

2026 POST-FRAME BUILDER SHOW PREVIEW

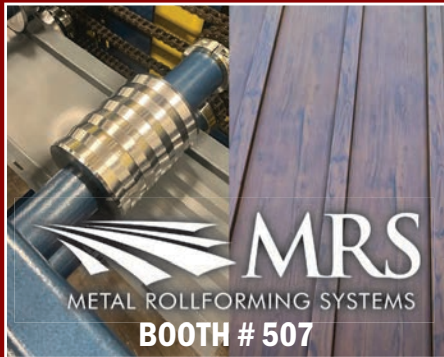
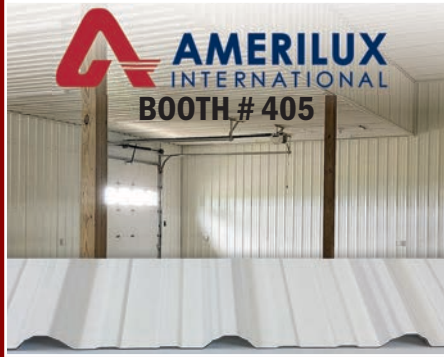
Rural Builder



Serving The Construction Trade For 60 Years

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A Letter from the Director of Events

We're excited to gather June 10–11 in York, Pennsylvania, for the **Post-Frame Builder Show**. This business-to-business event brings together the full spectrum of our construction community. We will host two full days dedicated to the post-frame, rural, and plain building industries. We are proud to host family-friendly events, welcoming those who share your lives to share your time in beautiful York, Pennsylvania.

Each morning begins with focused informational sessions designed to address the needs and opportunities across building segments. Attendees can enjoy a complimentary continental breakfast while connecting with peers and preparing for a full day on the show floor. Again, this year we will be including a panel discussion focused on barndominiums.

On Wednesday evening, we invite all exhibitors and attendees to join us for a complimentary reception featuring food, entertainment, and plenty of time to network in a relaxed setting. It's a highlight of the show and a great way to celebrate the collabora-

tion that drives our industry forward.

If you haven't secured your passes yet, there's still time. Visit www.postframebuildershow.com or contact any of our exhibitors listed in this issue for a free pass. I want every industry partner who can benefit from this event to be part of it. If you feel your place at the show is behind a booth, please reach out, and I will find room for you to exhibit.

Thank you for your continued support of our Shield Wall Media events. I look forward to seeing you in York and making 2026 our strongest year yet.

Warm regards,

Missy Beyer
Event Director
Shield Wall Media
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Gary Reichert,
Publisher, Shield Wall Media

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WORK ETHIC SCHOLARSHIP

One Aha Moment after Another

Take the S.W.E.A.T. (Skill & Work Ethic Aren't Taboo) Pledge

BY LINDA SCHMID

Most kids have no idea what they want to do when they grow up. Ask them and you are likely to hear anything from: "I want to work at McDonald's," to "I'm going to be a superhero." Quinn McCalla, however, knew just what he wanted to do when he was a kid: he wanted to build houses.

"I would get excited to see a new construction project," McCalla said, "and as I got older I noticed the architecture everywhere I went."

McCalla grew up in Minnesota near Alexandria. He enjoyed wrestling, track and field, and school; he liked to learn, a trait that has remained with him in his adult years.

Wood shop was his favorite class. When others built a basic table, McCalla took it a step further with the permission and support of the shop teacher, Mr. Derby. He built a river tabletop using rocks and epoxy. When it turned out well, McCalla was even more excited about working in wood.

GETTING STARTED

After graduation, McCalla signed up for a two-year program in construction at the local technical college. One problem, though, was that the school had no meal plan, so he needed some way to make some money while in school. Troy Rupp,

one of his instructors, gave him a job working with his construction crew. This was a fantastic opportunity to learn hands-on, and McCalla took it gratefully.

When one of the wrestling parents mentioned the mikeroweWORKS Foundation Scholarship, and he had to answer questions about his education in order to apply, he realized just how much experience he had already gained in construction. He also recognized that the S.W.E.A.T. pledge (<https://mikeroweworks.org/curriculum/>) was filled with great advice for life.

"It was one 'aha' moment after another," McCalla said.

THE WORKING WORLD

McCalla now works for Prairie Builders out of Elbow Lake, Minnesota. He loves it, especially the variety. He has done additions, remodels, new houses, rough framing, drywall, trim work, even some cement work. He counts himself lucky as some subcontractors focus on one thing, such as framing, but McCalla has done it all!

A typical day in the life begins at 7:30, but McCalla usually gets there early and does little things that need to be done such as fueling vehicles, loading tools, and hooking a tool trailer or trim cart to a vehicle. He may leave the work site as early as five or as late as seven. The crew is paid overtime after forty hours, but his



As a result of a collaboration with mikeroweWORKS Foundation (www.mikeroweworks.org), *Rural Builder* is featuring profiles of Work Ethic Scholarship recipients in each of its issues. Over 2,000 scholarships have been awarded to trade-school students who value hard work and taking personal responsibility. *Rural Builder* applauds these students and wants to acknowledge their choice to apply their talents to skilled trades. Thank you, mikeroweWORKS Foundation, for your continuing efforts to close the skills gap and "reconnect the average American with the value of a skilled workforce."

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boss allows workers to stay longer if they want to. It is great putting the things he learned at school to work on the job, and McCalla sometimes takes the opportunity to get more time in, and improve his skills.

“I like to do well in whatever I am doing,” McCalla said. “If my work is not perfect, I feel as though I let myself down, but others are supportive and advise that I need to give myself some learning time.”

Perfection right out of the gate is impossible, and McCalla is learning to ease up on the self-criticism so he can trust himself and face a brand-new task without feeling too intimidated.

GETTING OTHERS EXCITED ABOUT CONSTRUCTION

McCalla expects that we will see more and more young people signing up for education and jobs in the trades as the perception of blue collar work continues to change.

“Many people have been supportive of my choices,” McCalla said. “My parents and my high school shop teacher, Mr. Derby, were excited when I said I wanted a career in construction.”

He said that the best way to encourage high school kids to consider trade careers is to offer them opportunities to try things out. Shop classes, STEM classes, job exploration programs, and vocational centers are all great ways to expose young people to the many exciting opportunities in the trades.

LOOKING FORWARD TO THE FUTURE

McCalla has worked for several different contractors over the last few years. Some were family friends who took him on for a

summer or a specific project, and McCalla would like to pass the help he has received forward.

“At some point, I would love to have my own company, find kids who are excited at the prospect of learning, and give them some experience in the field to get them started.” **RB**



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BY RANDY CHAFFEE

Creating Value: A Hybrid Road Warrior's Take for Rural Builders

Creating value is one of the most frequently used phrases in the building industry. It shows up in sales meetings, trade show conversations, and post-mortems when a project goes to a lower bidder. But in the day-to-day reality of rural construction, value is not a slogan or a slide in a presentation. It shows up across kitchen tables, on tailgates, during muddy site walks, and in the quiet moments when a customer studies a quote and decides whether they trust the builder behind it. Creating value is not a tagline — it is a behavior and a mindset. Every owner, manager, salesperson, and crew leader who touches the customer experience is influencing perception. There is no neutral position. You are either building value or giving it away.

Some fundamentals have not changed. Customers still buy from people they trust, who listen well, and who make them feel understood rather than pressured. That was true when quotes were handwritten, and agreements were sealed with a handshake, and it remains true today. Technology did not replace these principles — it revealed those who never practiced them consistently. Value creation begins long before pricing is discussed. It starts with how a builder shows up, how questions are asked, how carefully needs are uncovered, and how thoroughly the building's real use is understood. Too often, builders treat the quote as the product. It isn't. The building itself isn't the true product either. The real product is confidence — confidence that the right questions were asked, key details were not missed, and the builder will still

be present after the concrete is poured and the final check clears.

At the same time, today's market adds a new layer that cannot be ignored. A builder's reputation is being formed before the first conversation ever happens. Search results, project photos, reviews, and online presence all shape expectations. This is not about flash or marketing hype — rural customers are quick to recognize anything that feels staged or insincere. It is about



credibility and consistency. When a company's digital footprint aligns with its field operations, friction is reduced, and trust builds faster. Modern visibility paired with old-school relationship skills creates a hybrid advantage. Even when most leads still come from phone calls and referrals, customers are validating what they hear with what they can see.

Builders must also be clear about what they truly sell. If the answer is simply "buildings," the conversation defaults to price. If the answer is speed alone, someone will always promise faster. Value comes

from clearly defined strengths: long-term durability in harsh climates, layouts that support real workflows, honest timelines, better material choices where they matter, and practical savings where they don't. These are not marketing phrases — they are daily decisions. When builders fail to define their value, customers define it for them, usually by comparing only the final number.

Relationships remain especially powerful in rural markets, where reputation and word of mouth still drive opportunities. But relationships alone are not value. They are an opening. Value is created by what happens next — the depth of the questions, the willingness to walk the site, the readiness to explore options, and the confidence to guide decisions based on experience. A friendly conversation followed by a rushed quote does not create value. A long relationship followed by a one-line price does not create value. Trust earns the right to advise. Builders who use that permission well stand apart.

Selling itself is often misunderstood in the construction trades. Selling is not manipulation; it is helping customers make informed decisions. Everyone involved in a project sells in some capacity. Owners sell vision, sales staff sell solutions, crews sell professionalism through jobsite conduct and workmanship, and office teams sell reliability through organization and follow-through. Strong selling begins with listening — interviewing rather than interrogating, asking with curiosity rather than an agenda. When a builder understands how a structure will actually be used and the concerns the customer carries, the pro-

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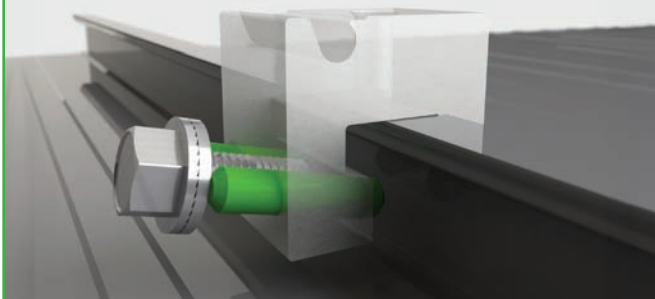
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posal becomes a recommendation rather than a pitch.

Professional responsibility also includes recommending value-added options. This is not about padding margins or pushing upgrades. It is about sharing expertise. Customers often do not know the long-term performance differences between options or the lifecycle cost implications of certain choices. Avoiding these conversations out of fear of price resistance is not service — it is self-protection. Suggesting better insulation, smarter access design, more durable components, or layout improvements aligned with the customer's goals is part of doing the job well. When recommendations are grounded in listening, they feel like guidance, not pressure, and trust deepens.

The proposal itself is another opportunity to create value. A quote lists numbers; a proposal tells the story behind them. It explains choices, reflects earlier conversations, and demonstrates that the solution was built specifically for that customer rather than pulled from a template. When customers see their needs and priorities clearly reflected, price gains context. They may still choose another path, but they will remember the experience — and often return.

The modern advantage belongs to builders who combine road-tested relationship skills with consistent brand presence. Handshakes and site visits still matter, but value is reinforced when messaging, process, and performance align everywhere a customer encounters the company. In that environment, value is not something that must be defended at the end of a sales conversation — it is something the customer already feels.

Creating value is not a tactic or a script. It is a shift from quoting to consulting, from selling to serving, and from reacting to leading. It replaces price defense with clarity and trust built early. Most builders already practice this at their best moments. The challenge is making it the standard approach rather than the exception. Instead of asking how to win more bids, ask how to build more confidence. Lead with understanding instead of price. Show customers the value of doing the job right. Value is not added at the end of a quote — it is decided at the beginning of the conversation. **RB**

Randy Chaffee brings four-plus decades of experience to the post-frame and metal roofing industries. Author of #1 Amazon Best Seller "Asphalt and Algorithms," he is a board member for the Buckeye Frame Builders Association and the National Frame Builders Association. Find his podcast at [facebook.com/BuildingWins](https://www.facebook.com/BuildingWins) or call (814) 906-0001 at 1 p.m. Eastern on Mondays to listen in.





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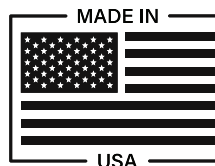
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Moving Air, Maximizing Performance: Fan Setups and Applications for Agricultural and Rural Buildings

WHETHER YOU'RE MANAGING A LIVESTOCK BARN, A GRAIN STORAGE FACILITY, A SHOP, OR A MULTI-USE AGRICULTURAL COMPLEX, PROPER FAN SELECTION AND PLACEMENT CAN MEAN THE DIFFERENCE BETWEEN A HEALTHY, PRODUCTIVE ENVIRONMENT AND COSTLY LOSSES FROM HEAT STRESS, MOISTURE DAMAGE, OR POOR AIR QUALITY.

Today's agricultural fan market offers a wide range of options, from basic box fans to sophisticated variable-speed systems integrated with environmental controls. Understanding which setup is right for your application — and how to install it for maximum effectiveness — is the foundation of any successful rural building ventilation strategy.

UNDERSTANDING THE BASICS: TYPES OF AGRICULTURAL FANS

Not all fans are created equal, and matching the right fan type to the right application is the first step toward a successful ventilation plan. The most common fan types used in rural and agricultural settings fall into several broad categories.

AXIAL (PROPELLER) FANS

Axial fans are the workhorses of agricultural ventilation. They move large volumes of air at relatively low static pressure, making them ideal for open structures like poultry houses, hog confinements, dairy barns, and equipment sheds. These fans are typically mounted in sidewalls or endwalls and are used in both exhaust and circulation configurations. Their simple design makes them easy to maintain, and their efficiency at high airflow rates makes them cost-effective for continuous-duty applications.

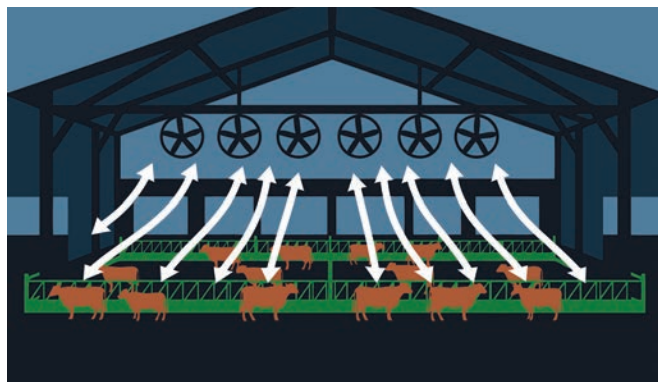
CENTRIFUGAL (SQUIRREL CAGE) FANS

When ductwork is involved, centrifugal fans are the preferred choice. These fans generate higher static pressure, allowing them to push or pull air through longer duct runs, filters, or heat exchangers without significant performance loss. They are commonly found in grain bin aeration systems, ventilated storage rooms, and mechanical ventilation setups where air needs to travel through conditioned or filtered pathways before reaching the target space.

HIGH-VOLUME, LOW-SPEED (HVLS) FANS

HVLS fans have become increasingly popular in large open buildings such as free-stall dairy barns, horse arenas, and workshop spaces. These large-diameter ceiling fans — typically ranging from 8 to 24 feet across — rotate slowly but move enormous volumes of air across a wide area with minimal energy

consumption. A single HVLS fan can often replace a half dozen or more smaller high-speed fans, reducing both energy costs and maintenance demands. Their gentle, even airflow is particularly valued in dairy operations, where consistent air movement reduces heat stress without creating drafts that can chill calves or wet animals.



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CIRCULATION AND DESTRATIFICATION FANS

In heated buildings like workshops, processing facilities, or indoor riding arenas, thermal stratification — where warm air pools near the ceiling while the floor level remains cold — is a common and costly problem. Destratification fans, typically smaller high-speed units mounted at ceiling height, break up these temperature layers and redistribute warm air downward. This can significantly reduce heating costs while improving comfort and working conditions throughout the building.

VENTILATION STRATEGIES: NATURAL VS. MECHANICAL

Before selecting fans, builders and operators must understand the two fundamental ventilation philosophies — and how they can work together.

Natural ventilation relies on wind and thermal buoyancy (the tendency of warm, moist air to rise) to move air through a building. Ridge vents, open sidewalls, curtain sidewalls, and strategic building orientation all play roles in maximizing natural airflow. This approach is low-cost and energy-free, but it's also dependent on weather conditions and can be unreliable during

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hot, calm summer days — precisely when ventilation is most critical.

Mechanical ventilation uses fans to create controlled, predictable airflow regardless of outdoor conditions. It can be designed as a positive-pressure system (fans push fresh air in), a negative-pressure system (exhaust fans pull stale air out, creating a vacuum that draws fresh air through inlets), or a neutral system that balances both. Negative-pressure tunnel ventilation has become the industry standard in poultry and swine production, where precise control over air speed and direction is essential for animal performance.

Many modern rural buildings use a combination of both approaches — curtain sidewalls or ridge vents for mild-weather natural ventilation, supplemented by mechanical systems that kick in during extreme heat or cold. Automated environmental controls can monitor temperature, humidity, and CO2 levels and adjust fan speeds accordingly, creating a dynamic system that optimizes both animal welfare and energy efficiency.

APPLICATION-SPECIFIC FAN SETUPS



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POULTRY HOUSES

Tunnel ventilation is the gold standard in modern broiler and layer operations. Exhaust fans — often large 48” or 52” diameter units — are mounted in one endwall, while screened inlets at the opposite end allow fresh air to enter. This creates a strong, directional airflow the length of the building, generating a wind-chill effect that keeps birds comfortable even in peak summer conditions. Staging fans in multiple banks, controlled by thermostats or environmental computers, allows operators to ramp airflow up or down based on real-time temperature readings.

DAIRY AND BEEF CATTLE FACILITIES

Heat stress in dairy cattle is a well-documented production killer, suppressing milk output and reproduction rates even at moderate temperatures. HVLS fans positioned over the feed lane, resting area, and holding pen are now considered essential equipment in competitive dairy operations. Supplementing

RESOURCES

- Purdue University Extension - <https://www.extension.purdue.edu/>
- University of Minnesota Extension - <https://extension.umn.edu/>
- University of Illinois BESS Labs - <http://bess.illinois.edu/index2.htm>
- Penn State Extension - <https://extension.psu.edu/>
- August McIntosh

HVLS fans with sprinkler or soaker systems — which wet the cows before the fans evaporate that moisture — delivers aggressive cooling with remarkable efficiency. For beef feedlots and calf housing, combinations of wall-mounted axial fans and natural ridge ventilation are commonly used to balance airflow and moisture control.

SWINE CONFINEMENTS

Ventilation in swine facilities must manage not only temperature but also ammonia, hydrogen sulfide, and other gases produced by manure. A tiered ventilation system using variable-speed fans of multiple sizes is standard practice: small fans run continuously at minimum ventilation rates during cold weather to maintain air quality; larger fans stage on as temperatures rise and heat and gas loads increase. Careful attention to inlet design ensures that incoming cold air mixes with room air before reaching pig level, preventing chilling in young or finishing animals.



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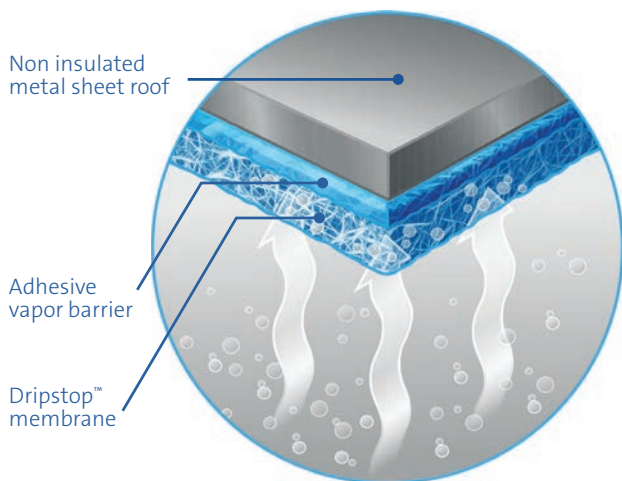
GRAIN STORAGE AND AERATION BINS

Aeration is the primary tool for maintaining grain quality in storage. Centrifugal aeration fans force ambient air up through the grain mass, equalizing temperature and moisture throughout the bin and preventing the hot spots and moisture migration that lead to spoilage. Fan sizing for grain bins is typically calculated by the CFM-per-bushel standard — most agronomists recommend between 0.1 and 0.2 CFM per bushel for basic temperature management, while faster drying systems may target 1.0 CFM per bushel or higher. Automated aeration controllers use outdoor

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temperature and humidity sensors to run fans only when conditions are favorable, maximizing efficiency.

MACHINE SHOPS AND MULTI-USE BUILDINGS

Farm shops, equipment storage buildings, and multi-purpose rural structures benefit greatly from both exhaust ventilation and circulation fans. Roof-mounted power ventilators can quickly purge heat that builds up under metal roofs during summer. Destratification fans improve heating efficiency in winter. Where welding, spraying, or other fume-producing work takes place, localized exhaust fans or dedicated ventilation hoods may be required to meet safety standards and protect worker health.

KEY CONSIDERATIONS FOR FAN SELECTION AND PLACEMENT

When specifying or installing fans for any rural application, these core principles apply:

- **Size for the worst case.** Fan systems should be engineered to handle peak summer conditions, not average conditions.

An undersized system that fails during a heat event can cost far more in animal losses or product damage than the savings realized by cutting corners upfront.

- **Match CFM to the space.** Calculate the total cubic footage of the space and determine the number of air changes per hour required for your application. Livestock buildings typically target anywhere from 30 to over 100 air changes per hour at peak ventilation, while storage facilities may need far fewer.
- **Prioritize energy efficiency.** Look for fans with high CFM-per-watt ratings and consider variable-speed drives that allow fans to run at reduced speeds during mild conditions. The energy savings over a fan's lifetime can far exceed its initial cost premium.
- **Plan for maintenance access.** Fans in agricultural environments face dust, moisture, and corrosive gases that accelerate wear. Specify fans with corrosion-resistant housings and blades, and design installations that allow for regular belt inspection, lubrication, and cleaning without requiring scaffolding or specialized equipment.
 - **Protect against back-draft.** Shutter dampers that close when fans are off prevent cold outside air from infiltrating the building in winter and reduce heat gain in summer. Always specify fans with quality dampers, and inspect them regularly to ensure they open and close freely.



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THE BOTTOM LINE

A well-designed fan system is not an afterthought — it is a core component of a productive, durable rural building. Whether you're breaking ground on a new hog confinement, retrofitting an aging dairy barn, adding aeration to a grain storage complex, or improving comfort in a farm shop, investing the time and resources to get ventilation right pays dividends every single day the building is in use.

Work with suppliers and engineers who understand agricultural environments, not just residential or commercial HVAC. The demands on a fan running 8,000 hours a year in a dusty, humid poultry house are vastly different from a fan in an office building, and the specifications should reflect that reality.

When air moves right, everything else tends to follow. RB





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Choosing the Right Door for the Job

A Field Guide to Agricultural Doors

On a working farm or ranch, a door is never just a door. It's the difference between a tractor that gets in and out without a scratch and one that clips the frame on the way through. It's the line between a chicken house that stays warm through a Minnesota January and one that loses heat — and birds — overnight. Choosing the wrong door for an agricultural application doesn't just cost money upfront. It costs time, productivity, and sometimes livestock.

This guide walks through the most common door types used in agricultural buildings, their ideal applications, the materials that hold up best in farm environments, and the questions every builder and owner should ask before the first nail goes in.

WHY AGRICULTURAL DOORS ARE DIFFERENT

Commercial and residential doors are engineered for very specific load tolerances, traffic patterns, and aesthetic expectations. Agricultural doors operate in a different world entirely. They must handle:

- Extreme temperature swings — from sub-zero winters to

sweltering summer heat

- High humidity and moisture from animals, feed, and weather
- Corrosive environments caused by manure gases, fertilizers, and cleaning chemicals
- Heavy, irregular traffic — from people on foot to combines with 12-foot headers
- Dust, chaff, bedding material, and other particulates that clog hardware
- The occasional rough treatment that comes with busy farm operations

A door that checks all the boxes for a suburban garage will often fail within a few years in an active barn or equipment shed. Understanding that gap is the starting point for making a good selection.

THE MAIN TYPES OF AGRICULTURAL DOORS

There is no single “best” agricultural door — the right choice depends on the structure, the use case, and the budget. Here is a breakdown of the most common types:

Door Type	Best Use	Cost Range	Lifespan	Insulation
Sliding	Large livestock, hay	\$\$\$	20–40 yrs	Low
Overhead Sectional	Equipment storage	\$\$\$\$	20–30 yrs	High
Dutch/Split	Horse stalls, poultry	\$\$	15–25 yrs	Medium
Bi-Fold	Wide machinery access	\$\$\$	20–35 yrs	Low–Med
Roll-Up	Smaller storage bays	\$\$	15–25 yrs	Medium
Hinged Swing	General purpose	\$	20–40+ yrs	Low

Cost key: \$ = under \$500 | \$\$ = \$500–\$1,500 | \$\$\$ = \$1,500–\$4,000 | \$\$\$\$ = \$4,000+. Costs vary by size, region, and installation.

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SLIDING DOORS

The sliding door is one of the oldest and most trusted designs in agricultural construction — and for good reason. A properly built sliding door can span 12, 16, even 20 feet of opening without the overhead clearance required by a sectional or bi-fold. This makes it especially well-suited to hay storage, large livestock barns, and older structures where the framing wasn't designed with overhead doors in mind.

The key vulnerabilities of sliding doors are their track hardware and the bottom guide. In heavy-use environments, the top roller carriages take a beating, and the bottom guide — if recessed in concrete — fills quickly with manure, bedding, and debris. Builders should specify heavy-duty galvanized or stainless hardware rated for agricultural use, and consider a surface-mounted bottom guide that can be cleaned easily.

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Most standard sliding door components—tracks, latches, guides, and frames—aren't wind rated. That's a major gap in the industry. Right now, pre-engineered, warrantied wind-rated systems are rare, with companies like I Beam Sliding Doors leading the way. Standard off-the-shelf parts simply aren't built for those demands, which explains the ongoing frustration many builders face.

Jon Fehr of I Beam Sliding Doors puts it plainly: “The sliding door industry needs to step up. Hardware and structural components should perform on par with sectional or aircraft-style doors. As it stands, most standard frames and hardware don't meet UL or ASTM E330 standards, and insurers are starting to take notice—sometimes refusing coverage on buildings with underperforming door systems. Treating sliding doors as a temporary or ‘cheap fix’ isn't just short-sighted—it can create real liability issues. When engineered correctly, sliding doors can match or exceed the value of overhead doors. But that only happens when the industry moves beyond low-cost shortcuts and commits to better-built systems.”

OVERHEAD SECTIONAL DOORS

For equipment storage — especially in heated shops and machinery storage buildings — the insulated sectional overhead door has become the standard. Modern agricultural-grade sectionals are available with R-values of 12 to 17, dramatically reducing heating costs in climates where a shop needs to stay above freezing year-round.

The trade-off is cost and maintenance. Torsion springs must be properly sized for the door weight and will need replacement

RESOURCES

- I-Beam Doors <https://ibeamdoor.com/>
- Haas Doors <https://www.haasdoor.com/>

over time. Opener systems require power and can fail in outage situations — a serious problem if a tractor needs to get out during a storm. Builders should always include a manual override and specify heavy-duty springs rated for high-cycle agricultural use.

DUTCH DOORS AND SPLIT DOORS

Dutch doors — split horizontally so the top and bottom halves operate independently — are the workhorses of horse barns and poultry operations. They allow ventilation and animal contact while keeping animals contained. In a farrowing house or calf hutch application, the ability to open just the top for observation and feeding without allowing escape is genuinely invaluable.

Construction quality matters enormously with Dutch doors. The split mechanism must be tight enough to prevent drafts when closed but easy enough to operate with one hand when you've got a feed bucket in the other.



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BI-FOLD AND HYDRAULIC BI-FOLD DOORS

When the priority is maximum clear opening for wide or tall equipment, bi-fold doors deliver. A bi-fold system can open a 40-foot or wider bay to full width in seconds, which matters when a planter is coming in from the field and a storm is rolling in from the west.

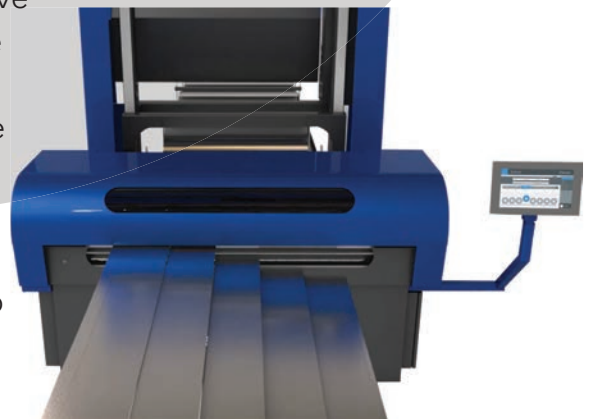
Hydraulic bi-folds, once found mostly in commercial aviation hangars, have made significant inroads in high-end agricultural applications. They are expensive and require more maintenance than passive sliding systems, but for large commodity operations or custom farming businesses with significant equipment investments, the operational convenience justifies the cost.

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MATERIAL SELECTION: WHAT HOLDS UP IN THE FIELD

Material choice is as important as door type in agricultural applications. The three primary options each have genuine tradeoffs:

STEEL

Galvanized and painted steel is the dominant material in modern agricultural door construction for good reason: it's strong, relatively affordable, and available in a wide range of gauges. For exterior sliding doors, 16- or 18-gauge is common. For overhead sectionals, look for doors with a galvanized steel skin, thermal break in the panel, and polyurethane foam core for insulated applications.

The primary enemy of steel in agricultural settings is the combination of moisture and manure gases. Hydrogen sulfide and ammonia accelerate corrosion on cut edges and scratched surfaces. Specify cut-edge protection, and plan for touch-up painting as part of the annual maintenance routine.

WOOD

Rough-sawn lumber doors — often pine, fir, or cedar — remain popular for sliding barn doors, particularly in regions with established timber resources and in operations where aesthetics matter. A well-built wood door on quality hardware can outlast a cheap steel door by decades.

Wood does require more maintenance: painting or sealing every few years, swelling and shrinking with seasonal moisture changes, and eventual replacement of deteriorated boards. Tongue-and-groove construction with a solid Z-brace backing minimizes racking and helps the door hold its shape over time.

FIBERGLASS AND COMPOSITE

Fiberglass and composite doors are gaining traction in high-humidity and high-corrosion environments — particularly in poultry and hog operations where chemical wash-downs are routine. They don't rust, rot, or absorb moisture, and their surfaces resist the caustic cleaning agents used in biosecurity protocols.

The knock on fiberglass has traditionally been cost and impact resistance. A steel door takes a hit from a loader bucket and dents. A fiberglass door may crack. For high-traffic equipment areas, steel typically remains the better choice. For animal housing and wash-down environments, fiberglass deserves serious consideration.

HARDWARE: WHERE AGRICULTURAL DOORS SUCCEED OR FAIL

The best door panel in the world will under perform if it's hung on inadequate hardware. In agricultural applications, hardware selection deserves the same attention as the door itself.

- Roller carriages: Specify double-wheeled carriages rated for the door weight, with sealed bearings. Open bearings pack

with chaff and grit within a season.

- Track: Heavy-duty galvanized track in 8- or 10-gauge is the minimum for exterior sliding applications. Lighter track sags between mounting points under a heavy door.
- Latches and locks: Simple barrel bolts fail quickly in farm environments. Specify heavy-duty padlock hasps or locking latches rated for outdoor use with livestock-resistant security.
- Bottom seals: Critical for keeping rodents, cold air, and water out. Brush seals hold up better than rubber in high-debris environments and don't freeze to the threshold.
- Spring counterbalances: For manually operated overhead doors, springs must be properly tensioned for the door weight. An improperly balanced door becomes dangerous and puts excessive wear on opener motors

KEY QUESTIONS BEFORE YOU SPEC THE DOOR

Before finalizing door specifications on any agricultural project, builders should walk through these questions with the owner:

- What is the largest piece of equipment that needs to pass through this opening — now and in 10 years? Spec for growth.
- Will the building be heated? If so, an insulated door and thermal break framing pays back quickly in fuel savings.
- What animals will be in this space? Animal curiosity and strength can destroy hardware not designed for the application.
- What is the cleaning protocol? Wet environments demand different materials and hardware than dry storage.
- Is power reliable at this location? If not, automatic openers need careful consideration and manual backup.
- What is the prevailing wind direction? A door that opens into the wind requires heavier hardware and positive latching.
- How many cycles per day will this door see? A door opened twice a day has very different hardware requirements than one opened 30 times.

FINAL THOUGHTS

Agricultural door selection is ultimately a conversation between the builder, the owner, and the realities of how a building will actually be used. Generic specifications copied from one project to another are a recipe for callbacks, frustrated clients, and doors that don't last.

The good news is that the agricultural door market has matured significantly in recent decades. Heavy-duty hardware, well-engineered steel panels, and specialty products for poultry, livestock, and equipment applications are all readily available from suppliers who understand farming. The builder's job is to ask the right questions, match the product to the application, and install it correctly the first time.

Get that right, and a barn door can outlast the building it's hung in. **RB**



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Built for the Cow First

Inside the decisions, details, and dollars that shape a modern freestall dairy barn — from first drawings to first milking

A dairy barn is not a building that happens to hold cows. It is a production system — a facility engineered around the biology and behavior of the animal that drives the operation’s entire revenue stream. Every decision a builder makes, from slab thickness to stall width to the placement of a water tank, either supports milk output or quietly works against it. Get it right and the barn performs for 30 years. Get it wrong and the callbacks start before the first winter is out.

This article examines how experienced dairy barn builders approach a 500-cow freestall facility: the structural and systems decisions that define the building type, the design challenges that consistently trip up first-time dairy contractors, and the cost benchmarks that help producers and builders align expectations before the first nail goes in.

The audience for this piece is builders — contractors who may be doing their first or fifth dairy project and want a clear-eyed picture of what this building type demands. Dairy construction rewards specialized knowledge. The producers who build these facilities know it, and they ask hard questions before they sign a contract.

“A dairy barn has to work for the cow first. Everything else — cost, aesthetics, convenience — comes second.”

That sounds obvious. In practice, it gets complicated when budget pressure pushes stall dimensions toward the minimum, when ventilation gets value-engineered down, or when the parlor is sized for the herd as it exists today rather than the herd the producer intends to milk in five years. Experienced dairy builders have seen every one of these trade-offs produce expensive regret. The builder’s job is to help the producer understand the consequences before the concrete is poured.

FREESTALL DESIGN: WHERE COW COMFORT BEGINS

Current university extension guidelines — drawn from decades of production research — are more demanding on stall dimensions than the standards many older barns were built to. Stalls sized adequately in the 1990s are now understood to reduce lying time, increase the time cows spend standing on concrete, and contribute to lameness, which is among the most economically damaging conditions in a dairy herd. Lameness costs an affected cow an estimated \$300 to \$500 per lactation in lost production, treatment, and early culling.

For a 500-cow herd, that number compounds fast. A builder who persuades a producer to invest in properly sized stalls, correct lunge space, and quality bedding infrastructure is not upselling — he is protecting the client’s investment.

- Stall width: 4’6” minimum for mature Holsteins; 4’8” preferred on newer construction
- Stall depth (head-to-head): 9’ clear, with 8’6” lunge space above the neck rail
- Brisket board: Set at 68” from curb; prevents forward creep without restricting lying movement
- Rear curb: 10” maximum height — lower than traditional designs to ease cow entry and exit
- Bedding: Sand is the gold standard for cow comfort and mastitis control; requires dedicated storage and delivery infrastructure
- Alley mats: Rubber mats at feed bunk for 10’ depth; cows standing on concrete at the bunk are at elevated lameness risk

VENTILATION: THE SYSTEM THAT DRIVES OR KILLS PERFORMANCE

Ask experienced dairy producers what they would do differently if they built again. Ventilation comes up repeatedly. A barn that cannot move air in July is a barn that suppresses milk

TYPICAL PROJECT SPECIFICATIONS — 500-COW FREESTALL DAIRY

Structure Type	Post-frame, 6-row freestall with center feed alley
Footprint	84’ wide x 420’ long (35,280 sq ft); expandable design
Stall Dimensions	4’6” wide x 9’ deep; loop-style dividers, sand bedded
Milking System	2x20 parallel parlor with milk pre-cooling plate cooler
Ventilation	Natural curtain sidewalls + tunnel fan backup + paddle fans
Flooring	4,500 PSI grooved concrete alleys; rubber mats at bunk
Manure Management	Mechanical scrapers, concrete pit, manure separator
Lighting	LED, timer-controlled, 50 fc minimum throughout
Build Timeline	Approximately 12–16 months, concept to first milking
All-In Cost Range	\$3.5M–\$6M+ depending on region, systems, and finish level

START WITH THE ANIMAL

The foundation of any dairy barn design is the animal itself. A modern Holstein milking cow weighs approximately 1,400 pounds, drinks 30 to 50 gallons of water per day, produces 80 to 100 pounds of manure and urine daily, and requires 16 or more hours of light exposure to sustain peak milk production. She is a biological system with exacting needs — and a barn that meets those needs will outperform one that doesn’t in milk per cow, reproductive efficiency, and herd longevity.

What Every Builder Should Know About Large Door Design



Large doors are a significant part of the building envelope that affect both the building and your customer's long-term satisfaction. That's why PowerLift now offers their 'Large Door Masterclass'. It's an easy to understand analysis of the most common door types and how they interact with your building, both open and closed.



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production — measurably, immediately, and compoundingly as temperature and humidity rise. Heat stress in dairy cows begins at approximately 68 degrees Fahrenheit. Above that threshold, dry matter intake drops, milk production falls, and reproductive performance declines sharply. The losses accumulate across the herd every day conditions persist.

Natural cross-ventilation — continuous open ridge and adjustable sidewall curtains — is the primary system on most Upper Midwest and Northeast dairy barns. For barn widths up to approximately 70 feet, natural ventilation can maintain adequate summer airflow. Beyond that width, supplemental systems are necessary.



PARILOV-STOCK/ADORE.COM

TUNNEL VENTILATION AS BACKUP

A tunnel ventilation backup is specified on most new 80-foot-plus barns: a bank of large-diameter fans at one end wall, inlet louvers at the opposite end, creating a designed air velocity of 400 feet per minute or better through the cow zone when conditions require full activation. Variable-speed fans allow the system to modulate through a range of conditions rather than switching between full-on and off.

Overhead paddle fans — 72-inch diameter on 40-foot centers — run continuously over stall rows from late spring through early fall. Research consistently shows that fans delivering continuous airflow directly to the resting zone reduce heat stress more effectively than tunnel ventilation alone during moderate heat events, which are more frequent than the extreme events that require full tunnel activation.

WINTER VENTILATION: THE HARDER PROBLEM

Winter ventilation on a northern dairy barn is the design problem that rarely gets adequate attention in pre-construction conversations. The challenge is maintaining air quality — removing moisture, ammonia, and carbon dioxide from a building occupied by 500 large animals — without creating cold drafts that compromise cow comfort or increase the energy cost of body temperature maintenance.

The practical solution is an automated curtain controller that closes sidewalls progressively as temperatures drop, maintaining a minimum air exchange rate through the ridge vent opening alone at the coldest settings. The controller’s temperature

setpoints are specific to the climate zone. A Wisconsin barn and a Virginia barn of identical dimensions will have different winter ventilation management requirements — a detail that matters when the building contractor is specifying the control system.

CONCRETE: THE MOST CRITICAL MATERIAL IN THE BUILDING

In a dairy barn, concrete is everywhere and it has to perform in one of agriculture’s most punishing environments. Manure acids, daily pressure washing, mechanical scraper blade traffic, heavy livestock, freeze-thaw cycles, and cleaning chemicals all attack concrete surfaces continuously. Failures — cracking, spalling, surface deterioration — translate directly into hoof problems, which translate into production losses and culled animals.

The specification for dairy barn concrete is not the same as for a general agricultural building. A 5-inch, air-entrained slab at 4,500 PSI minimum with a water-to-cement ratio below 0.45 is the baseline. Wire mesh and rebar in alley areas are standard. All concrete should be cured under blankets for a minimum of 7 days before any scraper or livestock traffic is allowed.

GROOVE PATTERN AND TRACTION

The surface texture of alley concrete directly affects lameness rates. Cows on slick floors alter their gait, reduce trips to feed and water, and are at elevated risk of slipping and injury. A diamond-groove pattern — 3/4-inch wide, 1/2-inch deep, on 4-inch centers at a 45-degree bias to the alley direction — provides traction in all directions of travel while remaining cleanable by scraper blade.

The feed apron, where cows stand during eating, is typically broom-finished and left ungrooved, with rubber mats providing the traction surface. Rough grooved concrete at the bunk face can abrade the softer sole tissue of cows that spend extended time standing at feed.

SLOPE AND DRAINAGE

Alley floors should slope toward manure channels at 2 percent — enough to direct wash water and liquid manure without creating a surface cows have difficulty walking on. Slopes steeper than 2.5 percent increase slipping risk and cow reluctance to move. Cross-slope in front of stalls should be minimal. Getting these grades right requires surveying and screeding care that costs real money to do properly and far more to fix after the fact.

THE MILKING CENTER: WHERE THE REVENUE IS PRODUCED

The milking parlor is the revenue engine of the dairy operation. Cows that spend excessive time walking to and from the parlor, waiting in a crowded holding area, or moving through a slow milking system are cows that are not lying down, resting, and producing milk. Parlor efficiency has a direct and measurable effect on the productivity of the entire barn.

Parlor selection is primarily a function of herd size and labor availability. A 2x12 herringbone handles a 200-cow herd well. A 2x24 parallel begins to make sense above 400 cows. Rotary systems — where cows step onto a slowly rotating platform



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and step off when milking is complete — become cost-effective above 600 to 800 cows, offering throughput of 700 or more cows per hour with a single operator. The capital cost of a rotary is substantially higher than a parallel; the labor savings at large herd sizes typically justify it within a few years.

SUPPORT INFRASTRUCTURE

The parlor building is only part of the milking center. The support infrastructure around it shapes operational efficiency as much as the parlor itself:

- Holding area: Covered concrete pad for 20–25% of the milking herd; sprinklers and fans for heat abatement; crowd gate to move cows without labor
- Covered return lane: One of the most frequently value-

engineered items in dairy construction and one of the most frequently regretted. Cows returning uncovered in winter weather lose heat, track ice into alleys, and experience stress that affects subsequent production.

- Milk pre-cooling: A plate cooler between the parlor and bulk tank pre-cools milk from approximately 100 degrees F to near groundwater temperature before refrigeration. The compressor savings pay back the cooler cost in 2–3 years at current energy prices.
- CIP (clean-in-place) system: Automated chemical wash cycle for all milk contact surfaces. Hot water capacity must be sized for full CIP demand at each milking.
- Employee facilities: Break room, restrooms, equipment storage. These are not extras on a dairy that requires around-the-clock labor; they affect staffing and retention.

DESIGN CHALLENGES AND BUILDER SOLUTIONS

The following table documents the recurring design conflicts on dairy barn projects — the decisions that separate experienced dairy contractors from those learning on the client's dollar.

MANURE MANAGEMENT: SIZE UP, NOT DOWN

A 500-cow dairy produces roughly 25,000 gallons of liquid manure per day. Manure management is not a peripheral

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Area	Design Challenge	Builder's Solution
Cow comfort	Minimize time standing on concrete; reduce lameness risk	Deep-bedded sand stalls; rubber mats at feed bunk and crossovers
Air quality	Ammonia and humidity from 500 animals year-round	Continuous ridge vent + 54" curtains; paddle fans over stall rows
Lighting	16+ hours of light needed to sustain peak milk production	LED fixtures on timers; 50 fc minimum; emergency backup circuits
Water access	Cows drink 30–50 gallons/day; must access freely and quickly	1 waterer per 20 cows; positioned 3' from stall exits for traffic flow
Feed delivery	TMR mixer wagon: 13'+ wide, 13'6"+ tall, heavy axle loads	16' wide x 14' clear feed alley; drive-through entry/exit
Waste handling	Timely removal critical for hoof health and air quality	Auto scrapers on timed cycle; concrete pit with separator on site
Winter ventilation	Remove moisture/ammonia without creating cold drafts	Automated curtain controller; minimum exchange maintained through ridge
Parlor connection	Cows returning in winter weather lose heat and track ice	Covered, heated return lane connecting parlor to freestall barn

consideration in a dairy barn — it is a central design constraint that affects alley geometry, floor slope, structural loading at the collection point, and the site plan for storage.

Mechanical alley scrapers on a timed cycle are standard on freestall barns of this size, pushing manure to a collection channel that drops to a concrete receiving pit. The pit should be sized for a minimum of 30 days of storage to provide flexibility during wet springs or frozen ground conditions that limit field application. Mechanical separators are increasingly common: they remove the solid fraction for composting or bedding reuse, reducing the liquid volume that goes to lagoon storage.

Manure system sizing is one of the areas where producers most consistently underinvest on first-build projects. The cost of building 20 percent more storage at time of construction is a fraction of the cost of adding it later — and in states with prescriptive nutrient management requirements, running out of storage is not just an inconvenience. It is a regulatory problem.

Builders entering the dairy space should also be aware that anaerobic digester projects — which capture methane from stored manure and convert it to pipeline-quality natural gas or on-farm electricity — are becoming more common on larger operations. These projects require coordination between barn contractor, digester installer, utility company, and state environmental regulators, and they shape barn design in ways that must be anticipated from the start.

LIGHTING: CHRONICALLY UNDERSPECIFIED

Photoperiod management — controlling the hours of light exposure cows receive — is one of the simplest and most cost-effective production tools available to a dairy producer. Research is consistent: maintaining 16 hours of light per day at a minimum of 50 foot-candles throughout

the barn increases milk production by 8 to 10 percent compared to cows in naturally lit housing. The mechanism is hormonal; the results are reliably reproducible.

Despite this, lighting is among the most commonly underspecified systems in dairy barn construction. Fixtures are placed too high, spacing is too wide, and the measured illumination at cow level fails to meet the 50-fc threshold — not because the owner chose to underinvest, but because no one checked with a light meter before the ceiling was closed.

LED fixtures on timer-controlled circuits are the current standard. The timer allows the barn to maintain the 16-hour photoperiod regardless of season. A dry cow period of 8 hours of light per day can be managed in a separate section of the barn or a separate dry cow facility. Builders should confirm illumination levels with a meter at multiple locations before considering the lighting installation complete.

WHAT TO ASK BEFORE YOU BID

Dairy BARN projects reward builders who ask detailed pre-bid questions. The answers shape the specification in ways that cannot be recovered after construction begins. Before bidding a dairy project, experienced contractors verify:

- What is the largest piece of equipment that will enter this building, now and in 10 years? Spec the feed alley and door openings for growth.

SIDEBAR: WHAT DOES A DAIRY BARN COST?		
2024–2025 cost benchmarks for new dairy construction in the Upper Midwest and Northeast		
Component	Low Range	High Range / Notes
Freestall barn — shell only (per sq ft)	\$18–22/sq ft	\$28–35/sq ft (insulated, finished)
Freestall barn — total per cow space	\$2,000/cow	\$5,000+/cow (varies by automation)
Milking parlor — parallel (per milking stall)	\$20,000/stall	\$35,000/stall (double-20 and larger)
Milking parlor — rotary (per stall)	\$45,000/stall	\$80,000+/stall (large carousels)
Robotic milking unit (per robot, installed)	\$200,000/robot	\$250,000/robot (covers ~60 cows)
Concrete — alleys and aprons (per sq ft)	\$8–10/sq ft	\$14+/sq ft (grooved, reinforced)
Ventilation — natural curtain system	\$25,000	\$80,000+ (depending on barn size)
Ventilation — tunnel fan system (500-cow barn)	\$60,000	\$150,000+ (full tunnel installation)
Manure pit — concrete lined (per gallon)	\$0.75/gal	\$1.50/gal (covered, engineered)
LED lighting — full barn installation	\$18,000	\$55,000+ (500-cow freestall)
Plate pre-cooler (milk cooling, installed)	\$8,000	\$18,000
TOTAL — new 500-cow dairy (all-in)	\$3.5M	\$6M+ (parlor, barn, manure, utilities)

Notes on these figures:
Costs reflect 2024–2025 upper Midwest and Northeast contractor pricing and do not include land, site prep, permitting, or herd acquisition. Steel, concrete, and labor costs have risen 40–70% since 2019. Regional variation is significant — Idaho and Texas drylot construction runs considerably less than Wisconsin or New York insulated barn construction. Robot dairies cost more upfront but typically reduce labor requirements by 30–40%. Sources: UW-Madison Extension dairy team benchmarks, Lactanet 2023 construction survey data, and Rural Builder editorial research.

- Will the barn be heated? If so, specify insulated panels, a thermal break in the wall system, and a heating system sized for the building volume.
- What is the cleaning protocol? Wet washdown environments require different materials and floor finishes than dry-scraped alleys.
- Is three-phase electrical service available at the site? Parlor motors, ventilation fans, and refrigeration compressors typically require it.
- What is the nutrient management plan? The manure storage system must satisfy state requirements for storage capacity and setback before a permit will be issued.
- What is the herd size in 5 and 10 years? Design the barn for the future herd, even if construction is phased.
- Who is the milking system supplier? Parlor dimensions must be coordinated with equipment specifications early — changes late in design are expensive.
- Is an anaerobic digester or renewable energy system being considered? This affects manure system design, site layout, and utility connection requirements from day one.

“The most expensive dairy barn is the one you have to modify

in year three because the original spec wasn’t built for how the farm actually operates.”

FINAL THOUGHTS FOR BUILDERS

Dairy construction is among the most technically demanding segments of agricultural building. The producer who is building a 500-cow freestall barn has usually spent years preparing for it — working with extension educators, visiting other farms, consulting with nutritionists and veterinarians, and modeling the financials in detail. They arrive at the builder’s door with knowledge and expectations.

The builders who succeed in this space match that preparation. They understand why stall dimensions matter. They can talk intelligently about ventilation design and concrete specifications.

They know what questions to ask before the bid goes out and what decisions cannot wait until construction is underway.

The reward for that investment is a client relationship that tends to be long-term. Dairy producers who have a good experience with a contractor come back — for the next barn addition, the parlor expansion, the heifer facility, the equipment storage building. In agricultural construction, dairy is a demanding entry point. It is also one of the most durable. **RB**



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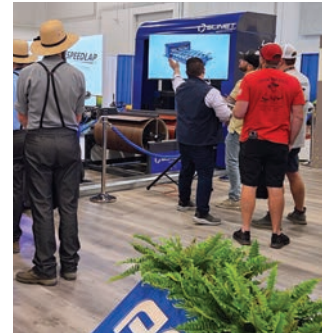
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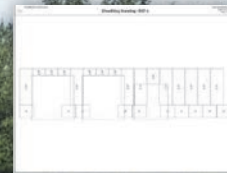
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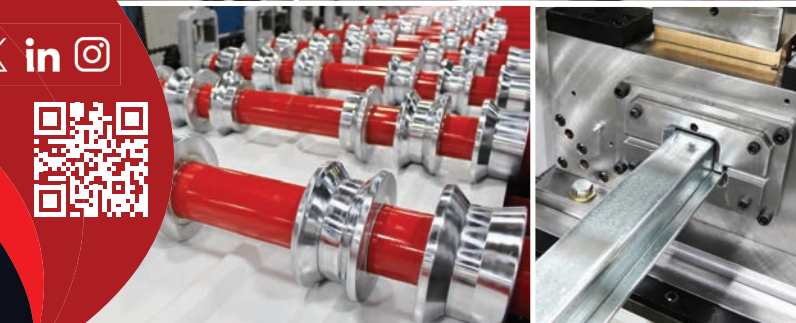
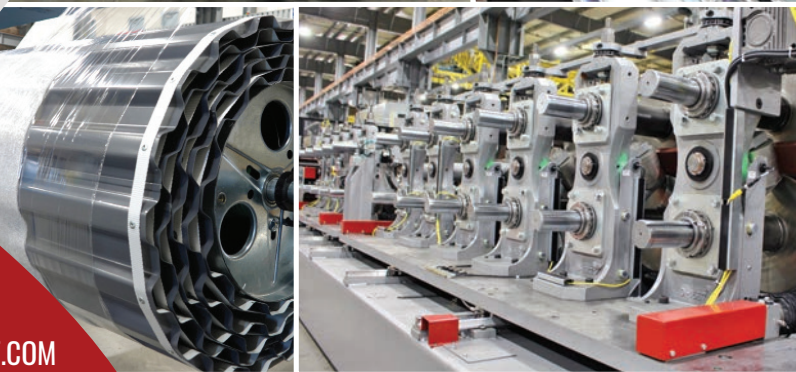
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Levi's Building Components is a leading wholesale supplier of metal roofing solutions, known for quality products, fast shipping, and accurate order fulfillment. We offer a full range of fasteners for Metal-to-Wood, Metal-to-Metal, and specialty applications, along with Snow Defender snow guards available in 40+ colors and textured finishes. Our accessory line includes the CoVent exhaust vent, underlayments, flashing, sealants, and more. With our 10-3 Service, custom-painted orders placed by 10 AM EST and in-stock orders by 3 PM EST ship the same day.



Liberty Painted Products

Booth #512

760 Boardman Canfield
Road, Ste 1
Youngstown, OH 44512
330-967-2896
330-649-2652 (fax)
insidesales@libertypainted.com
www.libertypainted.com

Liberty Painted Products is a distributor of bare and prepainted steel coils for the metal roofing and metal building industries. We offer a full range of bare and prepainted Galvalume in various thicknesses and widths to service the market. We stock industry standard sizes and paint systems but also offer custom stocking programs to meet our customers' needs.



Little Harveys

Booth #215

4708 Hunting Creek
Church Road
Hamptonville, NC 27020
Contact: Jesse Schlabach
336-468-2061
336-468-4309 (fax)
4309@emailbyfax.com

Little Harveys is a distributor of specialty steel coils.



McElroy Metal

Booth #315

1500 Hamilton Road
Bossier City, LA 71111
800-562-3576
318-747-8099 (fax)
www.mcelroymetal.com

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Metal Rollforming Systems

Booth #507

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Spokane, WA 99217
509-466-6854
888-284-6794
www.mrsrollform.com

MRS designs and manufactures industry leading roll-forming equipment 100% in-house. Metal Rollforming Systems aims to be your 'one-stop shop' for all your roll-forming needs, allowing customers to save time and money when purchasing roll-forming equipment. Along with our complete panel lines, we specialize in custom trim profiles with all the needed accessories to complete your metal panel needs. From start to finish, Metal Rollforming Systems is your trusted partner since 1993.



Mid-Atlantic Triply Ceilings LLC

Booth #415

PO Box 27
Bethel, PA 19507
717-933-1316
sales@midatlantic.biz
www.midatlanticceilings.com

Since 2003, Mid-Atlantic Triply Ceilings has specialized in high quality ceiling systems and insulation for agricultural, commercial and residential buildings. Based in Bethel, PA, we serve the Mid-Atlantic region providing durable & efficient installations customized to each space.

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MWI Components

Booth #417

1015 32nd Ave W
Spencer, IA 51301
800-360-6467
crs@mwicomponents.com
www.mwicomponents.com

MWI Components is a wholesale manufacturer and distributor of American-made metal products for the post-frame industry. Since 1985, we have supplied dealers and builders nationwide with reliable hardware, cupolas, Ridge-Vent® products, soffit, and ventilation solutions while delivering fast lead times, consistent quality, and dependable service to keep projects moving.



NFBA NATIONAL FRAME BUILDING ASSOC.

National Frame Building Association

Booth #828

7250 Poe Ave. Ste 410
Dayton, OH 45414
800-557-6957
937-278-0317 (fax)
info@nfba.org
www.nfba.org

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



New Holland Supply, LLC

Booth #824

201A Commerce Drive
New Holland, PA 17557
717-354-4794
717-355-9418 (fax)
contact@newhollandsupply.com
www.newhollandsupply.com

New Holland Supply has been specializing in post frame building packages and building materials since 2003. From custom horse barns to garages and warehouses, we can handle projects of any size. With our commitment to customer service, and competitive pricing, New Holland Supply is always the right choice.



Otter-Tech Inc

Booth #615

31 Industrial Lane
Loysville, PA 17047
717-789-3375
717-789-2179 (fax)
sales.ottertech@gmail.com
www.otter-tech.com

Otter-Tech can help you with all your metal needs, Post Frame Buildings, also supplies, trims, lumber, doors, windows. Also offering Standing Seam and Board n Batten. Otter Tech has a slitting line. We offer slit coils any size smooth and texture. Delivery is available.

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PA Wholesale Products

Booth #208
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Quarryville, PA 17566
717-659-2049
pawholesale@upwardmail.com

PA Wholesale Products is a distributor of building components for the metal roofing and rain gutter industries. Our goal is to provide our customers with good pricing, fast shipping, and excellent customer service. Keep it simple!



Paragon Computing Solutions

Booth #209
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www.goparagon.com

Experience Paradigm ERP, a streamlined management system that allows you to seamlessly manage sales, jobs, purchasing, inventory, and accounting for your post-frame or roll-forming business. The system can be further extended with integrations to popular building design packages, providing an integrated, paperless process flow throughout the complete design, order, and build lifecycle of a job.



Perma-Column, LLC

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800-622-7190
www.permacolumn.com
www.richlandcolumns.com
www.footingpad.com

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PLAIN COMMUNITIES BUSINESS EXCHANGE

Plain Communities Business Exchange

Booth #404
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Millersburg, PA 17061
www.PCBE.us

Our mission is to provide plain communities with Kingdom-focused business teachings and helpful connections through a monthly print magazine.



Plyco Corporation / East Coast Fasteners

Booth #500
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800-558-5895
marketing@plyco.com
www.plyco.com

For over 70 years, Plyco has been a leading supplier of products to the post-frame, metal clad building and commercial construction industries. Providing metal doors, windows, horse stall systems, ventilation products, reflective insulation, fasteners and closures, and more.



Post Protector, Inc.

Booth #705
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570-624-7030
877-WONT-ROT (966-8768)
ken@postprotector.com
www.postprotector.com

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Booth #809
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844-275-9351
sales@powerliftdoors.com
powerliftdoors.com

PowerLift Hydraulic Doors engineers and manufactures custom, top-hinged door systems for post-frame and steel buildings. Our pre-framed, factory-built doors integrate with your structure for strength and efficiency. Builder-friendly and fully supported, PowerLift helps contractors deliver larger openings, reliable performance, and premium results their customers notice.



Premiere Building Products

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Premiere Building Products in Gordonville, PA, supplies quality windows, doors, siding, stone, and metal roofing to professionals across the Mid-Atlantic. Known for excellent service and durable materials, they support residential and commercial projects.



Red Dot Products

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717-740-6644 (fax)
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Most rollformers, metal distributors, and building supply companies are limited by their inventory space and can't hold everything their customers ask for. We use our purchasing power and warehouse space to provide you with competitive pricing and fast shipping for coils, fasteners, snow retention, color-matched accessories, and more.



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www.rFOIL.com

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Rigidply Rafters

Booth #412

PA Location
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Richland, PA 17087
717-866-6581
www.rigidply.com

MD Location
1283 Joni Miller Rd.
Oakland, MD 21550
301-334-3977
www.rigidply.com/oakland

Rigidply Rafters has elevated the quality of post-frame buildings by manufacturing and distributing the original 100% glue-laminated post. By specifying Rigidply Posts, you ensure the labor-saving and quality advantages of true glulam construction. Glulam posts are lighter, straighter, and stronger, while significantly reducing cracking and splitting. To better serve our customers, Rigidply Rafters has expanded our glulam manufacturing capacity, allowing us to offer shorter, more reliable lead times. When planning your next building project, you can count on Rigidply Rafters to deliver integrity, quality, and dependable service with every glulam post.



Sensei Digital

Booth #316

958 N Main Street
Mount Airy, NC 27030
336-515-7900
www.senseidigital.com

Sensei Digital is a company based in North Carolina that specializes in Software Development for the outdoor building market. With a team of over 60+ individuals, Sensei is focused on revolutionizing the way business is conducted in the Carports and Sheds industry. Sensei offers online solutions to help sell carports and sheds

by providing easy-to-use 3D Configurators, CRM Systems, and Order Management solutions to clients all across the country. Our focus at Sensei is to provide the best quality in graphics, user experience, and overall support to the clients we service. Our program combines the needs of our clients into one system, which has simplified the way business is conducted in these industries. With built-in E-Commerce, Contract Generation, E-Signatures, Payment Gateways, Business Analytics, and Order Tracking, Sensei has established itself at the top of the competition. Looking for more solutions? Call us or visit our website and find out why the smartest businesses are switching to Sensei Digital!



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Booth #409
11903 CR 30
Goshen, IN 46528
574-825-8757
doororders@silvercraftllc.com

Tired of assembling Dutch doors on the job site? Silvercraft is the home of pre-assembled aluminum Dutch and sliding doors. Just take it off the skid, and it's ready

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Simco of Southern Indiana

Booth #800
5576 S Watertower Rd.
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812-365-2720
812-365-2743 (fax)
sales@simcosouthernindiana.com
www.simcosouthernindiana.com

Simco of Southern Indiana manufactures reflective insulation for post frame buildings. Our heavy duty woven faced reflective bubble insulation features a superior HDPE film with a protective coating that helps prevent dirt and grime embedding while delivering exceptional strength, durability, and long-term performance.



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Booth #309
7385 County Road 131
Ovid, NY 14521
607-391-5513
skyplatellc@gmail.com

Sky Plate LLC builds self-propelled scissor lift trailer designed for use on construction sites. These units can be towed behind a truck like a traditional trailer but transform

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Skymarc

Booth #718
5792 Smyrna Rd.
Richmond, IN 47374
765-973-5600
765-973-5601 (fax)

Skymarc™ exists to solve complex metal roofing challenges. Our expert team merges artisan craftsmanship with cutting edge technology to provide specialty panel fabrication that's ahead of the curve. Specializing in the curvature of standing seam panels, Skymarc™ empowers contractors to expand their capabilities while achieving remarkable results on every skyline.



SmartBuild Systems

Booth #816
PO Box 501
Morton, IL 61550
303-443-8033
303-443-8033 (fax)
sales@smartbuildsystems.com
www.smartbuildsystems.com

SmartBuild Systems is the industry's all-in-one web-based design tool for buildings, carports, barndominiums, and roofing. It generates 3D models, material lists, pricing, proposals, and detailed metal panel layouts - fast and accurately. For steel panel rollformers, SmartBuild saves time and boosts efficiency—helping you sell more while working smarter.

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Snap-Z

Booth #607

22 Windmill View Circle
Great Falls, MT 59404
717-572-0910
office@snapzvent.com
www.snapzvent.com

Snap-Z simplifies standing seam ridge vent installation with pre-punched holes, pre-applied butyl tape, and a fast two-step install. Designed for 1"–2" ribs, it ensures airflow, durability, and a clean finish—no call-backs, no compromises. Built for builders who value quality, simplicity, and doing it right.



SOMMER USA, Inc.

Booth #808

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Charlotte, NC 28269
704-424-5787
www.sommer-usa.com

SOMMER garage door operators are designed/manufactured in Germany. With best-in-class longevity, maximum versatility, and an inventory-optimizing design, SOMMER operators are a clear best choice for garage and shed builders. For the end user, SOMMER provides a limited lifetime warranty, 128-bit encrypted radio controls for high security, and a huge array of add-on accessories to enable almost any feature or function imaginable.

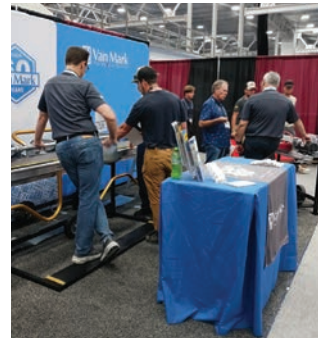


Steeluxe LLC

Booth #222

7783 Crooked Run Road
New Philadelphia OH 44663
sales@steeluxesiding.com
www.steeluxesiding.com

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ST Fastening Systems

Booth #514

6357 Reynolds Road
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800-352-4864
800-352-3940 (fax)
www.stfasteningsystems.com

ST Fastening Systems manufactures steel-frame and post-frame fasteners for agricultural, industrial, commercial, and residential metal roof and sidewall applications. Product strengths are drill point quality and corrosion resistance, as shown by the WOODBINDER MB drill point and ZXL zinc aluminum alloy molded head. Both products are enhanced

by a powder coating paint system. Solid and vented closure strip systems, pipe flashings, and other accessories round out the product line.



Stoll Metal Works

Booth #203

6600 Back Lane
Waynesboro, PA 17268
717-387-5572
717-762-5670 (fax)

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Strongwall Columns

Booth #619

8280 E Hwy. 60
Irvington, KY 40146
270-859-7121
270-944-3035 (fax)
strongwallcolumns@sledata.com

We manufacture premium quality laminated columns for the post frame industry. Strongwall Columns also offers footing pads, post protectors, wall brackets and concrete bottoms. Offering premium products and exceptional service while building lasting relationships.

815-726-4900

usasales@titansteel.com
www.titansteel.com

Titan Steel Corporation based in New Lenox, IL, is a third-generation family business specializing in specialty-coated steel products. We supply high-quality metal coils ideal for post frame buildings, including woodgrain, stone, and camouflage finishes. Our innovative coatings offer durability, style, and performance. Perfect for today's builders.



Toolcrest

Booth #124

218 E Marquis Rd.
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260-463-2060
sales.toolcrest@emailprint.net

Toolcrest™ trailers are designed by contractors, for contractors, to get the job done on time and up to standards. Crowned for its versatility and heavy duty construction, every trailer is equipped with exclusive features to help your crew gain efficiencies on the job, while preserving the lifespan of your equipment.



Superior Trusses LLC

Booth #601

230 Enterprise Rd.
Lititz, PA 17543
717-721-2411
717-721-2484 (fax)
jordan@superiortrusses.net
www.superiortrusses.net

Superior Trusses LLC was founded in 2005 in Denver, PA as a family-owned business. At Superior Trusses, we handle residential, agricultural, and commercial needs - whether it is a house, barn, shed, warehouse, or whatever else you might be building, we can deliver a product that will fit your exact need.



Trac-Rite Door

Booth #301

314 Wilburn Road
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800-448-8979
tr@tracrite.com
www.tracrite.com

Trac-Rite manufactures durable, 100% USA-made steel roll-up doors for garages/carpools, sheds, self-storage, and pole barn applications. With a focus on quality, longevity, and exceptional customer service, we provide complete solutions for your project needs. Trac-Rite is North America's trusted door manufacturer with over 40



Titan Steel

Booth #401

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New Lenox, IL 60451



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True Legacy Metals

Booth #312
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Morgantown, PA 19543
www.truelegacymetals.com

True Legacy Metals is a manufacturer of metal roofing and siding. Our on-site roll forming service allows your team to focus on installation, increase efficiency, improve profitability, and decrease backlog times! We also offer custom trim bending in lengths up to 20'.



United Steel Supply

Booth #600
248 Addie Roy Road,
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www.unitedsteelsupply.com

United Steel Supply™ is the premier domestic supplier of American-made painted Galvalume® steel coils for the construction industry. With thousands of coils in stock in multiple gauges and over 100 available paint colors and finishes, we specialize in just-in-time delivery from our 6 locations across the United States. Call today!



Upright Garage Door Solutions

Booth #801
220 Cooks Landing Road
Peach Bottom, PA 17563
www.uprightdoor.com

Upright Door specializes in maintenance, installation, and service of commercial, residential, and industrial overhead doors. Established in 2014 but backed by 20+ years of experience we are passionate about providing reliable craftsmanship, free estimates, flexible financing and more! We work with trusted partners like Haas, Amarr, and Liftmaster!



Van Mark Products Inc.

Booth #519
24145 Industrial Park Dr.
Farmington Hills, MI 48335
248-478-1200
sales@van-mark.com
www.van-mark.com

Van Mark Products manufactures portable metal bending and forming tools for use in the siding and metal roofing industries. Offering a wide range of metal brakes, slitters, cutters, and other tools capable of manipulating up to 24-gauge painted steel on the jobsite. All products are designed, manufactured, and assembled in the USA and have been since 1964.

(continued on page 48)

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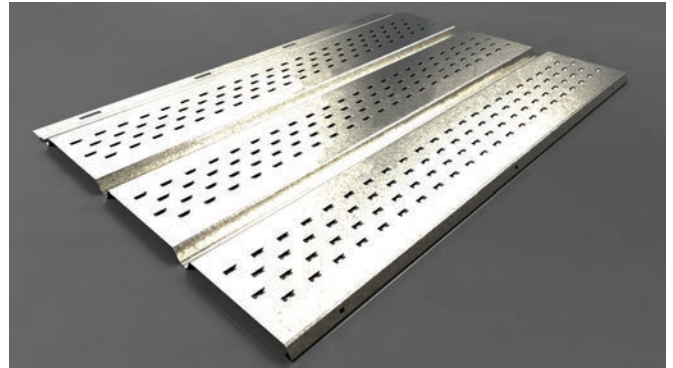


ASC F&J TRIM ROLLFORMER - BOOTH #821

The ASC F&J Trim Rollformer is engineered for precision and versatility, featuring 14 or 16 rollforming stations, depending on the profile shape and size.

The tooling is designed to accommodate soffit panel profile openings of either 1/2" or 7/8", offering flexibility to meet various project requirements.

For operator safety, the machine is equipped with OSHA-compliant swing safety guarding and enhanced by an Allen Bradley GuardMaster light curtain system, providing an added layer of protection during operation.



MRS SOFFIT - BOOTH #507

The MRS Soffit Line was developed through close collaboration with valued customers who use, sell, and install the product, ensuring broad market fit. It utilizes industry standard 20.125" coil stock, allowing customers to leverage existing inventory and drastically reduce initial investment costs. Key features include concealed fastener "S lock" lap, standard rib height, and a top rib flat for easy fastening. Innovated changes over standard soffits include nail slots and weep holes for horizontal applications. With class leading speeds over 150 FPM, customers can produce more in less time. Coupled with industry leading service, support, and warranty, the MRS Soffit Line truly stands out.



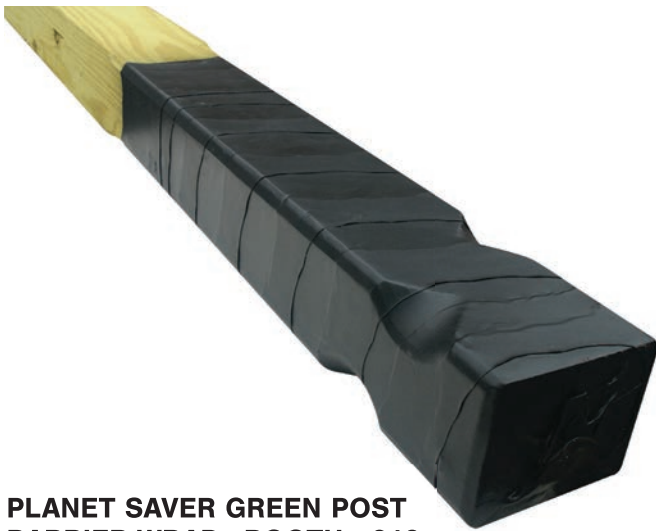
E-IMPACT MARKETING CRM - BOOTH #700

A customer relationship management (CRM) platform designed to help builders centralize and manage leads, communications, and sales activity in one place. The system includes a visual sales pipeline for tracking opportunities (leads), integrated email and SMS messaging, and automated follow-up workflows to support consistent lead nurturing. It also offers scheduling tools, reporting, and capabilities for managing quotes, contracts, and payments. Feature availability varies by suite, with different tiers supporting marketing, sales, and operational functionality. The platform integrates with websites, forms, and external tools to streamline lead capture and data management within a single system.

MWI COMPONENTS – BOOTH #417

Brighten your structure with the all new Cupola Light Kit, designed specifically for 36" cupolas. This can-less, ultra slim LED upright delivers smooth, even illumination with five temperature settings and three brightness levels—perfect for creating a warm, architectural glow. Engineered with MWI's Universal Light Base, the kit ensures secure placement, optimal lighting performance, and long lasting durability. Whether installed on barns, garages, or rooftops, the Cupola Light Kit enhances visibility and elevates curb appeal day or night. Pair it with MWI's Cupola Access Window or Wind Kit for the ultimate functional, maintenance friendly upgrade.



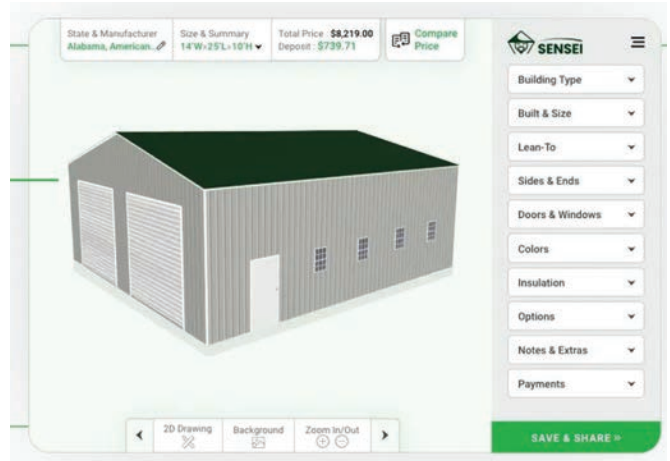


PLANET SAVER GREEN POST BARRIER WRAP - BOOTH #213

Green Post Barrier Wrap is an in-ground post protection system designed to reduce decay, support treatment retention, and provide uplift restraint. The double-layer wrap is factory heat-sealed to the lumber and supplied ready for installation, with integrated uplift restraint notches. When used with cement, it enhances anchorage and helps resist post withdrawal caused by wind loads. The material is non-toxic, environmentally friendly, and has been tested for termite resistance.

PLYCO - BOOTH #500

New for 2026, Plyco will be introducing a line of high-quality fiberglass entry doors. We believe the market will appreciate these hybrid doors, which will be stronger and more durable than traditional composites. The fiberglass doors will be available in two frames: heavy-duty 16 gauge steel, or thermal break aluminum 92. The fiberglass panels will be in smooth and woodgrain embossed profiles in popular designs; some having direct set glass options. The 60 series is in pre-painted white and black frames—doors, while the Designer Series will have more enhancements available to really bring your project to life and add curb appeal.



SENSEI DIGITAL - BOOTH #316

Sensei Digital is based in North Carolina and specializes in Software Development for the outdoor building market. Our team has over 60 people focusing on revolutionizing the way business is conducted in the carports and sheds industry. Sensei Digital offers online solutions to help sell carports and sheds by providing easy to use 3D Configurators, CRM Systems, and Order Management solutions. We offer built-in E-Commerce, Contract Generation, E-Signatures, Payment Gateways, Business Analytics, and Order Tracking.



UNITED STEEL SUPPLY - BOOTH #600

United Steel Supply is excited to offer Tru-Steel HD® digitally-printed steel! This innovative product uses a high-resolution digital printer to transfer images of real wood onto sustainable, USA-melted steel sheet. Tru-Steel HD® patterns don't repeat for up to 32 feet, allowing for the inclusion of intricate woodgrain details such as knots and cracks. Tru-Steel HD® is available in coil form or cut-to-length sheet from all United Steel Supply locations. It is easily rollformed into any siding, soffit, or trim profile, making it perfect for your next barndominium build! Now available in over 12 unique patterns! **RB**

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Discover York

This June 10-11, York, Pennsylvania welcomes exhibitors and attendees to the Post Frame Builder Show. This business-to-business, family-friendly event brings industry professionals, builders, and suppliers together to learn, network, and celebrate innovation in construction. Whether you're traveling solo or bringing the whole family along, you'll find that York isn't just a convenient meeting place—it's a destination rich in history, creativity, and local charm. From hands-on museums and scenic parks to lively dining and nightlife, there's no shortage of things to enjoy while you're in town.



FAMILY-FRIENDLY ATTRACTIONS

York is a city that makes learning and fun go hand in hand. The York County History Center offers interactive exhibits exploring everything from York's colonial roots to its industrial and agricultural heritage. Kids can get a taste of the past through hands-on displays and storytelling programs that bring history to life.

For a deeper look at how everyday life shaped the region, the Agricultural & Industrial Museum offers engaging exhibits featuring vintage farm machinery, factory tools, and hands-on science displays that appeal to all ages. Younger visitors will love the Children's Discovery Center, a play-based museum designed for exploration, building, and imagination—perfect for those moments when the grown-ups need some downtime after the show.

Outdoor enthusiasts can take advantage of York's green spaces. The John Rudy County Park offers playgrounds, sports fields, and walking paths ideal for a family picnic. If you're looking for a bit more adventure, Lake Redman at William H. Kain County Park provides boat rentals and fishing opportunities—a peaceful way to spend an afternoon on the water.

EVENING AND NIGHTLIFE OPTIONS

When the day's business winds down, York comes alive with local flavors and entertainment. Downtown's historic district, often compared to a "miniature Old Town," offers boutiques,

restaurants, and stunning early American architecture. Grab dinner at one of the lively eateries in the area—ranging from cozy taverns serving Pennsylvania Dutch fare to contemporary American restaurants highlighting locally sourced ingredients. If you extend your stay or come early for the show and you're in the mood for live music, comedy, or theater, the Appell Center for the Performing Arts and Strand Theatre feature performances year-round—from concerts and film screenings to local plays. Craft beer lovers won't want to miss York's growing brewery scene. Local favorites like Collusion Tap Works and Liquid Hero Brewery offer laid-back settings to unwind with a pint after a busy day. If you prefer something sweet, stop by Perrydell Farm and Dairy, a local family-owned farm where you can meet the cows and enjoy homemade ice cream—a hit for kids and adults alike.

STAY AND EXPLORE THE GREAT OUTDOORS

York's landscape blends rolling farmland with scenic trails and open water. The Heritage Rail Trail County Park is a favorite for walking and cycling—it follows a historic railway line stretching from downtown York all the way to the Maryland border. For nature lovers, Rocky Ridge County Park and Richard M. Nixon County Park offer tranquil trails shaded by woodlands, along with playgrounds and picnic areas perfect for unwinding after a long week of work.

PREFERRED LODGING

York makes it easy to relax and recharge during your stay at the Post Frame Builder Show. The following hotels are preferred lodging partners, offering convenient access to the event and nearby attractions:

- **LaQuinta Inn & Suites by Wyndham York:** Comfortable rooms and modern amenities close to major highways and downtown dining. Special room rate for the Post-Frame Builder Show is \$109 plus tax. 1405 Kenneth Road, York, PA 17408 +1-717-268-4383. Mention The Post Frame Builder Show or group code 060826POS.
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Whether you're connecting with peers at the convention center, exploring the city's local treasures, or enjoying a summer evening with family, York, Pennsylvania invites you to make the most of your visit. With its blend of history, hospitality, and adventure, this charming city truly proves that the Post-Frame Builder Show is more than an event—it's the start of a memorable getaway.

For information on exhibiting at the Post-Frame Builder Show, contact Missy@ShieldWallMedia.com.

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BY R. P. RAYMOND - FBN WASHINGTON EDITOR

Coming: More Beef, More Buildings

**JANUARY 1971
FLASHBACK**


In 1971, the U.S. economy was mired in stagflation. In August, President Richard Nixon launched the Nixon Shock—freezing wages and prices, adding import tariffs, and ending the dollar's link to gold—sending ripple effects through agriculture and the beef industry.

Beef demand surged then, topping 90 pounds per person. Today, Americans consume about 55–60 pounds per person, still among the highest in the world.

Cattle handling, however, has seen one of the industry's biggest transformations. In 1971, facilities often created stress and injury. That changed with Temple Grandin, whose designs—curved chutes, solid sides, and better footing—reduced stress and improved outcomes.

Modern operations now standardize low-stress, humane handling—an enduring shift from the practices of the early 1970s.

Look ahead to 1980. From 230 to 235 million beef-eaters in the United States roughly 15% more than in 1970.

Fastest growth among 20-44 year-old group ... the main labor force, big meat consumers. Consumer incomes up sharply. Real growth in gross national product up around 50%.

That's the picture emerging from long-range outlook specialists' economic crystal ball. It has big significance for beef producers... and for farm builders the job of producing over 29 billion lbs. of beef and veal per year by 1980—up from 22¼ billion in 1970.

With rising incomes supporting the mounting appetite for this widely-preferred product, economists say consumers will eat an average of around 130 lbs. of beef and veal a year in a decade from now- vs. 116 lbs. in 1970.

Tie it in with the population growth, and you wind up with a beef and veal increase of nearly one-third.

Some analysts think this projection may even be conservative. Says Undersecretary of Agriculture Phil Campbell: "The 1980 market could very well be even larger than these figures would indicate."

MORE MONEY, MORE MEAT

He cites Food Stamp, child feeding and other food aid programs, plus a new approach to welfare assistance as growth factors. "As low income Americans get more dollars, their demands for meat, poultry and dairy products will grow," Campbell predicts.

But let's just stick with the premise that beef production will rise by about one-third in this decade. A year ago we had 91 .1 million head of beef cattle and a total cattle inventory of 112.3 million. By 1980

we'll apparently need roughly 113 million beef cattle and 128 million total.

As dairy herds decline further all of the increase will be in beef cattle. The net gain in the 1970s is expected to be as great as the 16 million head rise of the 1960s when beef consumption per person rose 2.8 lbs. per year.

Some of the increase in beef demand will be provided for by producers outside the U.S.

Consumers, growers, hamburger chains and processors will clamor for more imports, while beef producers will argue for import restraint. We're assuming that present legislation, which ties beef import increases to domestic production increases, will still be in effect by 1980.

Cow herds obviously will need to grow considerably to provide calves for expanding beef demand. Projections of the beef cow herd center on about 47 million head 9 years from now—a one-fourth increase for the decade.

That level will be exceeded if the growth rate averages near the 4% rise of the past year.

As in the 1960s, grain-fed beef will provide all the growth in beef production. It's expected to rise by around 50%, considerably more than offsetting the decline in beef from cattle which get little or no grain-feeding.

It's the feedlot section of the business which obviously will hold most of the attention for farm builders.

You're sure to see the major chunk of the cattle-feeding growth come from the big commercial feedlots ... those with one-time capacities of 1,000, 10,000, 50,000 and even more. Less than 1% of U.S. feedlots already produce over half the nation's fed beef, and less than three dozen lots produce 10%!

TOUGH COMPETITION

A continuation of this trend to bigger but fewer feedlots will mean even more emphasis on facilities that handle more cattle with reduced manpower, but it may also mean intensified competition among farm builders. You will have to really be on your toes to get your share of the business.

Your sales won't depend just on being able to provide buildings and equipment for the best price, but on helping customers meet their goals.

"There will be improvements in technical efficiency during the 1970s" points out Ohio State Agricultural Economist Thomas Stout. "These will reflect an urgency for faster and larger weight gain. What the 70s wants is more quantity and less waste without desirable quality already attained.

"The 70s will reward higher calving rates, heavier weaning, bigger cattle, better feed conversion, less carcass fat and similar technical improvements. An animal scientist* recently estimated nearly a billion dollar savings in the beef industry by attentive application of knowledge already at hand."

(*We suggest you write Dr. E.J. Warwick, Assistant Director Animal Husbandry Research Division, ARS US Department of Agriculture, Washington DC 20250, for a free copy of his October, 1969, talk on "Beef for Tomorrow.")

A growing part of your business with cattlemen will almost certainly include waste management systems. Federal, state and local laws are sure to insist on more effective control against air, water and land pollution, particularly by the big feedlots.

Many areas, as you know, already have anti-pollution laws, some with stiff penalties against violators.

WHERE'S THE ACTION?

Where cattle expansion takes place certainly will be important to farm builders. As has developed over the past decade, all areas of the country probably will share in the beef herd expansion.

The largest absolute increases in recent

years were in the South and in the West North Central States. Percentage-wise, the increases have been greatest in the Atlantic, South Atlantic and North Central States.

"The increases in the beef breeding herd during this decade will occur primarily in the areas that can expand forage supplies most easily," predicts Don Paarlberg, USDA's Director of Agricultural Economics. "The greatest possibilities we see appear to be the North Central and South Central States, and in the Southeast.

"Increases in the Lake States (as a result of declines in dairy cows) as well as substantial increases in fringe states such as Tennessee and Kentucky, will provide increased supplies of feeder cattle for Corn Belt cattle feeders. Expansion in feedlots in the South Central States will continue to curtail shipments of feeders out of that area."

More important to most farm builders than the location of the breeding herd is where the cattle *feeding* will take place.

In the late 1950s and early 1960s, feedlot capacity in the West expanded. In the late 1960s, we saw a fantastic expansion in the Southwest. (especially Texas and Oklahoma) and in Kansas and Nebraska.

Fed cattle marketings in Texas and Oklahoma jumped from 354,000 in 1955 to 3.2 million head in 1969 and still higher last year. Their share of fed marketings (from 22 major feeding states) rose from 3% to over 14%. Marketings from Kansas and Nebraska rose from 1.8 million to around 5 million head.

The growth in the Southern and Central Plains has been largely at the expense of the Eastern Corn Belt and in recent years also at the expense of the West. Last year Texas and Oklahoma marketed more fed cattle than Illinois, Indiana and Ohio.

Livestock economists around the country believe that, although cattle feeding will expand considerably in this decade, we won't likely see feedlot capacity grow as rapidly as in the past several years.

Furthermore, they don't expect one re-

gion to expand at the expense of others as has been the case in the Southern and Central Plains in recent years.

NO WATER, NO CATTLE

A real problem developing could considerably curtail the rapid feeding expansion in Texas. It's the growing concern that water supplies in the High Plains will become limited.

New irrigated land for growing feed grains, however, is being rapidly developed elsewhere in Texas, New Mexico, Kansas and Nebraska. Although Colorado utilizes substantially more feed than it produces, one new feedlot (Montfort's) recently opened with a 100,000 capacity.

Thus, unless water supplies should severely limit feed grain production over a wider area than now seems likely, or pollution or waste disposal becomes unmanageable, it appears that feeding will continue to grow in the Southern and Central Plains.

Further expansion in cattle feeding is expected in the Midwest particularly the Western Corn Belt. But the Corn Belt as a whole may continue to grow more slowly than the Plains as the Eastern Corn Belt continues to urbanize and provide better off farm employment opportunities.

Cattle feeding in the West, having already caught up with its market and available feed supplies will likely grow more in line with the growth in demand and future feed supplies.

There have been several drawbacks to a sizeable expansion in Southeast cattle feeding. It's a deficit feed grain area, and it's cheaper to ship feeders out than feed grain in. High humidity, hot weather can be limiting factors.

"I believe we will see a considerable expansion in cattle raising in the Southeast during this decade," says Paarlberg. "With improved roughage, farmers there might take their calves up to the yearling stage. But there is some question as to whether this area will become an important large scale feeding area." **RB**



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Operations Building Delivers Multi-Use Efficiency

Modern ranch operations require facilities that go beyond basic shelter, supporting a wide range of tasks while withstanding demanding rural conditions. That need is reflected in the High Valley Angus Ranch Operations Building in Missouri, constructed by Sargent Construction Company. Designed as a multi-use agricultural metal building, the project emphasizes efficiency, durability and adaptability. The facility is built using a system from Star Building Systems, part

of Cornerstone Building Brands. A multi-span, double-slope frame with tapered columns provides strength and clear-span flexibility, allowing the structure to accommodate equipment, livestock and divided work areas.

The main building measures 150 by 90 feet with a 15-foot eave height (13,500 square feet), complemented by a 9 by 15-foot secondary structure. A 2-foot concrete curb wall enhances durability and protects against moisture and long-term wear—key for agricultural environments.

Exterior finishes combine performance with appearance. Medium Bronze PBR wall panels pair with a Classic Green PBR metal roof, delivering weather resistance and a clean, professional look across roughly 4,000 square feet of walls and 19,000 square feet of roofing. Inside, the layout supports multiple functions under one roof. A two-bay shop includes heated floors for year-round usability, while PBR-lined walls improve durability in high-traffic areas. A divider wall separates operational space from a commercial kitchen,

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milking parlor, offices and livestock pens, improving workflow and cleanliness.

Additional features expand functionality. A 15-foot lean-to shelters fuel tanks

and implements, exterior storage accommodates large equipment and 5-foot slim-line canopies provide added weather protection at entry points. Bay doors ensure efficient access for daily operations.

The High Valley Angus Ranch Operations Building demonstrates how modern metal systems can meet the complex needs of today's agricultural operations. By combining structural strength, flexible design and practical features, Sargent Construction Company has delivered a facility built for long-term performance and productivity. **RB**



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