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## When Speed Matters: Tips for Distributors to Help Their Customers Build Decks Faster

More than 30 million American homes have decks. Many homeowners want to add a deck to their home as a home improvement, or to expand or remodel an existing one. This may leave deck builders pressed for time as the orders keep piling up. Obviously, the answer is not for them to decrease the quality of their work or hire cheap unskilled labor. The answer is to find a faster and more efficient way to continue to turn out the high quality decks they are known for building, and one way to do that is by using better quality products designed for efficiency and speed.

This is where you, the supplier, can provide a great value to these customers. Carrying the full line of SCRAIL® deck fastener products, including the InvisiDeck® Hidden SCRAIL® System and BeckDeck® fasteners, gives the contractors who rely on you for their supplies easy access to the world's fastest and most innovative line of deck fasteners and the equipment to use them properly. All of the BECK Fastener Group®'s deck fasteners are designed to ensure rapid installation and to decrease the need for return trips to remedy cracking, splitting or creaking.

### **First - what are SCRAIL® fasteners?**

SCRAIL® fasteners are a line of fasteners similar to a screw with the ease of use of a collated nail. They can be used effectively in either wood, composite, or other synthetic materials, and can be used with most pneumatic nailers. Their thread configuration makes proper adjustment after installation possible in whatever material they are installed into, which dramatically reduces the occurrence of squeaks and nail pops.

SCRAIL® fasteners come in different finishes to meet different needs. Those that have the electro-galvanized finish offer moderate corrosion protection, but are best used for indoor applications. Those that have the Beck Fastener Group's® exclusive FasCoat® finish can withstand up to 2,000 hrs and more of salt spray testing and are great for many exterior applications. Stainless steel is also available and perfectly suited for environments with high salinity – ideal for decks in coastal regions.

### **The InvisiDeck® Hidden SCRAIL® System**

The InvisiDeck® Hidden SCRAIL® System is a hidden fastener system designed specifically and exclusively for building beautiful quality decks. This system allows for



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close and consistently spaced attachment of one deck floor board to the next while leaving no visible deck fastener heads. There are three main components to this system: the innovative SCRAIL® fastener, the I-CLP Clip, and the pneumatic Scrailer installation tool.

Also available are the new SteelThread SCRAIL® deck fasteners, specifically designed to be used when deck boards are to be attached to light gauge steel. The patent pending thread design of these fasteners assures proper displacement when the SCRAIL® is driven into the steel stud. This provides for a very tight, long term hold with minimal deflection when steel studs are used.

InvisiDeck® I-CLP Clips are made of heavy gauge stainless steel for years of worry free use. They are designed to be used with grooved decking material, either composite or hardwood, but can be used with non-grooved material with the use of the InvisiDeck® Groove Cutter.

The InvisiDeck® installation tool, the FASCO branded nailer F36 RHN33-38DT, has a patent pending nose holding the I-CLP clip that is fastened pneumatically by SCRAIL® fasteners. This allows the user to install and attach the clips in one fluid movement for maximum speed and quality.

### **Grooved and Non-Grooved Material Use**

The InvisiDeck® Hidden SCRAIL® System was designed to be used with pre-grooved lumber or composite materials for maximum efficiency. This system, however, can be used to fasten non-grooved wood or other materials, but it requires the use of the InvisiDeck® Groove Cutter as an additional step. For more efficient work with non-grooved materials, contractors may want to consider the use of InvisiDeck® B-CLP deck fasteners. Available in three styles, InvisiDeck® B-CLP deck fasteners allow the builder to create a smooth surface without the disruption of fastener heads while still holding the decking materials tightly in place.

- The B-CLP1 clips are made of steel for strength and have the Magni 599 coating for increased corrosion prevention. They are black to keep them from being seen between the floor boards. They are designed for use with boards made of soft or low density wood, like cedar, spruce, pine and pressure treated lumber from 5/4" to 2" thick. These deck fasteners are suitable for use in almost any environment.
- The B-CLP2 clips are made of stainless steel and coated with black oxide to keep them hidden between the floor boards. They are designed for use with low density soft woods like fir, cedar, pine and redwood from 5/4" to 2" thick. These clips can be used in even the harshest climates, including along the coastlines



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where the salinity in the air leads to rapid corrosion of many types of deck fasteners.

- The B-CLP3 clips are also made of stainless steel coated with black oxide. They are designed for use with medium density hardwoods, like mahogany as well as synthetic and composite materials. These deck fasteners can also be used safely in environments with high salinity or humidity.

Unlike most hidden fastener systems, the InvisiDeck<sup>®</sup> Hidden SCRAIL<sup>®</sup> System allows all the work to be done from above, which saves time and effort. All three styles of clips used in this system are made of heavy gauge steel for years of carefree use.

### **SCRAIL<sup>®</sup> BeckDeck<sup>®</sup> Fasteners**

Another innovative product created by the Beck Fastener Group are SCRAIL<sup>®</sup> BeckDeck<sup>®</sup> fasteners. These feature a double thread design that effectively does away with the mound that can form when traditional nails or screws are driven into composite deck flooring. Often known as "mushrooming" or "volcanoeing", these unsightly mounds ruin the smooth finish of the deck top. The second thread on BeckDeck<sup>®</sup> fasteners pushes the displaced material back into the hole instead of leaving it on the surface where it can be seen.

Another advantage of BeckDeck<sup>®</sup> fasteners is that, although they were designed to hold tight for a long time when properly installed, they are also easy to remove when necessary. This means that the builder can ensure all of the deck components fit properly and snugly together and then disassemble it all for painting or coating with protectant. It also means that if repairs or remodeling need to be done at some point, the deck fasteners can be removed without causing cracking, splitting or other damage to the deck components. In most circumstances, if removed properly, the same deck fasteners can be reused to reattach the parts when the work is finished, minimizing waste and expense.

### **Faster Deck Building With Greater Quality**

All of the BECK Fastener Group<sup>®</sup> product lines were created with one goal: to make it easier and quicker to complete projects without sacrificing quality. Whether your contractor customers ask you about the InvisiDeck<sup>®</sup> Hidden SCRAIL<sup>®</sup> System, SCRAIL<sup>®</sup> BeckDeck<sup>®</sup> Fasteners, their genuine Fasco quality Italian-crafted pneumatic tools (including Scrailers), or any of the other items in their large array of fastener products and tools, you can assure them of their effectiveness, reliability and durability. So during their busiest deck building times, contractors don't need to turn away



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business, since they can now speed through their deck builds with greater efficiency (and labor cost savings), thanks to SCRAIL®.

To learn more about SCRAIL® and the other fasteners available through Fasco America®, Inc. and the BECK Fastener Group®, [contact](#) our main office or the regional manager serving your area. Additional information is also available on the SCRAIL® [Facebook Page](#) and videos are available on [YouTube](#).

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