



How to Choose

the Right Pole Barn...

... And the Right Contractor
to Build It

By Arthur Santelli





How To Choose The Right Pole Barn

Looking for just the right structure to house your tractor, boat, cars, horse or your next party? Wanting to keep the snow off your vehicles in the winter?

A Pole Barn may be the perfect solution. However, to make it great there is another problem: How do you know what is the best way to get exactly what you want, and who can you trust to build it?

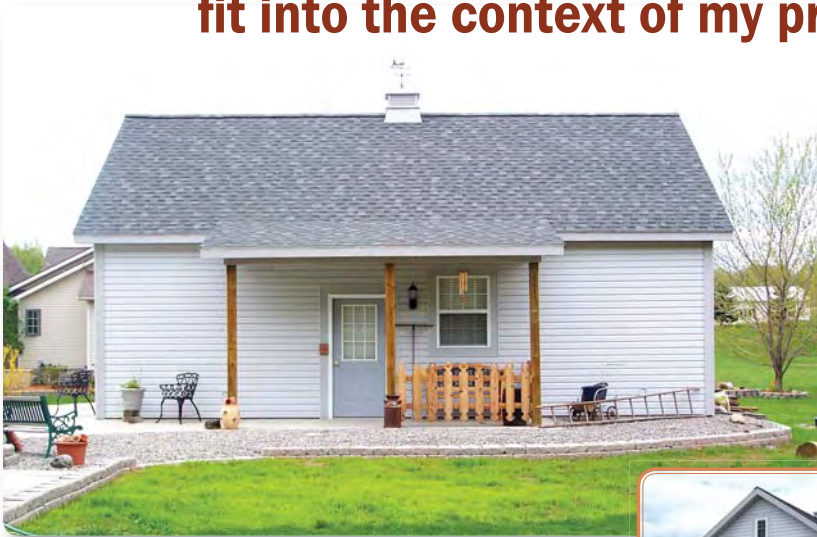
This report will show you how to avoid getting ripped off and how to choose the right Pole Barn especially built for you, your family, and your needs.



What Will My New Pole Barn

Look Like?

Will it match my house and fit into the context of my property?

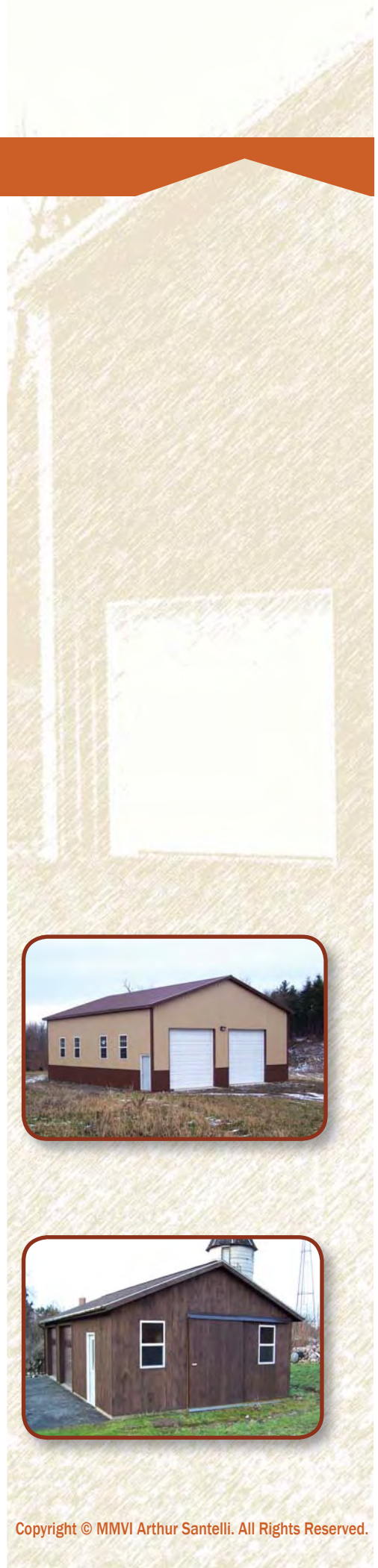


Aesthetics

If you have a cedar-sided house, for instance, you'll want to match your exterior in style and color as close as possible. It's not only for the beauty of your property, but, also, a resale factor if you decide to move down the road. You'll need to look at the potential of adding a quality structure with multiple uses to your property and how that could add to your real estate value in the future.

You'll want a Pole Barn you can be proud of (and the neighbors feel is not an eyesore) and one that will last for years and not look dilapidated over time? Throughout this Special Report, you'll see photos and drawings of some popular Pole Barns to help you picture how yours might look on your property.

Most people are looking at the usage of their Pole Barn and don't realize the physical variations that are possible with regard to aesthetics. If you contact a builder who has just one or two models and says, "This is it... either the \$15,000 or the \$18,000 Barn?" Be wary.



Make sure that you ask if they can build it as close to the look of your home as possible. Do you want the colors to match, a standard roof or a gambrel roof, doors that slide or doors that don't ...there are a myriad of choices. Choose a builder that will listen to your needs and dreams and work with you to achieve them.

The Structure

Quality And Longevity of the Metal And the Finish



One of the most important factors is the quality of the paint finish and how it stands up over time. Cheap metal will start to show noticeable fade in 8-10 years and may start to rust. Superior metal, which is available for a minimal extra cost, has excellent color retention for as long as 25-30 years.

Four things basically differentiate superior metal from inferior metal: the amount of zinc coating on the metal, the quality of the paint finish, the thickness of the base sheet being used, and the strength of the metal measured in pounds per square inch (psi).

First, the thickness of the base sheet being used is an important factor. Not all 29-gauge metal is created equal. 29-gauge metal has a thickness tolerance whereby the manufacturer of cheap metal is buying the thin end of the tolerance and the manufacturer of the superior metal is buying the thick end of the tolerance.

While there are 5 or 6 companies that distribute steel roofing and siding in Central New York, there is only one company that makes a superior steel product. This company is called Fabral.

The next issue is the psi strength of the metal. Fabral uses a metal base sheet with an 80,000 psi guaranteed yield. This allows the roofing and siding to withstand 236 pounds per square foot (psf) before permanently kinking the metal. Most other companies' product will only withstand 90-145 psf before kinking permanently.

The third thing to consider is how the amount of zinc or galvanization on the base sheet correlates to how quickly your pole Barn is going to rust or not rust. Fabral uses a minimum of 0.9 ounces of zinc per square foot. In most cases Fabral's panel will retain up to 33% more than the industry standard (up to 1.2 ounces).

Finally, consider the quality of the paint finish. Most metal manufacturers use an inferior paint finish that will show noticeable fade in as little as 8-10 years. Fabral's Enduracote paint finish has a lifetime warranty against chip, crack, and peel and a 30 year warranty against fade and chalk. The paint finish that Fabral uses starts with a sealer coat between the zinc and the primer coat. Since paint and primer are porous, water will seep through the paint and primer and start the rusting process. The sealer coat allows the water to dry without coming in contact with the steel. This sealer coat along with the zinc coating allows Fabral to be the only company to offer a 15 year warranty against red rust.

Be aware that not every builder buys the same metal roofing and siding. Insist on a builder that uses Fabral metal with the long lasting Enduracote paint finish, high zinc content, thick 29-gauge, and 80,000 psi for strength.

The Quality of the Poles

A long piece of solid sawn lumber (6"x6" or 4"x6") is not an engineered product. Make sure for Barns 12' tall and taller you get a Glu-Lam Post. Since a Glu-Lam Post is an engineered product it will take more stress and stay straighter than a solid sawn piece of lumber. Insist on a builder that uses Glu-Lam Posts for Barns 12' tall and taller.



Here Is The Kind of Advice

We Would Give to Our Best Friends...

If they Wanted To Have **A Pole Barn Built...**

Careful! Some Builders “Stretch” The Engineering Specs

Some builders build differently. Remember that the Barn is 2/3rds material and 1/3rd labor. Some builders take envelope or the structure of the Barn and instead of putting these posts at 8-foot centers and a roof truss on 4-foot centers; they “stretch the envelope”.

They put the posts on 9-foot centers and trusses on 4 ½ foot centers and when you add it up over a total Barn - when it is a material intensive Barn - there is less material in the total job so they can make more profit.

Also, with less material, there is less handling of that material, so there is less labor and more additional profits. Make sure this doesn't happen with your new Pole Barn. Insist on posts on 8-foot centers and a roof truss on 4-foot centers.

Make Sure The Poles are of The Right Size and Shape and Load Bearing...

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The Site Work

Let's say you start with a field. A traditionally framed Barn starts with digging a trench, pouring a concrete footing, and laying 4-5 courses of concrete block. Then the Barn is "stick" framed with 2"x4" studs spaced on 16" centers. This Barn process typically takes more time and money to achieve.

Since a pole Barn does not have a continuous (concrete block) foundation it needs to be constructed slightly above the grade of the field. This allows for water from the roof to flow away from the Barn instead of towards the structure. Water flowing towards the Barn may undermine the posts over time.

To achieve the elevated Barn, gravel is brought in and compacted so you have a stone pad that is 4" -5" above the grade of the field. The pad should also be 2' wider and 2' longer than the proposed Barn size. This will also help with the drainage.

Post holes are then drilled through the gravel pad to a depth of 4'6" or deeper. Since the posts are the support for the Barn a bag of concrete mix and a solid concrete block should be placed at the bottom of the hole. The block acts as a footer for the posts to sit on.

What is the Process from Contacting a Builder to a Finished Pole Barn?

- ◆ Decide to get a Pole Barn.
- ◆ Find the right builder for your project.
- ◆ Work with the builder on what you desire.
- ◆ Plans are drawn.
- ◆ Submit plan for permits.
- ◆ Schedule Build Date.
- ◆ Pole Barn constructed.
- ◆ Sit back and enjoy the view of your new Pole Barn on your property landscape!



How to Choose

A “Code of Conduct and Competency Certified” Contractor

What is a “Code of Conduct and Competency?” It’s simply a set of standards that professional contractors and specialists adhere to, ensuring that you always get the kind of service and quality that you expect. It also eliminates the risk of you being taken by a non-reputable builder.

We hope this never happens to you, but let’s imagine:

- ◆ A contractor runs into an unforeseen problem while a Barn project must stay on track.

Or

- ◆ A contractor who is not reputable runs into problems in the middle of a job. The contractor chosen didn’t do an adequate job because they weren’t qualified. It falls back on you to figure out why the job is going to take longer to complete.

Or

- ◆ You award a job to a Contractor who you feel is qualified and confident in their work. The job calls for a specialist sub-contractor and they don’t know whom to call. So they scramble around - and send the wrong person.

Or

- ◆ You hire what you believe is a professional and certified contractor only to find out later that he was neither and not only does he have your money, but you are left with either no Pole Barn, one that is half done, or a shoddy representation of what you thought you were going to get.

Any one of these could be your worst nightmare - and especially if you don’t know who you can call to get the job done quickly and professionally with accuracy the first time. The following four standards (Code of Conduct and Competency Certification) will help you when choosing your next Contractor:



First – Make Sure That “Fast Service” Really Is Fast Service:

Even though most Pole Barn contractors advertise that they can help you very quickly, usually it's NOT true. They may be anxious to get you to sign the contract and then drag their feet to finish your barn, sandwiching it between other jobs and staying on your property for a long time. The typical pole Barn should be completed start to finish in 5 days or less.

Second – You Need to Watch Out For Excessive Charges For Parts and Overtime:

Many Contractors will quote a price before a job starts to get your business and then change it in the middle of the job! Make sure you get a detailed written estimate - prior to commencing the work... including materials and labor. Beware of companies that quote prices over the phone. Reputable Contractors know that a job must first be inspected before a plan can be drawn up. Always insist that the situation and location be checked out before a price is quoted.

Third – Avoid Contractors Who Are Unpresentable and Leave Their Work Area In A Mess:

Unfortunately, Contractors have a reputation for looking less than desirable, which makes YOU uncomfortable... not to mention the mess that YOU may have to clean up.

To be Santelli Lumber certified, sub-contractors and builders must be odor-free, well groomed and customer service oriented. They must always clean up the job site to your satisfaction prior to leaving.

Fourth – You need to watch out for Sub-Contractors and Builders Who Aren't Competent To Fix Any Problems That May Arise:

The sub-contractor and builder must be able to quickly and accurately diagnose the situation, and have the latest technical know-how to solve your problem. They should have experience and knowledge of the product to know what needs to be done and act upon that knowledge.



In addition to complying with
the “Code of Conduct and Competency”
there are **Specific Questions to Ask**
of **Professional Builders** and **Sub Contractors**
to see if they are **qualified** to work on your **project:**

1. Ask to see their proof of insurance. This is a critical aspect, as many cannot afford to keep it. Is there at least a \$1,000,000 liability insurance policy?
2. Ask to see at least 20 recommendations from other property and business owners.
3. Do they have any complaints against them from the Better Business Bureau?
4. Ask for permission to call past customers and view a few of the successful Pole Barns they have constructed.
5. Your Contractor should be able to explain in understandable language to you just exactly what the planning process of building your new pole Barn includes.
6. Get a legible written detailed job estimate in advance of starting the job.

If they cannot produce any of these requests, walk away and choose a more reliable builder source.

At Santelli Lumber, we not only comply with the “Code of Conduct and Competency”, we surpass it, and here’s why:

As a certified contractor, for 100% of our jobs, we offer a flat rate that ensures that you’ll know how much a job will be... regardless of overtime or other charges. And, of course, if we do quote prices over the phone, you’ll get it in writing to confirm what has been agreed. Expect a binding written quote with no surprises.

Because we have extensive training and hands-on experience, you can be confident that the Santelli Lumber staff is well qualified to fix your problem.

As a code of ethics and competency certified contractor, Santelli Lumber only sends staff to your jobsite who are Santelli certified. They are fully insured and trained, and will install your Pole Barn quickly... and do it right the first time.



We want to do the best for you, the customer. We want you to call us again and often for other jobs and be happy to recommend Santelli Lumber to friends and family.

We welcome background searches and checks of our reliability and credibility.

We return calls promptly.

With over 62 years of combined experience in the building and construction field, we have successfully completed thousands of projects.

The following are some comments from our customers:



Some Happy Customers

"My husband was thrilled. He couldn't believe how fast they got it up. They came in the morning and they had it done in the evening and all they had to do was the floor the next day. He was just thrilled." "My husband was thrilled with the young men that came out and built it and we were thrilled with the gentleman that we spoke to that gave us all of the information..."

C.S., Clifton Springs

"As I tell everybody; we got more than what we expected and being in the building business in the past, I was very, very intrigued even the way that the contractors worked. Art Santelli put this one together with what I wanted and he knows his business and that is what I have to say, he knows what he is doing and as I told him, I thought he overbuilt in many cases, but he said, "We build to make them last." What more can I say? "As I tell people, when you can say today that you got more than you expected, that is very, very rare in anybody's language; I am the first one to criticize when things are done shoddily."

M.R., Macedon

"Two and a half days... it goes up in a hurry... the fellows that did it were very nice".

G.J., Honeoye Falls



"Yes, I was very happy with the time frame...especially with the weather because we hit about the worst of the weather that it has been this winter... we had that rainy ice storm. Yes; they were out there working... I am very pleased".

J.H., Williamson

"They started it at 7 a.m. on Monday morning and they were finished by 10:30 on Tuesday... Yes; it was fast and they did a great job."

R. T., Palmyra

"If I had to do it again and find a Pole Barn builder...I would choose Santelli Lumber. I had seen some of their buildings along where I travel and a sign that advertised them in the yard."

M. W., Sodus

"I am extremely happy... I had interviewed probably 4-5 different people prior to going to Santelli and I can't remember where I saw them, but I stopped at the Lyons store and also the Palmyra store and the people in town told me to go to the other one and I was driving that way anyway and that is where they take care of the barn building and all of those arrangements and I talked to Art Santelli and then he got me in touch with Andy Clark.

I can't say enough about them; the people that they contracted to build the barn were excellent and I would have no problem whatsoever using them and I have recommended them to many people, including a friend of mine who is a contractor and a builder who met with Andy three months ago...He was impressed and my father was very familiar with the building trade and both of them were very impressed with the quality of the work and the materials that we had for this project here."

"I would have to say that it was excellent. They were excellent craftsmen and they did exactly what they told me they were going to do in a very short period of time and it worked out real well for us."

"I think Art is a top notch individual as far as I am concerned and he has great people working for him. I wouldn't recommend anyone to a friend of mine unless I really felt that way."

A.P., Victor



"If I had to do it again and find a Pole Barn builder...I would choose Santelli Lumber. I had seen some of their Barns along where I travel and a sign that advertised them in the yard."

M.W., Sodus

"We go to Santelli's for stuff all the time. I know some of the people that work there. I had a good feeling about it and my pole barn matches my house as close as I could get to it."

C.D., Manchester

"I knew that this was going to be a quality job because Andy came right out and went over the specs with me and my brother-in-law who works in building and he gave me a start date and followed right up, so that was great and other people just ignore that and other people didn't even return my calls. The key really was his relationship. He was there every day when they were working and answered a lot of questions... "

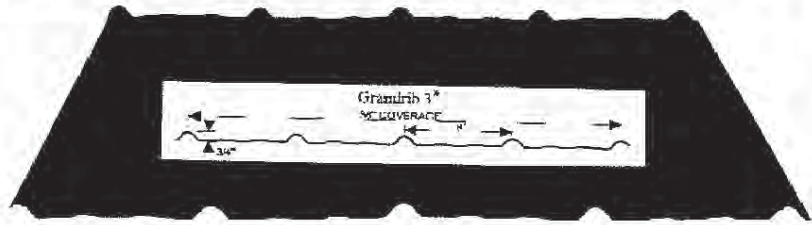
C.P., Canandaigua



“Use the Best...”

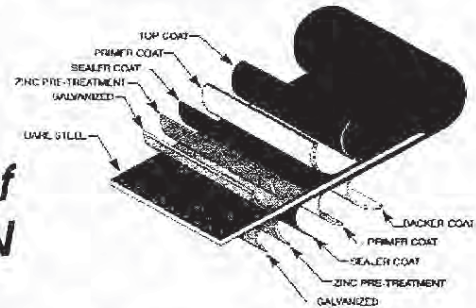


Grandrib 3® PLUS



Grandrib 3® PLUS is “The Original” - Fabral designed the original 9” on center ribbed panel. Most others have copied but no one has matched its strength, durability or attractive design.

Know the Product...
The Questions to Ask...
And What's Important!



10 LAYERS of PROTECTION

Bare Steel: Fabral uses only 29 gauge, 80,000 minimum PSI bare steel with a minimum .015 thickness before paint to assure you, the thickest, strongest panel in the industry. **UP TO 50% STRONGER THAN SOME COMPETITORS 26 GAUGE, 40,000 PSI STEEL.**

Galvanization (2 layers): Grandrib 3® Plus products have up to 1.2 oz. Zinc versus G60 or G90 products. **THIS GIVES YOU 25-50% MORE CORROSION RESISTANCE.**

Zinc Pre-Treatment (2 layers): Prepares the surface for paint while adding additional corrosion resistance. Many other panels skip this step.

Sealer Coat (2 layers): Seals the Zinc Pre-treatment and smooths the surface to receive the paint.

Thick Primer Coat (2 layers): Prepares this surface for consistent color within the panels and adds corrosion protection.

Backer Coat: Full coat backer in off-white for consistency inside the building.

Top Coat: Super Alurite® 2000, the industry leading exterior paint for color retention and durability.



All this adds up to...

Grandrib 3® Plus
is backed by an industry leading...
35 Year Sidewall Paint Warranty
30 Year Roof Paint Warranty
plus...
The best corrosion warranty in the industry...
25 Years on Sidewalls
20 Years on Roofing

Exceptional Uniform Load

Trapezoidal Rib Configuration
Major Ribs
9" o/c



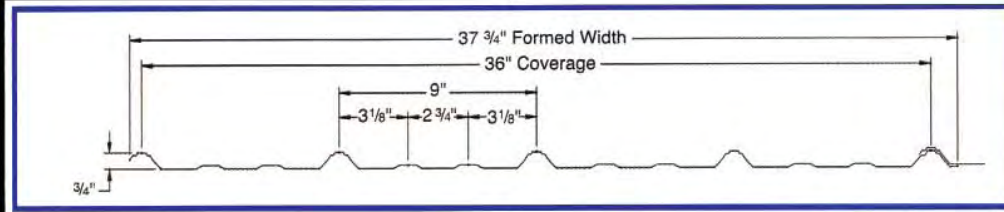
Grandrib 3® PLUS

Compare the Load of 236 lbs. Per Square (236 PSF) on 24" Centers

Against...
Any Steel Panel in the Industry today!!

GrandRib 3[®] and GrandRib 3[®] Plus ENDURACOTE[™]

PREMIUM DEFENSE
Against the Elements



GrandRib 3[®] and GrandRib 3[®] Plus Panel Specifications

- The original time-tested profile
- 29 ga. structural quality, full-hard steel
- 10 layers of protective coating
- High-performance Enduracote[™] paint system
- UL 2218 Class 4 hail impact resistance
- UL 790 Class A fire resistance rating
- Anti-siphon sidelap design for excellent weathertightness
- Custom cut to lengths up to 40'

GrandRib 3[®] Warranty

- Lifetime film integrity warranty for walls and roofs
- 30 year warranty against fade and chalk for walls and roofs
- 10 year edge rust warranty against acid rain

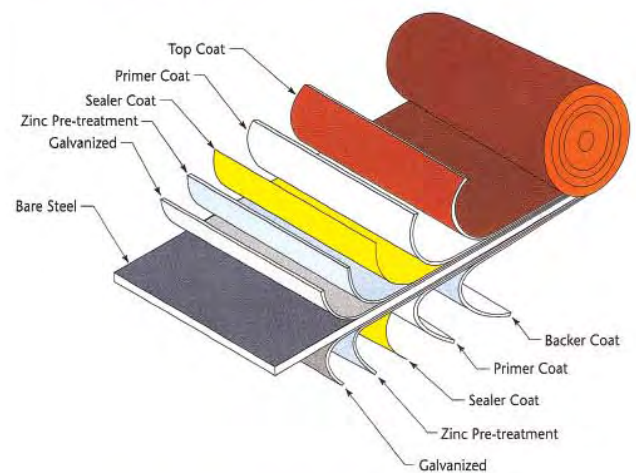
GrandRib 3[®] Plus Warranty

- Lifetime film integrity warranty for walls and roofs
- 30 year warranty against fade and chalk for walls and roofs
- 15 year edge rust warranty against acid rain
- 25 year non-perforation warranty against acid rain for walls; 20 years for roofs

Original Grandrib 3[®] and Grandrib 3[®] PLUS profile, with its clean traditional lines, is manufactured from only the best prime quality structural steel available—no seconds ever! Our drive to be the best means that we start with the finest materials and finish it with a premium coating system – Enduracote.[™]

Enduracote[™] is a paint system that takes performance to the next level. Based on cutting edge resin technology, this system offers unbeatable durability and superior long-term performance against the elements.

Enduracote[™] is the choice for low maintenance, lasting beauty and outstanding value. Whether your application is new or old, commercial, agricultural or residential, Fabral's panels and paint systems are designed to exceed your requirements and expectations. Make Grandrib 3[®] or Grandrib 3[®] PLUS panels your choice for all your metal panel building needs.



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Lancaster, PA 17601
(800) 477-2741

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Valspar F-500B
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Specifications and colors subject to change without notice or obligation to make changes in products previously purchased.

The Glu-Lam Post

The Only REAL Laminated Post

Featuring: Southern Yellow Pine treated with CCA to a .60 pcf retention for Commercial, Residential, and Agricultural use. Reference Standards AWPA; C15, C16 and C28.

DISCOVER THE LABOR SAVING ADVANTAGES:

- Lighter, straighter and stronger than solid sawn or nailed laminated posts.
- C.C.A. treated laminations are standard on the ground contact end. Fully treated and fully untreated posts are also available
- C.C.A. penetration is greater than solid sawn posts.
- Untreated wood above ground reduces the need for galvanized fasteners.
- Reduces cracking, splitting and checking.
- Kiln dried after treating, which allows immediate staining or painting.

STANDARD STOCK SIZES

3 ply 2 x 6, 5 1/4" x 4 1/15"
Standard lengths: 8' - 36'

3 ply 2 x 8, 7" x 4 1/16"
Standard lengths: 10' - 36'

4 ply 2 x 8, 7" x 5 3/8"
Standard lengths: 12' - 36'

6'0" minimum standard treatment. Other sizes and lengths of treatment available upon request. Available in lengths to 60'0".



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Tested and Approved for use in the post frame construction industry by engineers at The Pennsylvania State University. See transactions of the ASAE vol. 31 No. 2 pp. 564-570, 1988.

RIGIDPLY RAFTERS, Inc "GLU-LAM COLUMN" SPECIFICATIONS

All columns shall be Rigidply Rafters, Inc. Glu-Lam Columns manufactured of #1 southern yellow pine treated with CCA to a 0.6 pcf retention and #2 untreated southern yellow pine. The treated portion shall be designed to extend at least one foot above the ground line. The adhesives shall be for wet-use conforming to "ASTM D 2559". The laminations shall be surfaced,

glued, and then clamped. The clamp-up shall be maintained at room temperature, at a minimum pressure of 100 PSI, for at least 10 hours. The Columns shall be surfaced, after curing, on the narrow faces of the laminations.

Each production lot shall be qualified by the following tests as described in AITC 200-92:

- AITC Test T107 Shear
- AITC Test T110 Cyclic Delamination
- AITC Test T119 End Joint Tension

GLU-LAM POST DESIGN VALUES

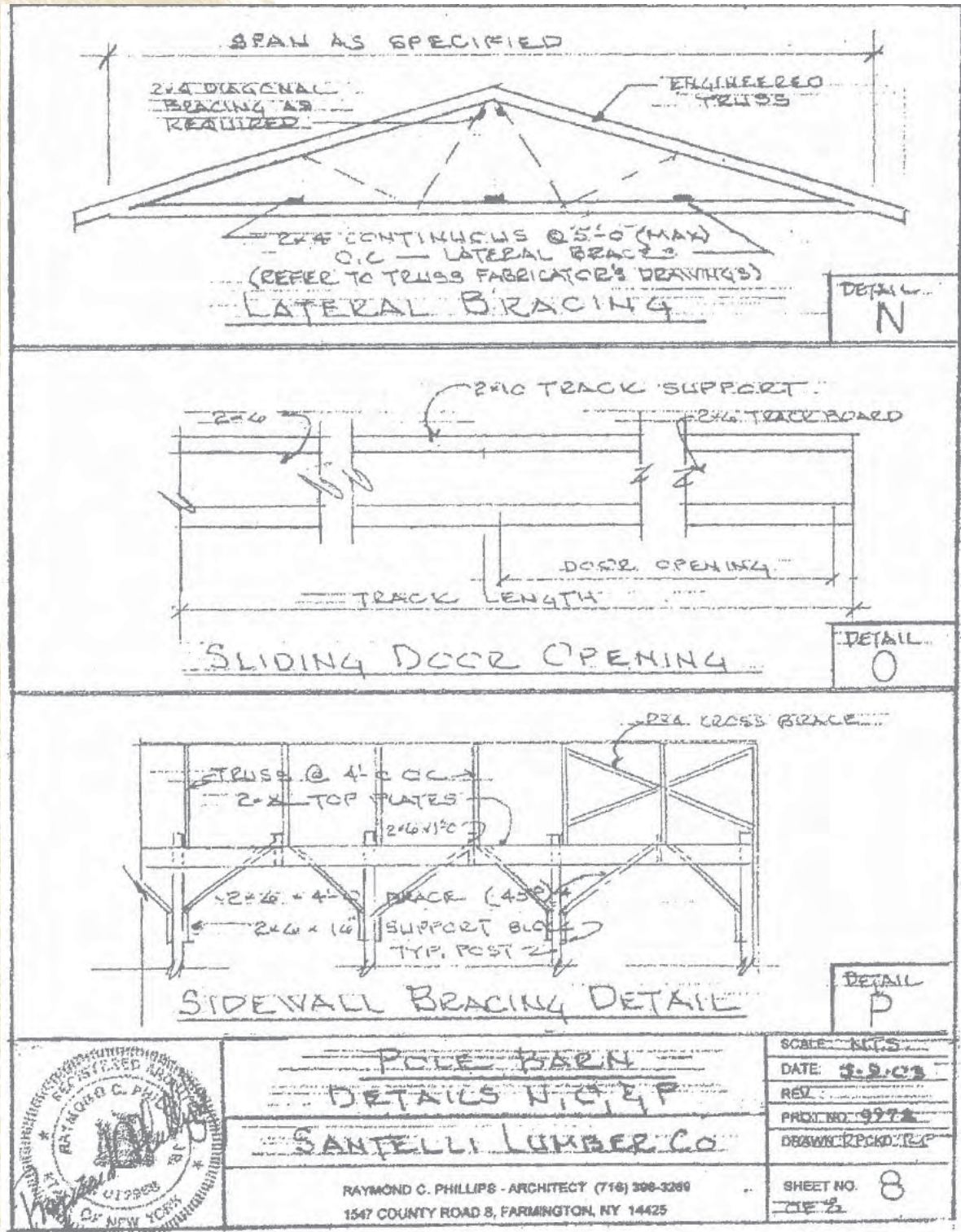
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Actual Size = 5.25" x 4.0625"	$F_{b\ y-y}$ = 2050 psi	
Area = 21.328 sq. in.....	F_c = 2150 psi	
S_y = 18.66 in. ³	E_{y-y} = 1700000 psi	
I_y = 48.99 in. ⁴		
3 PLY 2 X 8:		
Actual Size = 7.0" x 4.0625"	$F_{b\ y-y}$ = 1900 psi	
Area = 28.438 sq. in.....	F_c = 2150 psi	
S_y = 33.18 in. ³	E_{y-y} = 1700000 psi	
I_y = 116.12 in. ⁴		
4 PLY 2 X 6:		
Actual Size = 5.25" x 5.375"	$F_{b\ y-y}$ = 2350 psi	
Area = 28.219 sq. in.....	F_c = 2150 psi	
S_y = 24.691 in. ³	E_{y-y} = 1700000 psi	
I_y = 64.815 in. ⁴		
4 PLY 2 X 8:		
Actual Size = 7.0" x 5.375"	$F_{b\ y-y}$ = 2350 psi	
Area = 37.625 sq. in.....	F_c = 2150 psi	
S_y = 43.90 in. ³	E_{y-y} = 1700000 psi	
I_y = 153.64 in. ⁴		



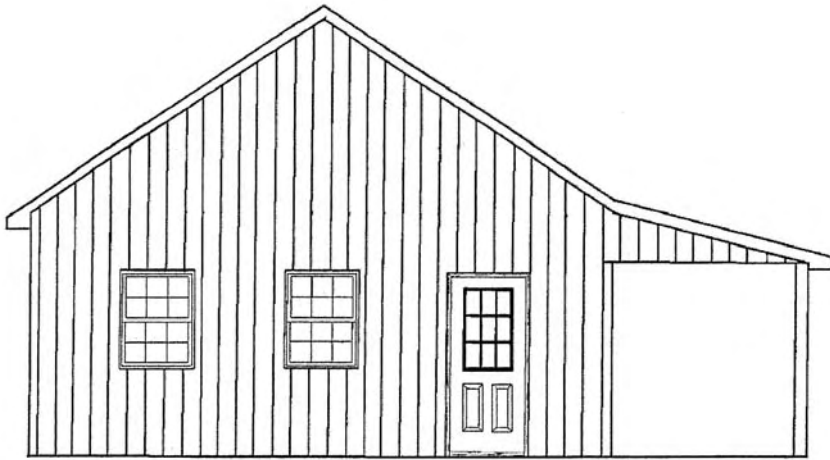
Active Member

GLP 4M/07/03

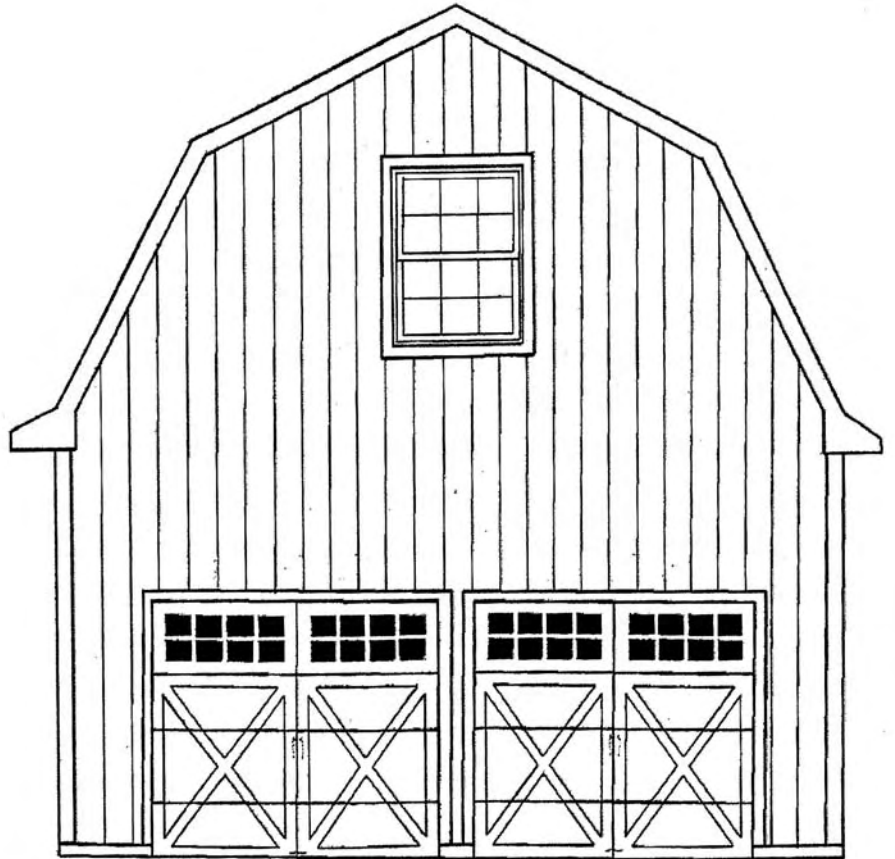
Some Typical Engineering Drawing



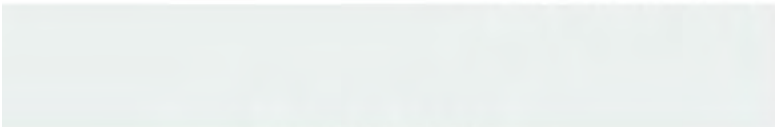
Some Typical Pole Barns...



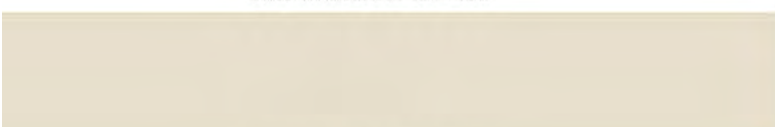
Some Typical Pole Barns...




GrandRib 3[®] and GrandRib 3[®] Plus




Brite White 824 • IR = .60




White 899 • IR = .54




Ivory 883 • IR = .62



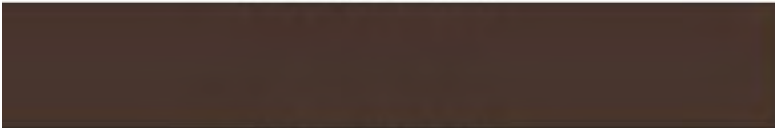
Light Stone 887 • IR = .51



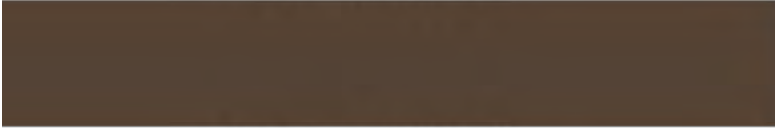
Tan 855 • IR = .38




Cocoa Brown 856 • IR = .20




Dark Brown 859 • IR = .16




Antique Bronze 854 • IR = .20




Caribbean Blue 881 • IR = .27




Gallery Blue 826 • IR = .12



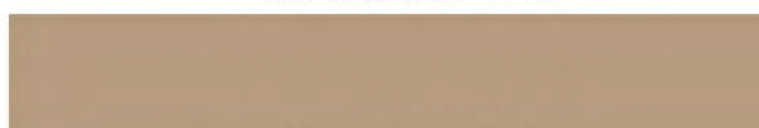
Brick Red 898 • IR = .31



Brite Red 845 • IR = .28



Classic Burgundy 853 • IR = .19




Hickory Moss 870 • IR = .36



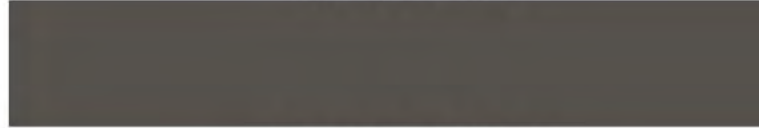
Patina Green 893 • IR = .38



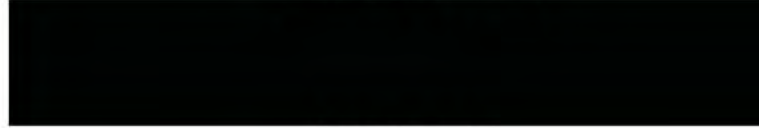
Evergreen 875 • IR = .25



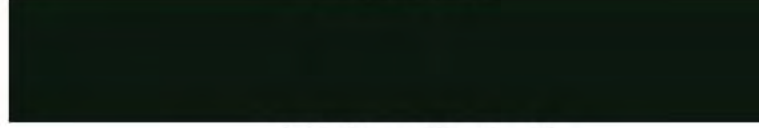
Light Gray 889 • IR = .31



Charcoal Gray 851 • IR = .18



Black 880 • IR = .14



Hartford Green 821 • IR = .09

Special Offer

With a written estimate to you,
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