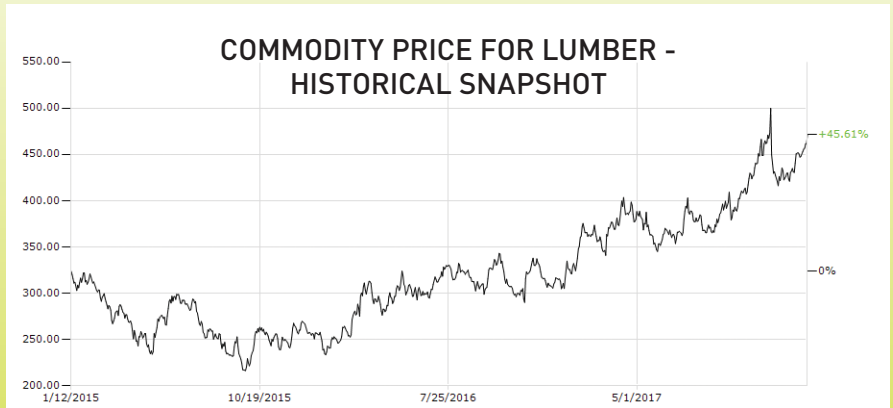
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# MARKET PULSE

## ▶ ABC ECONOMIC FORECAST

Associated Builders and Contractors (ABC) Chief Economist Anirban Basu predicts stability for the construction industry's economy and expanding nonresidential construction spending in 2018. Still, while construction project backlog and contractor confidence remained high heading into the new year, Basu warns there are risks to the 2018 outlook as a number of potential cost increases could come into play.

"With wage pressures building, healthcare costs surging and fuel prices edging higher, inflation is becoming more apparent," Basu said. "That could translate into some meaningful interest rate increases in 2018, which all things being equal is not good for construction spending. The stock market's performance has been simply brilliant. But what goes up can go down."



Source: Markets.businessinsider.com/commodities/lumber-price

Basu added that asset prices might head in a different direction in 2018, including commercial real estate prices. Segments like hotels, office buildings and apartments have helped to fuel construction spending in recent years. If the value of properties begins to stagnate or slide back, construction spending momentum will eventually wind down. The impact of this may not be felt in 2018, however, but in out-years.

"For now, there is plentiful momentum," he said. "A recent reading of the Conference Board's Index of Leading Economic Indicators suggests that the U.S. economy (enters 2018) with substantial momentum. Corporate earnings remain healthy. Global growth is accelerating. Consumers are upbeat. Tax cuts could fuel faster business spending. All of this suggests that the construction recovery that began in earnest in 2011 may have a few more birthdays ahead." **RB**

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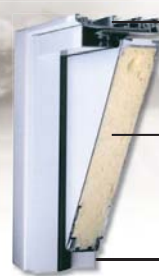


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# State of the Industry 2018

## Optimism continues for rural builders

**■ RURAL BUILDERS STARTED INTO 2018 ON AN OPTIMISTIC NOTE.** It was fueled by a decent year in 2017, and work that just keeps coming.

Our annual State of the Industry Survey helps to reveal some of the trends. Although our 2017 sampling was too small to be definitive, it did show some correlation to what we've been hearing and reporting in previous issues. Some of the details also coincides with the outlook of economist Connor Lokar, whose observations are included in the article that follows on pages 8 and 10.

Below are the questions from the survey and the ultimate results. The principal respondents to the survey were post-frame contractors and/or general contractors. **RB**

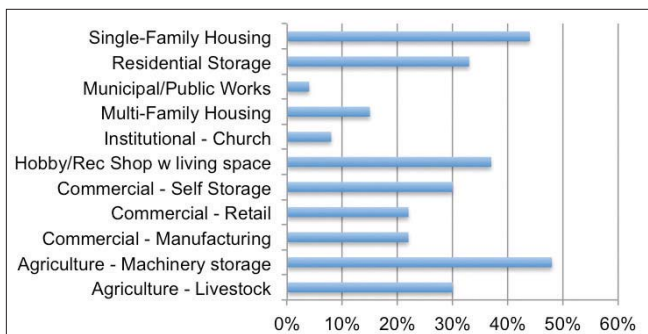
### 1. What is the expected contract volume of your firm in 2018 compared to 2017?

Most respondents said they expect a moderate increase or no fluctuation in volume (69 percent), while 21 percent expect a significant increase and 10 percent expect a decrease.

In looking back at 2017, the year was “average” for half of our builders (48 percent), but “better than most” for 37 percent and the best year ever for 11 percent.

### 2. What types of buildings do you expect to construct most often in 2018 based on demand?

The graph below shows the expected strength for rural contractors. Machinery storage remains strong at 48 percent, as does single-family housing (44 percent); hobby shop/recreational buildings with living space (37 percent) and residential



storage (33 percent). Livestock buildings is also showing some strength at 30 percent.

### 3. What best describes your current pipeline of contract business?

Minus some respondents who had no contracts, builders are stacking them up like cord wood, so say the results:

- 51.72 percent had contracts for the next six months;
- 20.69 percent were going project to project and were optimistic;
- 17.24 were currently working on a project and expected to stay busy all year;
- 6.90 percent had contracts lined up for all of 2018.

### 4. How do you feel about the construction activity in your state for the coming year?

Not too unexpectedly, Illinois businesses felt a bit less optimistic than others. The state has been struggling with a fiscal crisis. Though hard to put a value on it, respondents from that state were principally in the “cautiously optimistic”, “neutral” to “somewhat pessimistic” categories. No one from that state answered that they were “very optimistic.”

The states that did express stronger optimism included Kansas, Tennessee, Missouri and Maryland. It should be noted that not all states were represented in the survey results.

Overall, respondents to the question were either “very optimistic” (34 percent) or “cautiously optimistic” (38 percent).

### 5. What is the employment outlook and your major concerns for 2018?

A full 100 percent said they expect to hire more personnel (52 percent), or at least to remain at the same level (48 percent). But they also worry about where those workers will come from. More than 33 percent say their major concern is the availability of capable workers. Rising lumber costs (30 percent) and rising material costs (26 percent) are also major concerns.

### 6. The most influencing factors that could affect your firm's success in 2018?

The economy (28 percent), government regulations (28 percent), the Affordable Care Act (21 percent), fuel prices (17 percent) and employment (17 percent).

Of lesser concern were interest rates, the Federal Reserve monetary policy and the federal budget deficit.



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# How to Stay Ahead of the Economic Curve



LOKAR

**THE LONG, SLOG UPHILL** appears to be over and the forecast for economic growth is optimistic. The U.S. economy grew in 2017 by 3.2 percent and a new tax bill brought some promise of easing the burdens on business.

But what happened yesterday, what is happening today, is only part of what builders need to focus on. What to expect down the road next year, next decade, is equally important to long-term growth and survival.

Connor Lokar, an economist for ITR Economics, looks at the history of cycles to forecast the future, giving the stock market and politicians less credit or blame

than supply-and-demand principles.

Lokar, keynote speaker at the NFBA's 2017 Marketing & Economic Summit, predicted a good start to 2018, but then a "tangible speed bump." He said that by this August, "the U.S. economy will be slowing down. Will it still be expanding? Yes, but will it be expanding as much as [the last half of 2017]? No. We're going to start seeing those growth rates slow down."

Instead of the robust end to 2017 (very good, though not the 4-5 percent that is considered excellent), think in terms of about 1.6 percent growth by the end of 2018.

## A MACRO-ECONOMIC RECESSION IN 2019

"Moving to 2019, the clouds darken and the turbulence picks up," Lokar forecasted. "We expect 2019 to be a mild macro-economic recession. We expect growth rates to hit the zero line during the latter stages of 2019 before starting to rise by the end of the year. This will be very reminiscent to the early 2000's recession. In the early 2000's, the U.S. Domestic Growth Rate hit the zero line, but they didn't necessarily go below zero to the depth we saw in 2008-2009.

"This is not going to be a 'the sky is falling', Great Recession-type of downturn," he added. "This is what used to be considered normal before the word recession got ruined for us during the Great Recession ... It will have an impact, but it will be mild."

Looking out even farther, Lokar thinks 2020 will see growth picking up late that year "before bouncing back into a more normal growth cycle."

## DARK CLOUDS ON THE HORIZON

Enjoy the next 12 years because, if the cycle theory holds up (Lokar claims that ITC's method is accurate 94 percent of the time), the truly scary scenario strikes around 2030. That's when certain things hit the fan.

"In 2030 we're not expecting just a recession but an outright depression," Lokar said. "At the core of that there's going to be demographic challenges, rising health care costs, and the total debt load."

At the end of 2017, the U.S. was more than \$20 trillion in debt, and it continues to tick up.

It isn't likely to get much better. More specifically, behind the numbers are aging Baby Boomers. "Through no fault of their own, as age goes up, average health care costs increase. It's going to be a draw on Social Security and health spending in the U.S.," he explained.

## + Additional insights from Lokar

**OIL:** "The new normal is \$50 a barrel, maybe \$60 a barrel ... It would take a seismic disruption somewhere else in the world to send you back to the time where it would cost \$90, \$100 to fill up your tank, when oil prices went up to \$80, \$90, \$100 per barrel. The only supply disruption would come from the Middle East and we have no leading indicator for that."

**EMPLOYMENT:** "Construction employment is not quite where it was prior to the recession. It's not just finding a body, it's finding a talented, motivated and skilled working with the skill sets your growing business needs to accommodate this rising economic activity and this rising amount of business that is coming to your door. That challenge is unfortunately not going away any way soon. In fact it's going to tighten and worsen as we go into the next 18 months ... If labor for you is a headache today, it's going to be a migraine this time next year."

**NONRESIDENTIAL CONSTRUCTION:** "...nonresidential construction lags the U.S. economy [by 12 months on average]. We talked about the leading economic sectors ... nonresidential construction is the caboose. It is the final car in this whole economic train and it's leading all kinds of forms of activity forces happening today."

**POLITICS:** "There's no correlation red vs blue, Republican vs Democrat, there's no historic correlation for better stock market performance, Democrat vs Republican, there's no historical correlation for higher GDP growth rates for Democrats or Republicans. When you look at an economy that is \$17 trillion in size, that's more than one man or woman or the White House can grab and exert their will."

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“In conjunction with our debt we expect interest rates and inflation to move higher than the 0 to 2 percent we’ve been living with in the past several years, so [the economy] is going to be characterized by higher interest rates, higher inflation.”

If politicians make an impact, it’s in their lack of will to make any real changes. “The Affordable Care Act essentially unfolded as we expected,” said Lokar. “Yes, it’s fair to say you want to replace it, but what are you going to replace it with? The reality: there are millions of Baby Boomers, millions of aging Americans that are demanding more health care goods and services than our health care system can deliver.”

The Congressional Budget Office (CBO), and GAO echoes this warning. In “A Report to Congress: The Nation’s Fiscal Health” released January 2017, it notes: “... absent policy changes, the federal government’s fiscal path is un-sustainable.” At the current rate, the debt-to-GDP ratio is set to “surpass its historical high of 106 percent within 15 to 25 years.”

What will happen on a national scale can be seen already on a smaller scale in certain states, said Lokar. “Illinois and Connecticut will be seen as test cases for how the debt crisis unfolds as we see some of these debts pile up and some of these tax revenues start to fall ... Things we’re seeing in Chicago now, with monstrous underfunded pension liabilities, that will start to rear its ugly head [nationally] in the 2020’s, and so 2030 and 2040 we see a depression more reminiscent of 1929 than 2008.”

If history is a gauge, only after the pain hits will the politicians react. “It’s going to force the courage that we don’t have today to address entitlement spending, health care spending,” he said, adding: “We see 2030 to 2035 going down, 2035 to 2040 to get us back, so essentially a decade of no economic growth.”

## SILVER LININGS

Before you get totally depressed and pull out of business, take heed. There are ways of weathering the storm as long as you plan for what’s coming. Lokar points to the fact that the U.S. is still a powerhouse in the world, with an economy surpassing \$17 trillion. “That is staggering ... We are by far the largest economy in the world,” he said. “Just by a state-by-state level, we find our individual states punching well over their weight class, and in the top 10 local economies in the world. If we look at various states in the United States, and we look for comparable or same-size GDPs, Texas alone is the size of the entire Canadian economy. India is poised to be perhaps the next economic giant, but California, right now, is standing right there with them.

“When you look elsewhere, obviously the sum of our parts is staggering. The individual states themselves carry so much economic power and size.

“Given the immense amount of opportunity here in the United States, make sure you are extracting as much business as you can out of that \$17 trillion pie,” Lokar said.

## FINDING YOUR GROOVE

To take advantage of some of that \$17 trillion pie Lokar encourages owners to do an internal analysis of your business to determine its own cycles and leading indicators. “What does your business cycle look like? Where is it headed? What are your phases of growth?”

For instance, during the last recession, many rural builders found their bread and butter in agricultural buildings. When that moved away, the economy was improving and residential and commercial buildings were starting to take hold in some areas. Lokar said using leading indicators is “extracting the emotion and the subjectivity out of the equation to see where the economy is headed” in your own specific area.

Leading indicators can be different for every business. Yours might not follow the U.S. economy. Maybe it follows a regional pattern, a state pattern, or just a local pattern. “Perhaps you’re in the Great Lakes region. Perhaps you’re only in a single state. What metrics can you track and watch, what can give you a preview two quarters out, three quarters out or four quarters out?” Lokar asked. “That is the question in order to look at things important to your business going forward.”

Leading indicators may be important, but where do you find them? For agricultural buildings, look at crop prices, livestock prices and farm machinery sales.

The agricultural sector is fickle in our world of ITR,” Lokar admitted. “It’s slippery.”

In the central states, farm machinery shipments are a strong indicator to watch, and they were up 6.4 percent by mid-year 2017, indicating, Lokar said, that the ag industry is “starting to come around,” bringing the construction industry with it.

“Soybean prices, corn prices are still below zero overall in most cases, but starting to flatten out and we’re seeing general upside movement in overall agricultural commodity prices that are going to heal and drive that ag sector,” he added.

The price of oil, the strength of the dollar, loan delinquency rates, interest rates, and population migration trends, are all important indicators to watch. By keeping track of what trend leads to another in your own area, you can more carefully predict the likely future of your own business. If people are moving away, it probably isn’t smart to focus too much attention on residential housing. If manufacturing has been really strong, what might indicate that it’s near the end of its cycle?

“A great decision made at a terrible time, as far as the economy is concerned, is a terrible decision,” Lokar said. “We want to take that guesswork out of it, have an understanding of not only where the U.S. economy is, but where your businesses are, and how you can really refine your decision-making to be sure you are pulling the right levers at the right time and not just reacting to the economy. It all comes down to the leading indicators, and can be part of your own growth process.” **RB**



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BY RURAL BUILDER STAFF

■ FLORIDA COUNTY PROPOSES METAL ROOF MANDATE

The frightening increase of monster storms hitting the U.S. is not only causing homeowners to think twice about the roofs over their heads, it's

also earning the attention of local city and county officials.

According to the Metal Roofing Alliance (MRA), a proposed ordinance in Monroe County, Florida (located in the Florida Keys), would require all

new or replacement roofs to be metal to help "harden homes" in the area. The area is especially prone to the wrath of severe hurricanes.

A county staff summary noted that post-Hurricane Irma inspections found that "metal roofs fared far better than those roofs covered by asphalt shingles."

For now the proposed change is on hold after a review of state law uncovered instruction that updated requirements cannot discriminate "against materials, products or construction techniques of demonstrated capabilities."

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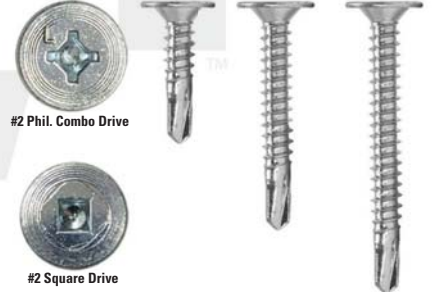
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BY RURAL BUILDER STAFF

■ **BUILDINGS MADE FROM FARM WASTE**

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It sits on a ground anchoring system known as screw piles rather than a concrete foundation and is designed to be modular for quick set-up and disassembly.



■ **OSHA FINES HAVE INCREASED**

OSHA fines went up effective Jan. 2 to adjust for inflation. The old and new fines are as follows:

RATES PRE 2018	AS OF 1/2/18
<b>Other Than Serious</b>	
\$12,675	\$12,934
<b>Serious</b>	
\$12,675	\$12,934
<b>Posting Violation</b>	
\$12,675	\$12,934
<b>Repeat Violation</b>	
\$126,749	\$129,336
<b>Willful Violation (min.)</b>	
\$9,054	\$9,239
<b>Willful Violation (max.)</b>	
\$126,749	\$129,336
<b>Failure To Abate</b>	
\$12,675/day	\$12,934/day

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**Innovation vs Imitation**

ZXL MB WOODBINDER is the most innovative fastener that continues to evolve. It has proven over time to be the most durable & corrosion resistant solution for long-life metal panels.



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**The Evolution of a Great Fastener**

**2001**

ZXL ZAMAC DIE-CAST MOLDED HEAD has set the standard for red rust prevention. The unique design of the zinc-aluminum alloy molded head with undercut rubber washer is a proprietary process with no equal.



**Power of Powder**

**2010**

POWDERFUL is the world's largest eco-friendly, corrosion resistant powder coat paint system for building fasteners. Billions of POWDERFUL painted screws on thousands of buildings highlight the performance of this corrosion resistant finish versus traditional wet paint processes.

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**2016**

MB MICRO-BIT DRILL POINT incorporates the strength & consistency of a self-drilling point with a wood screw thread. This gives the ZXL MB the ability to penetrate multiple thicknesses of steel, while eliminating the "pigtaills" & slow drill or no drill complaints common to sharp point screws.



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BY RURAL BUILDER STAFF

### ■ ABC SUPPLY OPENS NEW BRANCH IN VALPARAISO, IND.

Building products distributor ABC Supply Co. Inc. has opened a new branch in Valparaiso, Indiana, to benefit northwest Indiana contractors.

Jessie Vega will manage the new branch. Vega, who joined ABC Supply's Tinley Park location in 1999, has worked as a delivery driver, inside sales associate and, most recently, a delivery service manager during his tenure with the company.

With the addition of the Valparaiso branch, ABC Supply now has 15 locations throughout Indiana.



# UNITED STEEL SUPPLY

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Circle Reader Service #564

### ■ WESTERN PRODUCTS ACQUIRES CANNONBALL:HNP

Western Products, New Castle, Indiana, finalized the purchase of CannonBall:HNP, Beloit, Wisconsin, on January 2. The two companies, which will continue to operate autonomously at their present locations, combine more than 190 years of manufacturing experience.

According to Kate Logan, Director of Sales and Marketing for CannonBall, the two companies have shared a manufacturing partnership in the track and hardware lines for several years and no lines will be affected by the change. CannonBall offers additional products that are compatible to track and hardware including doors, windows and equine lines. They will continue to be offered, with the more immediate focus on improving existing lines.

The two-year plan calls for an updated manufacturing facility in Beloit.

The CannonBall portion of the business is being managed by Larry Logan, who has returned to the company after a four year absence.

Kate Logan said response to the acquisition has been positive with customers. "We're not even a full two weeks in and the phones are exploding, ringing off the wall. People are excited, it's really a good thing."

CannonBall was established in 1916 by Hunt, Helm and Ferris Company, and until the recent sale was owned by National Material Limited Partnership. Western Products was founded in 1929.

### ■ ST FASTENING SYSTEMS ACQUIRED BY THE HILLMAN GROUP

Hargis Industries, LP has sold its operating division, ST Fastening Systems, to the Hillman Companies, Inc., of Cincinnati, Ohio.

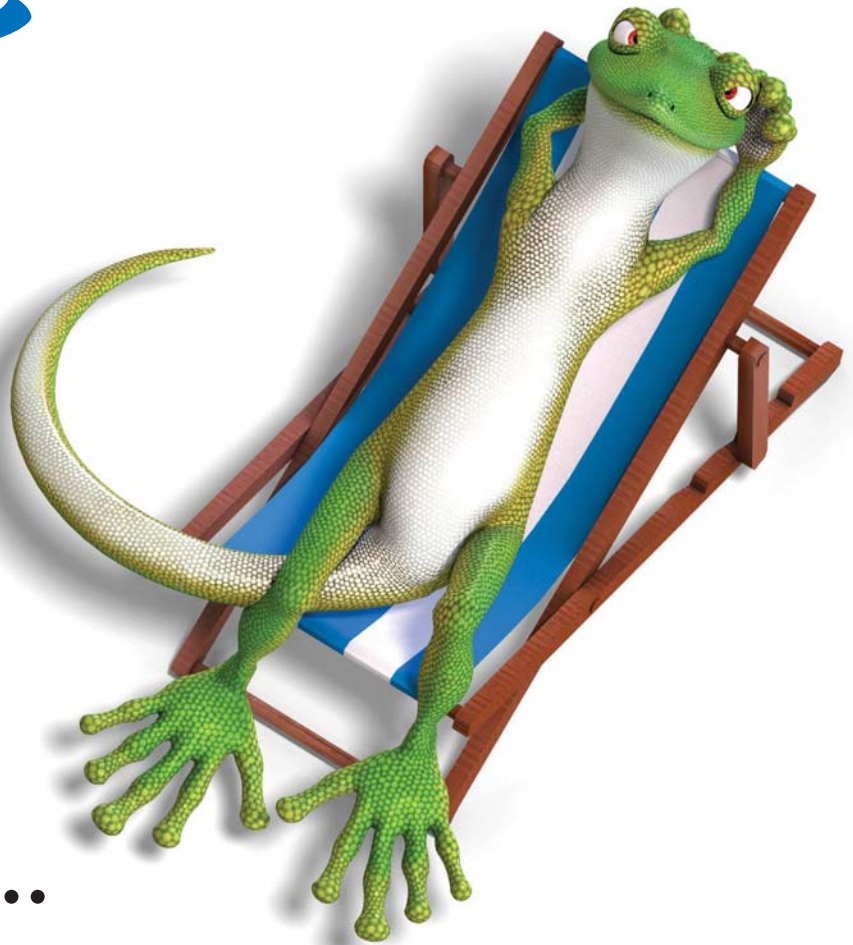
Founded in 1964, Hillman is a leading North American provider of hardware solutions to more than 26,000 customers, including home improvement centers, mass merchants, national and regional hardware stores, pet supply stores, as well as OEM and industrial customers.

ST Fastening Systems' core product line of specialty fasteners fits well with Hillman's fastener portfolio. ST Fastening

Supplier News/Page 18

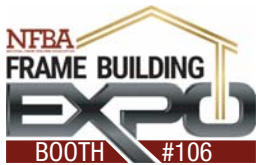
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roofing project!



## TOP 5 ADVANTAGES ...

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- Ring Shanks Hold Tight in High Wind Areas
- Available in Coils and Hand Drive



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Helping to build America since 1848

Supplier News/from Page 16

Systems products are sold to metal building fabricators, hardware wholesalers and building products distributors in the U.S.

ST Fastening Systems' headquarters will remain in Tyler, Texas, and it will continue to operate its distribution center in Cincinnati, Ohio.

Industry veteran Bruce Crouch will continue as ST Fastening Systems' president while the company's founder, Joe Hargis, moves on to retirement.

# Quality, service and value... every customer, every time.

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Stop by our booth, #522, and enter to win a \$250 Lowe's gift card!



Circle Reader Service #511

## UNITED STEEL SUPPLY ACQUIRES PARAMOUNT COILS, ALPINE BUILDING MATERIALS

United Steel Supply recently acquired Paramount Coils, Inc., and Alpine Building Materials, LLC. Paramount Coils has locations in both Springdale, Arkansas, and Kingsbury, Indiana, while Alpine Building Materials has its headquarters in Eugene, Oregon. The acquisition of the two companies allows United Steel Supply coast-to-coast coverage and distribution in the United States. The two brands will assume the United Steel Supply name.

United Steel Supply is a premier supplier of flat rolled steel coils, furnishing Galvalume, galvanized and prepainted steel coils for metal roofing and siding applications to the agricultural, commercial, industrial and residential markets, both domestically and internationally.

## PMC ISSUED PATENT FOR NEW SNOW-RETENTION PRODUCT

PMC Industries was issued a patent for a new snow-retention product, the AceClamp Color Snap.

PMC reported that prior to the patent announcement, industry forums were ablaze with rumors of a conflict between AceClamp and a competitor offering a similar product. "Although the products serve a similar purpose, their design couldn't be more different," said Alan Wasley, CEO of PMC Industries, the parent company of AceClamp. "Our design approach is completely new and addresses many of the pain points that professional roofers struggle with most in the field, most notably of which are the lengthy set-up times and labor costs roofers experience when installing competitive products."

PMC further notes that its Color Snap is currently the only snow-retention system that utilizes a snap-fit design.

# Drug Companies Fear Release of the New AloeCure

**Big Pharma stands to lose billions as doctors' recommend drug-free "health cocktail" that adjusts and corrects your body's health conditions.**

by David Waxman  
Seattle Washington:

Drug company execs are nervous. That's because the greatest health advance in decades has hit the streets. And analysts expect it to put a huge crimp in "Big Pharma" profits.

So what's all the fuss about? It's about a new ingredient that's changing the lives of people who use it. Some call it "the greatest discovery since penicillin"!

The name of the product is the AloeCure. It's not a drug. It's something completely different. And the product is available to anyone who wants it, at a reasonable price. But demands may force future prices to rise.

## TOP DOC WARNS: DIGESTION DRUGS CAN CRIPPLE YOU!

Company spokesperson, Dr. Liza Leal; a leading integrative health specialist recommends AloeCure before she decides to prescribe any digestion drug. Especially after the FDA's stern warning about long-term use of drugs classified as proton pump inhibitors like **Prilosec**®, **Nexium**®, and **Prevacid**®. In a nutshell, the FDA statement warned people should avoid taking these digestion drugs for longer than three 14-day treatment periods because there is an increased risk of bone fractures. Many people take them daily and for decades.

Dr. Leal should know. Many patients come to her with bone and joint complaints and she does everything she can to help them. One way for digestion sufferers to help avoid possible risk of tragic joint and bone problems caused by overuse of digestion drugs is to take the AloeCure.

**Analysts expect the AloeCure to put a huge crimp in "Big Pharma" profits.**

The secret to AloeCure's "health adjusting" formula is scientifically tested **Acemannan**, a polysaccharide extracted from Aloe Vera. But not the same aloe vera that mom used to apply to your cuts, scrapes and burns. This is a perfect strain of aloe that is organically grown under very strict conditions. AloeCure is so powerful it begins to benefit your health the instant you take it. It soothes intestinal discomfort and you can avoid the possibility of bone and health damage caused by overuse of digestion drugs. We all know how well aloe works externally on cuts, scrapes and burns. But did you know Acemannan has many of other health benefits?...

## HELPS THE IMMUNE SYSTEM TO CALM INFLAMMATION

According to a leading aloe research, when correctly processed for digesting, the Aloe plant has a powerful component for regulating your immune system called **Acemannan**. So whether it's damage that is physical, bacterial, chemical or autoimmune; the natural plant helps the body stay healthy.

## RAPID ACID AND HEARTBURN NEUTRALIZER

Aloe has proved to have an astonishing effect on users who suffer with digestion problems like bouts of acid reflux, heartburn, cramping, gas and constipation because it acts as a natural acid buffer and soothes the digestive system. But new studies prove it does a whole lot more.

## SIDE-STEP HEART CONCERNS

So you've been taking proton pump inhibitors (PPI's) for years and you feel just fine. In June of 2015 a major study shows that chronic PPI use increases the risk of heart attack in general population.

## UNLEASH YOUR MEMORY

Studies show that your brain needs the healthy bacteria from your gut in order function at its best. Both low and high dosages of digestion drugs are proven to destroy that healthy bacteria and get in the way of brain function. So you're left with a sluggish, slow-to-react brain without a lot of room to store information. The acemannan used in AloeCure actually makes your gut healthier, so healthy bacteria flows freely to your brain so you think better, faster and with a larger capacity for memory.

**Doctors call it "The greatest health discovery in decades!"**

## SLEEP LIKE A BABY

A night without sleep really damages your body. And continued lost sleep can lead to all sorts of health problems. But what you may not realize is the reason why you're not sleeping. Some call it "Ghost Reflux". A low-intensity form of acid reflux discomfort that quietly keeps you awake in the background. AloeCure helps digestion so you may find yourself sleeping through the night.

## CELEBRITY HAIR, SKIN & NAILS

Certain antacids may greatly reduce your



body's ability to break down and absorb calcium. Aloe delivers calcium as it aids in balancing your stomach acidity. The result? Thicker, healthier looking hair...more youthful looking skin... And nails so strong they may never break again.

## SAVE YOUR KIDNEY

National and local news outlets are reporting Kidney Failure linked to PPI's. Your Kidney extracts waste from blood, balance body fluids, form urine, and aid in other important functions of the body. Without it your body would be overrun by deadly toxins. Aloe helps your kidney function properly. Studies suggest, if you started taking aloe today; you'd see a big difference in the way you feel.

## GUARANTEED RESULTS OR DOUBLE YOUR MONEY BACK

Due to the incredible results people are reporting, AloeCure is being sold with an equally incredible guarantee.

"We can only offer this incredible guarantee because we are 100% certain this product will work for those who use it," Says Dr. Leal.

Here's how it works: Take the pill exactly as directed. You must see and feel remarkable improvements in your digestive health, your mental health, in your physical appearance, the amount inflammation you have throughout your body - even in your ability to fall asleep at night!

Otherwise, simply return the empty bottles with a short note about how you took the pills and followed the simple instructions and the company will send you...Double your money back!

## HOW TO GET ALOECURE

This is the official nationwide release of the new AloeCure pill in the United States. And so, the company is offering our readers up to 3 FREE bottles with their order.

This special give-away is available for readers of this publication only. All you have to do is call TOLL-FREE **1-800-746-2951** and provide the operator with the Free Bottle Approval Code: JC025. The company will do the rest.

**Important:** Due to AloeCure's recent media exposure, phone lines are often busy. If you call and do not immediately get through, please be patient and call back.

# Top 10 Products of 2017

Each year we take some time to look at what kinds of products and services our Rural Builder readers are searching for. We do this using through our Reader Service Card system, which keeps track of requests made by readers throughout the year. Final numbers are tabulated using this system and we announce the winners.

This year, A.J. Manufacturing was hands-down the winner of our #1 slot. The company was featured in a special “How Things Are Made” article back in February of 2017, and it seemed to spark an interest in its line of doors and windows that continued right on throughout the year. Our congratulations to A.J. for being our Top Product of 2017. Read on to discover the remaining companies and products that landed in the Top 10.

## 1. A.J. MANUFACTURING - Doors and Windows for Post-Frame Buildings

A.J. Manufacturing builds high quality steel walk doors with G60 galvanized steel and pre-hung in steel or aluminum frames with fixed pin or ball bearing hinges. The 1-3/4 inch doors are polyurethane foam injected for an R-12 insulating value and meet Florida coastal and Texas wind load requirements. The company also manufactures a complete line of aluminum and vinyl windows including horizontal sliding, fixed lite, casement, single hung, double hung, thermal, non-thermal, grids and low-E glass.

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





## Fight Condensation Without Insulation



### A Necessity for Any Metal Roofed Building That is Not Climate Controlled.

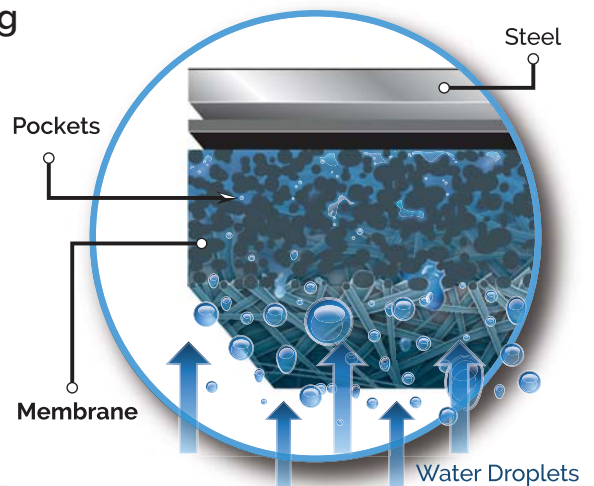
- Post Frame/agricultural buildings
- Steel buildings
- Self-storage
- Workshops/unattached garages
- Open-walled structures
- Carports, truck ports & RV storage

### Stop the Dripping from Condensation.

When condensation occurs, moisture gets stored in the specially designed pockets of the DripStop membrane.

DripStop is applied at the time of roll forming

- Arrives on-site already on roof panels
- Helps fight corrosion in livestock confinement
- Significantly reduces construction time
- Saves money



Ask for it from your preferred steel panel supplier

[www.dripstop.com](http://www.dripstop.com) or call us at: 1-(937) 660-6646

Come visit us at booth #216

Circle Reader Service #384

## top products of 2017

BY RURAL BUILDER STAFF



CENTRAL STATES MFG. INC.

### 2. CENTRAL STATES MFG. INC. – Roof & Wall Panel

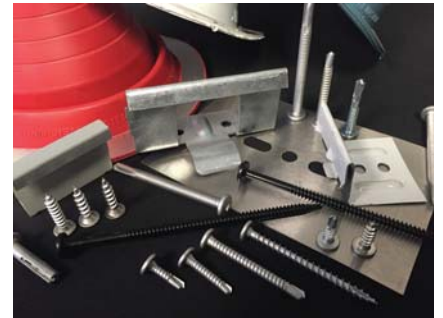


Central States manufactures metal building components for the post-frame, light-gauge, architectural, residential and commercial markets. Offerings include both exposed and concealed fastener panel profiles, as well as trapezoidal standing seam panels in a selection of gauges, colors and warranties. Trim and purlins are also available. Complete mini, boat and RV storage packages are available through the Central Storage Works division. [www.centralstatesmfg.com](http://www.centralstatesmfg.com)

### 3. EAST COAST FASTENERS – Line Of Fasteners



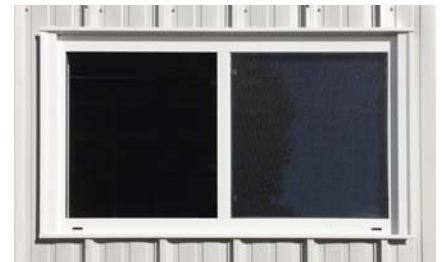
East Coast Fasteners produces durable, long-lasting fasteners for all combinations of building materials. For fastening wood, aluminum, steel or any variety of applications, East Coast's fastener line is manufactured to superior quality standards to guarantee optimal performance. With a variety of coatings to assure the builder has the best product on the market and the fastest cutting tips, East Coast fasteners are manufactured to standards that assure fast and reliable installation every time. For assistance in finding the best fastener, contact a Plyco/East Coast Fasteners building component professional. [www.plyco.com](http://www.plyco.com)



### 4. DIRECT METALS OF INDIANA – DMI Panclip Fasteners



DMI offers the largest selection of Miami-Dade County listed and certified corrosion-resistant fasteners. The DMI Panclip is a line of low profile fasteners used in the installation of nailstrip, snaplock and mechanical lock systems. Available for a variety of substrates and applications, the DMI Panclip line features a premium coating, precision point and a tight driver fit. [www.directmetalsinc.com](http://www.directmetalsinc.com)



### 5. BAY INSULATION SYSTEMS – BayLight Prismatic Skylights



BayLight Prismatic Skylights offers the highest lighting performance of a standard domed skylight, producing daylighting that can replace electric lighting for 70-80 percent of the daylight hours, resulting in lower utility bills and a cleaner environment at just a fraction of the cost of solar photovoltaic panels. By allowing natural lighting in and providing 100 percent glare-free diffusion, BayLight can also improve employee morale and product quality. [www.bayinsulation.com](http://www.bayinsulation.com)

## SCIATICA BACK PAIN?

Are radiating pains down the back of your leg, or pain in your lower back or buttocks making it uncomfortable to sit or walk? Millions of people are suffering unnecessarily because they are not aware of this proven treatment.

MagniLife® Leg & Back Pain Relief combines four active ingredients, such as Colocynthis to relieve burning pains and tingling sensations. Although this product is not intended to treat sciatica, it may help with the pain. *"I am absolutely amazed at how it works and how fast it works."* - T Martin. Tablets dissolve under the tongue. *"Those little tablets are like relief in a snap."* - Patsy, CO.

MagniLife® Leg & Back Pain Relief is **sold at Walgreens, CVS/pharmacy, Rite Aid, Albertsons and Walmart.** Order risk free for \$19.99 +\$5.95 S&H for 125 tablets per bottle. **Get a FREE bottle** when you order two for \$39.98 +\$5.95 S&H. Send payment to: MagniLife S-RB1, PO Box 6789, McKinney, TX 75071 or call **1-800-747-0023**. Satisfaction guaranteed. Order now at [www.LegBackPain.com](http://www.LegBackPain.com)

## PAIN AND INFLAMMATION?

If you suffer from pain due to inflammation related ailments such as arthritis, tendonitis, sprains or swelling, you should know that help is available. Many people are putting up with the pain because they are not aware of this new, innovative treatment for topical pain management.

73% of study participants found MagniLife® Pain & Inflammation Relief Gel's proprietary formula to be more effective than their current treatments (including prescription drugs) at reducing pain. Non-greasy formula is aspirin-free and menthol-free.

MagniLife® Pain & Inflammation Relief Gel is **sold at select Walgreens.** Order risk free for \$14.99 +\$5.95 S&H for a 2 oz. tube. **Get a FREE tube** when you order two for \$29.98 +\$5.95 S&H. Send payment to: MagniLife IC-RB1, PO Box 6789, McKinney, TX 75071 or call **1-800-747-0023**. Satisfaction guaranteed. Order at [www.InflammationGel.com](http://www.InflammationGel.com)

## SHINGLES PAIN OR ITCH?

Are you suffering from burning or tingling pain or itching even after the shingles rash is gone? Many people are putting up with the discomfort and itching because they are not aware of this new advancement in skin care.

MagniLife® Pain & Itch Relief Gel contains 16 powerful ingredients such as arnica and tea tree oil to deliver fast relief. Although this product is not intended to treat or cure shingles, it can help relieve pain and itching. *"The MagniLife [gel] is the only thing that gave me relief after my case of shingles."* - Michele G., CA.

MagniLife® Pain & Itch Relief Gel is **sold at Rite Aid Pharmacy**, located in the first aid section. Order risk free for \$19.99 +\$5.95 S&H for a 1.8 oz jar. **Get a FREE jar** when you order two for \$39.98 +\$5.95 S&H. Send payment to: MagniLife SH-RB1, PO Box 6789, McKinney, TX 75071, or call **1-800-747-0023**. Money back guarantee. Order now at [www.PainfulRashRelief.com](http://www.PainfulRashRelief.com)

## AGE SPOTS?

Are unsightly brown spots on your face and body making you uncomfortable? Liver spots, also known as age spots, affect the cosmetic surface of the skin and can add years to your appearance. Millions of people live with dark spots and try to cover them with makeup or bleach them with harsh chemicals because they are not aware of this topical treatment that gently and effectively lightens the shade of the skin.

MagniLife® Age Spot Cream uses botanicals, such as licorice root extract to naturally fade age spots, freckles, and other age-associated discolorations, while protecting skin from harmful external factors. *"It is fading my liver spots. This product actually works!!!"* - Patricia C, NJ.

MagniLife® Age Spot Cream can be ordered risk free for \$19.99 +\$5.95 S&H for a 2 oz jar. **Get a FREE jar** when you order two for \$39.98 +\$5.95 S&H. Send payment to: MagniLife AC-RB1, PO Box 6789, McKinney, TX 75071, or call **1-800-747-0023**. Complete satisfaction guaranteed. Order now at [www.AgeSpotSolution.com](http://www.AgeSpotSolution.com)

## OVERACTIVE BLADDER?

If you experience minor leaks or a sudden urge to urinate, help is now available. 25 million Americans suffer from incontinence problems, which may lead to a limiting of social interactions to avoid embarrassment.

MagniLife® Bladder Relief contains seven active ingredients, such as Cauticum for adult incontinence, and Sepia for the urge to urinate due to overactive bladder. Tablets can be taken along with other medications with no known side effects. *"Love these pills. It is the first thing in a long, long time that is helping me. Thank you!"* Margeter S., FL.

MagniLife® Bladder Relief is **available at Rite Aid**, located in the vitamin section. Order risk free for \$19.99 +\$5.95 S&H for 125 tablets per bottle. **Get a FREE bottle** when you order two for \$39.98 +\$5.95 S&H. Send payment to: MagniLife U-RB1, PO Box 6789, McKinney, TX 75071 or call **1-800-747-0023**. Satisfaction guaranteed. Order now at [www.BladderTablets.com](http://www.BladderTablets.com)

## FIBROMYALGIA JOINT PAIN?

Are you one of 16 million people suffering from deep muscle pain and tenderness, joint stiffness, difficulty sleeping, or the feeling of little or no energy? You should know relief is available.

MagniLife® Pain & Fatigue Relief combines 11 active ingredients to relieve deep muscle pain and soreness, arthritis pain, aching joints, and back and neck pain. Although this product is not intended to treat fibromyalgia, it may help with the pain and fatigue caused by fibromyalgia. *"These tablets have just been WONDERFUL. I'd recommend them to anyone and everyone!"* - Debra, WV.

MagniLife® Pain & Fatigue Relief is **sold at CVS/pharmacy and Rite Aid Pharmacy.** Order risk free for \$19.99 +\$5.95 S&H for 125 tablets per bottle. **Get a FREE bottle** when you order two for \$39.98 +\$5.95 S&H. Send payment to: MagniLife F-RB1, PO Box 6789, McKinney, TX 75071 or call **1-800-747-0023**. Satisfaction guaranteed. Order now at [www.PainFatigue.com](http://www.PainFatigue.com)

## top products of 2017

BY RURAL BUILDER STAFF

### 6. FABRAL - Roof & Wall Panel For Post Frame



Founded in Lancaster, Pennsylvania, Fabral is currently celebrating 50 years of service to the post-frame industry. Having expanded beyond its local roots, the company now offers metal wall and roof systems to post-frame and architecture customers from nine plants across the United States. With full engineering support, test profiles, industry-leading warranties and superior customer service, Fabral helps get your job done right. [www.fabral.com](http://www.fabral.com)



FABRAL

### 7. GRABER POST BUILDINGS - Post-Frame Packages



Graber Post Buildings continues to be a phone call away for all post-frame building materials and do-it-yourself packages. GPB manufactures metal panels for any residential, commercial, industrial, agricultural or roofing application. It also produces custom trusses, metal trims, laminated poles and also features a steel coil division. [www.graberpost.com](http://www.graberpost.com)



GRABER POST BUILDINGS

### 8. ATLAS BOLT & SCREW CO. - Self-Adhesive Roof Flashing



KwikFlash from Atlas Bolt & Screw Co., is a quick weatherproofing flashing designed for difficult areas such as skylights, square and round ducts, parapet walls, and in areas where traditional lead flashings are used. It is compatible with most materials and can be successfully flashed between brick, fibre cement, galvanized steel, aluminum, stainless steel and concrete. Flashing dissimilar roof profiles such as a house roof to a verandah is no problem, and KwikFlash dresses well to all metal and tile profiles.

KwikFlash consists of aluminum stretch-netting cast in environmentally-friendly lead-free polymer rubber which allows it to take a form set while remaining flexible, malleable and stretchable. A fully self-adhesive butyl layer underneath the rubber polymer is protected and backed by a release sheet removed during installation. No fasteners are required. [www.atlasfasteners.com](http://www.atlasfasteners.com)



ATLAS BOLT & SCREW CO.



**NFBA**  
NATIONAL FRAME BUILDING ASSOCIATION

**FRAME BUILDING**

**EXPO**

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**Columbus, Ohio**  
Hilton Columbus Downtown  
and Greater Columbus Convention Center

Learn more at [nfba.org](http://nfba.org).

## top products of 2017

BY RURAL BUILDER STAFF

### 9. AMERILUX INTERNATIONAL - Lexan Greca Polycarbonate Sheet



LEXAN Greca polycarbonate corrugated sheet features a square-wave profile and has a high resistance to the harmful effects of weather, both in impact-strength to resist hail damage and in UV protection. The sheet's anti-drip, anti-fog coating carries away roof condensation, protecting what's below from moisture damage. It is a cost-effective way of incorporating daylighting into industrial and commercial buildings, allowing natural lighting in while keeping nature's elements out. [www.ameriluxinternational.com](http://www.ameriluxinternational.com)

### 10. POST PROTECTOR INC. - Post Protector & Skirt-Board Protector



There is one issue that gives many people pause when deciding if post frame is the right choice: a soil-to-wood contact foundation. It is fact that wood in soil-contact is NOT the optimum environment for its longevity. A simple solution is Post Protector and Skirt-Board Protector "barrier" protection. Together they eliminate all soil-to-wood contact and eliminates the unfavorable impression of wood that impairs consumer confidence and industry growth. [www.postprotector.com](http://www.postprotector.com)



AMERILUX INTERNATIONAL



POST PROTECTOR INC.



## Western Products of Indiana Acquires CannonBall:HNP

Western Products of Indiana located in New Castle, IN is pleased to announce the acquisition of CannonBall:HNP, LLC, effective January 2, 2018. CannonBall will continue to conduct business out of Beloit, WI under newly appointed General Manager, Larry Logan.

With over 200 years of combined experience in the post frame industry, along with major distribution and manufacturing capabilities of both companies, this acquisition sets the stage for a strong and customer driven partnership. CannonBall's current sales staff will remain in place to provide outstanding service to the core of the business, the customers.

Future changes and improvements including but not limited to additional products that will become available will be announced at a later date.





# Your Story Is Our Story.

Help us take a look back at the last 30 years.

FRAME BUILDING NEWS  
**30<sup>TH</sup>** Special  
ANNIVERSARY Edition Issue  
1989-2019



We are celebrating our 30th Anniversary with a Special "Collector's Edition" issue of *Frame Building News*. Our issue will look at the last 30 years of *Frame Building News* and the post-frame industry.

We will feature top articles from each decade and the manufacturing stalwarts who support the industry. Only companies in continuous operation for 25 years or longer are invited to participate.

This issue will be polybagged and mailed to the **73,000** readers of *Frame Building News*, *Metal Roofing Magazine* and *Rural Builder*.

We need to confirm your participation by **November 9, 2018**.

**BONUS DISTRIBUTION AT METALCON, FRAME BUILDING EXPO AND IRE.**



**Two-Page Option:**  
Four or five large pictures  
800 words of text  
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25 Complementary copies  
Reprints at \$160 per 100  
**\$4,625.00**



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For more information or to be a part of our  
**30th Anniversary Issue contact: Gary Reichert**  
gary.reichert@fwmedia.com • Phone: **715-350-7080**

# 12 New Products to Help Get the Job Done

What's not to love about products that help you build better, build stronger and build faster?

The following products will be on display at the Frame Building Expo in Columbus February 14-16. If you can't make it to the Expo, check them out online.



## 1. LEVI'S BUILDING COMPONENTS - Snow Defender 7500 Deco

Based on the design of the popular Snow Defender 6500, this new color-matched, 304 stainless steel model has the more traditional, historic look of a cast snowguard. The decorative cutouts are embossed for increased strength, and the proven attachment method using set screws means it will last the lifetime of the roof.

The strong 304 stainless design and patented non-piercing clamping attachment maximizes snow retention and is compatible with the majority of standing seam profiles. It's available in 40-plus high-quality powder coated colors to match popular metal roofing panels or mill finish and has excellent fade resistance. No caulk is needed for installation. The Snow Defender 7500 Deco is made in the USA and comes in damage-free packaging.

Booth 617 | [www.levisbuildingcomponents.com](http://www.levisbuildingcomponents.com)

## 2. ATLAS BOLT & SCREW

### AccuDRYve Screw Gun and Fastener

AccuDRYve System Technology includes a screw gun and fastener that automatically stops driving the fastener when properly seated, for a leak-proof seal. The fastener washer is engineered to deflect with proper force to disengage the clutch and stop driving the fastener. Dual-thread design prevents metal from panel extruding up, cutting the washer, and insuring that the metal panel is flush to the substrate before seating. AccuDRYve provides the perfect seal by everybody every time.

Booth 229 | [www.atlasfasteners.com](http://www.atlasfasteners.com)

## 3. NOVAGUARD - NovaUltra Sealant

NovaUltra Adhesive Sealant is perfect for use in challenging installation applications. NovaUltra's formulation allows the sealant to stay flexible and is resilient to shrinking and cracking and adheres to many different materials including concrete, metals, vinyls and other common window and door substrates.

The sealant applies well in temperatures ranging from -20°F to 120°F, all while maintaining joint movement capability of +/- 50 percent. The cured sealant is UV and mildew resistant, and is tack free in 5-10 minutes and is completely cured in up to 24 hours, depending on humidity and temperature. The high tensile strength of 200-400 psi, along with the deep section cure, is ideal for high-impact installations. A one-part silicone sealant, it can be utilized in window fenestration for impact resistant systems, such as Miami Dade processes.

Booth 727 | [www.novagard.com](http://www.novagard.com)

## 4. KEYMARK - SmartBuild Program

SmartBuild Systems makes building pole barn systems, using the best materials possible, a simple process because of powerful technology. The technology starts with a design program so powerful and easy to use that any end user can design the building they want. The next step is "back end" software that can automatically frame in the building with light-gauge steel materials. The final step is manufacturing technology that generates "tinker toy" pieces that makes



4

## new products at the expo

COMPILED BY RURAL BUILDER STAFF

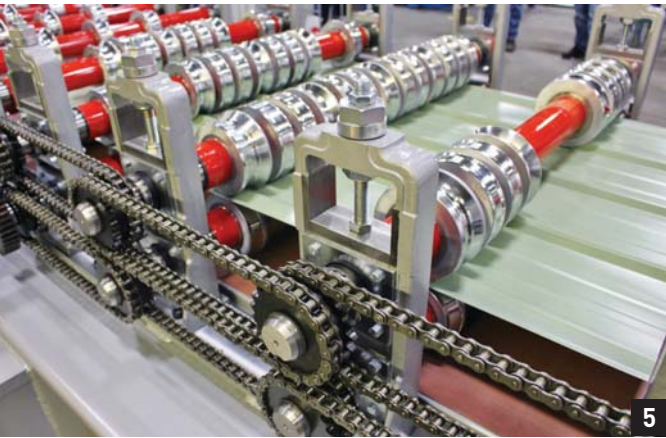
the construction process easier and quicker than ever. SmartBuild Systems promises to deliver an easy-to-assemble, maintenance-free building that will never rot, warp or burn.

**Booth 341 | [www.keymarkenterprises.com](http://www.keymarkenterprises.com)**

### 5. ASC MACHINE TOOLS - Alpha Series Panel Roll Former

The new ASC Alpha Series is a revolutionary entry-level rollforming line from ASC Machine Tools. The line features a close-coupled pre-cut front end and a roll former with heavy-duty cast stands and cast bearing blocks manufactured in-house. The line is designed with a perfect balance of superior quality, performance and affordability.

**Booth 607 | [www.ascmt.com](http://www.ascmt.com)**



5

### 6. STRONG WAY - Strong Way Sleeve

The Strong Way Sleeve from Strong Way Systems represents a breakthrough in column repair. This system was designed to reinforce existing wood columns that have deteriorated. Made of galvanized steel, the sleeve is a permanent solution to rotten column woes. The smart design includes built-in uplift anchors to increase building stability. The sleeve installs quickly with little to no excavation; most jobs can be finished in a single day. The Strong Way Sleeve is the new standard for column repair.

**Booth 128 | [www.strongwaysystems.com](http://www.strongwaysystems.com)**



6

### 7. CIDAN MACHINERY - Thalmann TZ

The Thalmann TZ long folder is the uniquely-built next generation of the preceding THAKO and ZR models. Uniting centuries of Swiss engineering, this durable long folder utilizes the time-tested and innovated Vertical Force Drive (VFD) design principle. With the machine stands forming the shape of "rigid C-frames," combined with vertical tool alignment, the VFD produces the maximum amount of vertical clamping force. The TZ long folder uses the combination of design principles and technology to produce the perfect fold.

**Booth 200 | [www.cidanmachinery-america.com](http://www.cidanmachinery-america.com)**



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## new products at the expo

COMPILED BY RURAL BUILDER STAFF



### 8. SCHWEISS DOORS - Auto Strap Latch

The new Schweiss Strap Latch is a major breakthrough in the bifold door industry. This simple “all-strap” door strap latch system fits any manufacturer’s bifold door.

Schweiss eliminated all the cables, chains, sprockets and pulleys, resulting in 90 percent fewer moving parts. It will lift and lock the door faster and quieter than a cable system without loss of headroom and will not overwrap, fray or break.

The new design securely holds the door against your building in all positions and it will positively lock the door when closed.

Booth 629 | [www.schweissdoors.com](http://www.schweissdoors.com)

### 9. S-5! - Solarfoot

The new SolarFoot is made for exposed fastener metal roofing with the strength, quality and time-proven integrity S-5! is known for. The SolarFoot, with four points of attachment, provides an ideal mounting platform to attach the L-foot of a rail-mounted solar system or other ancillaries to the roof. The SolarFoot ensures a durable weathertight solution for the life of the solar system and the roof. Each piece contains two reservoirs of a factory-applied butyl co-polymeric sealant, allowing a water-tested seal. Simply peel the release paper from the butyl sealant and fasten through the predrilled holes in the base of the SolarFoot.

Booth 836 | [www.s-5.com](http://www.s-5.com)

### 10. SFS INTEC - ConnexTite Wood Screw

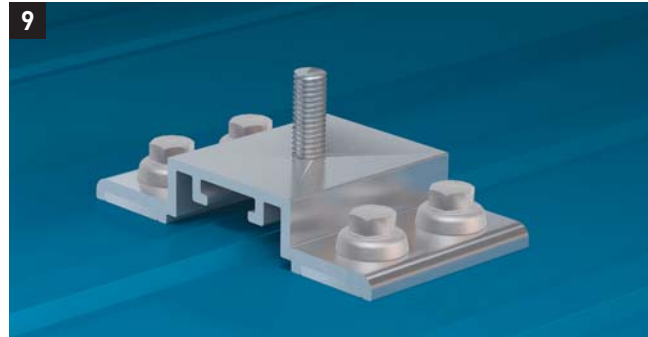
SFS intec’s new ConnexTite structural wood screw line is ideal for single and multi-ply truss, column header and joist applications, providing quicker installation and lower installed costs versus carriage bolts or ring shanked nails. Featuring a large flange head and aggressive thread design ensures quick, tight connections. The ribbed point cuts through the densest lumber without splitting. ConnexTite installs with an impact gun and a T25 or T40 bit and carries IBC 1603 approval for structural connections.

Booth 446 | [www.sfsintecusa.com](http://www.sfsintecusa.com)



8

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10



### 11. ISAIAH INDUSTRIES – Vent 3

Isaiah Industries has added Vent 3 as a breathable solution to its RoofAquaGuard family of underlayments. With a permeability of 81, Vent 3 far surpasses many other breathable underlayments on the market – more than five times higher than a popular alternative. And installers will love the 800 square foot rolls weighing only 23 pounds. Vent 3 can dramatically increase the health of any structure by allowing moisture to escape rather than saturating the insulation and roof decking. **Booth 740** | [www.isaiahindustries.com](http://www.isaiahindustries.com)



### 12. SAFE-WAY GARAGE DOORS – New Window Options

Safe-Way Garage Doors is now offering new styling options for windows in two of its door lines. Pencil groove doors with “commercial-style” windows are now available for the Regency Madera, which replicates the look of natural stained wood but is heavy-gauge steel and insulated for an R-Value of 10.25. Available for the Ambient line (pictured) are “residential-style” windows. Also steel, these wood-replica doors have an insulation rating of R 17.68.

**Booth 632** | [www.safewaydoor.com](http://www.safewaydoor.com)



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# THE TAX CUTS AND JOBS ACT

How it will affect rural contractors

**ARE YOU READY FOR TAX “REFORM?”** Thanks to the Tax Cuts and Jobs Act (TCJA) passed in late December, the tax rate for incorporated rural building businesses will be reduced from its current 35 percent to 21 percent for the 2018 tax year and thereafter. Unfortunately, while regular, ‘C’ corporations will be taxed at a flat 21 percent tax rate, the majority of small businesses doing business as pass-throughs will face new personal tax rates higher than the corporate tax rate.

## PASS-THROUGH BUSINESSES

Pass-through businesses such as partnerships, limited liability companies (LLCs), S corporations and sole proprietorships, pass their income to their owners who pay tax at the individual rate. Today, all builders and contractors under the newly created income thresholds, and regardless of whether they’re service professionals or not, can take advantage of a unique 20 percent deduction.

In other words, builders and contractors who report business income on their personal tax returns will be able to deduct 20 percent of that income. The TCJA does, however, place limits on who can qualify for this rate with strong safeguards so that so-called “wage income” does not receive the lower marginal tax rates for business income.

Under the new rules, owners can apply a 20 percent deduction to their business income, subject to limits that begin at \$315,000 for married couples (or half that for single taxpayers). That 20 percent deduction applies only to business income that has been reduced by the amount of “reasonable compensation” paid the owner. “Reasonable” compensation has not been defined as yet.

## THE CORPORATE ALTERNATIVE MINIMUM TAX

Lawmakers long-ago created a unique 20 percent tax rate as part of a parallel tax system that limited tax benefits to prevent large-scale tax avoidance. Under this system, incorporated businesses were required to calculate both their ordinary tax and the AMT tax, paying whichever was higher. Fortunately, the Corporate AMT has been eliminated, lowering taxes and eliminating the confusion and uncertainty that surrounded it in the past.

## COST RECOVERY— INCREASED EXPENSING

Unlike in past years when a building business was required to claim depreciation, spreading the recovery of their equipment costs over several years, many businesses will be able to fully and immediately deduct the cost of certain equipment. What’s more, this provision has been made retroactive to September 27, 2017.

Of course, the faster write-off of equipment costs is only temporary. It is at the 100 percent level for expenditures between September 27, 2017 and January 1, 2023. After 2023 and before 2025, the amount deductible drops to 60 percent with a further decrease to 40 percent after 2025 and to 20 percent after 2026.

## SECTION 179 REDUX

Despite differences between bonus depreciation and the tax law’s Section 179, first-year expensing, those differences have narrowed with both offering 100 percent write-offs for both new and used property. Thus, Section 179 remains an improved option. The immediate write-off, or “expensing” of capital assets, is appealing because, unlike so-called “bonus” depreciation, the use of equipment doesn’t have to begin with the building business.

Section 179 allows up to \$1 million (up from \$500,000 in 2017) of expenditures for business equipment and property to be treated as an expense and immediately deducted. The ceiling after which the Section 179 expensing allowance must be reduced dollar-for-dollar has also been increased from \$2 million to \$2.5 million.

And now, improvements including roofs, heating, ventilation, air conditioning systems, fire prevention, alarms and security systems qualify under the new Section 179 rules, providing another opportunity for building businesses that actually need equipment,

## INTEREST EXPENSES

The tax laws have protected the ability of small businesses to write-off the interest paid on borrowed funds. In an attempt to “level the playing field” between businesses that capitalize through equity and those that borrow, the TCJA caps the interest deduction to 30 percent of the adjusted taxable income of a building business.



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).

**\$25 million**

The new level allowed for using cash-basis accounting on long-term contracts.

Exceptions exist for small businesses to protect their ability to write off the interest on loans that help them start or expand a business, hire workers and increase paychecks.

### SMALL BUSINESS ACCOUNTING METHOD AND SIMPLIFICATION

The simplification of accounting methods required by our tax law is a nice option to have. Now, under the new rules, the old \$5 million threshold for corporations and those partnerships with a corporate partner is increased to \$25 million, and the requirement that such businesses satisfy the \$25 million requirement for all prior years has been repealed. In other words, businesses with average annual gross income of less than \$25 million may now use the simple cash-basis accounting method.

When it comes to accounting for the long-term contracts that so many builders and contractors operate under, the \$10 million gross receipts exception to the percentage-of-completion method has been increased to the same \$25 million level for cash basis method of accounting. Businesses that meet the increased, average gross receipts test are now permitted to use the completed-contract method (or any other permissible exempt contract accounting method).

### LIKE-KIND EXCHANGES

The tax law's Section 1031 governing like-kind exchanges currently allow builders and contractors to defer the tax bill on the built-in gains in property by exchanging it for similar property. Although more a strategy for deferring a tax bill when business assets are lost, sold, abandoned or otherwise disposed of, multiple exchanges gains can be deferred for decades and ultimately escape taxation entirely.

Under the TCJA, like-kind exchanges will be limited to so-called "real" property (but not for real property held primarily for sale). The provision redefines like-kind exchanges and includes language that would limit Section 1031 exchanges to exchanges of

like-kind "real" property. This ensures real estate investors maintain the benefit of deferring capital gains realized on the sale of property.

### NOLS

One of the benefits of net operating losses (NOLs) was the fact that they could be carried back to more prosperous years thereby creating a refund of taxes paid in those earlier years and providing an immediate infusion of badly-needed cash. Today, the NOL deduction has been severely limited. The write-off is now limited to 80 percent of taxable income and only in special cases will a NOL carryback be permitted. Of course, there is no limit on how far forward NOLs may be carried.

### ESTATE TAX

The federal estate tax is a tax on the transfer of property after someone's death. The tax law applies a 40 percent levy on estates worth more than \$5.49 million for individuals and \$10.98 million for couples. The newly passed law provides immediate relief from the so-called "Death Tax" by doubling the exemption so it applies to fewer estates. The higher thresholds would sunset in 2026 and revert back.

### MORE, OH, SO MUCH MORE

Obviously, there are many more changes contained in the massive, Tax Cuts and Jobs Act. S corporations attempting to convert to regular 'C' corporations will face new rules; Section 199, the deduction for so-called "domestic production activities, has been repealed; and partnerships will no longer automatically terminate upon the death or exit of a partner.

All-in-all, however the Tax Cuts and Jobs Act appears to favor businesses over individuals with longer-lived tax savings. Unfortunately, with few exceptions, the potential savings won't be seen by builders, contractors or other businesses until the tax bill for 2018 comes due. Planning to reap those savings should, of course, begin immediately. **RB**

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# BUCKEYE BOUND EXHIBITORS

The Frame Building Expo in Columbus, Ohio, promises to be one of the largest in recent history. Following are exhibitors that committed to the show as of January, 2017.

The Frame Building Expo is the leading event for post-frame builders and in February it heads to Columbus, Ohio. As the economy continues to percolate, exhibitors are eager to show off what they have and this year's event is sizing up to be even better than the 2017 Expo which was one of the largest since before the Great Recession.

Here is a run-down of the companies preparing to exhibit in Columbus and some of the products they'll bring along. As always, *Rural Builder* will be there too.

To attend the show, register online at [nfba.org](http://nfba.org). Even if you can't attend, contact these companies and ask them about their products. **RB**

## 3GM Steel Inc. Booth 731 [www.3gmsteel.com](http://www.3gmsteel.com)

3GM Steel Service Center provides quality pre-painted and bare products for your metal roofing requirements. Ask for a detailed description of items including color, gauges and widths that are inventoried and ready to ship.



## A.J. Manufacturing, Inc. Booth 753 [www.ajdoor.com](http://www.ajdoor.com)

A.J. Manufacturing builds high quality steel walk doors. Options include pre-painted white, clay, bronze or brown panel and frame, or fully stainless steel doors. A.J. doors are pre-hung in

steel, aluminum or stainless steel frames with 4 x 4.5 inch fixed pin, or ball bearing hinges for 4-way universal swing, even with a foamed-in-place door lite or a deadbolt bore. The 1-3/4 inch doors are polyurethane foam injected for an R-12 insulating value.

## A.B. Martin Roofing Supply Booth 518 [www.abmartin.net](http://www.abmartin.net)

For 70 years, A.B. Martin has been manufacturing metal roofing, and supplying



building materials to hard-working builders just like you. To make your life easier, A.B. Martin stocks more than 35,000 building products that are ready at short notice to be loaded and delivered to your job site.

## A Moment in Time Productions LLC Booth 742 [www.amomentintime.productions](http://www.amomentintime.productions)



## Advanced Roofing Products Booth 143 [www.arpsteelshingles.com](http://www.arpsteelshingles.com)

Advanced Roofing Products is committed to helping contractors and homeowners get the best roofing system for the money. It has become a leader in the distribution of stone-

coated metal roofing by understanding the needs of customers and they are glad to answer any questions about stone-coated steel shingles and your project.

## AG-CO Inc. Booth 134 [www.footingpad.com](http://www.footingpad.com)

FootingPad from AG-CO replaces concrete footings of equal diameter. This unique and lightweight product is designed to help raise post-frame buildings in record time. FootingPad's patented technology evenly distributes post loads and saves hours of backbreaking work while meeting the ICC-ES building code acceptance criteria (AC49). FootingPad is ICC code compliant and provides durability and strength. "Save time. Less mess. Less hassle."

## Akzo Nobel Coatings Inc. Booth 504 [www.akzonobel.com/ccna](http://www.akzonobel.com/ccna)

AkzoNobel manufactures high-performance coil coatings for the pre-painted metal construction industry, serving the commercial, agricultural, architectural and residential markets. Coil coating products include Trinar, a 70 percent PVDF coating; and Ceram-A-Star1050, which is the industry-leading silicone-modified polyester coil coating. Both are available in Cool Chemistry formulations which help make projects more energy efficient and sustainable.

**American Building Components Booth 517**  
[www.abcmetalroofing.com](http://www.abcmetalroofing.com)

American Building Components has built a strong reputation of providing premium metal roofing and building solutions that customers have relied on for more than a century. Tirelessly committed to delivering quality products and exceptional service, it offers an expansive line of premium 29- and 26-gauge metal panels and accompanying trim and accessories that are second-to-none. Order products through a nationwide network of distributors from your local sales rep or online 24/7 via [shop.abcmetalroofing.com](http://shop.abcmetalroofing.com).

**AMS Controls Booth 826**  
[www.amscontrols.com](http://www.amscontrols.com)

AMS Controls provides a complete production management system and machine controls for manufacturers of panels, purlins, trim, studs and more. Since 1977, AMS Controls has sold 13,000+ controllers worldwide. Industry leaders have chosen AMS Controls to experience less

mistakes, lower scrap, higher throughput and most importantly, higher visibility into their production process, inventory and downtime. Controller solutions fit all roll-form machines, and convenient folding machine packages include solutions for Jorns, Schechtl, RAS, Roper Whitney and more.

**ASC Machine Tools Inc. Booth 607**  
[www.ascmt.com](http://www.ascmt.com)

ASC has been serving the metal-forming industry exclusively as a machinery engineering and manufacturing company for more than 65 years. ASC specializes in roll-forming machinery for panel, trim, purlins and custom-designed profiles.

**Atlas Bolt & Screw Booth 229**  
[www.atlasfasteners.com](http://www.atlasfasteners.com)

Atlas Bolt & Screw, the market leader, has the widest selection of metal and wood fasteners and is a full-line supplier of performance

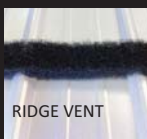
building-envelope solutions. Atlas is a vertically-integrated manufacturer from wire through fabrication to paint and packaging. It has industry longevity of proven product and service leadership, manufacturing since 1896. Atlas adds value by making the complex simple and the difficult easy.



**Bay Insulation Systems Booth 242**  
[www.bayinsulation.com](http://www.bayinsulation.com)

Bay Insulation Systems is one of the nation's largest suppliers of insulation for the post-frame industry. It offers faced fiberglass, unfaced fiberglass up to 96 inches wide, a full line of insulation

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## expo exhibitors

accessories, reflective insulation, Thermax rigid insulation, Baylight prismatic skylights, and Expi-Door walk doors with fire-rated and high-security features.

### Becker Specialty Corp. Booth 636

[www.beckers-group.com](http://www.beckers-group.com)

The Beckers Group is a privately-owned, international coatings group with a leading position in its markets worldwide. Sustainability, design and innovation are an integral part of its history spanning 150 years. As a leading worldwide supplier of coil coatings, Beckers has an international organization that ensures global coordination and consistent product standards. Its many innovations include the award-winning BeckryTherm, an energy-saving coatings system, available in super-durable polyester, silicone polyester and PVDF.



### Best Business Systems Booth 834

[www.bestbusinesssystems.com/colorcards](http://www.bestbusinesssystems.com/colorcards)

Best Business Systems offers a quick and inexpensive alternative for your color cards. With its proven process, paint colors will be printed directly on the cards, which creates a cost and time savings for you. Learn more about color cards and other ways Best Business Systems can help you promote your business.

### Best Line Building Products Booth 634

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

Best Line is an Illinois-based company specializing in soffits, rainware and accessories made to be perfect matches for roof and wall panels.

### Boral Booth 105

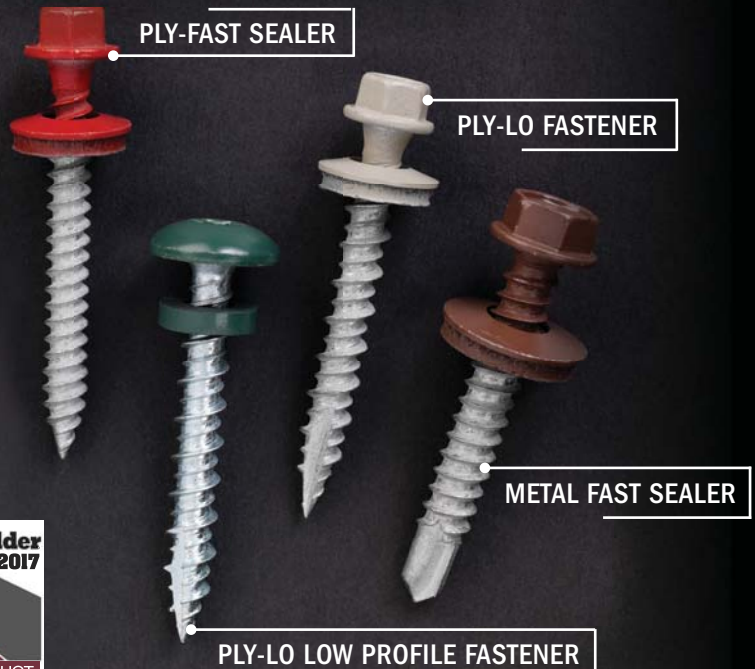
[www.boralamerica.com](http://www.boralamerica.com)

Made from the revolutionary new poly-ash material, Boral's TruExterior Siding & Trim solves both the moisture- and movement-related issues commonly seen with other exterior materials. Its Versetta Stone is a mortarless, cement-based manufactured stone veneer with a unique, panelized design that is installed with mechanical fasteners, allowing carpenters and contractors to recreate the beauty and craftsmanship of authentic stone masonry using nails or screws.

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**Borkholder Buildings**  
Booth 240

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

Borkholder Buildings has been engineering, designing and supplying buildings since 1962. Its purpose is to provide people and businesses with green, attractive, and affordable building solutions through innovative engineering and applying quality components. Borkholder has a complete lumberyard and truss manufacturing facility.



**The Bradbury Group**  
Booth 246

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

The Bradbury Group serves a broad range of industries. It manufactures a variety of roll formers including panel, purlin, and trim, Bradbury Long Folders, Panther Cub II slitter/shears, uncoilers, recoilers, hemmers, slitters, portable roll-forming equipment, metal tile equipment, gutter machines, continuous and discontinuous insulated panel equipment, embossing and calendaring equipment, and Intelli-Fold, SII and Cobalt controls.

**BRIKclad-Quadrosera** Booth 840

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

BRIKclad: "Change the way you think about Brick."

**Buckeye Frame Builders Association** Booth 830

[www.ohiopostframe.org](http://www.ohiopostframe.org)

The Buckeye Frame Building Association is the only association in Ohio dedicated to the needs and concerns of the post-frame construction industry. It also represents a place where members can find industry contacts, all the latest information and technology advancements, as well as a united voice in legislative and code affairs that affect the post-frame industry.

**CannonBall: HNP**  
Booth 235

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

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## expo exhibitors



building industries. Since 1916, CannonBall has offered the most complete and best warranted line of round track products and accessories, including industry-standard Keyhole track. A wide variety of entry doors, like the cost-effective 1700-Series in

steel and aluminum jambs (pictured), are manufactured with versatile design and affordable pricing for agricultural, commercial and metal building projects. Builders also rely on CannonBall for quality Dutch doors, sheeting and wall cladding products, cupolas, horse stalls, windows, builders' hardware and more.

### Capital Forest Products

Booth 730

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

Capital Forest Products has been successfully marketing lumber products for more than 30 years and is proud to be one of the nation's

largest stocking distributors of Eastern White Pine, SPF and SYP. They contribute this growth to intimate relationships with both customers and specialty mills and its position to service a variety of accounts. Capital is also a stocking distributor of all titanium synthetic roofing underlayments including Rhino Roof.



### Central States Mfg.

Booth 405

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

Central States manufactures metal building components for the post-frame, light-gauge, architectural, residential and commercial markets. Offerings include both exposed and

concealed fastener panel profiles, as well as trapezoidal standing seam panels in a selection of gauges, colors and warranties. Trim and purlins are also available. Complete mini, boat and RV storage packages are available through the Central Storage Works division.

### C.H.I. Overhead Doors

Booth 319

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

If you are in the market for a residential, commercial or rolling-steel overhead doors, look no further than C.H.I. Overhead Doors. The company, through its commitment to quality and value, recognizes the importance of delivering a reliable product. C.H.I. offers an impressive selection of models in a wide range of sizes so you can find a garage door to match your exact specifications.

### CIDAN Machinery Booth 200

[www.cidanmachinery-america.com](http://www.cidanmachinery-america.com)

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[www.PalramAmericas.com/Duraclad](http://www.PalramAmericas.com/Duraclad)  
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Polycarbonate Daylighting PVC Siding & Liner Panels

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businesses grow. Products include metal folders, long folders, double folders, shears, coil processing solutions from slitters to recoiling lines, custom roll formers to more more. It's "Your one stop shop for all your machinery needs!"



**Classic Metals Booth 147**

[kevin@classicmetalsltd.com](mailto:kevin@classicmetalsltd.com)

Classic Metals is a metal roofing and siding manufacturer located in Holmesville, Ohio. It is dedicated to providing high quality products and service to Ohio and the surrounding states. Whether you are looking for ag panel delivered when you

need it, or one of its two standing seam profiles (available in more than 70 colors and manufactured on the job site), it is a privilege to work with you on your next project.

**Combilift Booth 741**

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

Combilift offers a wide range of forklifts including pedestrian, articulated, 4-way and sideloaders which are engineered to save space, increase storage and handle long loads safely. Whether you handle extreme lengths of engineered lumber, palletized goods, engineered floor, wall and roof structural components, Combilift has the space saving and safe solution. Carrying long awkward loads through narrow doors and aisles is their specialty, with capacities ranging from 3,300 lbs. to 180,000 lbs.

**Concrete Pier Systems LLC**

**Booth 155**

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



**Construction Maestro/  
Symun Systems Booth 110**

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

Construction Maestro from Symun Systems is known for its detail, accuracy and ease of use. It automates the process of generating all necessary field-ready plans and material lists within just a few minutes for a post-frame or stud-frame building.

**County Line Concepts, LLC  
Booth 152**

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

The patent-pending RidgeRunner 3:10 is a 36 inch long HDPE high density plastic base with four custom-designed hardened spring-

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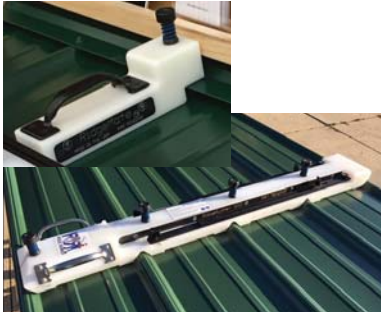
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loaded steel punches. The punches allow six metal panels to be accurately punched at one time. Adjustable arms allow precise instant spacing of the holes. The provisional patent-filed RidgeMate is a handheld 10-inch HDPE high density plastic base, with one custom-designed hardened spring-loaded steel punch mobile tool used on the roof to precisely punch the ridge cap and underlying roof panel.

### Coverttech / rFoil Booth 652 [www.rfoil.com](http://www.rfoil.com)

rFOIL Reflective Insulation is a patented technology manufactured by Coverttech Fabricating Inc. It is specially designed to

control heat gain or loss while preventing interior condensation in all types of post frame, metal and metal-clad buildings. rFOIL is a Class 1/A fire rated product which blocks up to 96 percent of radiant heat transfer. It is easy to handle and install, will not promote mold or mildew and passes the NFPA 286 full-room burn test.



### Daystar System, LLC Booth 710 866-7DAYSTAR

Utilizing unique technology, DayStar developed a completely-natural lighting system for

commercial applications, such as clinics, municipal buildings, schools, hangars, big box retail stores, manufacturing plants and warehouses. Directed through an ultra-reflective shaft, natural light is amplified and dispersed evenly, regardless of the size

of the building, even on cloudy days. With more uniform diffusion, no glare and hot spots, DayStar's system also extends the amount of hours electric lights can be turned off, up to 9-1/2 hours per day, maximizing energy savings. Aesthetically appealing in open environments, the super-insulated light shaft requires no attic support walls and is available in custom lengths. DayStar's complete system includes dome, light shaft, insulated steel or aluminum roof curb to match your roof pitch and rib design, ceiling lens, and powder-coated color.



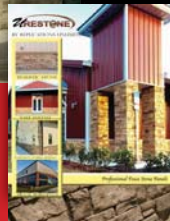
### Diamond Doors Inc. Booth 150 [www.diamonddoors.com](http://www.diamonddoors.com)

Diamond Doors Inc. is a manufacturer of high quality custom-engineered bi-fold doors. With

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a Diamond Bi-Fold door you can have a full clear opening right to your ceiling. Because the door is mounted on the exterior of the building you do not have any obstructions inside the building such as rails, etc. All doors come with an electric operator which is CSA 325/ UL 22.2 Certified. Diamond Doors offers a self-supporting header system which simplifies mounting the door to an existing building. Each Diamond Door comes fully assembled, fully wired, painted and ready for installation to any building type.

**Direct Metals Inc. Booth 510**  
[www.directmetalsinc.com](http://www.directmetalsinc.com)

Direct Metals Inc. is a manufacturer and master distributor of many products for the post-frame building market including fasteners, flashings, insulation, ridge vents, closures, sealants, windows, doors and door hardware. Its American-made products such as Razorback Ridgeback and standing seam metal roof clips are now in stock at the Plymouth, Indiana, Midwest Service Center.

**Doors and Building Components Inc. (DBCI)**  
**Booth 622**

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

DBCI has been designing and manufacturing commercial and self-storage metal roll-up doors, hallway systems and components since 1990. Its robust product selection and complete design and manufacturing capabilities, state-of-the-art equipment and in-house wind-testing facility enable DBCI to provide quality products, distinguished service and competitive pricing that supports customers and partners wherever they are. This continuous-improvement mindset led to the development of the SPIDR guide innovation, a stainless-steel latch and patented tensioning device that has earned the company an industry-leading position in the steel curtain roll-up door industry.



**Dura Coat Products**  
**Booth 423**

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

Dura Coat Products specializes in quality coatings that provide a high ROI for commercial, farm and residential uses. Ceranamel XT-40SMP, with ceramic pigmentation, is a proprietary polyester that provides hardness combined with flexibility that is significantly more abrasion- and strain-resistant than conventional coatings. Ceranamel has excellent weathering and fade resistance properties. Durapon 70 is a PVDF formulation flexible enough to handle post-forming operations and displays excellent resistance to installation scratching, scuffing and transit abrasion. Both coatings meet Energy Star standards.

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### Eagle Metal Products Booth 151

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

Eagle has been serving component manufacturers for more than 30 years with truss connector plates, TrueBuild structural design software, engineering services and manufacturing equipment, and is committed to providing exceptional products and customer service. Manufacturers across the country are discovering the advantages. "Eagle Metal Products... Engineered. Tested. True."

### East Coast Fasteners Booth 213

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



East Coast Fasteners produces durable, long-lasting fasteners for all combinations of building materials. For fastening wood, aluminum, steel or

any variety of applications, East Coast's fastener line is manufactured to superior

quality standards to guarantee optimal performance. With a variety of coatings to assure the builder has the best product on the market and the fastest cutting tips, East Coast fasteners are manufactured to standards that assure fast and reliable installation every time. For assistance in finding the best fastener, contact a Plyco/East Coast Fasteners building component professional.



### Eastside Machine Company Booth 346

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

Since 1960, Eastside Machine Company has provided the highest quality roll-forming machines in the world by envisioning,

manufacturing and selling the ultimate in quality and affordability, from in-plant production machines to portable job-site machines for seamless siding, metal roofing, gutters and more. Known for building robust roll-formers, Eastside Machines can help maximize profit potential. Eastside's affiliated company, EMCO Building Products, manufactures seamless steel siding coil, roofing coil, aluminum gutter coil and accessories.



### Energy Panel Structures Booth 824

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

With headquarters in Graettinger, Iowa, EPS manufactures pre-engineered post-frame and SIP buildings from three plants across the U.S. EPS markets these buildings through

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BOOTH #322

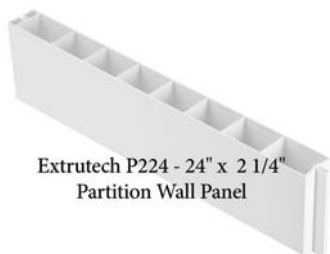
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a dedicated dealer/builder network. EPS is currently looking to expand that network in various areas of the country. Builders can offer customers building packages for residential, agricultural and commercial use. Since 1981, EPS has helped dealers to grow and find success by providing a complete engineered building package, technical training, sales and marketing support along with the most diversified product line in the industry.

**Everlast Roofing Inc.  
Booth 546**

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

For more than 20 years, Everlast Roofing has continued to push the metal building component industry forward. This has led to the introduction of a next generation product featuring AZM with Activate Technology and COLORBOND. AZM takes the traditional aluminum and zinc coating and introduces magnesium. Magnesium forms a chemical reaction with aluminum, mobilizing the aluminum to help form the self-sealing, protective barrier in the most vulnerable spots such as scratches and cut edges. Colorbond, a registered trademark of BlueScope Steel Limited, is a superior paint system tested in some of the harshest regions and formulated against weather and UV penetration.



**Extrutech P224 - 24" x 2 1/4"  
Partition Wall Panel**

**Extrutech Plastics Booth 413**  
[www.epiplastics.com](http://www.epiplastics.com)

In 2017, Extrutech Plastics Inc. introduced P224, 24-inch partition wall panel and trim as well as several new profiles. These new profiles enhance the Extrutech concrete form wall system and make it more builder friendly. Extrutech has also added new colors for its panels and trims. All products are made in Wisconsin.

**Fabral Booth 641**  
[www.Fabral.com](http://www.Fabral.com)

For more than 50 years Fabral has been providing contractors and builders with top quality building products. This year they are

excited to introduce new colors, textures, and designs to their portfolio. With an expanded portfolio and dedicated customer service values, Fabral is bound to become the post-frame provider of choice.

**FASCO America  
Booth 101**

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



FASCO America is the North American distribution arm for the vast range of tools and fasteners manufactured by The Beck Fastener Group, which has more than 100 years of experience providing

products of consistent quality and innovation. Featured items include the 2016 PTIA award-winning cord free F70G Fence 40-315 fence stapler, Jumbo Nails and two F91 Jumbo Nailers for big timber projects, plus the RoofLoc Metal Roofing System with F58 RoofLoc tools and SteelThread Scrail fasteners.

**Fasteners Direct, LLC  
Booth 746**

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

Fasteners Direct LLC is a manufacturer of screws and a distributor of accessories for metal companies. The company's manufactured parts are distinguished for their unequalled resistance to corrosion, for the anti-back-out feature of the Sureloc metal-to-wood screw, and for the Torpedo point on metal-to-metal screws. The Torpedo point delivers the fastest installation rate for self-drilling screws in the industry. Fasteners Direct is also the national distributor for CondenStop condensation control coils.

**Filc USA/Dripstop Booth 216**  
[www.dripstop.com](http://www.dripstop.com)

Dripstop from Filc USA helps fight condensation without insulation. Dripstop has specially-designed air pockets that store condensation and holds it until conditions change and it evaporates back into humidity. Because Dripstop arrives at the job site already on the steel, there are no costs for installing insulation, plus it saves time by removing one step of the building process and helps fight corrosion by adding another layer

of protection from the corrosive elements found in livestock confinement.

**Flack Global Metals  
Booth 343**

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

Flack Global Metals is "The Next Generation Service Center". Flack designs and fulfills supply chains for OEMs using flat rolled steel, aluminum and stainless. An asset-light business model sets it apart within the industry.

**Frame Building News /  
Rural Builder Booth 557**

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

*Frame Building News* (the official publication of the NFBA) and *Rural Builder* are your year-round resources for information on post frame. Ad and editorial staff will be on hand at the Expo to answer questions.



**Graber Post Buildings Inc.  
Booth 529**

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

Graber Post has everything for a post-frame structure or metal roofing project. GPB manufactures metal panels for any residential, commercial, industrial, agricultural or roofing application. Graber Post also produces custom trusses, metal trims, laminated poles and also has a steel coil division. GPB saves time and money by supplying all needed materials with just one phone call. Wholesale customers/distributors are desired.

**H & H Metal Products  
Booth 647**

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

H&H manufactures and distributes quality steel roofing and siding products and accessories for the post-frame building and residential roofing markets, including CondenStop. CondenStop is a highly absorbent, layered fleece material containing millions of micro spheres that absorb and contain condensed water. It prevents dripping inside the building until the water evaporates.

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### H-PAC Plastics LLC Booth 137 www.hpacplastics.com

H-Pac Plastics' EZ Liner and Hat Panel wall and ceiling panels are an ideal fit for agriculture applications. Product is stocked in various locations throughout the U.S. and the EZ Liner panels are available in 12-, 16- and 18-inch widths and are readily available to ship within 2-5 days. An All-Weather Interlocking System allows panel contraction and expansion for an always seamless appearance.

### Henkel Corp. / OSI Adhesives & Sealants Booth 123

www.OSITough.com

OSI Quad Max is a 3-in-1 window, door and siding sealant that evolved from job site necessity and is formulated for the most demanding conditions. It can be applied in wet conditions and offers consistent, easy extrusion in both hot or cold conditions. It has superior flexibility with 5X stretch and superior bonding capabilities on all primary materials. Quad Max is perfectly color matched and recommended by leading building material manufacturers.

### Hershey's Metal Meister Booth 501

Hershey's Metal Meister presents the Variobend USA folding machine: a unique hybrid of European and American design and manufacturing that gives you the advantages of both. Assembled from the ground up with an ever-increasing percentage of components



made in Central Illinois eliminates waiting for foreign parts and service. A unique 280L work envelope, extremely heavy-duty construction and lightning fast servo-drive technology clearly makes the Variobend an unrivaled leader in productivity.

### Hitachi Power Tools Booth 838 www.hitachipowertools.com

Hitachi Power Tools (Hitachi Koki USA, Ltd) offers an extensive line of professional-grade power tools and accessories for woodworking, metalworking, drilling and fastening, concrete drilling and cutting, outdoor power equipment products as well as a complete line of pneumatic nailers, staplers, compressors and collated fasteners. From headquarters in Braselton, Georgia,




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and satellite offices in the United States and Canada, Hitachi Power Tools supports more than 4,000 retail locations carrying Hitachi tools and more than 1,000 authorized service centers. Hitachi Koki USA, Ltd. is the North American division of Hitachi Koki Japan.

**Hitz Halter Booth 704**  
[HitzHalter@HersheysMM.com](mailto:HitzHalter@HersheysMM.com)

Hitz Halter is an expanded polystyrene insulation board designed specifically for radiant floor heat applications. Composed of superior quality products, this insulation yields tremendous energy savings. Being fan folded, this product is storage friendly and is easy for one-man installation. Also, on one side, the sheet has a 6-inch grid printed on heavy 3M film which makes for easy PEX and rebar installation.

**Holmes Lumber Booth 747**  
[www.holmeslumber.com](http://www.holmeslumber.com)

Since 1952, Holmes Lumber has supplied quality materials for thousands of buildings in Ohio and surrounding states. It maintains a large inventory of post-frame building materials. Trucks, equipped with cranes and Manitou piggyback forklifts, enable the distribution of building materials where wanted on the job site. Personal attention and accurate on-time delivery are two reasons Holmes Lumber is among the top suppliers of post-frame building materials in Ohio.

**I-Beam Sliding Doors Booth 120**

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

I-Beam Sliding Doors is a company founded on building heavy-duty, lightweight sliding doors for the post-frame industry. The company prides itself in supplying doors to fit your needs. "Doors That Work!" is its promise. Doors are now available with the 6000# Ultra Glide track and trolley system.

**Innovative Energy, Inc. Booth 142**

[www.insul.net](http://www.insul.net)

For more than two decades, Innovative Energy has been a leader in delivering reflective insulation materials to the growing market of energy-conservation industries. Innovative Energy offers an extensive array of reflective insulation solutions to meet your requirements with a wide range of applications, including metal building insulation, residential insulation, RV insulation and packaging insulation, all available in standard and custom sizes.



**Isaiah Industries Booth 740**  
[www.isaiahindustries.com](http://www.isaiahindustries.com)

Isaiah Industries is a leading manufacturer of specialty metal roofing and is a distributor of premium underlayments and ice and water

shields. Through superior customer service, marketing support and the industry's fastest lead times, Isaiah Industries serves manufacturers and contractors with its RoofAquaGuard underlayments as well as beautiful metal shingles that emulate traditional shakes, shingles, slate and tile.

**Janus International Booth 716**  
[www.janusintl.com](http://www.janusintl.com)

Janus International is the leading manufacturer of roll-up doors for the commercial and self-storage markets. Quick and simple installation, a broad offering of products and options, unparalleled warranty and strong customer service has made Janus a national favorite with builders and dealers alike since 2002. Headquartered in Temple, Georgia, Janus has four domestic manufacturing facilities and two distribution centers stretching coast to coast that supports quick deliveries with minimal freight cost. Janus is your #1 choice for roll-up doors.



**Keymark Enterprises LLC Booth 341**

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

SmartBuild Systems from Keymark makes building pole barn systems with the best materials possible a simple process because of powerful technology. The technology starts with a design program so powerful and

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easy to use that any end user can design the building they want. The next step is “back end” software that can automatically frame in the building with light-gauge steel materials. The final step is manufacturing technology that generates “tinker toy” pieces that makes the construction process easier and quicker than it has ever been. SmartBuild Systems delivers an easy-to-assemble building that will never rot, warp or burn and will last with no maintenance required.

### Klauer Manufacturing

Booth 136

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

Klauer Manufacturing has been a trusted leader in the sheet metal building products industry since 1870. K-Rib roofing and siding comes in a variety of profiles including the popular Frontier, Suburban and Heartland profiles, in 18 colors. The K-Rib family also includes 1- $\frac{1}{4}$  and 2- $\frac{1}{2}$  inch corrugated roofing panel, “R” panel, “PBR” panel and liner panel in steel and diamond-embossed aluminum, along with sound-deadening perforated liner panel. Panel are made from full hard, true-gauge hot-dipped galvanized steel for strength and durability. The siliconized polyester paint system coating is recognized for remarkable color and gloss retention, as well as superior chalk and fade resistance. K-Rib is Energy Star rated and comes with a 40 year warranty. Also available is a complete line of trim and accessories.

### Kloeckner Metals Booth 736

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

Kloeckner offers painted and bare coils for roll forming of building panels and components. Distribution is available throughout the U.S. Kloeckner, offering more than 160 colors, provides paint systems in multiple grades, widths and substrates from Valspar, AkzoNobel and Dura Coat. Bare and acrylic-coated products, along with cold-rolled, stainless and aluminum coil are stocked across the country. Kloeckner also distributes plate, beams, structurals, pipe and tubing.

### KP Building Products

Booth 223

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

KP Building Products is one of the largest manufacturers of PVC building products

in North America. Made in the USA, the I-Span PVC wall and ceiling panel utilizes advanced PVC extrusion technology, is 100 percent virgin PVC and is ideal for post-and-frame applications. This panel is  $\frac{1}{2}$ -inch thick, with a ribbed design that allows the panel to be installed directly on the framing up to a span of 24 inches.



### Lakeside Construction Fasteners Booth 541

[www.lakeside-fasteners.com](http://www.lakeside-fasteners.com)

Lakeside Construction Fasteners, a manufacturing and distribution company, offers multiple fastener foam solutions for the metal building industry. The T17 Wood-X #10 x 1 inch to 4 inches is designed for decking substrate materials. The new ZMax high-low threads and pierce point allows the fastener to quickly penetrate the metal panel, and the head is guaranteed not to red rust for the life of the metal panel. Venting foam solutions include the SC110Vent, SV3 and SV2 Profile venting closure, ProGuard Seal and the new Ridge-X Vent. More than 100 sku's are in stock on roof boot flashings and many sealant products, including NovaFlex and Butyl Tape.

### Leland Industries Inc.

Booth 505

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

Leland boasts the fastener industry's first “long-life” powder coating warranty to match WeatherX, Spectracote and Perspectracote paint systems. Leland manufactures a complete line of fasteners for metal roofing, wood-frame or steel-frame projects, offering self-drilling and self-tapping fasteners in lengths to 4 inches in #10-12 and 14 diameters. Lengths up to 8 inches are also available. Leland fasteners are made of carbon or stainless steel, plated, and coated or powder coated to match panel colors. Leland's powder coating covers both the head as well as under the head where corrosion starts.



### Lester Building Systems, LLC Booth 328

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

Celebrating 70 years in business, Lester Building Systems is a proud supplier of custom engineered post-frame buildings. Lester offers a lifetime structural warranty unmatched by others. Lester Buildings' dealers are empowered with Improv, an exclusive software that promptly designs, engineers, prices and draws buildings. Download specs at ARCAT.com. Lester Building has been building dreams since 1947.



### Levi's Building Components Booth 617

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

The Snow Defender series is your quality choice for made in the USA snow retention, with more than 40 quick-ship color choices in four styles: 4500 and 1500 for exposed fastener panels, 6500 for standing seam roofing, and 55RF for vertical seam profiles using S-5! Clamps—all with 15-year warranties. Contact Levi's Building Components for quick service and expert advice. Levi's handy snow guard calculator is available online.

### Liberty Steel Booth 609

[www.liberty-steel.com](http://www.liberty-steel.com)

Andrew and James Weller founded Liberty Steel Products in January 1965. Today, the business operates two ISO 9001:2008 certified steel servicing and processing plants in Northeast Ohio. Liberty Steel

Products processes all types of flat-rolled carbon steel. Its innovative handling, staging and delivery systems are designed to enable customers to meet the rigorous demands of the 21st Century operation. It also offers a complete lineup of pre-painted products to the metal building industry. LSP Inc. has established relationships with coating lines, paint companies and mills throughout the world, allowing the same just-in-time services to both new and existing customers requiring a pre-painted product at a competitive price.

**LINC Systems Booth 734**  
[www.lincsystems.com](http://www.lincsystems.com)

LINC Systems has more than 35 years of industry experience and is the largest fence, pole barn and shed fastener supplier in the eastern U.S. Although formally established in 1995, its roots began in the fastener industry in the mid 1970's. Today it remains independently owned, operating three state-of-the-art distribution centers in New York, North Carolina and Indiana. LINC sells and services products in 22 states and maintains a work force of 100 employees with an average tenure of 14 years. It strives to hire and retain world class talent and operate a team culture built on trust, mutual respect and personal development.



**MAC Metal Sales Inc.**  
**Booth 316**  
[www.macmetalsales.com](http://www.macmetalsales.com)

MAC Metal is pleased to offer complete package post-frame buildings to customers in its service area. Features include engineered trusses, 8x8-inch treated posts and many more options to choose from.



**Marco Industries Booth 441**  
[www.marcoindustries.com](http://www.marcoindustries.com)

The Marco Weather-Tite System offers metal roofing customers a wide range of superior roof ventilation products and quality accessories. From its award-winning LP2 Ridge Vent, to closure materials, roofing

sealant, underlayment, roof boots, clips and fasteners, Marco provides one-stop shopping for customers who seek easy-to-install products with excellent warranties and outstanding service. For "value through the roof," use Marco products on all your metal roofing and wall systems.



**Marion Manufacturing, Inc.**  
**Booth 144**  
[www.marionmanufacturing.com](http://www.marionmanufacturing.com)

Marion Manufacturing Inc. adds the value to the metal. The company designs, fabricates, and installs custom manufacturing equipment, specializing in roll formers, decoilers, shears, stackers, etc. Also offered is a full service machine shop, with service on other brands of roll-form equipment provided.

**MARTINEZ TOOLS Booth 705**  
[www.martineztools.com](http://www.martineztools.com)

A revolutionary design and first-of-its kind features make the M1 Titanium Handle Steel Head Framing Hammer from Martinez Tools a new standard. The sleek and attractive design touts a removable all-

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steel head that refrains from loosening even after the toughest abuse. The M1 has a heavy, forward-weight head in either a smooth or mill faced option that allows the user the ability to deliver a powerful strike, and, with its titanium shock-reducing frame, the least possible recoil. The revolutionary interchangeable heads can be changed within seconds and lock in place for the strongest hold. The design features a new and improved side nail puller as well as an angled face made for a satisfying hit every time.

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### Maze Nails Company Booth 106

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

Maze Nails is the exclusive manufacturer of Stormguard double hot-dipped galvanized nails with a lifetime warranty against rust. In business since 1848, Maze offers a full line of specialty nails in bulk for hand driving and in collated sticks and coils for popular pneumatic nailers. Maze has been serving the post-frame industry for many years, providing painted rubber washer nails for corrugated roofing and siding. Maze post-frame nails meet ASTM F 1667 specification. In addition, Maze manufactures nails for fiber cement siding products, cedar and redwood sidings, fencing, decking and roofing. All Maze Nails are proudly 100 percent made in the USA.



### McElroy Metal, Inc. Booth 313 [www.mcelroymetal.com](http://www.mcelroymetal.com)

McElroy Metal's warm-forming and edge-coating processes on Max-Rib and Mesa metal wall and roofing panels improve field performance for post-frame buildings. Warm-forming prevents micro-fracturing of the substrate and silicone modified polyester paint coating, and blocks moisture from coming in contact with the raw steel and creating rust. Edge-coating is a factory process where a clear-coat rust inhibitor reduces the risk of cut-edge corrosion. The Mesa panel adds beauty to any project, measuring 36 inches wide with ribs 3/4-inch high. McElroy Metal is an active supporter of the National Frame

Building Association. It is also a 35-time winner of the *Rural Builder* Gold Key of Excellence, as selected by readers.

**Menards Inc Booth 416**

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

Menards began as a seller and builder of pole barns. Today it is the largest manufacturer and supplier of post-frame materials and services. The broadest selection of trusses, unparalleled steel panels and numerous trim shapes are in stock as well as custom trim made to your specs, laminated columns and much more.



**Metal Rollforming Systems Booth 523**

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

Metal Rollforming Systems designs and manufactures industry-leading roll-forming equipment and accessories. Its complete in-house design and manufacturing facility allows the pricing of equipment at a very competitive price, making MRS 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. MRS takes great pride in customer support before and after the sale.

**Metal Roofing Alliance Booth 729**

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

The Metal Roofing Alliance (MRA) is a non-profit trade association comprised of metal roofing manufacturers, suppliers (including mills and paint companies), coil coaters, associations, installers (contractors and distributors) as well as ancillary and accessory members. The MRA is dedicated to expanding the residential metal roofing market. Since its inception in 1998, the alliance has introduced the value-added benefits of



metal roofing to millions of homeowners in the U.S. and Canada and is credited with increasing the acceptance of metal roofing among consumers. In fact, since the MRA's inception, metal roofing's residential market share has grown from 3 percent in 1998 to 14 percent in 2016.

**Metal Sales Manufacturing Corporation Booth 717**

[www.metalsales.us.com](http://www.metalsales.us.com)

Metal Sales offers a complete line of metal roof, wall and fascia panel systems for the agricultural, residential and commercial markets. Celebrating its 54th year in 2017, Metal Sales has the expertise to service post-frame builders and its customers' needs in new construction, expansion and retrofit.

**Metalforming, Inc. Booth 253**

[www.metalforming-usa.com](http://www.metalforming-usa.com)

Headquartered in Peachtree City, Georgia, and privately held, MFI is the largest supplier of high-end architectural sheet metal machines in North America. It is also a world leader in providing software, communications, training and consulting services for companies in the metal building and roofing industries, helping its customers to optimize both job site and

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## expo exhibitors

factory operations in ways that reduce waste, increase revenue and efficiently position them to meet the “just-in-time” needs of today’s construction business.

### Mill Steel Co. Booth 511

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

Now in its 57th year of business, Mill Steel is more dedicated than ever to its history of innovation and people-first culture that has made it one of the largest flat-rolled steel service centers in North America. The company is comprised of 28 production lines across five locations: Grand Rapids, Michigan; Detroit, Michigan; Birmingham, Alabama; Jeffersonville, Indiana; and Anderson, Indiana. This allows for quick turnarounds of pre-painted or bare steel for customized color match. Mill Steel proudly offers AkzoNobel, PPG and Valspar color systems.

### Milwaukee Tool Booth 701

Milwaukee Tool is a global leader in delivering innovative solutions to the professional construction trades that offer increased productivity and unmatched durability. Whether it is through its world-leading M12 and M18 cordless systems, the ground-breaking performance of its M12 and M18 FUEL products, time-saving accessories, or innovative hand tool products, Milwaukee is dedicated to delivering a steady stream of advanced, trade-specific solutions.



### MiTex Booth 130

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

Mitee Foil MBR (Metal Building Reflective) started out as a solution for just one Mitex customer who needed a reflective insulation that birds could not puncture and nest in, but has since gained a lot of industry traction

due to its distinctive strength. Within the UV coated interwoven fabric is a metalized scrim that is nearly impossible to tear or rip, and can even be power washed.



### MWI Components Booth 323

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

MWI Components is a leading manufacturer and supplier of products for the post-frame industry. MWI Components offers more color options than anyone in the industry. With more than 100 colors available in steel, almost 40 colors in aluminum and 50-plus powder coat colors, the combinations are endless. New in 2016, MWI also offers a line of affordable vinyl windows. The 4400 series super rail is designed to be the most heavy-duty aluminum rail option available in the post-frame industry.

### National Frame Building Association Booth 353

[www.nfba.org](http://www.nfba.org)

The NFBA is the only national trade association that represents post-frame industry professionals. The association is the country’s primary source of post-frame building resources, research, networking, news and education.

### National Hardware Inc. Booth 735

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

With several major product launches, a renewed focus on innovation and new websites, National Hardware has re-established itself as the leader in builders’ hardware. It provides quality products, outstanding service and best-in-class plan-o-grams and merchandising solutions to leading hardware and home improvement dealers.

As a global brand, National Hardware offers more than 15 product categories and over 6,000 SKUs.

### New Process Steel Corporation Booth 247

[www.nps.cc](http://www.nps.cc)

This Indiana-based multi-divisional steel service center specializes in flat-rolled carbon products, including all materials needed in the frame-building industry for panels and roofing. New Process has coil in galvanized, Galvalume and pre-painted materials. Several paint systems are available as well as custom painting through regional roll coaters.

### NOFP Inc. Booth 342

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

NOFP, Inc. is a manufacturer of innovative, high-performance reflective insulation as well as Barrier under-concrete insulation. Solex, MicroFoil and Performance Star lines provide the insulation solutions needed for your building. The Barrier Line offers the most user-friendly under-slab solution in the marketplace. The latest Barrier product, designed to make in-floor heating installation a breeze, will be featured at the Expo.

### North Star Metals Mfg., Co. Booth 723

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

Established in 1994, North Star manufactures metal roofing, siding, custom components and assemblies for agricultural, architectural, industrial and residential markets. North Star utilizes state-of-the-art roll-forming and folding equipment to produce consistently top-quality panels and trims exactly to order. A large selection of roll-formed panel and trim is available and CNC folding capabilities allow North Star to satisfy any custom-panel or trim requirements, including matching discontinued and hard-to-find panels. North Star also offers on-site delivery with moffett-equipped tractor-trailer unit and roll-off-capable gooseneck trailers.

### Northern Building Components Booth 624

P: (269) 521-4554

**NOVABRIK INTERNATIONAL INC**  
Booth 707

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

Novabrik products were the first mechanically-fasten brick on the market. Established in 2000, more than 50,000,000 Novabrik have been installed throughout the U.S. Novabrik is also the one-and-only watertight concrete brick veneer. New and improved is the mechanically-fasten NovaBStone stone veneer for builders, available in trendy colors and easy to install.

**Novagard Solutions**  
Booth 727

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

Novaflex metal roof sealant is one of the premier silicone sealants available, with excellent adhesion to all metal types (including Kynar), and permanent flexibility. Novaflex extrudes down to -20° F and up to 120° F, and is tack free in 10-15



minutes. The seal stays flexible for years with minimal shrinkage, so there is no sagging, slumping or cracking.

**Nuform Building Technologies Inc.** Booth 711

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

Nuform Building Technologies Inc. manufactures revolutionary building systems, which focus on improving construction efficiency while being cost effective. North American-made PVC products include Conform, Reline and Renu. Each serves as an innovative, reliable and durable building solution. Since 1992, Nuform has excelled in all markets ranging from agricultural, commercial, and industrial to vehicle wash and residential. Whether your next project is a new build or a retrofit, each of Nuform's products will transform your construction process experience and finished project.

**Ohio Timberland Products Inc.**  
Booth 411

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

Ohio Timberland Products has long been considered the pioneering leader of nail-laminated column manufacturing and supply. While a number of suppliers have emerged over the years copying its design, Ohio Timberland remains true to the engineering principals involved with column production. Ohio Timberland's Christ-centered mission remains the same—to provide the post-frame community with the best quality nail-laminated columns, delivered in a timely and economical fashion.

**Onduline North America**  
Booth 141

[www.onduline-usa.com](http://www.onduline-usa.com)

Onduline North America manufactures Tuflex building panels. Poly-Lite skylight/sidelight panels bring natural light into buildings. The Poly-Lite comes in 9- and 12-inch profiles, 38

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inches wide, in smoke, clear or white. Tuftex PVC ag-liner panels, for lining the walls and ceilings of agricultural structures, come in corrugated 9-inch profiles, 38 inches wide, in black or white.

**Overhead Door Corp.**  
**Booth 119**  
[www.overheaddoor.com](http://www.overheaddoor.com)

**Paint Valley Parts LTD /**  
**Acu-Form Booth 728**  
[acu-form@safecommail.com](mailto:acu-form@safecommail.com)

Acu-Form designs and manufactures fully-automated roll-forming equipment, with guarding made to your specs. It uses 0-2 tooling for dies, providing longer wear. Most parts are built in house, giving the company superior quality control. Acu-Form machines can be set up for hydraulic or mechanical operation. Hems are designed for 29-gauge Grade 80 steel, as well as aluminum and a variety of other materials including heavier steel.



**Palram Americas Booth 635**  
[www.palramamericas.com](http://www.palramamericas.com)

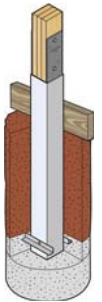
Palram Americas, a leading manufacturer of PVC and polycarbonate panels, created the MetalMatch technology, allowing for the use of SunSky polycarbonate panels for daylighting options with virtually any metal profile available. Palram also offers AG-TUF, a PVC liner panel for use in agricultural buildings, and Duraclad, a PVC multi-wall liner panel. The T&G design allows for use in many interior applications.


**Paramount Metals Booth 718**  
[www.paramountmetals.biz](http://www.paramountmetals.biz)

Paramount Metals provides 29- and 26-gauge Grade D and E coils to metal building manufacturers in the U.S. and Canada. Paramount's goal is to provide service and guidance to help businesses grow. Paramount stocks a full line of coil inventory including 20-inch standing seam coils. Paramount is better able to control delivery by using its own trucks and has the ability to provide several common trims and trim flat sheets.

**Perma-Column Inc.**  
**Booth 417**  
[www.permacolumn.com](http://www.permacolumn.com)

Perma-Columns are 5-foot precast concrete columns that keep wood out of the ground, ensuring your building's foundation will never rot. They are the first product to combine the economy of post-frame construction with the durability of a concrete foundation.





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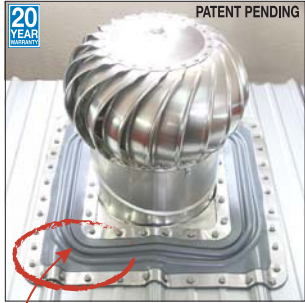
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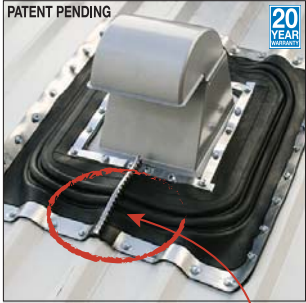
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Booth 706**

P: 844.868.4PBS

**Planet Saver Industries,  
LLC Booth 449**

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

GreenPost from Planet Saver Industries offers a unique non-toxic concept for protecting in-ground wood from the harmful affects of ground-contact decay, at the same time providing uplift restraint. GreenPost is laboratory proven, termite tested and building-code compliant and is applied to posts using a specialized

production machine so posts arrive ready for installation. GreenPost also complements pressure-treated posts by providing an environmentally-friendly barrier, helping to keep the preservatives in the post longer.



**Plasti-Fab Booth 630**

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

Plasti-Fab EPS Product Solutions is an industry-leading manufacturer of rigid insulation solutions for commercial and residential construction. EnerGreen insulation is laminated on both sides to reduce damage to the product during

handling, shipping and installation, and is ideal for exterior sheathing and under metal roofing. Plasti-Fab also manufactures SIP panels under the Insulspan brand name, and can make panels as large as 24x8 feet.

**Plasti-Sleeve /  
Homework Design Inc.  
Booth 117**

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

With more than 20 years in production, the original Plasti-Sleeve is a leader in post protection for buildings, offering economical, versatile and easy slide-on installation for 20 different post sizes. Made in the USA from the highest quality black HDPE plastic, Plasti-Sleeve offers unparalleled in-ground durability. Also available is Plasti-Skirt, an economical, easy-to-use, plastic skirt-board protector available for 2x8 and 2x6 skirt boards.



**Plyco Corporation Booth 205**

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

Plyco manufactures the most durable and dependable building components for the post-frame, metal building, commercial and light-commercial industries. Strength means long-lasting toughness, quality, performance and aesthetics for contractors and building owners. Plyco's full line of walk doors and windows are engineered to meet today's building codes. From commercial to agricultural to outbuildings Plyco manufactures quality products to fit your construction needs. Contractors across North America trust Plyco's full line

of track, SDR, ridge vents, cupolas, slide doors, Dutch doors, Champion doors, Equus products and Ply-Foil.

**Post Protector Inc. Booth 425**  
[www.postprotector.com](http://www.postprotector.com)

Post Protector is a slide-on barrier system, delivering serious post-decay protection. Post Protector tackles post longevity concerns by eliminating both soil/concrete-to-post contact and chemical migration. Post Protector retains the simplicity, affordability, speed and strength of typical post-in-ground construction techniques. Horizontal perimeter ribs, in conjunction with provided hardware, yield substantial post uplift protection, and best of all, installation is a snap. It's simple: by keeping soil out and treatment in, Post Protector dramatically improves post-frame foundations.



**Power Lift Hydraulic Doors  
Booth 347**

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

PowerLift has built hydraulic doors continuously since 1992. It has 36 local support centers that manufacture, deliver and install every single door. PowerLift strives to make your building project and your long-term ownership experience simple and hassle free.

**Precoat Metals Booth 440**  
[www.precoat.com](http://www.precoat.com)

Precoat Metals is the largest coil coater in the U.S., processing customer-owned metal secured from customer-chosen sources. Precoat has been coil coating for nearly 60 years. It has participated in every market development and solution that involves coil-coated metal. Independent of upstream metal sources, it has successfully and extensively coated every metal substrate from every mill in the world. Today, it

regularly runs all commercially-available pre-treatments, paint systems and laminates to satisfy customer needs. From 14 locations and 16 coil coating lines it provides colorful, surface-critical and highly durable finishes; enables optimization of logistics from customer-chosen mills to customer facilities; and services metal distributors, processors and end users.

**Premier Metals Booth 108**  
[www.premiermetals.com](http://www.premiermetals.com)

Premier Metals is a manufacturer of standing seam and ag panel roofing and siding. Premier Metals' main office is located in Sugarcreek, Ohio. A second location in Loudonville, Ohio, is a full service lumberyard for pole barn builders. Check out its new Legacy Roof Panel online and give them a call for all your metal roofing and siding needs.



**Profile Vent Booth 535**  
[www.profilevent.com](http://www.profilevent.com)

Profile Vent from Ventco is the revolutionary ventilation system for commercial and residential roofs. Built on proven technology since 1998, specially-designed equipment precisely cuts the panel profile into the surface. Working at optimum performance within varied roof pitches from 2:12 to 20:12, ProfileVent is custom cut to fit the individual panel profile. ProfileVent's compatibility with a steep roof pitch makes it uniquely suitable for these applications, without sacrificing ventilation performance. Maintain the ridge line appearance without the need to raise the ridge cap to accommodate the vent.

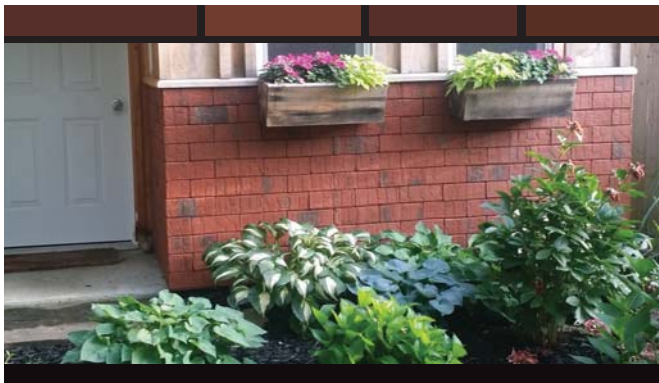
**Progressive Metals Booth 447**  
[www.progressivemetals.net](http://www.progressivemetals.net)

Progressive Metals aims to meet and exceed all customer coil needs. Offering high-quality metal in many colors, excellent service and exceptional delivery will put Progressive Metals on the top of your list as the choice for all your metal roofing options.



**Radiant Outfitters Booth 628**  
[www.radiantoutfitters.com](http://www.radiantoutfitters.com)

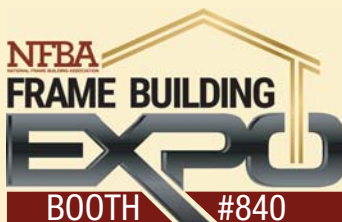
Radiant Outfitters specializes in hydronic radiant floor heat. Radiant floor is a popular option for post-frame builders. Radiant



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Outfitters takes the guesswork out of floor heat for building contractors. Radiant Outfitters offers very unique tubing that has 20 percent better heat transfer and the highest pressure and temperature ratings on the market. Add floor heat to your offering and add to your profits.

### Resolite, a Division of Stabilit America Booth 219

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

Since 1951, Resolite FRP Composites has been in the forefront of new product development in fiberglass reinforced plastic panels. Resolite designed the first fire retardant fiberglass-reinforced plastic sheet and introduced the first walkable FRP panel. Resolite is now offering a new line of Macrolux polycarbonate corrugated and multi wall panels. The corrugated panels were specifically designed to use on metal buildings as skylights and sidelights. These polycarbonate corrugated sheets match most the metal panel profiles in the U.S. market.



### Richland Laminated Columns Booth 317

P: 419.895.0036

In just 12 years, Richland Laminated Columns has experienced three major expansions at its headquarters in Greenwich, Ohio. Richland Laminated continues to grow, and today manufactures quality laminated columns and Richland Perma-Columns and is a distributor of Sturdi Wall and Sturdi Wall Plus Brackets, Post Protectors, The Footing Pad and Concrete Post Pads.

### Rigidply Rafters Booth 322

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

Rigidply Rafters has improved the quality of post-frame buildings by manufacturing and distributing the original 100 percent glue-laminated post. By specifying Rigidply Posts, you guarantee the labor-saving and quality advantages of true glulam posts. Not only are glulam posts lighter, straighter and stronger than solid-sawn posts, but they minimize cracking and splitting. When planning your next building project, Rigidply Rafters promises to supply integrity, quality and service with your glulam posts.

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**S-5! Booth 707**

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**Safe-Way Garage Doors Booth 632**

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

Safe-Way Door is a leading manufacturer of quality residential, commercial and industrial overhead garage doors in steel, wood and aluminum. Headquartered in Warsaw, Indiana, Safe-Way Door also operates facilities in Tennessee and Missouri with distribution throughout North America and Canada. Doors are available in multiple configurations including polyurethane and polystyrene insulated, uninsulated and up to nine colors in steel, and multiple powder coat colors in aluminum. Commercial door sizes are available in all of the panel designs. Safe-Way also sells residential and commercial openings and other door-related accessories.



**Schweiss Doors Booth 629**

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

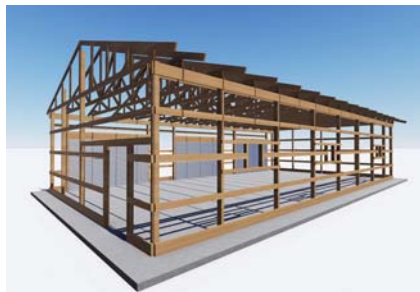
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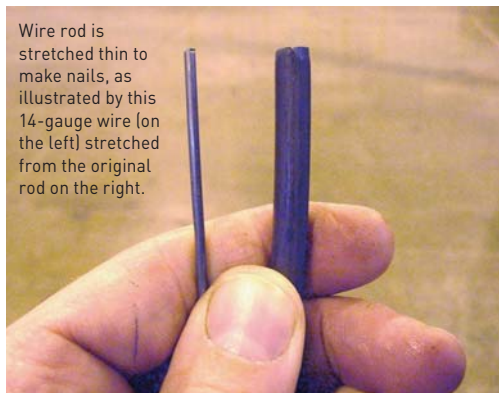
# The Last Survivor

Largest Maker of Specialty Nails in the U.S.  
Holds Fast to the Future

**NAILS ARE THE BLUE COLLAR WORKERS** of the construction industry, working hard but remaining fairly invisible. So what's to know? A visit to Maze Nails, in Peru, Illinois, the largest surviving specialty nail manufacturer in the U.S., answers the question.

To begin with, the process of making nails does not, as one might think, include pouring hot steel into tiny molds. Instead, they're made from strands of wire, stretched to a desired thickness.

Roelif Loveland, a 5<sup>th</sup> generation Maze descendent and now the company president, explained: "we start the process with wire, about the size of a pencil, and have to make it skinny. We stretch that wire (in a process called drawing) by pulling it through a die that is a slightly



Wire rod is stretched thin to make nails, as illustrated by this 14-gauge wire (on the left) stretched from the original rod on the right.

smaller diameter than the wire. A dry lubricant is used to keep the wire from breaking. If you want it even skinnier, we send it on through another even smaller die."

Purchased from Keystone Steel and Wire, Peoria, Illinois, the wire (called 'rod') is delivered in large coils to an expansive outdoor yard where it is held for future use. Once ready for forming, the drawn wire is sent through machines that can crank out from 700 to 1,000 nails a minute.

## LONELY AT THE TOP

Being able to claim that Maze Nails is the only 100 percent USA-made nail company to



**COMPANY:**  
Maze Nails

**WEBSITE:**  
mazenails.com

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survive is not something Loveland relishes with any great delight. In fact, it's lonely at the top with most of their domestic competitors gone. Deniston Nail, Dickson Nail, Fox Valley Steel & Wire, Northwestern Steel & Wire and the longtime nail making mill at Keystone Steel & Wire have all been replaced by foreign competition. "It's really sad to see all these competitors, people we've known for years, close, but the fact of the matter is, the last man standing wins, and we're virtually the last man standing. We bought a lot of machinery from these guys as they went out of business," said Loveland.

Their biggest competitor now is China. "It's estimated that ninety percent of the nails used nationally come from China," Loveland said.

The U.S. goes through phases of placing tariffs on countries with cheap imports, but it never lasts. "The big importers in the U.S. will just switch countries: 'well, we'll just buy from some other (untariffed) country for awhile.' They're always jumping around," he said.

Post-frame builders have proved loyal customers. "We've got the best hardened and the best galvanized nails," Loveland said, "the two areas that are huge to post-frame builders.

"There are some post framers who will dabble in import nails," he continued, "but when you're up on top of a building and it's windy and you have nails that regularly bends and you're so damned mad—then they come back to Maze."

The loyalty may also be due in part to the company's willingness to eschew convention by dealing direct with the top post-frame building companies in the country, companies like Wick Buildings, Morton Buildings, Lester Buildings, Cleary Buildings and others. Smaller post framers are better suited to purchase through retail channels: Menards, True Value, Do-it Best, Lowe's, etc.

"Post frame is a very important segment of our business ... this seems like the center of the universe for post frame (the Midwest)," Loveland said.



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Roelif Loveland, president of Maze Nails and a 5th generation member of the Maze family, helps continue the family tradition.

## how things are made

BY SHARON THATCHER

How this direct contact developed is simple to understand. Maze Nails was already making colored nails for asbestos siding, so when colored metal became popular, post-frame builders went out to search for colored nails for metal. “They went to the lumberyards and were told, ‘no way we’re handling all these colors of nails for you guys,’ so pretty soon, post framers were coming to Maze and saying: we know you have the nails and you paint nails for asbestos siding, why don’t you paint rubber washer nails for us?”

This opportunity resulted in more SKU inventory at Maze.

“If someone will buy them, we will make them,” Loveland said. “We will make small quantities if we have to.”

Perhaps part of why Maze Nails has been able to survive can be found in its willingness to evolve with the times, and how well it has managed its incoming and outgoing resources. Very little goes to waste, with 90 percent of everything getting recycled.

### GREEN ASPECTS OF NAILS

The green stream starts all the way back at the beginning when the rust is pickled off the coils of steel rod using sulfuric acid. The combination of the sulfuric acid and the iron in the rod creates a salt compound called ferrous sulfate—a compound which eventually weakens the acid bath. With specialized equipment, the ferrous sulfate is chilled, spun and saved as crystals. Water and a small amount of new acid are then added to the acid bath to replenish it and send it back to work.

What happens to the ferrous sulfate crystals? They are sold to various channels and eventually “repurposed” for use in snack foods, iron supplements and to neutralize hazardous materials in landfills.



FERROUS SULFATE

Loveland said. “In the old days, when our acid got tired, we’d have a tanker truck come in and pump it all out and then we’d have to buy brand new acid. We buy far less acid now.”

Similar stories of green practices continue all through the chain of nail creation at Maze Nails, including the process of hot-dipped galvanizing.

“The nails were solid zinc up until World War I and then the price of the base metals began to skyrocket,” Loveland said. “We couldn’t afford to make nails out of pure zinc. They needed the

zinc for the war effort. So we had to figure out a way to make a nail out of steel, then dip it into molten zinc to give it a dependable galvanized coating.”

It was 1916 when the process of hot-dipped galvanizing nails was developed by Maze to overcome the shortage of zinc.

In addition to hot-dip galvanized, some nails, such as metal lath nails and pole barn nails, need hardening. This is done at an accredited outside heat-treater. The nails are heated up until they are red hot, then dropped into an oil bath. The process, Loveland explained, “makes the nail extremely durable, so much so that you could drive a hardened nail into cement block or even into uncured concrete.”

The same process helps post-frame builders drive Maze pole-barn nails into old, dried lumber and pressure-treated lumber.

In the dipping process for hot-dip galvanized nails, however, a lot of by-products can be created. So what to do with that waste, which is 99 percent zinc? Maze eventually had the answer. They shipped the sludge, or “dross,” back to the smelter. “We get a very large portion of our money back. All waste zinc is recycled and nothing gets thrown away,” Loveland explained.



NAIL WHISKERS

Even nail whisks (the shavings created during the forming of the nail point) have found another use. Their value is too nominal to send back to the steel mill for remelting, so they are sold for other purposes.

You might think whisks don’t weigh much, but a standard-sized 55 gallon barrel holds about 1,900 pounds of whisks and the company can generate up to two barrels a day. “Quite a few different companies want this type of really dense product,” Loveland said, noting that he’s known them to be used for “lots of weird applications” such as weighing down large speakers at rock concerts; as hull ballast in sailboats; and one customer, who creates firework displays for a famous nightly display, weighs down his floating fireworks apparatus with nail whisks to keep the fireworks sticking straight up and not towards the crowd.

“We recycle basically everything. It’s a wonderful closed loop. We have almost no waste stream at all,” Loveland continued.

That green aspect helps to sell nails. “As far as I know, we’re the only nail maker touting the fact that our products are certified as made from recycled content. If you look at an imported nail, that’s mainly from freshly mined ore. The earth and land have been disrupted to get the steel they need. Ours is all



Kegs of Maze nails are rolled off a Rock Island freight train.

## MAZE HISTORY

### Happy 170<sup>th</sup> birthday to Maze Nails!

Ten years after his arrival from Ireland Samuel Maze started Maze Lumber on the banks of the Illinois River, where it is still located today.

In the late 1880s, cedar shingle roofs were common, but the nails holding them down were inferior. “People were coming in and complaining that the cedar shingles were blowing off because the heads of the nails were rusting off,” Roelif Loveland said.

Samuel’s son, Walter (Roelif’s great-grandfather) looked for a solution. “He bought a little nail machine and started making nails that didn’t rust.”

At the time, Maze was still more interested in selling shingles and lumber than nails. “So his deal was, if you come down to Maze Lumber and buy shingles from us, we’ll give you the nails for free.”

Before long, other lumberyards came calling. “They were coming to him and saying, ‘we don’t want your shingles, but sell us some of those nails,’” said Loveland. “So the little machine that ran for an hour a week, suddenly was up to a couple hours a day, and eventually Mr. Maze was out buying more nail machines.”

Due to flooding concerns down along the Illinois River, a new facility exclusively for Maze Nails was built on a bluff west of Maze Lumber in 1922. Today, the 250,000 square-foot factory employs about 55 people.

### PACKAGING

When the company first started, all nails were shipped in 100 pound wooden kegs. “That’s what they originally used for all the nails that were wheeled in and off the river boats that came up the Illinois river,” Loveland explained.

In 1906, Maze started using 50 pound boxes instead of kegs. “Our competitors stayed with the kegs,” said Loveland. “They were running ads: ‘why lift a 50 pound box when you can easy roll a barrel right down the hardware store aisle?’”

But the boxes proved more practical and eventually the kegs disappeared entirely.



from recycled, remelted steel from USA plants,” Loveland said, adding: “Old motorcycles, lawnmowers, cars, washing machines—all that can be recycled, remelted ... and that’s how we get our rod. The quality of the steel is outstanding, since the process to create dependable steel from assorted scrap is truly an advanced science.”

### A NAIL FOR EVERY PURPOSE

As a builder, you may know there are many different kinds of nails, but did you know that Maze has some 3,400 different nails? Nails for shakes, for metal, for wood, different colors, different nail points, different shank shapes and head shapes, and on and on. Maze itself has invented many types of nails, including

both ring shank and spiral shank nails.

With up to 7 million pounds of inventory stockpiled, getting the right nail for the right job is seldom an issue. Loveland noted: “As an ‘accessory’ item, we often simply follow the rest of the industry. When a manufacturer develops a new building product, we follow with a nail that can handle it with confidence.” **RB**

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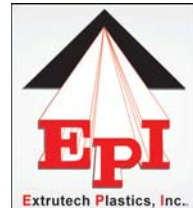
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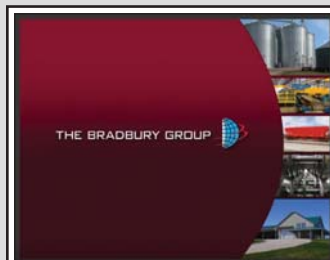
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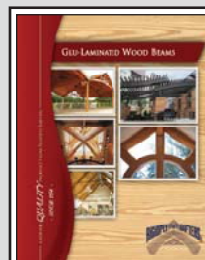
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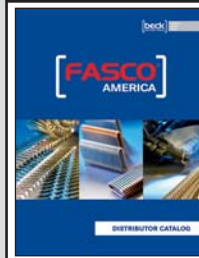
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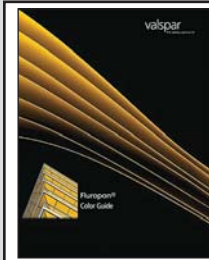
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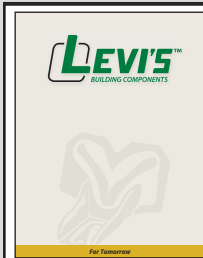
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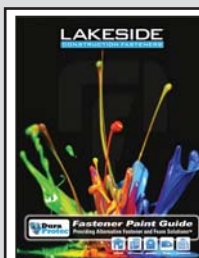
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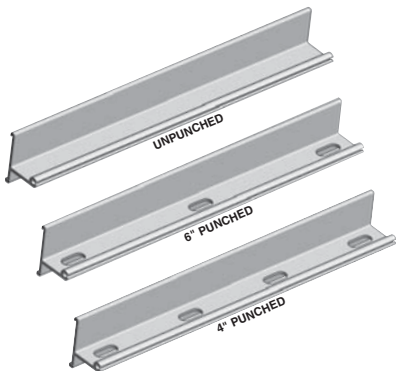
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