

NATIONAL

# FRAME

B U I L D E R

M A G A Z I N E

JUNE 2020  
Vol.1 No.4

**FRAME BUILDING EXPO  
DES MOINES, IA**  
Winners From This Years  
NFBA Frame Building Expo



**NFBA \ BUILDING  
OF THE YEAR**

AND THE  
**WINNERS  
ARE**

**BUSINESS MANAGEMENT**

How to Work Through Client  
Conflicts

**LEGALLY SPEAKING**

COVID-19  
NOW and NEXT

**DEVELOPING, IMPROVING PAINT COATINGS**

Through Rigorous and  
Constant Testing

**RESEARCH & TECHNOLOGY**

Post-Frame Fire Wall Design  
& Construction



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submission cutoff date 12.1.20

## Safety Program

The National Frame Building Association (NFBA) recognizes NFBA member companies that have demonstrated a commitment to improving job-site safety through the development, implementation, and enforcement of a safety program. All applicants will be recognized on the basis of an assessment of their safety program through this application.

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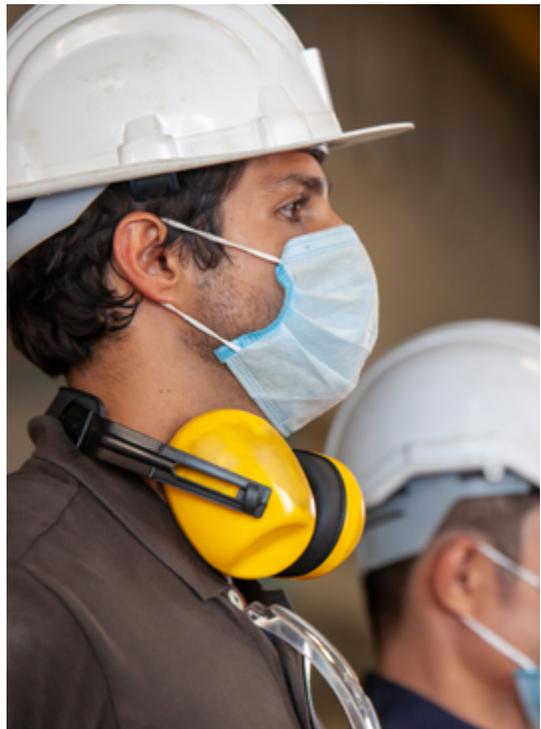
NFBA believes in elevating these individuals and companies by highlighting their achievements amongst their industry peers.

- Building of the Year
- Crew Foreman Award
- Excellence in Safety Award
- Rural Builder Hall of Fame
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### COVID-19 NOW and NEXT

While we continue to hear about the coronavirus every day, even on weekends, it is important that we distill down the myriad of information into a useable form.



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## Post-Frame Fire Wall Design & Construction

In virtually all jurisdictions within the United States, commercial building design is regulated by the International Building Code (IBC). Among its numerous provisions, the IBC sets allowable floor area limits (IBC Table 503) that cannot be surpassed without installing a fire suppression system or separating the area into smaller areas via the use of fire walls.



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**FIND US**



# Hello & Welcome



The life of a business (or Association) can be appreciated in similar ways to our own lives. As we get older, we hopefully grow wiser by gaining knowledge from past relationships, jobs, and life events, whether good or bad at the time. In retrospect, we may see our life's journey as a series of planned events and personal decisions, and it can be a comforting feeling if you believe life turned out the way you envisioned. But, our lives (and business) today may possess more chaos and uncertainty than usual. While uncomfortable, we all must remember that there is nothing wrong with that. Just like life, our businesses are a constant struggle between trying to control the chaos and uncertainty and trying to find ways to embrace and enjoy it, and maybe even use it to our advantage.

The unforeseeable COVID-19 pandemic has undoubtedly turned the entire world on its head and people's businesses and personal lives are feeling the effects. With many cities and states still on lockdown, and no vaccine in site for the near future, events are still being cancelled, travel is still restricted, materials are delayed, clients are anxious, and legal issues may be creeping in all while health and safety for everyone must be kept at the forefront.

Times are certainly tough, but despite the challenges, we must not forget that we have all gone through struggles both in our personal lives and in our businesses and in one way or another, we have overcome, and possibly come out stronger on the other side. Let us take this time of uncertainty and try to make the best of it. Maybe having your children at home instead of in a traditional school setting everyday can also be a chance for memories made. Maybe those cancelled meetings and events have forced you to learn a new technology that will make running your business easier or more convenient in the future. Maybe having no where to go has freed up time otherwise spent driving back and forth to the office and has forced you outside where you have gotten back in touch with nature and your health. Maybe holding up job contracts or waiting on material has given you the opportunity to train employees in other areas that were previously pushed aside due to time constraints, or allowed you to step up your company's safety program.

Staying positive and trying to see the bright side is the only way we are going to successfully get through this. I urge you to have faith in yourself in dealing with these challenges and these changes as we all push through these times. We're all in this together, and together we can build ourselves as individuals, as members of a business, and as members of an association.

**Rachel Pinkus**  
Editor



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NFBA HELPS BUILD YOUR POST-FRAME BUSINESS  
visit [www.nfba.org/index.php/members-landing](http://www.nfba.org/index.php/members-landing)

# A MESSAGE FROM

**MATT GREINER**  
PRESIDENT, NFBA BOARD OF DIRECTORS

## The State of the Post-Frame Construction Industry

**A**long with every other type of business, the post-frame industry is also feeling the effects of the worldwide pandemic caused by COVID-19. While the repercussions of the Coronavirus on your business and livelihood may not be fully apparent, the potential ripple effect is large within the construction industry. Many building suppliers reside outside of the US causing a potential shortage of building materials. Even materials produced within the US are seeing delays due to production line shutdowns, staff shortage, and back-orders. Even if you can get the materials, jobs may be delayed due to lack of skilled labor or cautious project owners. The reality is that the Coronavirus might be having more of an impact on your business than you realize. Maybe not right now, but it may be felt as the situation progresses into the Summer and Fall.

This is a great time to call upon your fellow NFBA Members for information and support. How is their business being affected and how are they dealing with the ever-evolving changes, whether it be with their particular state's shutdown orders or the new safety standards being thrust upon businesses? This is exactly the type of questions I have been asking my fellow volunteer Board Members, and here is what I have learned so far.

President of Lester Building Systems in Minnesota, Mark Billstrom, says that "The increase in unemployment has not really improved our opportunity to hire skilled construction crew people. However, it has given us more options in manufacturing. In the future, I expect our construction operations will not change substantially, but we will continue with heightened awareness



and work methods related to social distancing and sensitivity to related customer concerns. The office environment and some manufacturing areas will change. The necessity for many to work-from-home tested our information technologies and proved we can do it well. There will likely be more office people doing some part-time work-from-home and the flow of some manufacturing areas will stay adjusted."

Joe Shimp, President of Conestoga Buildings in Pennsylvania, told me his "largest concern for future/strategic planning is the economic cycles at large. Over the last few years, we have almost completely transformed away from the lower end "volume" type buildings. While we believe many of our current customer types will do relatively well financially through these times, we expect some reluctance or hesitation to commit funds to capital projects. For commercial, and especially public work entities, the question will come down to if the funds are available for future projects. We plan to leverage and further develop the niches we have found to be the most resilient."

As for the manufacturing side, Todd Carlson, former NFBA President and President of AJ Manufacturing,

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Inc. in Wisconsin states that his “current business has remained near pre-COVID plan, with most of the soft areas attributable to states with strict stay at home orders effecting construction. Our operations have continued to adjust to provide additional space or protections for employees from close contact. The office staff is virtually all remote today and will remain a mix of remote and in-office going forward. Hiring has resumed for operations and we have seen strong turnout. When things pick-up, I expect stress/strain on the supply chain, pent up demand will meet depleted inventories, understaffed operations, and logistical hardships. Overall, we remain optimistic and hopeful for those hardest hit. The hit to the economy might not show how severe this has been for many more months to a year in the future.”

While the current construction environment looks different and it is difficult to predict what the future

will look like, the discussion should not be doom and gloom, but more of a positive outlook on the future and what companies can do to be successful.

We want to hear from you! Send us the observations and experiences that you have had due to these current events. We all have the advantage of sharing with each other as a group and using that information as a resource. Any information you would be willing to share will be used in the next issue. With your permission, you will be cited as a contributor of content, or you can remain anonymous. Email NFBA at [mmiller@nfba.org](mailto:mmiller@nfba.org) or you can mail to us at NFBA 7250 Poe Ave. Suite 410 Dayton, OH 45414.





# WHY YOU SHOULD SUPPORT POST-FRAME ADVANTAGE

PFA Post Frame Advantage Goal

Megan Miller  
NFBA Executive Director



PFA UPDATE

**N**FBA's Post-Frame Advantage Program is an integral part in what the Association does to improve the Industry. Each year, PFA makes sizable contributions to projects that accomplish the following:

- *Educating Building Owners and Designers about the option of post-frame construction*
- *Making the message heard that Post-frame brings value and innovative solutions*
- *Educating Builders and Industry Associates about improved methods for post-frame structures*
- *Boosting Employers' ability to recruit and retain skilled Employees*
- *Tackling issues that even larger companies alone would not be able to take on.*

All of these initiatives benefit the industry as a whole, but collectively, **PFA works to generate more LEADS for YOUR BUSINESS.**

## 2020 Projects Supported by Post-Frame Advantage

- *A digital marketing project that will result in increased visibility for NFBA Member Companies*
- *Finalization of the Post-frame curriculum package to train your workforce and assist with onboarding*
- *Education programs for proper engineering methods for Post-frame structures*
- *Non-diaphragm structure design education*
- *Enhancements to the NFBA website including an upgraded Members Only section with technical,*

*educational, and marketing resources*

- *Expanding the 3-Hour Firewall constructability to include the use of glulam columns*

PFA is supported by contributions from NFBA Members and others who see the value in Post-frame Construction. The strides that this program makes would not be possible without their support.

## 2020 PFA Fundraising Goal: \$180,000

Follow the lead taken by these other NFBA Member Companies:

 Lester Buildings: \$10,000 Contribution

 Plyco Corporation: \$2,500 Contribution

 BlueLinX: \$1,000 Contribution

Now is the time to make your commitment to the cause.

**On the following page you will find the 2020 PFA Commitment form.** It lists all of the options that make it easier than ever to make your contribution. You will also find **the additional benefits that come with being a PFA Contributor.** PFA reciprocates your generosity with increased exposure for your Company on the NFBA website, in this magazine, and at the annual NFBA Conference and Expo. Please contact your NFBA Staff with any questions you might have about PFA and the programs it supports. We thank you in advance for doing your part to help NFBA meet the 2020 PFA fundraising goal.

# NFBA 2020 POST-FRAME ADVANTAGE COMMITMENT FORM



Name: \_\_\_\_\_

Company: \_\_\_\_\_

(Please list your company name as you would like it to appear on recognition materials)

### Commitment Level:

- \$25,000       \$2,500 (\*\*PLATINUM CONTRIBUTOR LEVEL)
- \$12,500       \$1,000
- \$10,000       \$500 (\*GOLD CONTRIBUTOR LEVEL)
- \$5,000       \$Other \_\_\_\_\_

### **As a PFA Program Contributor, you will be:**

- ◆ Recognized as a supporter on nfba.org
- ◆ Recognized with signage at the Annual Conference and Expo
- ◆ \*Gold Contributors will receive an enhanced listing on nfba.org that includes the Gold Contributor emblem
- ◆ \*\*Platinum Contributors will receive Gold Contributor Level benefits with Platinum Contributor emblem, will be recognized in the Conference and Expo program and on Expo signage, **AND** they will receive either a half-page ad in the NFBA National Frame Builder Magazine or 2 complimentary full registrations to the 2021 NFBA Conference and Expo!

### **Support your Industry and support your business!**

Your contribution to the Post-Frame Advantage Program directly funds educational marketing. This marketing is designed to let building “decision makers” and consumers know that post-frame can be the best choice for their projects.

Your support also funds post-frame research, design tools, standards development, and technical programs that educate the engineering, design, and code official community on post-frame building systems.



We now offer more payment options than ever!

I would like my contribution payment(s) to be made via the following frequency:

- Annual (full amount)     Semi-Annually     Quarterly     Monthly

I would like to pay via:  Check made out to NFBA    or     Visa, MC, Discover, or American Express

**Recurring credit card payments** are also now available! Please check this box if you would like to make your payments automatically recurring:  YES make my credit card payment automatically recurring

With an end date of : \_\_\_\_\_ or  No end date

Billing address: \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Email \_\_\_\_\_ Phone \_\_\_\_\_

Return completed form to NFBA: mmiller@nfba.org      937-278-0317  
 NFBA 7250 Poe Ave. Suite 410 Dayton, OH 45414

# DEVELOPING, IMPROVING PAINT COATINGS THROUGH RIGOROUS AND CONSTANT TESTING

There is no rest for those working in the coil coating industry. The demands for coatings that are longer lasting and more durable in a wider array of colors continues to grow. The competitiveness of various markets drives paint companies to invest time and resources in testing its products, looking for ways to make them better.

Channing Beaudry  
Sherwin-Williams Coil Coatings



The post-frame industry is growing and some of that growth can be attributed to those companies improving coil coatings. Post-frame buildings are not just barns, garages and sheds. More and more, builders, and more importantly, end-users, are recognizing the value of using post-frame construction in commercial and residential applications as well.

There are many elements to developing a quality coating and one of the most critical components is testing. Acres and acres are dedicated to testing fences, where paint companies expose their products in natural weather conditions. Exterior weather exposure (natural weathering) involves placing sample panels on inclined open racks oriented at the sun, usually at a 45-degree angle in a southerly direction. This angle ensures the most UV exposure. Most fence testing is done in Florida a subtropical location that provides perfect conditions for natural exposure testing.

Outdoor natural weathering tests provide the most real-life opportunity to see how coatings perform over years and decades. Accelerated outdoor weathering tests are critical when formulating and testing new coatings.

Exposure to the sun (ultraviolet light), moisture

and humidity, high temperatures and temperature fluctuations can lead to color changes, chalking, blistering, corrosion and other physical reactions for protective metal coatings. Knowing challenging weather elements and understanding how it can affect coatings helps paint companies develop and deliver exceptional products to customers.

In addition to fence testing, paint companies test coatings in labs, known as accelerated testing. Coating samples endure a year's worth of weather in a much shorter time. Special environmental cabinets and instruments are used to speed up the weathering process and measure the effects under extreme conditions.

Indoor cabinet testing is used not only for UV light exposure, but for testing coating performance with exposure to moisture, humidity, heat and changing temperatures.

Post-frame construction consists of almost all 26-gauge metal panels, mostly 36-inch wide panels installed using exposed fasteners. (Incidentally, those fasteners are also coated to match the panels, with expectations the fasteners and their coating will last as long as the panels.)



Weather testing is a critical variable to engineers when they are formulating new materials or improving upon old formulas.

Silicone-Modified Polyester (SMP) coatings are the preferred coating for the post-frame industry. It's a durable coating and more resistant to damage during and after installation than Polyvinylidene Fluoride (PVDF) coatings. PVDF coatings are considered the high-end coating, used more in applications where a resistance to chalking and fading are more critical.

A very visible commercial post-frame building with a stronger desire for resistance to chalking and fading, may want to upgrade to a PVDF coating. Buildings that are show pieces, even a high-end equestrian facility, may want to go with a PVDF

coating.

Weather testing is a critical variable to engineers when they are formulating new materials or improving upon old formulas. All new formulations are put through rigorous testing, because it's important to know if we are heading in the right direction or if we need to go back to the drawing board. Testing helps prevent failures.

What information is gathered from testing? Results show how coatings retain gloss, resist chalking, blistering and cracking/flaking.

Gloss refers to a coating's ability to reflect light



Testing is done with the goal of meeting and exceeding ASTM standards.

without it scattering. Direct UV exposure can degrade the luster of the topcoat. While all types of coatings will lose some degree of gloss over time, SMPs will generally lose gloss earlier than PVDF coatings.

Chalking is caused by degradation of the resin system at the surface of the finish due to the exposure to ultraviolet rays. Fading of paint color is caused by Ultraviolet degradation of the pigment and resin system. After initial exposure, coatings are typically measured for chalk and fade at three- to five-year intervals.

Blistering is caused by heat and moisture and represents a localized loss of adhesion and the lifting of the coating film from the underlying surface. Cracking or flaking is when a hairline fracture occurs in the coating that then splits and eventually peels away from the substrate. Improper application, spreading paint too thin, poor surface preparation or improper paint selection for a particular condition can cause cracking or flaking.

Testing is done with the goal of meeting and exceeding ASTM standards. ASTM International, formerly known as the American Society of Testing Materials, is a globally recognized leader

in the development and delivery of international voluntary consensus standards.

Builders who understand the expectations of their customers will be able to provide the coating that is best suited for a specific application and location.

#### **About the author**

*Channing Beaudry leads the Global Research and Development Group for Sherwin-Williams' Coil and Extrusion Coatings Division. With dual degrees in Chemistry and Chemical Engineering from the University of Minnesota and over 20 years of experience in the paint and coatings industry, Channing has led the development of a wide range of innovative coating systems across a number of industries including general industrial segments and building products. Channing works with architects and customers to understand their unique needs and develop coatings for metal building products that meet any aesthetic or specification while lasting long into the future.*



# LEGAL SERVICES PLAN



## WHAT IS IT?

The National Frame Building Association has entered into an agreement with the law firm of Auman, Mahan, and Furry to provide the NFBA membership with this unique service.

## HOW DO I USE THE PLAN?

Auman, Mahan, and Furry specializes in labor and employment law, discrimination, wage-hour, prevailing wage, workers' compensation, unemployment compensation, construction law, construction claims disputes, government contract disputes, occupational safety and health, pensions, fringe benefits, collective bargaining, litigation, and business law; including taxes and securities. The firm represents numerous business clients and various associations throughout the country, including NFBA.

## WHAT IF I NEED ADDITIONAL HELP?

If additional services are needed, members can either contact their own attorney or retain the services of an attorney at AMF at a preferred hourly rate. Court costs, filing fees, and miscellaneous disbursements would be paid for by the member, and itemized by the firm.

## WHAT DOES IT COVER?

The primary purpose of this service is to provide NFBA members the opportunity to discuss and identify legal problems, and to resolve general questions and concerns quickly through convenient access to specialized and qualified legal counsel. Each NFBA member is entitled to one 30 minute consultation per month either by telephone, email, or office conference, at no charge. It is understood that these consultations and conferences will be based on existing knowledge of the attorney without further research and analysis. When calling Auman, Mahan, and Furry, please ask for Gary Auman and identify yourself as a NFBA Member calling under the Legal Services Plan.

## HOW DO I CONTACT AUMAN, MAHAN, & FURRY?

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937-278-0317  
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# POST-FRAME FIRE WALL DESIGN & CONSTRUCTION

Using the most recent 3-hour assembly with 3 layers of 5/8" gypsum board on each side

Alan Schambach, PE, SE  
FBI Buildings



In virtually all jurisdictions within the United States, commercial building design is regulated by the International Building Code (IBC). Among its numerous provisions, the IBC sets allowable floor area limits (IBC Table 503) that cannot be surpassed without installing a fire suppression system or separating the area into smaller areas via the use of fire walls. In many cases, fire suppression systems are cost-prohibitive cases, so designers often utilize fire walls to comply with IBC Table 503.

The post-frame building system is a very viable construction type for commercial use. Until 2012 the go-to fire wall of choice for post-frame buildings was a CMU (concrete masonry unit) wall. Though effective, CMU walls require a concrete foundation and generally different excavation equipment and crews than typically used in post-frame building construction. This in turn adds to overall construction costs and scheduling complexity.

In previous articles, Royer and Stauffer (2012) and Shirek (2012, 2014) explained how the NFBA Technical & Research Committee worked to create a unique post-frame fire wall that would lower cost, minimize the number of different trades on a jobsite, and allow the post-frame building industry to be more competitive in the

commercial market (Figure 1.) The fruit of this effort was a 3-hour UL-approved fire wall (UL Design Number V304) wall assembly. The 2012 version of the 3-hour fire wall included 4-ply 2x6 nail-laminated columns at 8ft maximum spacing with 2x4 girts and four layers of 5/8 inch type X gypsum board per side. The wall endured the test chamber's ~1,800degree Fahrenheit temperature for 3 hours and 47 minutes before failure. The 2012 fire rated wall has served the industry adequately for several years. It should be noted that 1- & 2-hr versions of the wall are also attainable with two and three layers of drywall, respectively.

By 2018 the NFBA Technical & Research Committee was ready to embark on a new effort. Though the original wall was a significant step forward for the industry, eight layers of drywall seemed excessive. The burning question in the minds of committee members was "Could UL V304 pass the 3-hr threshold with one less layer of drywall per side?" Simple math would say that if four layers didn't last four hours, how could three layers last three hours? There was only one way to find out – run another test.

## *November 2018 Fire Wall Test*

On November 8, 2018, several NFBA T & R Committee members attended the Underwriters



Figure 1. A 3-hour post-frame fire wall under construction.

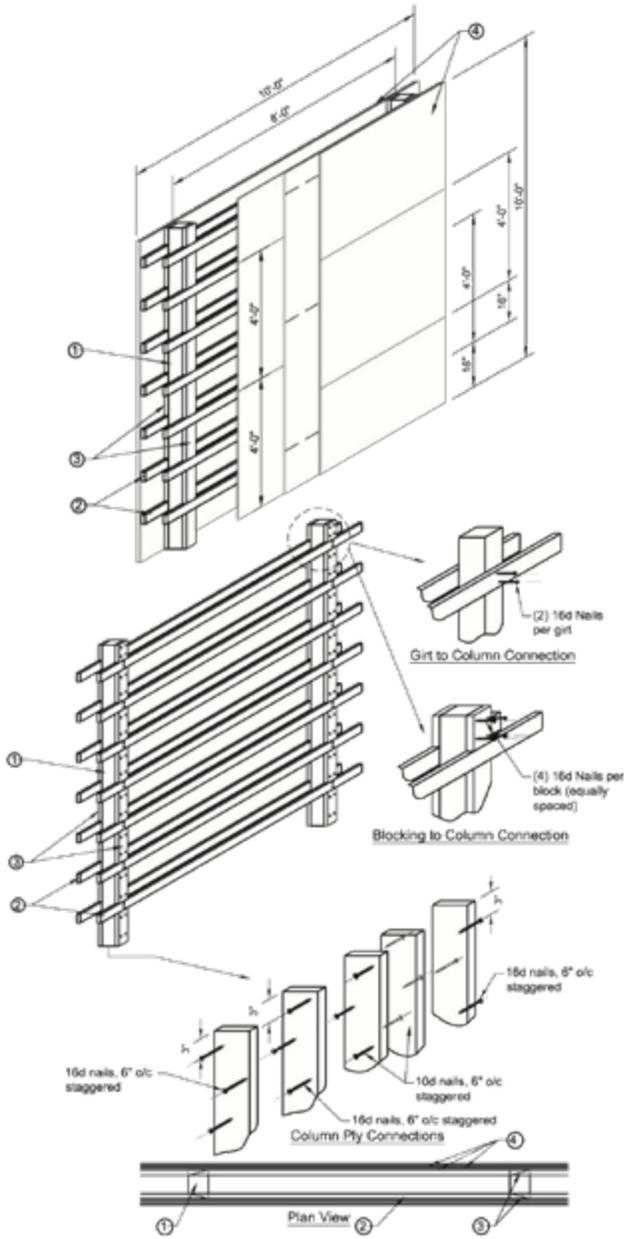
Laboratory (UL) in Northbrook, IL to witness the test of UL V304 with 3 (instead of 4) layers of drywall per side. This test assembly was essentially the 2-hour version of the 2012 assembly, now being tested for 3 hours. Members watched the test chamber with great interest as flames took their toll on the assembly. The heat was intense, and in time wood within the wall caught fire at which point the entire chamber was filled with flames and smoke. Despite the fire now burning away at the frame of the wall, the assembly continued to hold as the clock rolled past 2 hours and 45 minutes. Suddenly, at 2 hours, 50 minutes and 23 seconds, fire broke through the remaining drywall and the test was over. Failure? At first glance, yes. The fire break-through occurred because the column had burned and lost much of its cross-sectional area which allowed it to buckle

under the compression load which was 50% of the calculated design load. The committee reasoned that had the cross-sectional area of the columns been slightly greater, the test would have lasted at least 3 hours. After careful study, UL engineers agreed with this assessment, specifically certifying that UL V304 with 5-ply (instead of 4-ply) columns could be approved as a 3-hr fire wall.

### ***Changes to UL V304***

NFBA T&R Committee members were in strong agreement that adding one ply of lumber to every column was a small price to pay for the ability to reduce the 4 layers per side from the 2012 assembly to 3 layers and still maintain a 3 hour fire rating. To this end, UL V304 was updated with larger columns and less drywall. Fastener and other construction details for

continued on page: 18



**Figure 2. Construction details for a 3-hr post-frame fire wall (UL V304).**

this fire wall, some which are shown in figure 2, can be found online at <https://iq.ulprospector.com/en/profile?e=15157>. A free registration may be required to access this information.

The NFBA T&R Committee is aware of and is considering the interest of some in the industry to have glue-laminated columns included in this assembly. This option is being evaluated and may be included in future test assemblies and/or testing.

Though fire walls can exist in various forms and locations throughout a building (see Sutton, 2018), the remainder of this article only addresses fire walls running parallel to trusses, and located where there is no change in roof height (i.e., the roof height is the same on both sides of the fire wall). Fire walls that function as exterior walls are constructed similarly but have some additional code ramifications that are not covered here. Fire walls can be run perpendicular to trusses but are typically avoided due to the challenge associated with extending the wall up to or beyond the roof deck. This also will not be covered in this article.

### ***Structural Independence***

“Structural Independence” is not a phrase that is found in the IBC but is often used by engineers when discussing how a fire wall is intended to perform in the event of a fire. The phrase comes from the interpretation of the 2018 International Building Code (IBC) Structural Stability Section 706.2 which reads “Fire walls shall be designed and constructed to allow collapse of the structure on either side without collapse of the wall under fire conditions.” Earlier versions read “Fire walls shall have sufficient structural stability under fire conditions to allow collapse of construction on either side without collapse of the wall for the duration of time indicated by the required fire-resistance rating.....” To put it simply, a raging fire on one side of the wall that causes collapse of the roof structure should not be enough to pull down the wall that is intended to protect the spread of fire to other areas of the building. The code is not explicit about HOW to accomplish this, so the specifics are left to the discretion of the building engineer.

### ***Fire Wall Framing Details***

As a post-frame building engineer, with over 20 years of experience, and as one of the NFBA T&R Committee members who observed the actual fire wall testing at UL, I’ve concluded that it’s not difficult to construct the UL V304 fire wall in such a way that the stability of the assembly is maintained in

the event of a fire and roof collapse on one side of the wall. The design that I use to accomplish this is shown in Figure 3. As illustrated in the figure, there are no structural members that penetrate through the fire wall, including overhang conditions. Purlin-to-ledger connections at the top of the wall effectively behave as pin connections in that they allow for easy rotation of the roof purlin if the nearest truss were to collapse and attempt to twist the purlins off the fire wall. Consider that as a fire rages and burns up into the attic area, wood trusses and wood purlins will quickly become engulfed in flames. By the time a truss has been compromised to the point of no longer being able to support the roof as designed, surrounding purlins will also presumably have been severely compromised. And then..... whoosh!!.....the compromised roof caves in as the truss buckles and falls to the floor. I contend that as a result of the pinned purlin-to-ledger connection and fire-weakened purlins that there is not enough strength left in the collapsing system to harm the fire wall when the roof collapses. Purlins that haven't burned completely through will work to pull over the fire wall as the truss nearest the fire wall collapses. At some point, the resultant tension force in the purlins will be acting more downwards than sideways. The initial sideways pull from purlins in the collapsing roof will be resisted by purlins and roof cladding on the non-burning side of the wall and this should maintain structural stability of the fire wall. This detail has been utilized many times with no resistance from the Authorities Having Jurisdiction (AHJ).

The focus thus far has been on purlins and trusses because they are the elements that have the greatest chance of compromising the structural stability of the wall during a fire event. This is

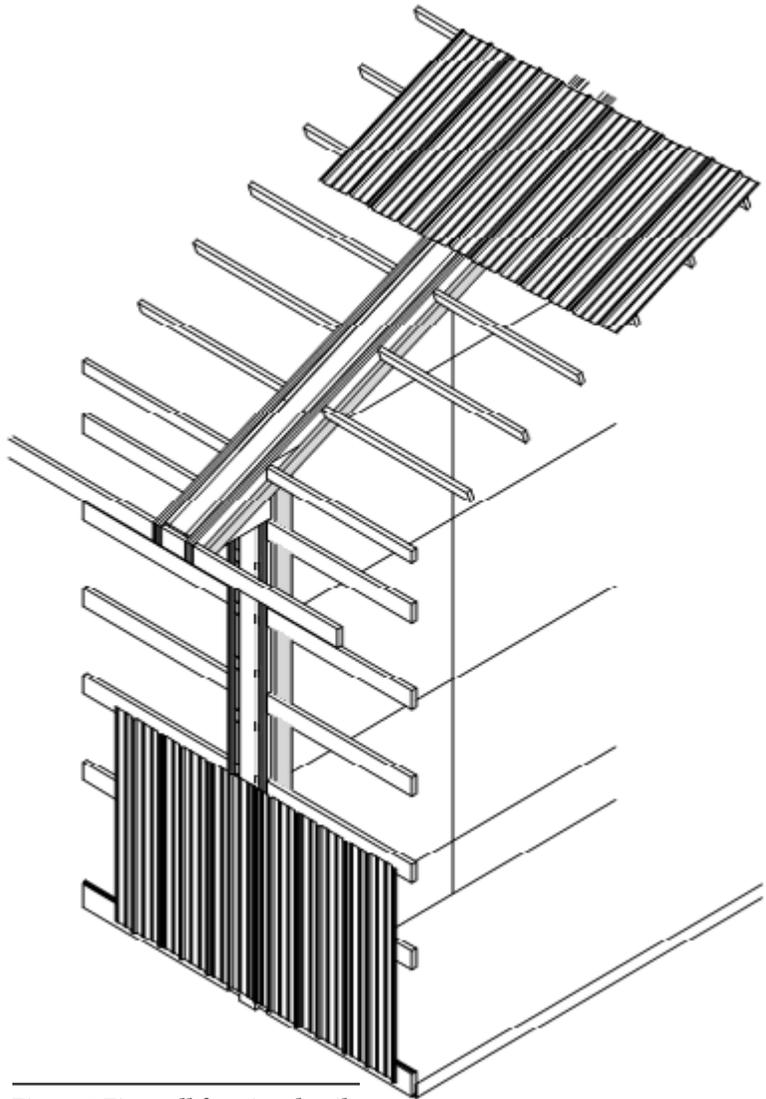


Figure 3 Fire wall framing details at roof and sidewall locations.

not to diminish the importance of proper design and construction between a fire wall and sidewalls. At such intersections, exterior girts are fastened to a vertical ledger - generally a nominal 2-inch thick member with the same depth as adjacent building columns. This ledger is attached AFTER the drywall has been installed to maintain an unbroken plane of drywall between metal panels covering opposite sides of the fire wall. It should be noted that the fire wall must continue into any architectural elements such as overhangs, mansards, etc. that cross the plane of the fire wall as well.

Pertaining to both the roof and wall intersections of the fire wall construction, the IBC permits the gypsum sheathing to terminate at the underside of non-combustible sheathing without the need for any additional sheathing or fire-resistance rating. It should be noted however that openings (windows, doors, HVAC & plumbing vents, etc.) in the roof or walls are not permitted within 4 feet of the firewall (unless another code provision is utilized).

### Construction Sequencing

So how does one effectively construct a fire wall? A fire wall that is constructed prior to the rest of the building requires temporary wind bracing and protection from the elements. Conversely, if purlins, girts and cladding are installed before the fire wall, it is nearly impossible to get the fire wall built in accordance with V304 specifications. When faced with no “ideal” solutions to a particular challenge, a phrase that is often used in our office is “Pick your poison!” In other words, pick the option that has the least unfavorable conditions. Others may choose a different approach, but I have found it most effective to build the bulk of the structure first (to protect the fire wall to be constructed later) but not go so far as to create significant re-work. Note that with surrounding structure in place, fire wall column tops can easily be held in alignment with temporary bracing to nearby trusses/rafters while girts and drywall are attached to the fire wall columns.

The beautiful thing about UL V304 is that a post-frame building erection crew can construct the entire fire wall. It is recommended that, if possible, the fire wall be situated such that the nearest building trusses are approximately 4 ft from each side of the wall. This allows crews in scissor lifts to more easily install drywall in the attic area as required.

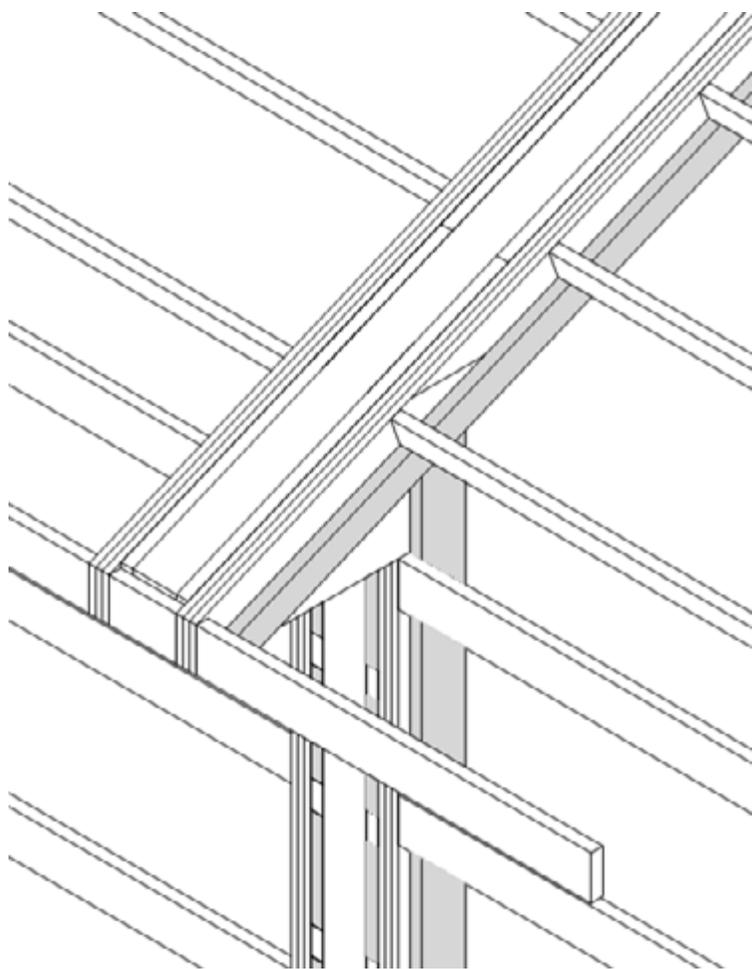


Figure 4 Closeup of purlin and girt termination.

I have found that manufacturing two trusses with 16 inch on center horizontal girts built right into the trusses, and then installing these trusses on each side of the fire wall columns slightly increases material cost but makes the framing of the wall much easier. For this reason, constructing fire wall framing while hanging trusses seems to be most advantageous.

Both the roof and walls of our post-frame buildings are generally clad with corrugated metal panels. This provides a great opportunity to construct a fire wall with minimal wasted effort. Metal panels can be laid out such that the entire roof can be clad less the panels on either side of the fire wall. Utilizing building wrap (or a material of your choosing) to weather-proof the location where metal panels are

omitted allows the crew to poke above the roof plane on a nice day and put the finishing touches at the top of the fire wall without having the roof panels to contend with. The same applies to sidewalls.

Having created an enclosed shell allows for the drywall work to begin as soon as desired. It is very important to follow the V304 specifications exactly, including drywall splicing. Starting at one corner and working across and up to the point that no more full sheets can be used will enable completion of approximately 80%-90% of the drywall work located below the roof plane. On a precipitation-free day, building wrap can be removed, and the remainder of the drywall in the truss area, up to the bottom side of the roof deck, and to the outer edges of the sidewall can be completed. Any purlins or temporary bracing running across the top of the wall must first be removed (see figure 4 for a close-up view of purlin termination). Caution is advised to do one side at a time so that the wall is never left unbraced. Cut purlins back on one side to the appropriate length such that the drywall can be slid up behind them but have enough surface bearing area to be able to connect the purlin to the ledger. After the drywall is in place and cut to the exact pitch of the roof sheeting, the ledger can be installed, and the purlins fastened down. If desired, aluminum clips or other framing hardware could be utilized to attach purlins to the fire wall. With purlins in place, the previously omitted metal panels can be installed.

The same process used for purlin installation can be used at the sidewalls where the fire wall terminates against non-combustible cladding. The building engineer should make sure that there are no openings within four feet of the fire wall if the wall is going to terminate at the underside of the non-combustible sheeting.

With drywall installed, framing properly attached, and cladding fastened into place, your own crews will have completed a cost-effective fire wall, thereby helping compress the overall construction schedule, increasing profitability

for you the builder and ultimately providing your client with the best bang for their buck.

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***About the author:*** Alan Schambach is a Licensed Structural Engineer and Professional Engineer and has worked for FBi Buildings of Remington, Indiana for 25 years. Alan has been a long-time active member of the NFBA's Technical and Research Committee and Editorial Review Committee and can be reached at [aschambach@fbibuildings.com](mailto:aschambach@fbibuildings.com).



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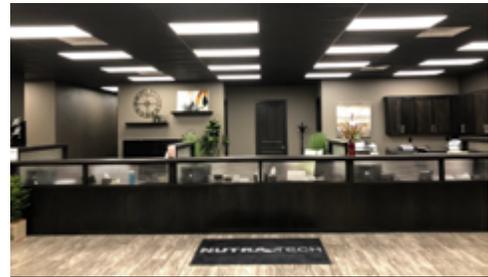
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# 2020 ATLAS SCREW DRIVING COMPETITION

BY Madeline Rogowski  
Atlas Building Products

“This year was my first year attending the NFBA show and hosting the Screw Driving Competition. I came in understanding the significance of the competition, as we have sponsored it for years, and everyone seems to enjoy it. Everything turned out just as it should which made all the extra planning worthwhile. The NFBA Expo has been my favorite place to exhibit, and everyone on staff has been so helpful and accommodating which is always much appreciated. I can see why Atlas continues to be a part of such a great association for so many years. I can't wait for next year's competition with even higher stakes and better prizes!”





# 2020 MAZE NAIL POUNDING COMPETITION

BY Lisa Martin  
Maze Nails

Maze Nails has been sponsoring the Nail Pounding Competition at the NFBA show for the last 17 years and the popularity continues to grow! Each year the number of participants increase as well as the crowd surrounds the interactive competition. Maze Nails is very proud to say we have a huge following from NFBA members and appreciate the continued business we gain each year from the association. 100% American-made Maze “Pole Barn” Nails are strong and dependable which is proven time and time again during this event. Experienced builders only want to use the best nails at a pounding contest – MAZE! We are proud to be partnered with such a fantastic group of builders and we will continue to drive your business with quality products that will withstand the test of time!”



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provide your employees with a safe place to work by eliminating or minimizing as much as possible their potential exposure to COVID-19

# COVID-19 NOW AND NEXT

While we continue to hear about the coronavirus every day, even on weekends, it is important that we distill down the myriad of information into a useable form.

BY Gary Auman  
NFBA Legal Counsel



I would like to take this opportunity to discuss the current COVID-19 situation from a safety/OSHA compliance standpoint and how it will affect employers as we work to get the economy restarted. So, I am going to look into my “crystal ball” for part of the article and try to be as accurate as I can be with regards to the future. As an employer you have two goals in the current situation. First, to provide your employees with a safe place to work by eliminating or minimizing as much as possible their potential exposure to COVID-19. Second, you need comply with OSHA guidance and recommendations (we do not have any OSHA requirements at this time), which are also geared towards protecting your employees, but perhaps not as completely as you would desire.

But, before we get into safety and health in regards to the coronavirus, I want to remind everyone that you cannot focus so much on the coronavirus that you relax your training and enforcement of all of the safety and health standards that affect your employees on an everyday basis. OSHA continues to function regarding ALL safety and health issues in the workplace. While the Coronavirus (COVID-19) has taken over the lion’s share of attention when it comes to safety and health, DO NOT disregard ANY other aspects of your company’s safety and health program to focus ALL of your attention on the current emergency. You still need to train your employees – perform your safety orientation, do your toolbox talks

and daily safety training and audits and enforce ALL of your safety rules. Having said that, the remainder of this article will consider what needs to be accomplished by you to address the coronavirus/COVID-19.

## NOW

When this virus first appeared, OSHA announced that it would ensure the protection of employees by applying the General Duty Clause or Section 5(a)(1) of the Occupational Safety and Health Act of 1970 (the “Act”) as its enforcement/compliance tool. That means that OSHA has concluded that COVID-19 is a recognized hazard that is causing, or likely to cause, death or serious physical harm to employees. In my opinion, this decision by OSHA is one of the few by the agency that accurately applies the General Duty Clause as intended when it was promulgated as part of the Act. While I feel that this is an appropriate application (unless you have a great idea of how to prove COVID-19 is not a recognized hazard in light of all the media and governmental regulation) it does create an obligation for all employers. In my opinion, that obligation will not change in the foreseeable future.

Those who know me know that my FIRST goal is the protection of employees, not in trying to find ways to avoid safety. To that end and to keep this article from becoming a novel, I will address my comments primarily to field work (but much of my comments will apply readily

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to manufacturers and other). You MUST now have in place a COVID-19 pandemic response policy and plan. It must include the steps you are taking to protect your employees from COVID-19 as well as your protocol for training your employees and for enforcing the work rules you have in place. This program needs to be a permanent part of your safety program even when we have COVID-19 under control. Your plan will need to become a “living” program. It should be in the same style as your Emergency Action Plan (EAP). By this I mean you need a company pandemic response plan that exists next to your EAP, which should require a site-specific plan for each location at which you have employees working. This is necessary because, not only do we have federal OSHA/CDC guidelines and recommendations, we also have state and local “orders, regulations, guidelines and recommendations.” You, your safety team and perhaps your company doctor need to review those that apply to you in any location at which you are going to work. DO NOT forget; no matter where your company is headquartered, you are required to comply with all government requirements, etc. in the state and location at which your employees will be working to satisfy the requirements of the OSHA General Duty Clause.

At a minimum you should include the following in your company plan/policy:

1. Employees SHALL use social distancing at a minimum of six feet
2. Employees SHALL confirm their temperature each day when they arrive to work
3. Employees with unacceptable temperature or other symptoms shall remain or be sent home to self-quarantine for \_\_\_\_\_ days
4. Employees should frequently wash their hands with soap and water
5. Employees SHALL never cough or sneeze without covering their mouth AND nose. If masks are not available employees shall cough or sneeze into their elbow.

6. Employees should avoid touching their face
7. Employees SHALL NOT share tools or electronic communication devices
8. Employees SHALL disinfect equipment before using it, when possible
9. Non-essential business travel SHALL be eliminated (my word) or minimized and procedures shall be established for employees returning from travel before returning to work.
10. Develop procedures for workforce contact tracing
11. Develop special accommodations for vulnerable employees.
12. All specific OSHA standards governing the use of PPE, including, but not limited to personal respiratory equipment, face shields, hand protection, etc. shall be complied with.

These requirements shall be enforced under the \_\_\_\_\_ Company Safety Enforcement Program.

A site-specific pandemic policy shall be developed for each worksite. The eleven points listed in the \_\_\_\_\_ Company Pandemic Policy shall be addressed in the site-specific plan along with any State or Local laws, regulations, recommendations or guidance.

Beyond the above you need to familiarize yourself with any state or local regulations that apply to businesses in your state or locality and stay current with regards to them. For example, Nevada enacted a requirement several weeks ago prohibiting more than one employee from traveling in a crew cab truck or working from a scissors or aerial lift truck. I know that many employers have employees share hotel rooms when they travel for the company. This again should be prohibited, whether-or-not there is a law or regulation addressing room sharing. In some states a state OSHA plan is in place and in others still under Federal OSHA control, failure to comply with a state specific regulation could result in an employee complaint to OSHA,

which could (will) require you to justify your actions to OSHA and/or face a compliance inspection.

## NEXT

So, what is next? Here is where some crystal ball gazing is necessary. The difficult thing to predict is how each state, and perhaps even each local community, will reopen for full business operations. Will all states fully reopen for business as usual? Many of us do not think we will go back to “the way it was” at any time in 2020 and perhaps longer than that. Social distancing is one of those restrictions that may well be with us for a long time. The same goes for other aspects of the current regulations, guidelines and recommendations. When does a guideline or recommendation

become more than that? This may be at the heart of the matter. In light of that, I feel we must again look at the situation from two perspectives – the safety of your employees and/or the avoidance of problems with state and federal regulatory agencies. While these may be the same or very closely similar, they may necessitate different approaches.

To fulfill the goal of providing a safe work environment for your employees you need to look beyond ways to “avoid” providing safeguards and determine if what you will continue to do will fully protect your workforce, even if you can or could find a way around doing it. Also (and I may say this again), you will need to put the health and safety of your employees before their importance to you

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because of their skill sets and objectively and consistently apply and enforce you safety rules.

To accomplish the tasks necessary to accomplish the goals in the preceding paragraphs you will need to closely follow all developments regarding protecting all workers from COVID-19. I cannot predict when you might be relieved of this obligation, but I think you will be safe to assume it will extend, at least, until the end of 2020. Let us first look at the list from the NOW to see which may be with us after states have reopened. I believe the following Federal recommendation and guidelines will be with us after reopening and perhaps until the end of 2020:

1. MAINTAIN some form of social distancing and/or wear masks
2. Symptomatic employees stay home and self-quarantine for fourteen days
3. DO NOT share tools or electronic devices.
4. 4. FREQUENTLY wash hands with soap and water
5. Disinfect work surfaces and tools whenever possible
6. Take steps to protect vulnerable employees.
7. NEVER cough or sneeze without covering your face with a tissue or mask or cough and sneeze into a tissue and dispose of it.

The above are the obvious safeguards that I believe will remain for a while after the states have reopened. I believe these are the minimum basic safety considerations. Of course, as I discussed above you will also need to remain up-to-date with your state and local regulations and guidelines and keep them as part of your site-specific COVID-19 Pandemic Protection Program.

From an OSHA General Duty Clause enforcement perspective, it is a new day. Consider the other not specifically regulated areas that are currently enforced under the General Duty Clause – Heat and Cold Illness protection, Distracted Driving and Workplace Violence and OSHA and/or NIOSH has provided us with a short list of expectations for employers to protect their employees. Also, they have been with us for several years and that fact, I believe, formed the basis for the OSHRC decision in the Sturgill Roofing case. But I believe we have only seen a handful of employee complaints relating to employers allegedly not protecting employees in these areas. This is probably because the OSHA and NIOSH guidelines (to the extent they exist in writing) have not been widely published to the general public. BUT that is NOT the case with COVID-19. While I have not done a scientific study, I feel that it is pretty apparent that at least seventy-five percent of the media frenzy that has overtaken the news has been devoted to COVID-19. AND, much of what the general public (and I mean EVERYONE) is

witnessing in the media is if not conflicting; it is putting different “spins” on what we read and see.

So, everyone who works for you has the ability to determine what they think you should be doing to protect them from COVID-19. And, if they do not think you have been doing what they have decided you should be doing, they are aware that they can call OSHA and file a complaint. OSHA has reported that it has received hundreds of employee complaints concerning COVID-19 pandemic compliance. When such a complaint is made, the OSHA area office will frequently react by faxing and/or emailing you what I call an “informal complaint letter”. This will state the employee complaint and require you to respond to the allegations within five business days. That response must be posted in the workplace and a copy will be shown to the complainant by OSHA. If he/she disagrees with your response, you may hear again from OSHA with a requirement to perform an RRI or rapid response investigation. Now you will have to complete a detailed form and possibly submit a copy of your pandemic protection program (it will help if your program contains an effective date). You will usually have five working days to complete the RRI and get it to OSHA. If this proves unacceptable, you may see an OSHA compliance officer to perform a compliance inspection.

Why did I go through all of this? I want to be sure you understand that from a safety and health compliance standpoint we are a long way from being back to where we were a year ago. In fact, I do not believe we will be back to that point anytime soon, if ever. My crystal ball is becoming cloudy. But for now, and the remainder of 2020:

1. Develop a pandemic protection policy for your company (not limited to COVID-19)

2. Develop a subpart to that plan for COVID-19
3. Develop site specific plans for COVID-19 at each site at which you will work and consider all Federal, State and Local regulations and recommendations for each location.
4. Stay up to date with all changes issued by Federal, State and Local governments that may require an amendment to your site specific or general plan.
5. Train your employees in the specific rules in the plan that governs their site and retrain them anytime you make a change to your plan
6. Consistently and objectively enforce the work rules in your plan.
7. Do not ignore employee concerns – take them seriously and respond to them in writing if advised to do so by counsel.
8. Do not substitute your “expertise” for that of medical professionals. If you question information an employee brings to you or that you become aware of, vet it through your company medical consultant and document the results and actions you are taking as a result.

Do not forget that General Duty Clause citations are classified at a minimum as serious and OSHA will not negotiate them down to other than serious. This leaves you with the decision of accepting a serious OSHA citation on your record that could have a significant effect on your ability to bid work or to incur the costs of attempting to defend the citation. Take safety in the face of the COVID-19 pandemic seriously and adopt those policies necessary to protect your workforce.





If you handle your customer's situation when they complain using the insights in this article, not only might you keep that client but you may also be able to turn them into a customer evangelist for your company

# HOW TO WORK THROUGH CLIENT CONFLICTS

Have you ever had an upset customer? Take heart, we all have. Surprisingly, studies show that 96 percent of dissatisfied clients don't complain. At least not to you.

BY Ted Janusz



Studies also show that of the customers who do complain, between 54 and 70 percent will do business again with the organization if the complaint is resolved. The figure soars to an incredible 95 percent if the client feels that the complaint was resolved quickly.

In addition, if you handle your customer's situation when they complain using the insights in this article, not only might you keep that client but you may also be able to turn them into a customer evangelist for your company.

Word-of-mouth is the most effective form of marketing for your business, since up to 80 percent of consumer choices are the result of personal recommendations, from family, friends, or online resources.

## “Treat Me the Way I Want to Be Treated”

One of the ways to provide great customer service is through “personality-based issue resolution,” as discussed by Matthew Dixon, Nick Toman and Rick Delisi in their book **The Effortless Experience**.

The authors relay the results of the efforts of Bradford & Bingley, a United Kingdom-based financial services firm, which reported a 20 percent increase in “willingness to recommend” and a 40 percent decrease in repeat customer calls after using this approach.

It's a process that allows you to make an educated guess about the personality profile of any customer, typically within no more than thirty to sixty seconds.

The four basic profiles of customers (and the names I have assigned them):

1. The **Analytical**, who needs to analyze and understand
2. The **Amiable**, who leads with their emotional needs
3. The **Administrator**, who just wants what they want, when they want it
4. The **Associator**, who loves to talk and show off their personality

The best part, say Dixon, Toman and Delisi, is that the process only requires you to ask no more than three questions in your quest to determine the personality of your customer:

1. **Is the customer's issue complex?** If no, you do not need to continue the diagnosis process. If the customer's issue can be resolved quickly and easily, there is really no need to do anything besides be courteous and professional. In fact, for simple-issue situations, treat all customers as **Administrators** – just get them what they need as quickly politely as possible.

But if the customer's issue is a complex one (such as a billing dispute), the authors advise to listen carefully to the words the customer uses to describe their issue. Continue with these questions ...

2. **Is the customer issuing clear directives?** If the answer is yes, then the customer is likely an Administrator. No need to further determine their personality, just promptly and concisely

continued on page: 50

continued from page: 49

answer the customer.

3. But if the answer is “no,” then ask the third and final question: **Is the customer displaying “emotional” behaviors?** If not, they are probably an **Analytical**. However, if the answer is yes, they are likely an **Amiable** or an **Associator**. What’s the difference? **Amiables** want their personal point of view to be taken into consideration while **Associators** like to entertain, joke, and chat.

### How to Handle Each of the Four Personalities

The **Analytical** is **process-oriented**. Their mantra is, the authors state: Take the time to fully explain the resolution steps and allow me to talk.

**Remember:** Do not interrupt - Explain the process to resolve the issue - Slow down the pace of the conversation

**Be sure to demonstrate:** Good listening skills – Thoroughness – Clarity

The **Amiable** is **empathy-oriented**. They request that you, “Understand how I feel and take a sympathetic approach to resolve it.”

**Remember:** Call me by my name - Assure me that my issue will be resolved - Show how you are personally involved

**Be sure to demonstrate:** Empathy – Patience – Understanding – Sincerity

The **Administrator** is **results-oriented**. They demand, “Don’t spend time on unnecessary details, just resolve my issue!” Or as my father-in-law, Mr. Administrator Extraordinaire, asserts, “Answer the question asked!”

**Remember:** Directly address my issue - Speed up the pace of the conversation - Provide a clear timetable for results.

**Be sure to demonstrate:** Confidence - Your ownership of the issue - A “can do” attitude

The **Associator** is **social-oriented**. They will eventually get around to telling you, “Treat me like a person; don’t provide me with generic answers.”

**Remember:** Maintain an informal tone - Do not provide scripted answers - Mention personal information, if appropriate

**Be sure to demonstrate:** A sense of humor - Creativity in your resolution - Friendliness

### Employ the Platinum Rule

The key to resolving customer issues is the Platinum Rule: “Treat your customers the way they would like to be treated, not necessarily the way that you would like to be treated.” The faster and better you are able to employ the Platinum Rule, the more issues you will be able to resolve and the more customers you will be able to retain.

Do you see yourself or your employees in one (or more) of these four personality styles? Why wait until you have conflicts in the office to employ a personality-based process to more effectively deal with others? Be proactive! You and your employees can take a free personality-based assessment at [www.personalityperfect.com](http://www.personalityperfect.com). Once you get the results, discuss how you can improve interactions both within the office and with your customers.

As members begin to leave their homes and again attend conferences, they are eager to interact with their fellow members. Ted Janusz facilitates a different kind of opening session, “Creating Strategic Relationships: Here and Now.” Rather than just sit and listen to a speech by a speaker, participants begin the networking they can continue through the rest of the conference. [ted@januspresentations.com](mailto:ted@januspresentations.com)



“Treat your customers the way they would like to be treated, not necessarily the way that you would like to be treated.”

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# INSIDE THE FRAME

# LINDA YOUNG-VAP

Each Issue of Frame Builder Magazine will feature an article by NFBA Membership Director, Morgan Arwood, giving an inside, personal look at the lives of one of the many volunteer members that dedicate their time and treasure to NFBA and the post-frame industry.

BY Morgan Arwood  
NFBA Membership Director



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Linda Young-Vap and her three brothers grew up near the Sierra foothills in a small town of around 1,000, called Springville, CA. She spent her childhood showing horses and was a letter girl in the marching band at Porterville High School. She also met her lifelong friends, a group of seven, that have remained devoted and loyal friends despite being scattered across the world. .

After high school, Linda attended a junior college before graduating from Fresno State with a degree in Liberal Studies. She went on to teach for 15 years in the same middle school classrooms that she attended growing up.

It was through their love of rodeos that she met her husband, Jeff, at the Cheyenne Frontier Days. After they married, Linda moved to Jeff's hometown of Atwood, KS. They still share a love of the rodeo and enjoy time together traveling to see them. They have three sons, Dustin, Tyson and Derik and many grandchildren.

Besides the rodeo, Linda is a true patron of live music, supporting up-and-coming singer/songwriters. She puts on concerts in her community bringing in artists she discovers at festivals. She even manages a Facebook page dedicated to the

endeavor called Off the BEATen Path. She also volunteers for Smokin' on the Beaver, a nonprofit that holds an annual cookoff in Atwood to benefit the community. With a population of only 900, this yummy event boasts regular turnouts of 2,000! Now, with COVID, it is hard for Linda to think of these events being postponed this year.

Linda and Jeff started the company together. "We were married in 2002. I was teaching as a substitute and Jeff had some cattle and experience in construction, so in 2005 we incorporated. Jeff took his love of agriculture and transformed it into the post-frame business that we are today He is the entrepreneur and I am the logistical part. He saw we had an opening with the housing boom in Colorado, and the rest is history."

Truly a family run business, Linda and Jeff's company, Vap Construction, employs two of their sons, Jeff's brother, one of Linda's brothers, and two nephews. "One of the things I love most is that we get to be together and work together as a family. It is challenging and it is very rewarding." They also own two other businesses, Vap Property Solutions and Vap Cattle Company.

"NFBA has been a positive experience for me. As a former educator the importance of continuing education is something I value, and I try to lead my staff and team down the path to valuing education and networking. Staying active and informed in the industry affects the success of how we serve our customers."

INSIDE THE FRAME



Josh Nowlin NFBA Board of Directors & NFBA Membership Chair



# JACOB WAUGH, GREINER BUILDINGS WASHINGTON, IA

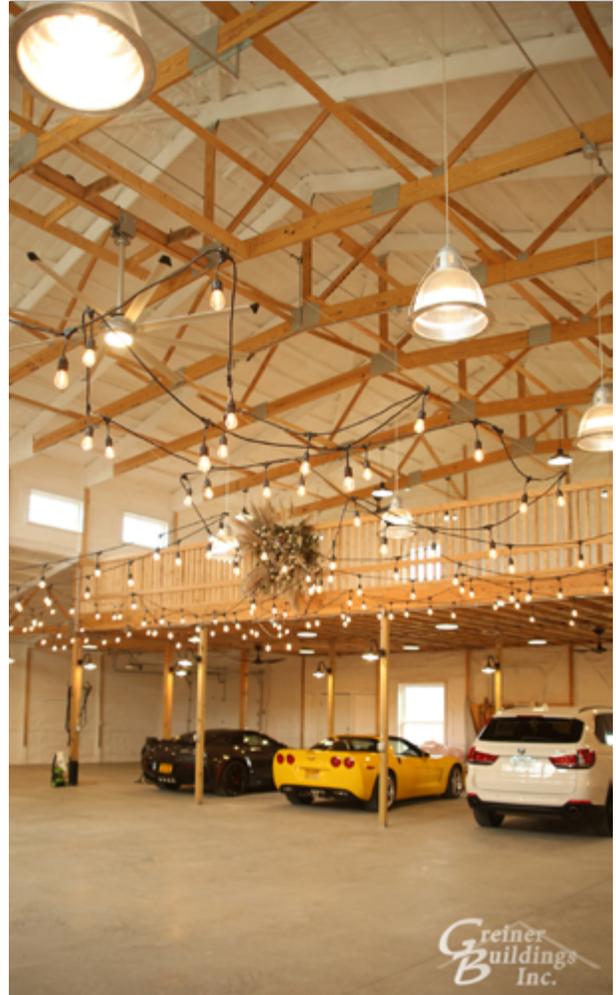
Congratulations to NFBA “Crew Foreman of the Month”, Jacob Waugh of Greiner Buildings located in Washington, IA

Jacob Waugh routinely exceeds expectations whether measured qualitatively or quantitatively. Last quarter, Jacob and his crew completed 10 building projects, coming in 6.1% below target hours. In addition to being tremendously efficient, Jacob and his Des Moines, Iowa-based crew are consistently at the top of the company’s safety measurements, often winning Greiner Building’s quarterly Safety

Award. This is not surprising because Jacob often takes extra time to train his crew, and frequently asks what else he can do to help leadership on a daily basis. Even in times of difficulty and stress, he maintains his professionalism when others may lose their cool. Jacob has been filming his build processes to learn what he can do better. This has also provided some exceptional marketing material for the company. His leadership abilities and drive are important reasons we have decided to nominate him as Foreman of the Month.



Christenson Exterior and Interior Photos



Manning Livestock Man Cave





## NFBA \ ACCREDITED BUILDER

**Accredited Post-Frame Builders** demonstrate exceptional business practices and commitment to the post-frame industry. Learn more about joining this elite group of builders, and set yourself apart from your competitors. Inquire about the Accredited Post-Frame Builder Program. The following companies are Accredited Post-Frame Builders:

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| A & S Contractors  | Larry Schwendemann-Lester Buildings, LLC                               |
| A-1 Buildings Inc  | Lester Building Systems LLC  |
| Andrew Johnstone-Lester Building, LLC                      | Little Construction Co Inc   |
| ARK-LA-TEX Shopbuilders                                    | M & W Building Supply Co   |
| Astro Buildings Inc  | Meigs Inc Building Specialists - Lester<br>Building Systems LLC Dealer |
| B & B Roofing and Construction                             | Mountain View Construction   |
| Blitz Builders Inc   | MPB Builders Inc   |
| Blunier Builders, Inc                                      | MQS Inc  |
| Borkholder Buildings & Supply, LLC                         | National Barn Company - Eastern Division                               |
| Bradford Buildings   | National Barn Company Central Division                                 |
| Burnham Lumber Company Inc                                 | Orchard Construction Inc   |
| Burrow's Post Frame Supply                                 | Pioneer Pole Buildings Inc   |
| Conestoga Buildings  | Plateau Construction   |
| Continental Coatings Inc                                   | Pole Barns Direct LLC  |
| Corey Larsen-Lester Buildings, LLC                         | Probuild   |
| D & J Construction East LLC                                | Quality Structures LLC   |
| D & J Construction West LLC                                | RAM Buildings, Inc   |
| Dunipace Buildings   | Ron Foust - Lester Buildings LLC                                       |
| Eversole Builders Inc                                      | Steel Structures America Inc   |
| FBi Buildings Inc  | Stoneburner Inc  |
| Fingerlakes Construction Co Inc-Energy<br>Panel Structures | Tailored Building Systems  |
| Fredericksburg Builders                                    | Thomsen Construction & Supply Co                                       |
| Graber Post Buildings Inc                                  | Vap Construction Inc   |
| Greiner Buildings Inc                                      | Walters Buildings  |
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| Keystone Construction LLC                                  | Wick Buildings Inc   |
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# Become an Accredited Post-Frame Builder

and be publicly recognized for your commitment to professionalism  
and quality in ethical business practices, safety, and education



The Accredited Post-Frame Builder (APFB) Program recognizes builders who embrace programs and policies that promote quality and customer satisfaction. APFB status sets your company apart from the competition and entitles you to use the APFB logo on your company letterhead, business cards, and other marketing materials. In addition, your company is highlighted in the “Find a Builder” section of the National Frame Building Association (NFBA) website ([www.nfba.org](http://www.nfba.org)), in the membership directory, and at the Frame Building Expo.

As an Accredited Post-Frame Builder, you are authorized to use the following language on all bid documents:

*(Your Company Name)* has been recognized by the National Frame Building Association as an Accredited Post-Frame Builder for its commitment to ethical business practices, safety, training, and quality service.

To renew your accreditation every 2 years, one or more employees of your company must earn 12 continuing education units (CEUs) within that time by attending educational programs at the Frame Building Expo, NFBA webinars or chapter programs, or other preapproved events.

As industry professionals, we want our customers and the general public to know that we care about industry standards, high-quality workmanship, safety, and ethical business practices. Set your company apart from the competition by completing the application and returning it with payment.

Complete the application form at [www.nfba.org](http://www.nfba.org) and become an Accredited Post-Frame Builder today!

## Standards of Professional Conduct

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

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

**Help grow your business by joining this distinguished group of post-frame builders.**





For more than 40 years, the National Frame Building Association (NFBA) has represented the interests of builders, suppliers, distributors, academics, and code and design professionals serving the U.S. post-frame industry. Its mission is to lead and support members in their efforts to promote the growth and expansion of post-frame construction projects.

## Join NFBA for access to resources that help you build your post-frame business.

### Education

With the right information you can make smarter business decisions. You'll stay ahead of the competition while impressing your customers.

- **Technical Resources**—Learn best practices and new developments directly relevant to your business.
- **Frame Building Expo Seminars**—Attend discounted seminars at the Frame Building Expo.
- **Industry Trend Data**—Benchmark your performance against peers' performance and identify growth opportunities.

### Growth

Opportunities abound for you to increase your business's bottom line.

- **Business Referrals**—Lead-generation programs send referrals straight to your inbox.
- **Penetration of New Markets**—NFBA's market development program advances post frame into new markets.
- **Exposure**—Be seen in directory listings in the **NFBA Directory** and on the **NFBA website**.

### Advocacy

NFBA is the voice of the post-frame industry, and members gain instant credibility when they join.

- **Legal and Technical Expertise**—Obtain guidance from NFBA's experts at no additional charge.
- **Safety Programs**—Show your commitment to safety and earn goodwill from employers and customers.
- **Credibility**—Participate in the Accredited Post-Frame Builder program to earn credibility with customers.

## NFBA Membership Categories

### • **BUILDER MEMBERSHIP (\$475-\$3,300)**

Any individual proprietorship, corporation, or other legal entity that is engaged in the business of manufacturing, distributing, marketing, or constructing of post-frame buildings or post-frame building packages. Dues are structured incrementally by annual gross volume of business in millions of dollars.

### • **NATIONAL SUPPLIER PARTNER MEMBERSHIP (\$1,625)**

Any individual proprietorship, corporation, or other legal entity that is engaged in the manufacture or supply of post-frame building components but is not selling building packages and assuming design responsibility for the building. *This category applies to supplier companies that provide services or products in seven states or more. Includes a \$500 assessment that will be put toward the Post-Frame Advantage Initiative.*

### • **REGIONAL SUPPLIER PARTNER MEMBERSHIP (\$1,325)**

Any individual proprietorship, corporation, or other legal entity that is engaged in the manufacture or supply of post-frame building components but is not selling building packages and assuming design responsibility for the building. *This category applies to supplier companies that provide services or products in six states or fewer. Includes a \$500 assessment that will be put toward the Post-Frame Advantage Initiative.*

• **BUILDING MATERIAL DEALER PARTNER MEMBERSHIP (\$570)** Any individual proprietorship, corporation, or other legal entity that is engaged in the sale or distribution of lumber, trusses, or building kits to the post-frame building industry. *Includes a \$220 assessment that will be put toward the Post-Frame Advantage Initiative.*

### • **BRANCH/DEALER MEMBERSHIP (\$100) (Dealer 1st Year Only)**

Any individual proprietorship, corporation, or other legal entity that operates as a branch office (i.e., is wholly owned by, and operates under the same name as, a regular NFBA member) or as a dealer for another company with a different name that is a regular NFBA member in good standing.

### • **DESIGN/CODE PROFESSIONAL MEMBERSHIP (\$120)**

Any individual who is engaged in the business of building design, is a licensed professional engineer or architect, or is involved in building inspection or code development and enforcement.

### • **ACADEMIC MEMBERSHIP (\$100)**

Any individual who is primarily associated with an academic institution and has a particular interest in the post-frame building industry.

### • **ASSOCIATE MEMBERSHIP (\$325)**

Any company engaged in a business rendering service to the industry but not qualifying for any other membership division.

### • **STATEWIDE LISTINGS (\$100 each)**

Market your business in multiple states in which you provide services by purchasing statewide listings. Listings in all states, excluding Alaska and Hawaii, are available for purchase. Your organization will appear in all selected states in the "Find a Provider" NFBA website search results and in the *NFBA directory*.



# National Frame Building Association Membership Application

This application must be completed in its entirety, or your membership cannot be processed.

Company Name \_\_\_\_\_  
Company Address \_\_\_\_\_  
City, State, Zip Code \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_  
Company E-mail (example: info@) \_\_\_\_\_  
Primary Contact (will also be billing contact) \_\_\_\_\_  
Title \_\_\_\_\_  
E-mail \_\_\_\_\_

Referred by \_\_\_\_\_ Company \_\_\_\_\_  
E-mail \_\_\_\_\_

## A. Membership Level

### Builder Membership

Select category according to your annual gross business volume (in millions).

0-1 \$475       1+ to 3 \$700       3+ to 6 \$1,280

6+ to 10 \$2,000       10+ \$3,300

Please indicate below what type of structures you erect or work on:

- Agricultural Buildings     Commercial Buildings     Residential Buildings
- Industrial Buildings     Horse Barns/Facilities     Suburban Garages
- Institutions (churches, schools, public buildings)    Other \_\_\_\_\_

**National Supplier Partner Membership**       \$1,625

(\$1,125 Membership Dues, \$500 PFMI Assessment)

**Regional Supplier Partner Membership**       \$1,325

(\$825 Membership Dues, \$500 PFMI Assessment)

**Building Material Dealer Partner Membership**       \$570

(\$350 Membership Dues, \$220 PFMI Assessment)

Please indicate below which products or services you provide or work on:

- Building Accessories     Foundation     Skylights
- Building Posts and Columns     Products     Software
- Business Resources     Framing     Storm Management Products
- Chemicals     Hardware     Structural Components
- Coatings     HVAC     Tools
- DIY Building Packages     Insulation     Trusses
- Doors     Lumber     Walls
- Engineered Components     Machinery     Windows
- Equine     Roofing     Other
- Fasteners     Siding

**Branch/Dealer Membership (Dealer 1st Year Only)**       \$100

Above, write the name and location of the parent NFBA member company's head office.

**Design/Code Professional Membership**       \$120

Please indicate below which services you offer:

- Academic     Engineering     Architecture     Design Consulting
- Structural Analysis    Other: \_\_\_\_\_

Please indicate the types of structures you can work on:

- Agricultural Buildings     Commercial Buildings
- Residential Buildings     Industrial Buildings
- Horse Barns/Facilities     Suburban Garages
- Institutions (churches, schools, public buildings)

**Academic Membership**       \$100

**Associate Membership**       \$325

**Section A Total \$** \_\_\_\_\_

## Additional Company Contacts

Company Owner's Name \_\_\_\_\_  
E-mail \_\_\_\_\_  
Marketing Contact Name \_\_\_\_\_  
E-mail \_\_\_\_\_  
Technical Contact Name \_\_\_\_\_  
E-mail \_\_\_\_\_

## B. Unified Chapter Dues (Mandatory)

Companies located in unified chapter states must pay an additional \$25 for chapter membership. These companies will hold membership in both their local chapter and the national organization. If you are located in a unified chapter state, please select your local chapter:

**Atlantic Northeast (CT, MA, ME, NH, NJ, NY, PA, RI, VT)**       \$25

**Mid Atlantic (DE, MD, NC, SC, VA, WV)**       \$25

**Heartland (AR, KS, LA, MO, OK, TX)**       \$25

**Section B Total \$** \_\_\_\_\_

## C. Statewide Listing (Optional)

Please indicate on the line below the additional statewide listings you would like to purchase. (Cost for each additional listing is \$100.)

\_\_\_\_\_ additional listing(s) at \$100 each

**Section C Total \$** \_\_\_\_\_

**Total of sections A, B, C**      **\$** \_\_\_\_\_

The undersigned hereby certifies that the above information is true and that, if accepted for membership by the National Frame Building Association, I/we will abide by the bylaws of the association and voluntarily agree to adhere to the association's Standards of Professional Conduct.

Signature \_\_\_\_\_

Date \_\_\_\_\_

Payment Information (select one):

Check enclosed     Visa     MasterCard     AMEX     Discover

Name on card (please print) \_\_\_\_\_

Account Number \_\_\_\_\_

Expiration Date \_\_\_\_\_

Billing Zip Code \_\_\_\_\_

Signature \_\_\_\_\_

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# WHATS NEXT



**JUN  
24<sup>TH</sup>**

**NFBA \ WEBINARS**

**NFBA WEBINAR**  
 INTRO TO POST-FRAME BUILDING SYSTEMS  
 1:00PM - 2:00PM CENTRAL  
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**JUL  
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**NFBA WEBINAR**  
 POST-FRAME BUILDING DESIGN MANUAL 2<sup>ND</sup>  
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22<sup>ND</sup>**

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**NFBA WEBINAR**  
 ARCHITECTURAL ALTERNATIVES FOR POST  
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**AUG  
5<sup>TH</sup>**

**NFBA \ WEBINARS**

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 UNIVERSAL METHOD FOR SHALLOW POST AND  
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 DIAPHRAGM DESIGN OF POST FRAME USING  
 SWAY & SHEAR MODIFIERS – ENGINEERING  
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**SEP  
9<sup>TH</sup>**

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 DAFI – ENGINEERING DETAILS  
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**SEP  
23<sup>RD</sup>**

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**OCT  
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# NFBA Frame Builder Magazine

## Advertising Information and Contract



**Reach this target audience –  
Reserve your ad space today**

NFBA is the only national trade association that represents post-frame industry professionals. The association exists to support its members and stimulate the growth of the post-frame industry. For more than 50 years, NFBA has provided its members with the necessary industry tools and code resources, education, access to technical and legal experts, builder accreditation programs, post-frame market development updates, and networking opportunities.

*Frame Builder Magazine* is the association's bi-monthly publication with a combined print and digital circulation of more than 10,000 decision makers and key contacts across the country. Focusing on the topics that matter most to Post-Frame Industry Professionals, *Frame Builder Magazine* is the premier resource tool to reach NFBA members.

	Editorial Calendar	Ad Deadline
January	Conference Promo	12/1
March	Post Convention Highlights	2/1
May	Industry News	4/1
July	Industry News	6/1
September	Conference Preview	8/1
November	Conference Promo	10/1

Issue Month	Size	Orientation or Placement	Rate
Jan	_____	_____	_____
Mar	_____	_____	_____
May	_____	_____	_____
Jul	_____	_____	_____
Sep	_____	_____	_____
Nov	_____	_____	_____
<b>Total Cost</b>			_____

### NFBA Magazine Advertising Rates

B/W Ads	Number of Issues		
	1X	3X	6X
Full Page	\$ 2,900	\$2,755	\$2,617
1/2 Page	\$ 1,800	\$1,710	\$1,625
1/4 Page	\$ 1,050	\$998	\$948
Color Ads	1X	3X	6X
Full Page	\$ 3,800	\$3,610	\$3,430
1/2 Page	\$ 2,700	\$2,565	\$2,437
1/4 Page	\$ 1,900	\$1,805	\$1,715
Back Cover	\$ 4,750	\$4,513	\$4,287
Inside Front	\$ 4,500	\$4,275	\$4,061
Inside Back	\$ 4,500	\$4,275	\$4,061

### NFBA Magazine Advertising Specifications

AD	BLEED	TRIM	LIVE AREA
Full Page	8.75 x 11.25	8.5 x 11	7.5 x 10
Half Page Horizontal	7.75 x 5	7.5 x 4.75	7 x 4.25
Back Cover Page	8.75 x 8.25	8.5 x 8	7.75 x 7.25

### Advertiser

Company \_\_\_\_\_  
 Contact \_\_\_\_\_  
 Address \_\_\_\_\_  
 City/ State / Zip \_\_\_\_\_  
 Phone \_\_\_\_\_  
 Fax \_\_\_\_\_  
 E-mail \_\_\_\_\_  
 Web site \_\_\_\_\_

Contract authorized by:

Signature \_\_\_\_\_

Date \_\_\_\_\_

### Bill to (if different from Advertiser)

Company \_\_\_\_\_  
 Contact \_\_\_\_\_  
 Address \_\_\_\_\_  
 City/ State / Zip \_\_\_\_\_  
 Phone \_\_\_\_\_  
 Fax \_\_\_\_\_  
 E-mail \_\_\_\_\_  
 Web site \_\_\_\_\_

Payment Information

cc# \_\_\_\_\_ exp \_\_\_\_\_

check # \_\_\_\_\_

Please send contract to

chamann@nfba.org or fax 937-278-0317

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The current construction climate is unlike anything we have seen before. States are opening up and projects are moving forward. You need to know building components will be on site when you need them. Plyco has inventory in stock and ready to ship. Product specific to project need can utilize our quick ship capabilities. Since 1951, contractors have relied on Plyco to provide the best quality products, on time.

WINDOWS ♦ WALK DOORS ♦ RIDGE VENTS ♦ FASTENERS ♦ HORSE STALLS ♦ SLIDE DOOR PACKAGE  
SPECIALY PRODUCTS ♦ PLY-FOIL INSULATION ♦ CLOSURES ♦ WALL VENTS ♦ CUPOLAS ♦ SHUTTERS



Structural  
Performance

### Structural Performance

Plyco doors are tested to ASTM E330 for structural performance of exterior doors. Each door is engineered to specifications for a durable product



Thermal  
Performance

### Thermal Properties

Plyco doors are insulated with EPA approved environmentally friendly polyurethane foam providing superior insulation values (R-13).



Water Infiltration  
Tested



Wind/Air Infiltration  
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### Air & Water Testing

Plyco is committed to providing the best quality products. Internal & third party testing assures our products meet and exceed the IBC Building code standards

# PLYCO

CORPORATION

800.558.5895 ♦ [www.plyco.com](http://www.plyco.com)



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