

# 2012 Fall/Winter Newsletter

## From The President's Desk

By: John Kohlenberg

What a hot dry summer we had. It was good for construction projects being dry and not fighting rain and mud on a building site. We could have done without the heat though. It was hard to work past noon some days especially when you are putting on a hot tin roof literally. Hopefully businesses are not drying up like the crops did this summer. When farmers suffer our businesses suffer as well. This is why post framers need to be diversified and find jobs in the residential and commercial areas.

The golf outing was

again a huge success. We had more golfers this year than last. I think the new location was awesome. Next year's golf outing will be back at Waupaca Ale House. Each year the Board will review the golf outing and decide where it will be. Hope we can have even more golfers next year.

Don't forget to mark your calendars for our annual conference January 15<sup>th</sup> and 16<sup>th</sup> at Three Bears Lodge in Warrens WI. We recently held our fall board meeting there. I was impressed with the facilities and bar area.

The tour committee visited 12 possible sites and found some not suitable for bus travel or touring. They do have five or six good sites for us to see in January though. Let's all get signed up so we can have two buses like years past.

I wish everyone to have a busy, safe and prosperous business this fall. Looking forward to seeing everyone at the annual conference in January.

WFBA President  
John Kohlenberg  
Jim's Building Center Inc.

## AFFILIATE MEMBERSHIPS ONLY \$25 ANNUALY

By: Alysa Buresh

Please do not forget! If you have additional members of your company that would like to receive WFBA correspondence via mail and email, they will

need to sign up for an Affiliate Membership. It is a mere \$25 a year to be included on all mailing lists. You will also be included on all email cor-

respondence for upcoming events. Don't miss out on our WFBA news! Forms available online at [www.wisconsinframebuilders.org](http://www.wisconsinframebuilders.org)

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### Special points of interest:

- Leaders vs. Managers Article
- New board members to be elected during annual meeting on January 15th!
- Check out the website for registration and forms for the upcoming conference and tour.

# 2012 ANNUAL GOLF EVENT

BY: ALYSA BURESH

## You asked for a new venue and we listened!

The WFBA Annual Golf Event for 2012 was held at Fox Fire Golf in Waupaca. And what a great time it was!

The location and facility was centrally located and with a Choice Suites located right on the grounds you could not ask for more!

We have an obvious increase in

golfers this year topping out at 69! That is the most we have had in years.

It was clear that the area had suffered, as most of us did, with the lack of rain this summer. However it still made for a great day of golf!

The location for next year's event



was voted on during the dinner that evening and it was agreed that we would re-book for another year at Fox Fire Golf.

So mark your calendars because the date has been set for Wednesday, August 7th!

Be sure to watch for details online at [www.wisconsinframebuilders.org](http://www.wisconsinframebuilders.org)

## Hole Winners & Skins Winners

Hole 1—Closest shot to white stake

TODD NISKA

Hole 2—Closest to the pin in 3

LARRY ELLIS

Hole 3—Closest to the pin in 1

MATT ARNOLDY

Hole 4—Longest putt on the green

TODD MATZ

Hole 5—Longest drive in fairway

MARK LAWSON

Hole 6—Closest to the pin in 2

JEFF BORNSCHLEGL

Hole 7—Closest o the pin in 1

TIM WIER

Hole 8—Closest to water but not in

STEVE FITZSIMMONS

Hole 9—Closest to the pin in 3

BRAD BALDSCHUN

Hole 10—Closest to the pin in 2

TIM WIER

Hole 11—Closest shot off the green

KARL HASSE

Hole 12—Longest put on green

MATT ARNOLDY

Hole 13—Closest tee shot to pelican

DOYLE POKORNY

Hole 14—Shortest Drive

CHRIS KOOIMAN

Hole 15—Longest drive in fairway

CURT SEMINAS

Hole 16—Closest to bunker, no in

GARY MATTZ

Hole 17—Closest to pin in 1

ZACHERY BUEGE

Hole 18—Closest shot from green

TOM NISKA

### SKINS

**1st Place**—ADAM SCHAMBER, TODD MATZ & BILL RISTAU

**2nd Place**—JEFF MEYER, DALE SCHIFERL, TERRY LUDWIG & KEVIN GOEBEL

**3rd Place**—JIM DOBER, KARL HASSE, PAT WOODFORD & TOM NISKA

# “Building of the Year” coming back to the WFBA

By: Jeff Meyer

Over the past few years the WFBA has made continuous improvements on giving our members more value added benefits of becoming a WFBA member.

New this year the organization will be a "Building of the Year" contest that will closely mimic the NFBA contest of past years. The WFBA Building of the Year contest will give our members the opportunity to be awarded and recognized for the outstanding work that they

have been fortunate enough to be a part of. Entries for this contest will be due by May of each year and awarded at our annual golf outing in late summer of that same year.

Building must have been completed within the last year prior to the deadline for the entry. Each winner will be awarded with a wall plaque for the contractor and one for the owner of the winning entry. Each contractor will then be listed in a news release to be printed in

Rural Builder and Frame Building News magazines. This contest is free to all member entries. If you are not a member and would like to enter the contest, all you have to do is pay your membership fee prior to the deadline of the contest. This will be a fun and exciting way to show off your work and give you and your loyal customers some recognition for an award winning project!

## Entry Deadline:

First Wednesday of May

## Building Of The Year Criteria

## Award Date:

Golf Outing In August

## Criteria for qualification:

You must be a member to enter. If you are not a member, must have member dues paid prior to the May deadline.

## Winning Building Judging Criteria:

Must be Post Frame construction either solid posts, timber frame, factory laminated posts or field laminated posts

## Basis of Judging:

- Use of Design
- Use of Standard Materials
- Use of Unconventional materials
- Use of Engineering
- Special Obstacles overcome to complete project
- Building Use and Importance

## Catagories:

- \*Agricultural/Livestock
- \*Agricultural/Storage or Workshop
- \*Equestrian
- \*Commercial

\*Hobby Shops / Suburban Garages

\*Residential

\*Most Unique Application

The forms are included within this publication or they can be accessed via [www.wisconsinframebuilders.org](http://www.wisconsinframebuilders.org)



# WFBA Conference is Ready To Go!

By: David Kammel

Make sure you take the time to come to the 2013 WFBA conference and tour. This year's conference has some great and timely topics you won't want to miss.

Non compliance has been on everyone's mind the last several years. To address what it means and what the situation is and how to cope with it will be one of the major topic areas on the 2013 WFBA conference on January 16, 2013. Gary Auman will be covering the topic and give you his perspective from various state associations he has helped to develop strategies and discussion points. Gary has been on our program many times in the past and is always welcomed to cover sensitive topics to your business. Gary is exceptionally busy this coming year so to make sure we could get this timely subject covered this year rather than wait till next year we will try something new this year. Gary will present his topic via distance education. We will also have a specified time for him to be on the phone live to answer any questions you might have.

Dave Bohnhoff will bring you an update on the latest research he is working on and how some of it is being used for new standards and codes of practice. Based on last year's evaluations Dave will try and answer the questions that came out of the survey answers. Education is a two way street. We need to know the problems and when the opportunity presents itself, research can possibly help with the answer.

If you have not heard OSHA is not just for builders any more. Many large farms are being visited for

OSHA audits to access the hazards on large farms. Cheryl Skjolaas from the UW Center for Safety and Health has been working with OSHA to educate them and help them understand a dairy farm system. So come to the session "OSHA Inspections on Large Dairy Farms' "What are they looking for ". As a builder knowing what OSHA is looking at on dairy farms as hazards may help you and your client prevent those situations with proper design and preventing unsafe conditions for the employees. That could help you give "added value" to your company's product and service.

By suggestion of Carl Althaus we have invited John Kelly from Valpar to discuss "An Introduction to Finishes for metal Roofs and Walls". Painting systems have changed a lot since that first galvanized metal roof that went on the stall barn and machine shed. John will bring you up to date on the choices that are out there and help you find the right system for the job.

Our newest member of the Biological Systems Engineering Department is Assistant Professor Becky Larson. Becky has an Extension/ Research/Teaching position in waste management. We all know where a lot of that waste comes from and Becky has been developing research into the topic of manure digester design and management as well as sand and solids separation technology. Many farms are considering putting in the separation technology and digesters which some of you may have been involved with in the design and construction. Understanding the technology and challenges to

Mark your  
calendars!!  
WFBA Conference  
& Tour January 15  
& 16

designing a building with such a harsh environment will be beneficial to the longevity and efficient operation of the facility.

Another more recent addition to the UW Madison Dairy Science Department is Assistant Professor Amy Stanton. Amy is the new Animal Welfare and Well Being Specialist for dairy. Amy grew up on a dairy farm in Canada and has worked in the area of group calf housing. I know there are many farms considering using an automatic calf feeder with group pens. The designs I have seen seem to be somewhat random and built around the calf feeder station. But maybe we should also consider that we are building a barn around the calf as well and take into consideration what the calf needs. Amy's topic on "Group Calf Barn Design and Management" will help you understand what the calf needs and maybe surprise you on what it means to create a great environment for the calf while using this new technology and way of managing calves.

So put the date in your calendar. January 16, 2013 at Warrens Wisconsin and take the time to educate yourself. CEU credits will be available as we have done in past years so it is another great chance to see some colleagues and competitors in a friendly environment and satisfy your ongoing educational needs.

## Leaders versus Managers ..... Is there a difference?

Submitted by: Darcy Hautala

Leadership is a difficult skill to measure, but it is certainly easy to determine when leadership is not present in an organization. Management Review Magazine has reported that the top ten most admired characteristics in a leader are: honest, competent, forward-looking, inspiring, intelligent, fair-minded, broad-minded, courageous, straight forward and imaginative.

“Leaders” are people who do the right thing; “Managers” are people who do things right. Both roles are critical, but they differ profoundly.

Good Leadership brings out the best in employees. Do you want to become a good leader? Here

are some things to think about:

- The manager administers; the leader innovates.
- The manager is a copy; the leader is an original.
- The manager maintains; the leader develops.
- The manager focuses on systems and structure; the leader focuses on people.
- The manager relies on control; the leader inspires trust.
- The manager has a short-range view; the leader has a long-range perspective.
- The manager asks “how” and “when”; the leader asks “what” and “why.”
- The manager always has his

eye on the bottom line; the leader has his eye on the horizon.

- The manager imitates; the leader originates.
- The manager accepts the status quo; the leader challenges it.
- The manager is the classic good soldier; the leader is his own person.

Good leaders develop more than good employees, they develop more good leaders.

What role do you play?

## The Secrets To Success? You Might Be Surprised

Submitted by: Darcy Hautala

Darren Hardy, publisher of Success magazine is in a rare position to interview the most celebrated achievers on the planet and to discover how they have created their extraordinary success.

Darren’s message, three productivity secrets of super achievers;

No. 1 might surprise you; because so many people want to know what successful individuals do to create great results, but the answer is just the opposite. It’s not what they do at all --- it’s what they don’t do.

Saying “yes” is easy. There’s no hassle in saying yes. The master skill, however, is saying “no”. No is hard because it can cause conflict in relationships.

Warren Buffett was asked the question; “What would you attribute your grand success to?” The key to Buffett’s great success was this: “For every 100 great opportunities that are brought to me, I say ‘no’ 99 times.”

The question to Steve Jobs, “Of all the things that you have built and created, that have changed the world, what are you and Apple most proud of? His answer, ‘I’m as proud of what we don’t do as I am of what we do’”.

No. 2 of super achievers is to learn to focus on the vital few. A lot of people try to become master of many things. We try to be great at a lot of things, and as a result, we don’t ever become world-class at a few things.

A great confusion for a lot of people is that we think there are all these functions we need to be involved in and we need to be great at, but really, like anything in life, there’s about a half-dozen vital functions that you need to become excellent or brilliant at in order to create gargantuan success.

No. 3 the final distinction of super achievers, is that they’ve developed unconscious habits of success. As goes the saying “We are what we repeatedly do.”

Bottom line: You have to develop a daily routine that will lead you to success. Lots of people start, but few people finish.

## Tour Planning Continues.....

by: Brian Holmes

The Tour Planning Committee of the WFBA has scouted twelve possible tour sites and ranked them. Further planning is necessary to determine the actual facilities that will be seen on the 2013 tour.

Seven highly ranked sites include: cranberry processing facility, log home manufacturer, county fair grounds with three new exhibit

buildings and an ice arena, winery with new building and remodeled stall barn, lumber yard, brewery and a freestall barn that incorporates robotic milking.

Based on separation distances and time constraints, only four to five of these sites can be visited during the tour. The conference and tour brochure will list the fi-



nalized tour. This should be another interesting tour.

Plan to be with us on January 15, 2013.

Conference and Tour registration can be done by completing the registration form in the brochure or online at the WFBA website [www.wisconsinframebuilders.org](http://www.wisconsinframebuilders.org).

## Builder Spotlight: Jim's Building Center

For all your residential, agriculture and light commercial construction needs, Jim's Building Center Inc in Fennimore can do it all.

Located at 4427 Hwy 18 E, Fennimore in Southwest Wisconsin, Jim's Building Center Inc. has been serving the Grant County area for over 30 years. At Jim's Building Center Inc., no job is too big or too small. We are a retail lumber yard with a complete line of home and farm mate-

rial needs. We also run three full time construction crews out of the yard.

Jim's Building Center Inc. is a family owned business. Jim Kohlenberg is the original owner. John Kohlenberg (Jim's son) is part owner. John is also the current WFBA president. Jim has been a member of NFBA and WFBA for several years. Jim

and John are both active in the community from being on village, school, church and other numerous boards. Jim is retired from the Volunteer Fire Dept with 30+



years of service and John currently has 10 years in.

Jim's Building Center Inc. builds pole sheds, free stall barns, milking parlors, houses, steel & shingle roofs, window replacements, decks and yard barns, If you need something built, Jim's Building Center Inc. can get it done for you. We even have building lots for sale, U-Haul rentals and storage units for rent. Just give us a call at 608-822-3741 or email [jbcjohn@tds.net](mailto:jbcjohn@tds.net) or check us out on the web at [www.jim'sbuildingcenter.com](http://www.jim'sbuildingcenter.com).



# SUPPLIER SPOTLIGHT

## PLYCO CORPORATION

Plyco has been a leading supplier of products to the post-frame building, metal-frame building and commercial construction industries for over 62 years.

The company manufactures a wide variety of products, including metal Walk doors, Windows, soffit, horse stall systems, sliding doors, cupolas, Ridge vents, reflective insulation, East Coast Fasteners and closures. This gives Plyco's customers the "one-stop shopping advantage."

The corporate philosophy at Plyco is to dedicate itself to exceeding customer needs and expectations. There is a continuous effort toward improvement of this goal through pride in workmanship, the Company direction and achievements, and employee accomplishments. As a result, Plyco has become a leader in the industry, offering a full line of quality products supported by a direct employee sales team. Its innovative product delivery system provides customers what they need most - scheduled delivery of undamaged product at a competitive cost.

### Products

Plyco continues to develop and offer its customers new market-driven products that provide a market advantage. This includes

the new 100 Series Windows with Fibrex material—a revolutionary composite that is stronger, more beautiful and environmentally responsible, and made in partnership with Andersen Windows.

If you're considering building with vinyl windows, consider this:

- 100 Series windows are paintable—vinyl windows are not.
- 100 Series windows hold their form—vinyl windows warp and twist.
- 100 Series windows are Energy Star rated, green, and LEED qualified.
- 100 Series windows are twice as strong as vinyl.
- 100 Series windows Guaranteed not to fade, flake, blister, chalk or peel no matter what the climate.

Other recent additions to Plyco's extensive product line includes the 500 series windows (series 500 & 500E) and doors (99E & 95EV series), and East Coast Ply-Lo Low-Profile Fasteners.

Plyco's Champion sliding doors for equestrian buildings are available in a variety of standard sizes (custom sizes also are available). Champion doors are

sold in kit form, offering contractors significant time and money savings. All components are pre-cut and pre-drilled for easy assembly and installation.

Plyco Dutch Doors are available in two frame styles and a patented latch. The company's Dutch doors come in a variety of colors and supply strength and adds beauty to any horse facility. In response to customer request, Plyco has expanded the color lines on its Champion Doors and Dutch Doors. These doors are now produced to match most roll-formed colors.

Watch for new quality Plyco products being released throughout 2012 and 2013.

Gold Keys won: 30

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

Phone: (800) 558-5895

Fax: (800) 257-5926



**No Photo ID  
Required!**

**IT'S TIME TO NOMINATE AND VOTE!!!!**

The WFBA annual meeting and elections will be January 15<sup>th</sup> at Three Bears Lodge in Warrens, WI. The election will be held Tuesday evening during the Annual Meeting; just prior to the dinner.

There are three terms that are up this year; two builder members and one supplier member.

The two builder members who's terms are up are:

Jeff Meyer, Meyer Buildings and Jason Pryzbylski, Bauman Construction.

The one supplier member term that is up is Darcy Hautala, A.J. Manufacturing, Inc.

Please consider volunteering for one of these seats on the WFBA Board of Directors!

I am John Kohlenberg, WFBA President and I approve this message.

### **The Industry Lost One of Our Own**

## **Jerry Johnson Apr. 15, 1933 - Sept. 8, 2012**

MISHAWAKA - Gerald (Jerry) R. Johnson, 79, went home to be with the Lord on Saturday, September 8th, 2012, surrounded by his family. Jerry was born in Mishawaka, IN on April 15, 1933. He was preceded in death by his father, mother, brother and one nephew. His family will remember him as a devoted and proud family man. He had a great sense of humor and enjoyed life, especially on the golf course. A graduate of Mishawaka High School, Jerry went on to hold national Director of Marketing positions at both Plyco and Cannonball/HNP. Jerry never lost his zeal for his profession and will be

missed by his many friends. He leaves behind his wife of 32 years, Sharion C. Johnson, and six children, Lisa (Craig) Sychowski of Palatine, IL, David (Lynette) Johnson of Bristol, IN, Mark (Tammy) Boetsma of South Bend, IN, Michael (Stacie) Boetsma of South Bend, IN, Diane Schaller of Charlotte, NC, and Angel Klinzing of Sheboygan, WI. He is also survived by nine grandchildren, Stephanie (Alvaro Licon) Warren, Kimberly (Raymond) Jackson, Kristopher Snyder, Zachary, Colin, and Hunter Boetsma, Caleb and Eli Klinzing, and Emily Schaller; three great-grandchildren, Kowen, Clair, and Kallan Sny-

der; nephews, Craige, Phillip and Jeff Johnson, Travis Hughes, Cooper and C.J. Evans; nieces, Trista Anderson and Jessica Hutchings; two great-nieces and nephews. Services will be held Tuesday, September 11th, at 11:00 a.m. at St. James Episcopal Church in Ormond Beach, Florida. In lieu of flowers, the family requests donations be made in Jerry's name to Florida Hospital HospiceCare, 770 W. Granada Blvd., Suite 304, Ormond Beach, FL 32174, or to the [American Cancer Society](http://AmericanCancerSociety.org) at [cancer.org](http://cancer.org).