SCENES FROM THE POST-FRAME BUILDER SHOW

AUGUST 2025 • Vol. 37, Issue 4

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BY KAREN KNAPSTEIN

Why *YOU* Should Submit a Building of Distinction

Each April, *Frame Building News* celebrates the best in post-frame construction through our annual Buildings of Distinction issue. Since its inception in 2020, this edition has grown steadily, showcasing a diverse range of projects that highlight the possibilities of post-frame construction—from agricultural buildings to light-commercial and residential structures

It won't be long and the deadline will once again be upon us. For April 2026, we want your projects. Here's why it's worth participating:

Free national exposure: Contributors receive complimentary publication in the longest-running national magazine dedicated to post-frame construction—reaching thousands of decision-makers.

Industry leadership: Your project sets a benchmark for craftsmanship and innovation. As readers scan through, your work becomes the model for quality in post-frame construction.

Drive inspiration: Each project ignites ideas for fellow builders, encouraging them to elevate their own work—advancing our entire industry.

Recognition and credibility: Selected builders are honored for quality and component integrity. With a Building of Distinction accolade, you highlight your excellence in front of the industry.

Submissions are free, easy, and include high-resolution images and project details. Contributors receive a badge, a pre-written press release, and the chance to review the feature before publication.

Our goal is to fill the April issue with impressive post-frame projects—yours included. Share your achievements, strengthen your brand, and help shape the future of post-frame construction.

Submit your project today at https://framebuildingnews.com/get-your-project-featured-free—and let's inspire the industry, together.

Karen Knapstein, Editor

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ON THE COVER:

Post-frame companies got down to business at the Post-Frame Builder Show in Manheim, Pennsylvania.

SHIELD WALL MEDIA LLC

Metal Panels Inc. Expands Operations, Moves To New Larger Manufacturing Facility

Metal Panels Inc. (MPI), a manufacturer of metal panels, trim, decking, and accessories, has announced its relocation to a newly constructed, 181,000 square foot manufacturing facility in Tulsa, Oklahoma. This move represents a major milestone in the company's growth strategy, significantly expanding its production capabilities while reinforcing its commitment to customer service and innovation.

Located just 1.5 miles north of its former site, the new facility brings all manufacturing operations under one roof, optimizing workflow, boosting efficiency, and improving inventory management. The expanded footprint allows MPI to streamline workflows, introduce new product lines, and enhance service delivery across its regional and national customer base.

"After years of planning, we're excited to offer the next generation of metal panel manufacturing to our new and loyal customers," said Mitchell Hentkowski, President of Metal Panels Inc. "This move is more than just an expansion—it's an investment in our customers. The additional space and well-designed layout will allow us to optimize production, reduce lead times, and deliver innovative new solutions for contractors and builders."

The advanced facility features:

- Spacious two-lane customer pickup bays
- Roll formers capable of producing 23 profiles
- Automated bending brakes for custom trim
- Three profile deck lines and a purlin line

These enhancements will support higher production volumes, consistent product quality, and faster turnaround times.

MPI's carefully planned, phased relocation ensured minimal service interruption for customers throughout the transition. The company now looks forward to leveraging its upgraded operations to better serve clients across the metal building, post-frame, storage, and residential construction sectors.

About Metal Panels Inc.

Metal Panels Inc. has been serving the metal roofing, siding, and structural product markets since 2001. Locally veteran-owned and operated, MPI maintains manufacturing and distribution centers in Tulsa and Kansas City. Known for durable, innovative, and cost-effective solutions, MPI is a trusted partner in residential, commercial, and industrial metal construction.

The Bryer Company Celebrates 40th Anniversary

The Bryer Company is celebrating its 40th anniversary in 2025. A growing component panel manufacturer serving the architectural, commercial and residential metal roof, wall and soffit panel markets, Bryer continues to focus on the ever-changing demands of customers discovering the value of metal.

Bryer was started by industry veteran Gary Tuininga as a one-man distribution company in 1985, purchasing metal roof and wall components and accessories from national manufacturers and selling mainly to commercial customers throughout the greater Pacific Northwest region.

Brothers Ryan and Peter Tuininga purchased the company from their father in 2007 and immediately purchased the company's first roll former, making the transition from distribution to manufacturing.

Building off its success, The Bryer Company added in-house coil and sheet processing capabilities in 2010. Over the following 10 years, inventory was increased and additional roll forming equipment was purchased to meet the demands of the growing metal roofing market.

Today, as a member of the Metal Roofing Alliance and Western States Roofing, The Bryer Company is a leading regional manufacturer, occupying more than 40,000 square feet of shop space. Bryer fabricates 28 different metal roof, wall and soffit profiles to a nationwide market.

About The Bryer Company, Inc

Founded in 1985, Bryer is a regional component panel manufacturer that serves the architectural, commercial and residential metal roof, wall and soffit panel markets.

From its manufacturing plant in Auburn, Washington, Bryer provides the construction industry with top-of-the-line standing seam roof panels, concealed fastener wall panels, traditional thru-fastened profiles, perforated panels, flat sheet and coil, as well as a broad line of related accessories. Above all else Bryer continually strives to lead the industry with outstanding service and exceptional quality. ***FBN***

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Horse Barns

From Basic to Extravagant

By Linda Schmid

PHOTOS COURTESY OF STALLWORKS EQUINE STALL & DOOR SYSTEMS

Whether a horse enthusiast is running a riding stable, training the next champion racehorse, or has horses simply for the joy of it, they all have one thing in common: they want to provide a safe and comfortable environment for their horses. Horses should have shelter from storms and cold, especially when their hair is clipped and therefore not providing the protection nature supplied.

A wide variety of styles and options make up the places that horses call home, from basic riding arenas to beautiful buildings with every amenity. Here is a sampling of the facilities people build to share with their equine friends.

Equestrian Dream Barn

Stallworks Equine Stall & Door Systems shared this beautiful equestrian barn located in Northern Virginia – anyone's dream barn! This unique build by Professional Building Services features three stalls along with a tack room and a stone wainscot all the way around the barn. This barn will bring functionality and beauty for years to come!

Project Details:

- Builder: Professional Building Services
- Building Location: Northern Virginia
- Stalls and doors: StallWorks
- 84 Lumber Package

Open Air Riding Arena

True Metal Supply shared this project, showcasing Pro Property Services' precision and craftsmanship in this impressive build. The 72' x 140' x 14' roof-only riding arena in the rolling hills of North Carolina was built to offer open-air functionality with ample coverage. The structure is supported by 72-foot parallel chord steel trusses from True Metal Supply—creating a wide, unobstructed space ideal for equestrian use.

The roof features Charcoal Tuff-Rib through-fastened metal panels from True Metal Supply, finished in Sherwin-Williams

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PHOTOS COURTESY OF TRUE METAL SUPPLY

Weather XL coil coating for long-lasting performance and visual appeal. Anchored with Sturdi-Wall Drill Set Anchors from Triangle Fastener and 10" x 10" treated structural wood posts from Old South Wood Preserving, the arena showcases the seamless integration of quality materials and expert installation.

Project Details:

- Building Dimensions: 72' x 140' x 14'
- Building Location: Tryon, North Carolina
- Trusses: 72' long, parallel chord steel from True Metal Supply
- Weather XL Coil Coating from Sherwin-Williams Coil Coatings
- Charcoal Tuff-Rib through-fastened metal panels from True Metal Supply
- Sturdi-Wall Drill Set Anchor from Triangle Fastener
- 10" x 10" treated structural wood posts from Old South Wood Preserving

Rolling Hills Ranch

RAM Buildings built Rolling Hills Ranch, an equestrian complex designed to meet all of the family's wants and needs. Interior features include custom cabinets, stained concrete floors with in-floor heat, rustic finishes, and a backup power supply generator.

Project Details:

- Builder: RAM Buildings
- Building Location: Cannon Falls, Minnesota
- Building Dimensions: 80' x 120' x 16' Riding Arena; 64' x 30' x 16' Hay Storage; 38' x 84' x 12' Stall Barn; and 72' x 60' x 10' Living Quarters
- Roof Pitch: 4:12 and 3.75:12
- Foundation Type: Post Frame
- Trusses: Littfin Truss
- Roof Panels: Metal Sales 29-Gauge Classic Rib
- Wall Panels: Metal Sales 29-Gauge Classic Rib and LP SmartSide Board & Batton
- Fasteners: SFS Woodgrip+
- Overhead Doors: Midland 2" Energy Saver Doors
- Walk Doors: AJ Manufacturing 7100 Series Steel Doors and Bayer Built Fiberglass Summit Designer Series

PHOTOS COURTESY OF RAM BUILDINGS

- Posts: Littfin Columns
- Windows: AJ Manufacturing Harmony
- Closure Strips: ProfileVent
- Cupolas: MWI Components 36” and 48”

Equine Haven

The customer chose to upgrade the stalls in their beautiful horse barn with outstanding custom features.

Project Details:
- Building Dimensions: 72’ x 160’ x 16’ + 24’ x 144’ x 10’ + 32’ x 16’ x 11’
- Roof & Wall Panels: McElroy Metal
- 24’ x 144’ x 16’ lean-to with stalls
- 36” wainscoting
- (3) MWI Components 36” Metalworks cupolas
- 12” end wall overhangs & 24” side wall overhangs
- (6) MWI Components Dutch doors
- 48” eavelite
- Interior liner package
- 12’ x 12’ FBi Buildings Horse Stalls
- 28’ x 12’ feed room

PHOTO COURTESY OF MWI COMPONENTS

PHOTO COURTESY OF MWI COMPONENTS

- 12’ x 7’ 10 1/2” wash room
- 20’ x 12’ tack room
- 12’ x 7’ 10 1/2” groom room
- 2’ x 8’ center match stirrup guard

The Legacy Horse Barn

When Mississippi rancher Erek Starnes set out to build a barn, he envisioned more than just shelter — he wanted a legacy. Partnering with Fortify Building Solutions and builder Jon Everson, he brought to life a 36’ x 60’ structure that balances rugged durability with thoughtful design. Featuring Burnished Slate trim, Desert Sand walls and flanking lean-tos, the barn blends seamlessly into the landscape while standing out for its craftsmanship. Stone-accented posts, wide overhangs and steel trusses create a structure that’s both functional and striking — built to withstand time and turn heads.

Inside, the barn was designed with horses in mind. Wood-lined stalls, ceiling fans, ample airflow and natural light from dual cupolas create a comfortable, efficient environment for animals and caretakers alike. From its open-span layout and durable 26-gauge PBR steel panels to custom sliding doors and finished ceiling liners, this barn proves that form and function don’t have to compete. As Fortify Building Solutions’ Christian Lindsey put it, “The customer wanted something tough enough to stand the test of time but beautiful enough to be a focal point — and we delivered.”

Project Details:

- Building Location: Hernando, Mississippi
- Customer: Erek Starnes
- Builder: Jon Everson
- Building Dimensions:
  36’ x 60’ x 13’ fully enclosed with two 12’ x 60’ lean-tos
- Building Supplier: Fortify Building Solutions
  - Steel trusses

PHOTOS COURTESY OF FORTIFY BUILDING SOLUTIONS / CORNERSTONE BUILDING BRANDS

- 26-gauge PBR roof and wall panels
- Burnished Slate roof and trim, Desert Sand walls
- Ceiling liners

• MWI Components 3’ x 3’ cupolas
• MWI Components 12 x 10 split sliding doors
• Wood-lined stalls with integrated fans
• Custom stone-accented posts and extended porch overhangs

FBN

Cupolas, doors, and more: MWI Components offers many products for post-frame builders.
PHOTO COURTESY OF MWI COMPONENTS

Equine Essentials

Components for horse facilities that maintain their service and value

By Karen Knapstein

Building equine-related facilities means taking a careful approach to ensure safety, functionality, and longevity. This article explores some of the materials, hardware, and equipment that post-frame builders should consider when designing horse facilities that are meant to please and built to serve their purpose long into the future.

Foundational Elements

A reliable foundation is crucial for any durable post-frame structure because it serves as the base that supports the entire building—both structurally and functionally. To ensure the foundation lasts, there should be no direct contact between the wood and the ground, and no wood should be exposed to the environment.

Post Protector™ is a slide-on barrier system designed to eliminate direct soil-to-wood or concrete-to-wood contact, preventing damage-causing moisture and microorganisms from accessing the wood. It eliminates the potential for anything harmful to reach the post. The barrier also keeps the wood preservatives where they belong: in the post.

Other solutions for protecting wooden posts from decay-causing elements in the ground include GreenPost™ and Polesaver™-PF. GreenPost™ polyethylene-wrapped laminated columns have multiple features that benefit equine buildings. They are shaped with below-grade notches to prevent uplift and are wrapped and sealed with a barrier that retains the wood preservative and protects it from exposure to elements that can degrade the wood.

Polesaver™-PF protective post wrap is a non-toxic, composite barrier that features an outer thermoplastic sleeve and an inner meltable bituminous liner. When applied to a post and then heated, the liner melts, and the outer sleeve shrinks tightly onto the

Resources

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Direct Metals, Inc. • https://directmetalsinc.com
FootingPad • www.footingpad.com
GreenPost • www.planetsaverind.com
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Perma-Column • www.permacolumn.com
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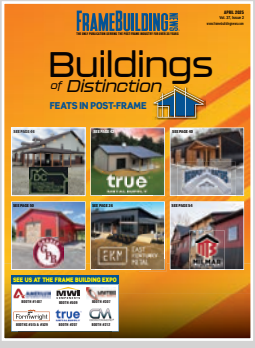

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(ABOVE) The Post Protector slide-on barrier system (available to protect both posts and skirt board) parallels the attributes that make post-frame construction so poplar. It's simple, affordable and effective — the same attributes that make post-frame construction attractive to consumers. *PHOTO COURTESY OF POST PROTECTOR.*

post, creating a tough, air- and watertight seal. The seal permanently excludes all the factors necessary for wood decay to occur, making conventional ground-line decay impossible.

Horse structures built in high-moisture zones often face harsh in-ground conditions. A decaying post loses strength and can eventually compromise the building's structural integrity. Protecting the post from degradation using appropriate measures, such as those listed above, helps ensure that the full load-bearing capacity of the post is maintained for decades.

Furthermore, since vertical posts transfer loads directly into the ground or a foundation system, the strength and stability of that base determine the longevity, safety, and performance of the entire structure.

Composite footing systems like FootingPad® contribute to a solid post-frame foundation by providing a strong, stable, and code-compliant alternative to traditional concrete footings. They are engineered to spread the structural load of a post or column over a wide area, reducing soil pressure and minimizing settling—key elements of a durable and long-lasting post-frame building.

One of the primary functions of any footing is to distribute the weight of the structure evenly over the soil. The FootingPad accomplishes this with a wide base that disperses downward forces and reduces the chance of post settlement or uneven sinking. In areas with soft or unstable soils, a narrow post or concrete pier might sink over time. The broad surface of the FootingPad helps maintain structural integrity by distributing the load, making it an effective option for varied soil conditions.

Compatible with post foundation products like Perma-Column® and GreenPost™, the pads come in sizes from 10" to 24", with the largest capable of supporting up to 9,327 pounds per post. Furthermore, the composite material is moisture-resistant, won't rot, and is not affected by freeze/thaw cycles, as it is set below the frost line per local requirements. This long-lasting durability contributes to the building's overall structural health, which is an important feature considering the owner's significant investment in the building.

Perma-Column® (or Sturdi-Bracket in concrete slab applications) contributes significantly to a solid and long-lasting post-frame foundation. It replaces the in-ground portion of a traditional wood post with a precast concrete column for a lifetime foundation. This hybrid system eliminates the most common point of failure in post-frame construction—wood decay below grade—while maintaining the speed and economy that post-frame building is known for.

Over time, moisture, bacteria, and insects can break down even pressure-treated wood. Perma-Column prevents post rot by replacing the in-ground portion with concrete, eliminating contact between the post and the soil. Furthermore, the concrete column provides superior resistance to uplift (wind forces pulling the post out of the ground) and lateral movement. This is particularly beneficial in tall buildings such as stables with lofts, open-walled structures like riding arenas, or high-wind zones.

Structural Components

The backbone of any equine facility lies in its structural components. Rigid-ply Rafters manufactures glue-laminated arches, beams, and posts, offering both aesthetic appeal and strength. Glue-laminated arches and posts add a refined aesthetic to post-frame horse barns and riding arenas. Their natural wood appearance brings warmth and character to a structure, creating a welcoming and visually pleasing environment for both horses and people.

The smooth, uniform finish of glulam components offers a clean, crafted look that elevates the space beyond utilitarian design. In arenas, the curve of glulam arches allows for wide, open spans without interior supports, producing an airy, upscale interior. The exposed wood adds rustic charm and architectural interest. Glulam's ability to be custom-shaped into curves or unique profiles also provides opportunities for personalized design touches. At the same time, its strength and dimensional stability ensure that this beauty is matched by long-lasting performance. Together, these qualities make glue-laminated arches and posts a stand-

A closer look at Snap-Z vent closures, courtesy of Snap-Z.

Snap-Z vent closures blend into the shadow of the ridge cap. PHOTO COURTESY OF SNAP-Z

out feature in equine facilities, combining visual appeal with structural integrity.

Richland Laminated Columns also supplies glue- and nail-laminated posts, which are solid upgrades over untreated solid-sawn posts and represent modern, reliable solutions for today's post-frame construction demands. Laminated posts offer exceptional strength, often outperforming solid-sawn lumber of the same dimensions. Their high load capacity makes them ideal for applications where structural integrity is critical, such as large-span buildings like riding arenas or areas with high snow or wind loads. Furthermore, the laminated construction reduces warping, twisting, and cracking. This results in straighter, more uniform posts that are easier to work with and install accurately.

Because of their strength and stability, glulam posts can be used for taller walls and longer spans without intermediate support, expanding design possibilities. They also have an aesthetic appeal, as they can be finished attractively—making them well-suited for equine facilities, where many horse owners place a high value on aesthetics. Furthermore, glulam and nail-lam columns are compatible with the previously mentioned foundation components like Perma-Column, Sturdi-Bracket, FootingPad, Post Protector, and others.

Roofing and Siding

Horses' environments demand roofs that can withstand both weather and barn conditions. Metal panels are strong, fire-resistant, and low maintenance, making them a favorite choice. For premium, long-lasting equine structures, standing seam metal roofing excels thanks to its leak resistance, modern appearance, and ability to support systems like solar panels. Heavy-gauge exposed-fastener panels—especially those with textured or SMP coatings—offer excellent durability, style, and moisture resilience. Furthermore, panels with reflective coatings can minimize heat gain, which can be a key consideration in many areas.

The rise in popularity of metal board and batten has been remarkable in recent years. Installing this traditional style of siding over plywood or OSB offers a classic, durable look with added structural benefits. It blends aesthetic appeal with resistance to

AkzoNobel's CERAM-A-STAR Expressions is a coil coating that contributes to aesthetics and longevity. PHOTO COURTESY OF AKZONOBEL

wind and moisture. Additionally, recently developed hyper-realistic finishes and textures can convince the eye that metal exteriors are something else.

Another fool-the-eye example is AkzoNobel's CERAM-A-STAR® Expressions, a unique high-performance textured coating built on the CERAM-A-STAR® 1050 platform. This system uses an SMP resin designed to offer outstanding durability and resistance to moisture, UV degradation, and abrasion.

With AkzoNobel's proprietary resins and additives, the Expressions SMP Coating system, combined with an ink layer, produces a finish that replicates the appearance of natural materials. The CERAM-A-STAR® Expressions technology allows for the application of a wood grain print pattern through a traditional print roll process. Additionally, this unique technology imparts a tactile texture to the final film, resulting in a natural look with exceptional performance.

The durability and performance of AkzoNobel Coil and Extrusion Coatings are proven through extensive performance testing and real-world weathering data. The CERAM-A-STAR® 1050 coating system, for instance, is designed for long-term protection in a variety of applications. Its combination of superior durability and weather resistance ensures that the coatings continue to deliver excellent performance, even under harsh environmental conditions.

Recent metal forming and coating developments mean there's no need to sacrifice style for strength, durability, and safety.

Ventilation Systems

Effective ventilation in equine facilities is crucial for maintaining both animal health and the structural integrity of the building. Poor air circulation can lead to moisture buildup, promoting the growth of harmful pathogens and causing damage to building components. Implementing proper ventilation strategies ensures a healthier environment for horses and prolongs the lifespan of the facility.

One of the primary methods to achieve adequate ventilation in a post-frame building is by using ridge vents and vented soffits. These features facilitate continuous airflow, allowing warm, moist air to escape from the building's peak while drawing in fresh air from the eaves. This natural ventilation process helps regulate temperature and humidity levels inside the barn.

MWI Components offers the RV35 and RV35F Ridg-Vent® models, designed to provide necessary airflow when used in conjunction with vented soffits or louvers.

In addition to structural ventilation components, the incorporation of mechanical systems like ceiling fans can enhance air movement, especially in larger facilities. High-volume, low-speed (HVLS) fans are particularly effective in circulating air without creating drafts, ensuring a comfortable environment for the horses. Individual stalls can also be equipped with smaller fans to improve air circulation.

Design elements such as exterior Dutch doors and windows also contribute to improved ventilation. These features can be opened to allow fresh air into individual stalls, providing horses with a direct source of ventilation and a view of the outdoors, which can positively impact their well-being.

Additionally, the use of materials that do not release harmful fibers or dust, such as foil insulation, can make the building interior more comfortable while maintaining air quality. This consideration is important for preventing respiratory issues in horses and maintaining a clean environment within the facility.

If the barn features a standing seam roof, ridge ventilation can be achieved with Snap-Z's perforated vent closures. These vents fit between the standing seams and blend into the shadow line of the ridge cap. Each piece is pre-cut to length, pre-punched for precise fastener placement, and comes with pre-applied butyl tape for a secure seal. A metal mesh layer protects the integrated foam closure, offering long-term defense against critters—an important feature for barns storing grain, feed, or other materials that attract pests.

Doors and Access Points

Ease of access and security are vital in horse facilities. MWI Components manufactures a range of custom doors, including Arcadian Sliding Doors and Dutch Doors, tailored for equine structures. These doors are designed for durability and ease of use, ensuring smooth operation over time.

Interior Fixtures and Stall Hardware

The interior setup of horse stalls plays a significant role in the safety and comfort of the animals. Innovative Equine Systems manufactures custom, classically designed stalls, partitions and doors, as well as professional hardware and accessories such as finials, automatic horse waterers, rotating wash wands, and specially made equine flooring.

MWI Components also provides a comprehensive range of stall hardware, ensuring that every component, from latches to hinges, meets the standards required for equine facilities. For example, the company's Vault Latch concealed latch mechanism is designed to prevent clever horses from letting themselves out.

Natural Lighting

Natural daylight reduces energy costs and creates a healthier, more comfortable environment for both horses and their handlers. Skylights, translucent wall panels, and ridge lighting systems are often used to flood interiors with sunlight, reducing the need for artificial lighting and promoting wellness in equine environments.

A popular product for achieving natural illumination is corrugated polycarbonate panels, which are strong and durable—up to 200 times stronger than traditional glass. These impact-resistant panels are available in corrugated profiles that match metal panels, making them suitable for ridge cap, sidelight, and skylight applications.

Direct Metals, Inc. offers a wide range of polycarbonate panels, from clear to silvered. Clear, colorless panels provide up to 90% light transmission, transferring a concentrated beam of light. Opal white, soft white, and specialty color panels diffuse the light but have lower transmission rates. A soft white panel will transmit between 45% and 85% of the available light. These panels are semi-transparent, letting light through while reducing glare. White and soft white panels are ideal for "drop-in" skylight applications because they provide even lighting and avoid the "hot spots" that can be associated with clear panels. For a more customized look, specialty colored panels can be used. These colors typically allow 20% to 40% light transmission and are available in limited profile offerings.

When determining panel thickness, factors to consider include the span needed, snow load requirements, and environmental conditions such as hail and windstorms. Suppliers

should be able to help determine which thickness will work best for a specific application.

For added comfort, Direct Metals Inc. offers Silver Reflective Commercial Grade Corrugated Polycarbonate Translucent Panels. These panels reflect significantly more heat than clear panels while still allowing 20% light transmission, leading to cooler building interiors. The panels' 2.0mm thickness also allows them to span up to 5' on-center purlin spacing.

The contributions of translucent polycarbonate panels to energy savings and ambiance make them a valuable addition to agricultural buildings. For larger arenas, modular skylight systems—such as ridge-mounted units—bring generous amounts of daylight deep into the structure. These systems often incorporate ventilation features, improving air exchange and reducing moisture and odors. By combining skylights with ridge or eave lighting, horse barns and arenas can achieve a sustainable, naturally lit environment that enhances animal welfare, reduces energy costs, and elevates the overall functionality and appeal of the space.

Aesthetic Enhancements

While functionality is paramount, exterior aesthetics also play a role in equine facility design. Cupolas and weathervanes add a traditional touch, enhancing the visual appeal of the structure. Companies including MWI Components, Plyco Corp., and Royal Crowne Cupolas offer a variety of traditional components for stables, riding arenas, and other horse-related structures.

MWI Components recently debuted cupolas with access windows. The Cupola Access Window allows the user to open a window panel using no-drop thumb screws. It's designed to make cleaning and maintaining a cupola easier for building owners. The window includes brackets and sealants to keep moisture out and maintain the cupola's structural integrity.

Elements such as cupolas and weathervanes can be customized to match the overall design theme of the facility.

Conclusion

Building a top-notch equine facility requires careful selection of materials, hardware, and equipment. By leveraging the products and insights from industry leaders, builders can ensure their structures are not only functional and durable but also aesthetically pleasing and comfortable for both horses and their handlers. ***FBN***

PHOTO COURTESY OF RICHLAND LAMINATED COLUMNS

Nail-lam and Glulam Structural Components

Understanding and Handling Laminated Components

By Linda Schmid

Laminated structural components enhance strength and stability in construction. Commonly used in post-frame building in the forms of glulam or nail-lam columns and trusses, they are important to the structural integrity.

In today's world of pre-manufactured components, delamination is rare when they are supplied by quality-conscious manufacturers. Their engineers and craftsmen understand laminated components and how they work. It is a good idea for builders to understand how to handle and use them to produce a stronger, more durable building.

Some estimates say that 20 to 30% of post-frame builders make their own nail-lam components, and they need to understand the requirements of creating durable, long-lasting laminates.

When laminates fail through delamination, it means the adhesive bonds are failing in glulam. In nail-lam, it means the layers are loosening. In either case, the laminated component begins to lose efficacy as it fails to act as a single unit.

How Manufacturers Have Worked To Stamp Out Delamination

Engineering Laminated Components

Both glulams and nail-lams produced by conscientious manufacturers are carefully pre-engineered.

National Design Specifications for Wood Construction (NDS) are published by the American Wood Council (AWC) and provide the requirements for glulam columns. For glulam trusses, engineers use ANSI/AITC A190.1, which provides glulam manufacturing standards. ASTM D198 and ASTM D3737 specify testing protocol.

Because nail-lams are often custom-fabricated, there are no standardized design tables to consult, so engineers must calculate for each project using guidelines laid out in the NDS, including load sharing between laminates; fastener capacities, spacing, and depth; bending, shear, and compression properties; stability and lateral support; bending strength and stiffness.

Nail Laminate Procedures

Travis Wilson of Richland Laminated

An up-close look at Rigidply Rafters laminated columns at the 2025 Post-Frame Builder Show.

Resources

American Institute of Timber Construction (AITC) • https://plib.org/aitc/?ag
American Wood Council • https://awc.org/
Graber Post Buildings • www.graberpost.com
Richland Laminated Columns • www.richlandcolumns.com
Rigidply Rafters • www.rigidply.com
Starwood Rafters • www.starwoodrafters.com
Symun Systems, Inc. • www.symun.com

Columns said, "Nail-lams start with wood that is kiln dried at a treatment facility. Then it is sorted for wane, moisture content, warp, and more. If it fails to meet the requirements for any of these qualities, then it is rejected and disposed of because the facility is required to maintain moisture at a certain percentage." Generally, that percentage is below 19%, but it can be more specific; for indoor and conditioned spaces it can be 12-15%, and for unconditioned, agricultural buildings the acceptable moisture content should be 12-19%.

At all times throughout manufacturing, the laminates are stored in a heated facility so that not only is moisture prevented from entering, but a stable, uniform temperature can prevent laminates from expanding or contracting unevenly, warping, shrinking, and checking, and nails loosening due to movement at the joint.

Nails are applied by a machine with a set nail pattern which has been pre-engineered to create the most durable nail-lams to support the load.

The laminates are then sent to temperature-controlled storage for curing, and they are retained there until they are sent to a jobsite, because once they are at the jobsite, they are often at the mercy of the weather, Wilson said.

According to Wilson, the most important precaution is quality inspection. The components are checked on a daily basis and pulled from inventory if there are any signs of trouble.

Handling Nail Laminates

Laminates should be stored in their packaging, off the ground, and under cover. This helps avoid exposing the carefully created and preserved laminate from absorbing a lot of moisture and, to a certain extent, provides UV protection.

"If you store nail-lams on the jobsite for a week following these precautions, they should be fine," Wilson said. "However, they shouldn't be left on-site for six months; this is why we hold them at our facility for a while to help our builders."

When installing the nail-lam, a builder must ensure they install the component correctly, as per the engineer's plan. Some manufacturers will stamp the item so it is easy to identify how it should be attached. If it is not clear, the builder should contact the vendor.

Glulam Procedures

Like nail-lam producers, glulam manufacturers choose their wood carefully; it is kiln-dried to approximately 12% plus or minus 3%. In humid regions, the upper range of moisture is good, and in dry, arid regions the lower range is a better match to the air's moisture content. This wood is

sorted to remove pieces that do not meet moisture requirements along with those that are warped or waned.

Eric Hershey of Rigidply Rafters said that the face of the wood is planed for uniform lamination thickness and to open the cells so that the glue can penetrate better. The wood must be promptly glued while the cells remain open. The glue is applied in uniform consistency and placed through an automated system, and then the laminate is compressed and left in a temperature-and-moisture-controlled room to cure.

Most importantly, according to Hershey, the Pacific Lumber Inspection Bureau/American Institute of Timber Construction performs quarterly audits. Laminate testing includes breaking the glulam at the face, the finger joint, and soaking the beam then drying it quickly. With each variation, they apply pressure and find out how the laminate responds. This testing is performed on every production line and every wood species running that day; the results are either pass or fail. If it's a failure, the whole batch is discarded, and the process starts from the beginning.

PHOTO COURTESY OF RICHLAND LAMINATED COLUMNS

Handling Glue Laminates

Glulams, as well as all wood and wood products, should be protected from the elements during the building process because it minimizes the opportunity for the wood to warp or check, although glulams tend to check and warp less than other wood products, according to Hershey.

These laminates should remain wrapped, should be kept off the ground, and though covered, they should have the ability to "breathe." All of these precautions are to limit the moisture they are exposed to.

These precautions are designed to prevent delamination.

Wood Checking in Laminates

Unlike delamination, checking is a natural part of wood drying. It is pretty easy to determine whether the fracture in the wood is delamination or checking. While checking can follow a glue line as delamination would, with checking you will notice the separation of wood fibers rather than a separation of the two pieces of wood.

Lumber quality is not what it used to be even 10 years ago, Wilson said, as smaller species of trees are forced to grow rapidly in order to meet demand. This has made some wood much less dense, which could be responsible for some of the accelerated checking that some people believe they are seeing in wood. Others believe that the claim of more checking is simply the result of the trend in building to expose more structural wood components.

Either way, the consensus seems to be that checking is more a matter of aesthetics than quality or strength. The American Institute of Timber Construction (AITC) has publications that help with evaluating if checking is a problem; in most cases it is not.

Best Practice Summary

Laminates need to be structurally sound and able to withstand the loads the structure will be subjected to. If a builder chooses to make their own laminates, they should follow the guidelines laid out in the NDS, available through the AITC or an engineer. If a builder chooses to purchase their nail-lams or glulams, they should check that the manufacturer is pre-engineering their laminates and doing quality checks on a regular basis. These practices can help ensure strength and quality in some of the most structurally important components of post-frame projects. **FBN**

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The Influence of High Winds On Post-Frame Design

Guidance from The Pole Barn Guru

By Mike Momb, Technical Director, Hansen Pole Buildings

Hopping in the "Wayback Machine" to November 1989. My company, M & W Building Supply, in Canby, Oregon, had provided an 80' x 204' x 16' post-frame riding arena to Percy Freeman (inventor of Freeman Bailer, amongst other things) in Molalla.

Roughly a month prior, we had delivered a fairly similar building package to a builder in Eastern Oregon, who had it collapse during construction due to excessive winds. Percy's building was being erected by our sister company, Jim Betonte's Farmland Structures. Jim's crew chief, Brad Moore, stopped by our office Wednesday afternoon before Thanksgiving to let us know the building was all framed up.

As a high wind warning was predicted for Thanksgiving Day, I related to Brad about our recent Eastern Oregon experience. Brad assured us everything was braced and braced again.

Thanksgiving Day winds were even more potent than expected – reaching upwards of 80 miles per hour in Molalla. Winds were so strong 2x6s were picked off tops of units in our lumberyard!

Coming back after a four-day weekend of family, food and football, we were greeted by news of Percy's building: it was flattened.

Upon examination, we found our culprit – a full sawn 6x10 sidewall column had an impossible-to-foresee timber break and had failed, sucking the balance of building down with it. We had a big hole dug behind this building site and pushed what remained (as it was all reduced to firewood) into it.

While this short and sad story was about a building under construction, it does show what can happen during wind events and solutions exist that could have avoided this tragedy.

Most of us watch some sort of television news and see videos of buildings ripped to shreds by extreme wind events, whether tornados or hurricanes.

Tornados, They Blow

As an example, between 1989 and 2013 Oklahoma alone experienced 1,597 tornadoes producing roughly $30 billion in insured losses. If tornadoes continue at this rate, this state will experience more than $100 billion in insured losses over the next 50 years. Other states, including Mississippi, Alabama, and Missouri, face a similar plight. Engineers indicate relatively simple and inexpensive enhancements to building codes may reduce insured losses by 30% or more and economists indicate these measures "easily pass a benefit cost test" in multiple states (Simmons, Kovacs, & Smith, 2018).

Framing system intact. ALL IMAGES COURTESY OF HANSEN POLE BUILDINGS

Significant damage caused by high winds.

Even for most intense tornadoes, most structural damage occurs at points along a tornado's path where the tornado was rated an EF2 or lower (Ramsdell & Rishel, 2007). For example, a post-event National Weather Service damage survey to evaluate Joplin, Missouri's May 22, 2011 EF5 tornado—causing $2.8 billion in damage—determined 6,149 (86%) of 7,191 structures damaged were exposed to an EF2 or lower tornado (Marshall, Davis, & Runnels, 2012). Similarly, 80% of structures damaged by this third-most costly tornado in U.S. history (EF5 tornado striking Moore, Oklahoma, on May 20, 2013, and causing $2 billion in damage) occurred when tornado was rated an EF2 or lower (Burgess et al., 2014). Thus, a substantial percentage of damage caused by tornadoes comes from less-intense tornadoes producing wind speeds ranging from 65 to 135 mph.

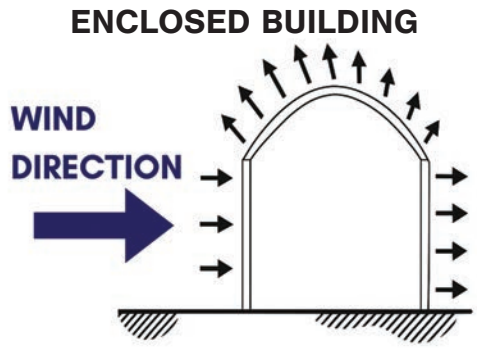
Understanding Winds

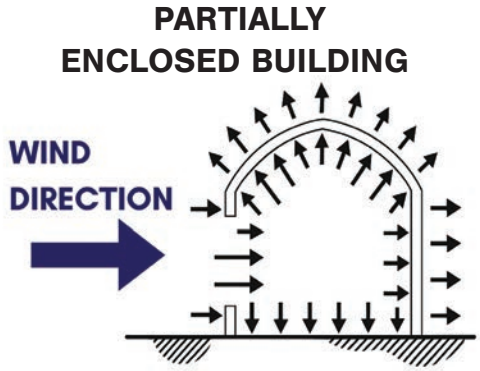
Author's disclaimer: I went to school to be an architect, I am not a Registered Professional Engineer. Below is meant to be a broad overview, not necessarily all inclusive. For actual structural design, services of a Registered Professional Engineer should be engaged.

IBC (International Building Code) provides us with basic design wind speeds in Section 1609.3. Footnote 5 under each of these pretty maps, gives a probability for these design wind speeds to be exceeded over next 50 years. For Risk Category I 15%, II (most buildings) 7%. This is not a huge confidence builder!

Besides basic design wind speeds, exists a highly ignored, but extremely important factor—exposure factor. IBC Section 1609.4.3 gives definitions, but suffice to say, while most buildings should be designed for Exposure C, very few are—instead opting for a lesser Exposure B. For practical purposes, at an identical wind speed, Exposure C produces roughly 20% more force than Exposure B!

Building Enclosure allows us to consider pressure differences between building inside and outside. Most critical is usually enclosed (air generally doesn't come in) and partially enclosed (air flows in, but cannot escape). Think of partially enclosed as blowing up a balloon. Studies indicate wind forces can be 1.5 to 3 times greater in partially enclosed buildings compared to enclosed ones, depending upon specific conditions. Be wary about three-sided buildings, or buildings where doors and windows are not properly wind load rated.





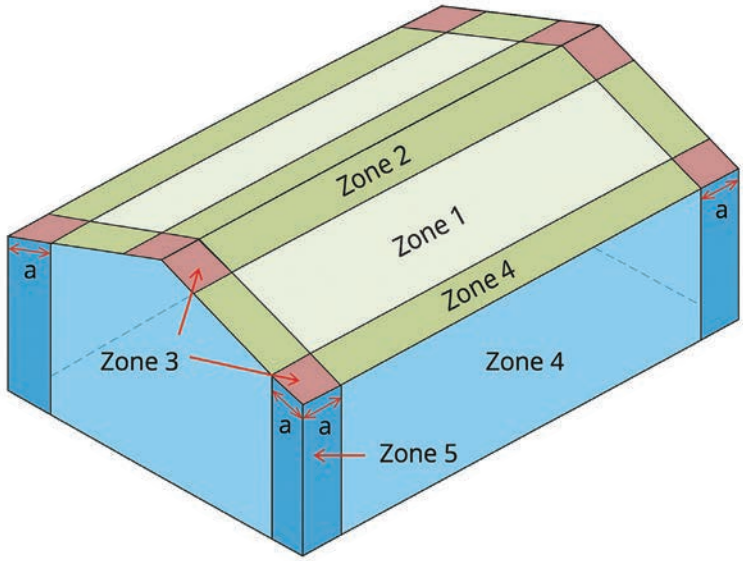
MWFRS vs. C & C

MWFRS (Main Wind Force Resisting System) are your columns and trusses. C & C (Components and Cladding) are girts, purlins, doors, windows, roofing and siding. MWFRS wind design pressures are lower (per square foot) due to larger area expanse, compared to C & C pressures.

Areas of Discontinuity (Zones 2, 3 and 5 below) have greater wind design pressures. These areas are equal to 10% of least horizontal dimension or 40% of wall height, whichever is smaller, but not less than either 4% of least horizontal dimension or three feet.

How To Do Higher Design Wind Speeds Right

Start by having every post-frame building built to site-specific plans sealed by a Registered Professional Engineer. Engineering is an investment, not an expense. A good engineer will save more in materials efficiency than what they get paid. It can be sold as a benefit to your client: It is an assurance that every component and connection has been reviewed for structural adequacy. Some insurance companies give premium discounts for engineered buildings. Plus, it takes liability away from you. If it is not engineered and fails, some attorney is likely coming looking for you.



What We Did at Hansen Pole Buildings

Remember our timber broken 6x10? We have gone to all true glulaminated columns for roof supports. And, we have taken them up a notch by having them manufactured from 2400msr lumber. These are over 45% stronger than any other readily available post-frame building columns. Glulam columns do not have timber breaks. On our hypothetical 42' x 64' x 20' building, at 140 mph and Exposure C, columns every 16' are 4 ply 2x6 glulams.

Make provisions for uplift – concrete bottom collars are very effective. (See top diagram next page.)

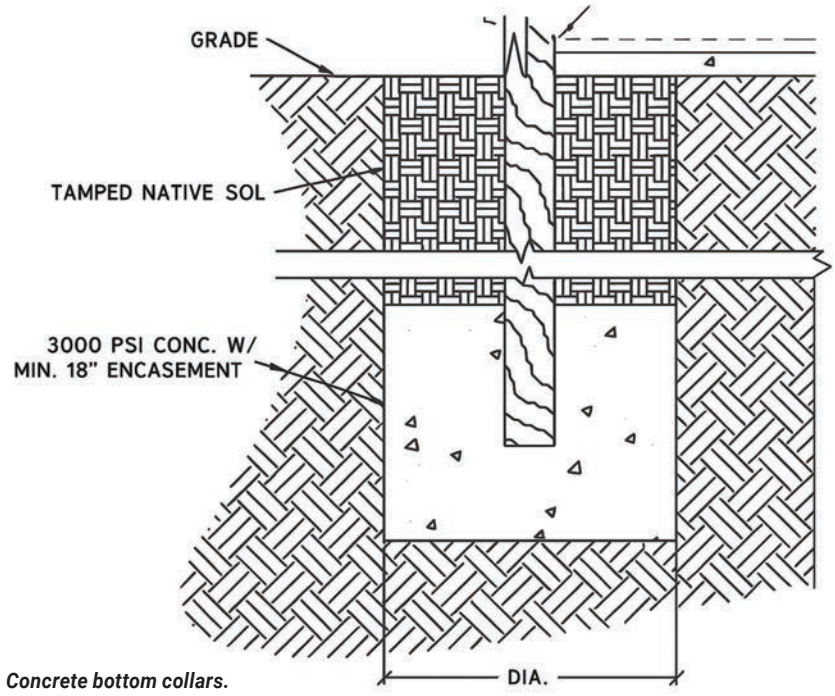
Use rebar hairpins through sidewall columns. This allows for embedment calculations to be in a "constrained" condition, reducing hole depths and/or diameters, as well as helping resist uplift. When detailed properly, it can also reduce required footing diameter by spreading downward loads partially into concrete slabs on grade.

Bookshelf wall girts. A 2x6 externally mounted wall girt has a section modulus (Sm) of 2.0625, rotate it 90 degrees and Sm becomes 7.5625. For resisting deflection I for an external 2x6 is 1.55, bookshelf it and I becomes 20.8 (over 13 times stiffer against wind).

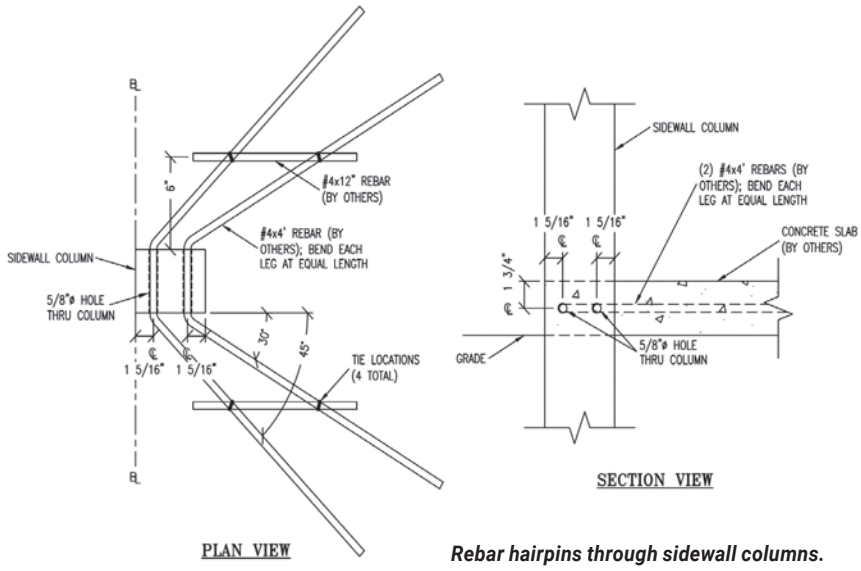
Reduce number of connections. More often than not failures occur due to

	110 B		*110 C*		*140 C*	*170 C*
	Enclosed	*Partial*	*Enclosed*	*Partial*	*Enclosed*	*Enclosed*
Sidewalls	9.6	9.6	13.661	13.661	22.128	32.628
Endwalls	9.6	9.6	10.116	10.116	16.386	24.16
Roof	9.6	9.6	9.6	9.6	9.6	9.6
Roof Uplift	-8.906	-12.694	-12.754	-18.179	-20.66	-30.463
Zone 1	-22.317	-26.104	-31.96	-37.384	-51.769	-76.333
Zone 2	-32.553	-36.341	-46.62	-53.044	-76.516	-111.348
Zone 3	-38.696	-42.483	-55.416	-60.84	-89.765	-132.357
Zone 4	-13.103	-16.891	-18.765	-24.19	-30.397	-44.819
Zone 5	-16.174	-19.962	-23.163	-28.588	-37.521	-55.324

Table is based upon a 42' x 64' x 20' building 4/12 roof slope
Loads are in psf (pound per square foot). Negative (-) loads are suction



Concrete bottom collars.



Rebar hairpins through sidewall columns.

connections; either they were inadequate or were poorly placed. We gang our roof trusses into pairs and place them into a notch from one side of columns. No truss to carrier to column connections to deal with and with our high strength columns we can place columns every 12 to 16 feet, even with high design wind speeds. I have been designing roof trusses since 1977. Placing trusses face-to-face in pairs significantly reduces amount of required bracing and often results in smaller dimension material for truss chords.

Speaking of connections, old timers will remember nailing on steel roofing and siding. Today, no one would begin to even consider it. Wood-to-wood, structural screws outperform any sort of nail. From 2018 NDS Table 11.3.3 if building with green lumber (over 19% moisture content), nails with a diameter of under ¼" have a 30% reduction in lateral strength and a 75% reduction (no reduction for post-frame ring shank nails) in withdrawal values! This would include driving through a dry 2x member into a solid-sawn pressure preservative treated column.

Attach purlins to trusses with engineered connectors. For ease of assembly, as well as ability to withstand uplift, we use Simpson PFDS saddle hangers.

Do away with attempts at knee bracing and corner diagonal bracing. Knee braces often do more harm than good, especially if roof trusses are not designed to carry loads imposed by these knees. Diagonal bracing becomes problematic, as it is impossible to place enough fasteners in ends of braces to carry other than minimal loads.

Utilize shear strength of your steel roofing and siding. Over 30 years ago, we conducted full scale tests of steel panels to determine shear strength. We found several things: Screws must be in 'flats' to be effective; 1" long screws pull out of lumber under minimal loads; #9 or #10 diameter screws created slots around screw shanks as loads are cycled; highest forces are at ends of panels, requiring screws each side of every high rib.

In our instance, engineer Merl Townsend designed what is now Leland's "Diaphragm screw." This #12 x 1-1/2" part has a ¼" diameter shank where screw penetrates steel. No pull outs, no slotting.

While most cannot afford to do this sort of testing, there are available resources for engineers to calculate shear strength of panels. As greater values are needed, stitch screws can be added to overlaps, thicker steel can be used, or both.

What about walls with lots of openings? Shearwall trusses can be incorporated to transfer loads from roof to ground.

Remember those high wind pressure Zones #2, 3 and 5? Loads in these areas may be beyond capacity of your steel cladding. If so, there are solutions: Add framing members between typical spacing to reduce spans or use thicker steel in these areas.

Do not neglect wind-load rated doors. Your clients might like balloons for birthday parties, but not so much for their new building.

Our hypothetical building again….for a fully enclosed 'box' (no openings) going from 110 B to C added 0.4% to cost; to 140 C 0.6%; to 170 C 1.8%. ***FBN***

This article, written by then-editor Scott Tappa, was originally published in the November 2005 edition of Frame Building News and the May 2005 edition of Rural Builder.

***FOR 30+ YEARS FRAME BUILDING NEWS** has been providing the news, trends and resources builders need.*

We hope you enjoy this bit of post-frame history. If you've been in the business a long time and would like to share some of your post-frame wisdom with our readers, please email it to Karen@shieldwallmedia.com for publication.

Paint Warranties

They're getting longer — too long for many

Craig Walters says something is wrong with warranties in the painted metal products industry. Having been on two sides of the equation, he is certainly equipped to know.

Walters' personal residence is topped by a steel roof. After seven years, he says, the paint faded so badly that the difference between the trim facing the side and the trim facing the top was visibly noticeable. He filed a claim, and welcomed a paint company representative to his house, but his claim was denied.

"The failure of the system is so apparent, and yet they deny it," Walters says. "So, as you can see, a 25-year warranty turns into a joke. This is what we face in the field every day."

That's because Walters, vice president of operations for Walters Buildings, sells post-frame buildings for a living, the majority of which are roofed and sided with painted steel products. In recent years, he and other industry experts have noticed an inflation of warranty lengths, which are increasing in length at a rate not always justified by improvements in coating performance. When building owners do file claims for faulty paint systems, the result is often lots of finger pointing, little reparation.

"Warranties being issued are very ambiguous," says Walters. "I don't know how larger people are handling them, but most builders and contractors are saying, 'Hey, I hope 90 percent of people don't notice it, and we'll take care of the rest.'"

But as post-frame buildings become more expensive, and move into more high-profile areas, their performance expectations increase accordingly. It is not unreasonable to foresee a time when increasingly demanding and litigious building owners are responsible for a dramatic increase in warranty claims against builders, panel manufacturers, and paint companies.

"Most of the people making decisions on warranties aren't thinking 15 years down the road," says Walters. "We're leaving this to some other person to cover, and that's got me frustrated."

He's not the only one.

Evolution

Nowadays, most major manufacturers selling siliconized modified polyester-coated panels to the post-frame building market offer limited paint warranties that fall along these lines: 30 years for film integrity, 25 years for chalking and fading, plus or minus five years. Warranty lengths for panels coated with Kynar, a more expensive paint generally acknowledged to retain its original color better than SMPs, are slightly longer.

One major panel manufacturer details on its Web site the evolution of its products' warranties. In the mid-1980s, its standard ag panel had a 15-year film integrity and 10-year chalk and fade warranty; the lengths were 20 and 10 in 1990, 20 and 20 in 1991, then moved to 25 and 20 in 1995 with the introduction of an improved SMP paint system. The company improved that system again in 2001, bringing its SMP warranty lengths to 30 and 25 (its Kynar products carry warranty lengths of 35 and 30 years).

Paint performance and warranty lengths have taken on more importance in recent years, as post-frame buildings have shed their traditional stereotypes. "In the '70s and '80s, when these buildings were used for farm machinery storage, owners didn't notice the difference when the panels faded," says Walters. "People notice more now because these are not farm buildings, they're suburban buildings, horse barns — people take pride in how they look."

"This is going to come into play on churches, businesses, other buildings on the commercial side," says Steve Keith of

Stockade Buildings. "There's an awful lot of exposure out there for warranties."

The greater participation of architects, with their heightened demands for aesthetic performance, is another reason warranties have gained importance in recent years. Bill Croucher of Fabral points out that while buildings in which architects are involved will have a greater chance of claims being filed, most of those projects are not going to be post-frame. Those jobs will use architectural products, with different paint systems.

Length matters

The number of years attached to a paint warranty does not materialize from thin air. Coating performance can be monitored, and its future performance predicted, by product testing. One method of collecting real world performance data is using test fences in southern locations, and projecting their performance in other locations and climates. For instance, if a paint product holds its initial color to a satisfactory degree for 10 years at a South Florida exposure site, it can be reasonably predicted that the product, when used in a roofing application, will hold its color for 20 years north of Jacksonville. Accelerated testing is used, and can yield results more quickly, but is not as reliable. Panel manufacturers also test products themselves.

One problem: Paint technologies have made great strides in recent years, but many of these technologies have not had time to prove themselves in real world outdoor degradation conditions. "We keep upgrading paint systems, but we no longer have 35 years' experience on some of the current paint systems we're using," says Croucher. "Some of (how warranty lengths are determined) is based on accelerated testing, some of it is a gut feel based on South Florida testing, some of it is based on past experience."

Sometimes, commercial and market forces determine warranty lengths, rather than performance data or other technical considerations. It is a risky cycle that affects all parties along the supply chain:

A builder, looking to get a competitive advantage in his market, wishes to offer a longer paint warranty than his competitor. His panel manufacturer, looking to retain the builder's business, asks its paint supplier to warrant its paint system for a longer period of time. The paint supplier, looking to keep its customer and prevent it from migrating to another paint company, must choose between lengthening the warranty it will honor or delaying that move until performance data suggest it is safe.

The end result is a building version of keeping up with the Joneses, with everyone involved sharing the risk. Paint suppliers and coil coaters risk being hit with large claims. Panel manufacturers risk seeing their marketing claims lose credibility. Builders risk footing the bill if their suppliers determine a claim is nullified by exceptions. Building owners risk buying into a promise that might not be kept.

Learning the Language

This is an especially large risk when end users fail to take the time to read and understand the fine print on warranties. Beyond the word "warranty," the rest of the language can sound to a customer like the teacher from Charlie Brown — blah, blah, blah.

Three key terms are at the root of the confusion: film integrity, chalk, and fade. "I think consumers understand what the terms mean, but not what they mean to their product," says Randon Arney of Central States Manufacturing. "Take 'fade.' Everything fades, but looking at my panels today, what does it mean 20 or 30 years from now? Is green going to look purple, or will it still be pretty green?"

Throw in other obscure measurements (Hunter units) or testing standards (ASTM D4214-89) that are integral to the language of exceptions, and it is easy to see why warranties leave building owners hearing gibberish. In layman's terms:

Film integrity: A promise that paint film will not crack, check, or peel. Cracking covers breaks in the flat coating,

as opposed to breaks in the film caused by metal forming. Cracking, checking, or peeling caused by corrosion of the metal substrate is typically not covered under the film integrity provision. Film integrity guarantees that paint will remain on the metal surface.

Chalk: The whitish powder that forms on the surface is primarily paint resin and pigment that has been degraded by UV and moisture. Chalk is measured on a scale of 1 to 10 as outlined in ASTM 4214, the D659 test. Most SMP warranties guarantee the paint will not chalk in excess of a numerical rating 4 to 7 on roof panels, and 7 or 8 on sidewall panels.

Fade: Color fade is largely the result of in situ pigment degradation caused by UV radiation, but color loss also occurs when pigment is washed out of a resin that is pitting or dissolving. To distinguish it from chalk, fade is measured only after cleaning weathered panels of surface chalking in a specified manner. What appears to be a badly faded panel may in fact be merely chalked — which is why both measurements are important. Fade is measured in NBS or g Hunter units, with 1 NBS being the slightest color differential perceptible by the human eye.

Most SMP warranties guarantee the paint will not fade in excess of 6 to 11 NBS on roof panels, and 5 or 6 on sidewall panels. Many manufacturers will differentiate the allowable fade and chalk by color. Lighter colors are expected to chalk and fade less than certain darker colors, and these different tolerances are noted in warranties.

Claims

The claims process seems clear cut. A customer files a complaint. The panel manufacturer sends a field representative to investigate. If it appears that the claim might be covered under the company's chalk and fade warranty, the next person to visit the jobsite may be a paint company representative. Chalk and fade measurements are taken in the field, samples are taken back to a laboratory for further testing. In the end, the responsible parties are determined, and the building owner is awarded a power washing, a new paint job, or even all-new panels.

If only it were that simple. In reality, a building owner must navigate a series of obstacles in order to collect on a warranty claim. These obstacles include:

Lack of paperwork: Remember that TV you bought last year? Remember where you put the warranty information? That was only last year — most customers are not organized or diligent enough to retain warranty paperwork for building products they purchased 10, 15, or 25 years ago. This can kill a warranty claim before it gets off the ground.

Non-transferable: Even if the paperwork is located, it will most certainly indicate somewhere that the warranty is non-transferable. Given the average American moves every seven or eight years, metal-clad residential structures will likely have two or three owners during the course of their warranty coverage period, but only the first will enjoy warranty protection. This becomes less of an issue with buildings that are owned by the original purchaser for longer periods of time, like commercial buildings, or institutional structures like churches and schools — markets post-frame is moving into with increasing regularity.

Exceptions: A building owner may think his red panel has faded to something pinkish, but if a field representative or spectrometer determines that the panel's chalking and fading fall within acceptable limits covered by the warranty, the owner is out of luck. Other exceptions spelled out in warranties exempt manufacturers from liability for failures caused by acts of God; exposure to corrosive atmospheres; edge corrosion; improper packaging, processing, or shipping; any other scratching, abrasion, or impact that alters a system's integrity; improper usage (vertical panels used in a low-slope application); substrate corrosion; or faulty installation.

Who's to blame? With at least five parties potentially at fault in any claim situation, finger pointing is bound to follow. Did the paint company supply a bad batch? Did the coil coater clean the substrate properly, use proper pretreatment, apply enough paint? Did the panel manufacturer fabricate the panel using proper handling and storage procedures to prevent scratching and abrasion during the roll forming process? Did the builder leave the panels uncovered at the jobsite for two weeks during a rainy season? Did the building owner plant a pine tree too close to the roof?

The answers are difficult to come by one year after installation, and determining the responsible party becomes increasingly difficult 10, 15, 25 years down the road. Sometimes the process is simple, with one company along the supply chain admitting fault and shouldering the burden for repairs. But there are plenty of long, drawn-out claims processes in which responsibility is passed from one company to another, and costs are grudgingly split — or never paid.

Improvements

Just as the coatings on metal panels have been improved, their warranties also can be improved. By taking preventative measures today, the industry would be spared hardships brought about by a rising number of claims several decades from now. Conversations with builders, panel manufacturers, and paint companies yielded the following suggestions.

Shorten warranties: This is wishful thinking. The likelihood of getting every single panel manufacturer, from national players to regional roll formers, to essentially forfeit a key component of their marketing plan would be next to impossible. Even if the industry reached a consensus to shorten paint warranties to lengths more reasonably determined by real world performance data, such an action would likely violate anti-trust regulations. But a 10- or 15-year, no-questions-asked warranty, with no fine print and no exceptions, would make things easier for building owners to understand, and easier for manufacturers to cover with confidence.

Registration: What if building owners didn't have to sort through old files to find their warranty certificate? American Building Components lets customers register their warranties with a simple form online. "That way we have that information on hand long-term, our customers are not

required to go back and dig that up," says ABC's Bill Coleman.

Simplification: Is it really necessary to include seemingly endless lines of legalese in a warranty? Unfortunately, the answer in the eyes of lawyers is yes. No company wants to leave open a loophole and be stung by a large claim that was not its fault. But warranties can be condensed to one or two pages. Even more important is explaining terms of the warranties in an easy-to-understand language.

Expectations: Metal roofing and siding is promoted as a lifetime building product that will hold its aesthetic and weather tightness qualities longer than competing systems. But that does not mean it is maintenance-free. In the world of building products, decks need annual maintenance, as do gutters, windows, and siding. In the world of metal products, cars need regular washing, waxing, and other work to maintain their appearance and performance. Why should metal building products be different?

Builders should inform their customers up front that a certain amount of maintenance will be required to keep their buildings in top shape. "We try to give them realistic expectations," says Coleman. "A homeowner buys a metal roof and 30 years from now expects it to look the same as when they bought it. We seem to get questioned on it, but our paint is no different than auto paint — you would not expect to purchase an automobile and drive it for 30 years without maintaining it and expect it to look the same as when you bought it."

Education: Along those lines, there is a greater need for increased knowledge of paint products among all parties, particularly the further the product gets from its original manufacturer. If a builder does not understand and articulate what chalk and fade mean, it is unrealistic to expect his customer to grasp the concepts. "I think it's an education from the vendors of the paint to the roll formers to the customers to the end users," says Arney. "We go to paint classes with our paint supplier, it's very basic: here's what (the coating) looks like now, here's what it will look like 20 years from now; here's what the competition looks like now, here's what it will look like. It's going to take a massive effort." Coleman says ABC offers an easy-to-understand illustrated guide along with its Millennium 3000 paint system warranty. The guide details the coating system components, shows what colors look like at various levels of fading, explains the elements of paint systems, provides reasons for paint failure, and compares chalk and fade performances of various paint systems.

The future

Paint warranties are not an issue that has reached a crisis state. Paint technologies are improving all the time, and it is realistic to expect coatings to perform markedly better than they did 20 years ago. As long as members of the supply chain make a good faith effort to remedy legitimate warranty claims from building owners, any product shortcomings should be well covered.

But there are plenty of problems that could mushroom if not addressed soon. Longer warranty lengths driven by marketing concerns, rather than technical data, will lead to much finger crossing by builders, panel manufacturers, coil coaters, and paint companies in the latter stages of a product's warranty period. Improperly handled claims, where finger pointing leads to a delayed or unsatisfactory conclusion for the building owner, can breed dissatisfied customers. Even worse is the negative word of mouth that accompanies building products that fail to meet expectations, which could drive building owners to rival systems.

Warranties are an issue that, if not addressed, could haunt the post-frame industry well into the future.

"Fifteen, 20 years from now I want to be selling steel, not processing claims," says Coleman. ***FBN***

BY RANDY CHAFFEE
THE # HybridRoadWarriorRandy

Rebuilding Trust

With well over four decades in the post-frame industry, I can tell you this… I've messed up. Yup. Sure did. More than once. So when I write about rebuilding trust, it's not just advice. It's from the heart. I've lived it. I've blown it. And I've had to find my way back.

Know You Messed Up, and Be First to Say It

The worst thing you can do is pretend it didn't happen. Contractors, builders, and suppliers can smell a cover-up like a dead possum in August. If you've missed a promise, snapped under pressure or pushed a deal too hard, the first step is to admit it…. and quickly.

A simple, "I screwed that up," goes a long way. No fluff. No long-winded excuse. Just say it. People appreciate humility and honesty more than they appreciate perfection. Especially in our trade, where most of us respect a person who owns their mistakes.

Let's say you botched a delivery date. Instead of saying, "We had some unexpected supply chain issues," say, "I told you it would be here Tuesday. It wasn't. That's on me." Then shut up and let it land.

Don't Over-Explain. Fix It.

It's tempting to go into lawyer mode and rattle off all the reasons why something happened. Don't! They don't care that the coil mill had a delay or the truck broke down in Paducah or that your assistant was out sick. They want to know what you're going to do about it.

Here's the deal. Credibility doesn't come from what you say. It comes from what you do next.

Can you get product out faster? Can you knock something off the invoice? Can you show up in person and put boots on the ground to make it right? Action talks. We start repairing the relationship when we stop explaining and start solving.

Apologize in Person (Or as Close as You Can Get)

If it's a big screw-up, something that costs time or money, don't hide behind a text. Pick up the phone. Better yet, get in your truck and go see them. In person, eye to eye if at all possible.

You'd be amazed at how much tension can be cut just by showing up. Even if they're still mad, the fact that you were willing to face the music gives them something to respect. It's one of those old-school values that still matters in the post-frame world. And it's one more reason why Zoom will never replace the road.

Let Them Vent. Don't Get Defensive.

When you mess up, people want to be heard. Let them say what they need to say. Let them unload.

Your job in that moment isn't to argue or justify. It's to take it. Nod. Listen. Absorb.

I've sat across from folks red in the face, dropping four-letter words like screws off a metal roof and I just sat there and took it. And when they were done, I said, "I get it. I'd be mad too." Nine times out of ten, the temperature drops immediately.

Defensiveness only makes it worse. Letting them vent shows respect, and it keeps you in the game.

Rebuild with Consistency

You don't win trust back with one grand gesture. You earn it one little action at a time. It's going to be an incremental process.

Show up on time. Return every call. Follow through. Keep your word… especially on the little things. This is what they're watching now.

It might take a few weeks. It might take a year. But if they see that you're still the same person but just a little humbler and a little sharper, they'll come back around. Trust in this business is built with repetition, not charm.

Don't Expect Them to Forget. Earn the Right to Move Forward.

One of the mistakes I see sales folks make is assuming that just because you apologized, the other person should act like it never happened. That's not how it works.

People remember. Especially when it cost them money, time, or a headache with their customer. Your goal isn't to erase the past. Your goal is to prove that you've learned from it and that it won't happen again.

That's how you get a second shot, and if you handle it right, sometimes that second shot turns into your strongest relationship.

Learn the Difference Between "Done" and "Needs Time"

Not every relationship can be salvaged. That's just the sad truth. Sometimes the bridge is burned and it's best to own it and move on.

But more often than not, the relationship just needs time to cool down. That doesn't mean you stop showing up. It means you stay present without pushing. You keep sending the monthly specials. You wave at them at the trade show. You like their post when they finish a job.

You stay visible without being a pest. Then, when they're ready—and they will be at some point—you're back in the mix.

Keep Score in Years, Not Weeks

You don't build a book of loyal customer friends in a month or a quarter. You build it over years. Maybe decades. And those relationships will go through seasons. Some good and some not so good.

The ones that last are the ones where both sides can weather a mistake or two.

When you look back at your best customers, I'll bet there was a time when

you blew it. And I'll bet there was a time when they did too. That's part of it. What matters is how you showed up afterward.

Be Proactive About Preventing Future Mistakes

After a misstep, it's crucial to analyze what went wrong and fix the system. That might mean tightening up your scheduling, over-communicating on orders, or sitting down with your team and walking through what got missed. What matters is that you show you're serious about making sure it doesn't happen again. Let your wronged customer know what you are doing to prevent this again. This shows us you care, you learned and are serious about preventing future issues. This kind of follow through builds long term respect. Even if nothing has changed, text communication is still key. Just hearing from you indicates you're on it and not avoiding it. When folks feel seen and heard, even the worst problems seem more manageable.

Ask What They Need, Then Do It if at All Possible

When the dust settles, ask, "What would help fix this for you?" Then shut up and listen.

Sometimes what they ask for is smaller than you expected. Sometimes it's bigger. Either way, you learn what matters to them, and that lets you respond like a pro.

Show Empathy Without Groveling

There's a line between apologizing and begging. You don't need to grovel. Just be real. An apology is respected… desperation is not.

"Man, I hate that I put you in this spot. I know that wasn't easy. I'll do what it takes to fix it."

Say it like a grown-up. No dramatics. No script. Just real words from a real person.

Offer Something Tangible If It Fits

Sometimes it helps to offer a gesture. A discount. A freebie. A make-good.

Not because you're buying your way out. But because you're backing your apology with something real. It shows skin in the game, and it gives them a reason to give you another shot.

Train Your Team To Catch It Sooner Next Time

If the mess-up involved your crew, your inside sales team, or anyone else, use it as a teachable moment.

Go over it together. Figure out where the communication broke down. Make it clear that owning mistakes is part of the culture. Because the faster we catch things, the less cleanup we have to do later.

Reflect and Move Forward Better

Every mistake has a lesson baked into it. Figure out what it taught you.

Then use it. Sharpen your systems. Adjust your expectations. And remind yourself that your reputation isn't about perfection. It's about how you handle the rough patches.

Final Thought: One Move Can Turn It Around

In this business, you're never more than one good move away from turning a mess into a comeback.

People respect ownership. They remember effort. And if you follow through with consistency, the same folks who were frustrated will be the ones shaking your hand at the next show and telling others how you stepped up.

Your best customer might be the one you almost lost. If you handle it right. ***FBN***

Randy Chaffee brings four-plus decades of experience to the post-frame and metal roofing industries. A board member for the Buckeye Frame Builders Association and the National Frame Builders Association, follow his podcast at facebook.com/BuildingWins. Those with no web access can call (814) 906-0001 at 1 p.m. Eastern on Mondays to listen.

Framing a Stronger Future

Building Workforce Loyalty with the Six Gears of Grategy®

By Lisa Ryan, CSP

The post-frame construction industry is evolving. With increasing automation, advanced materials, and modern equipment transforming how buildings are designed and constructed, one truth still stands: no matter how advanced the tools, your greatest asset is your people.

Across framing companies, a persistent challenge remains: **attracting, engaging, and retaining skilled workers.** We invest in equipment, tools, and technology, but to stay competitive, we also need to invest in the people who operate them, manage the job sites, and keep projects running smoothly. That's where workplace culture comes in.

As a speaker and culture strategist working with skilled trades across the country, I developed the **Six Gears of Grategy®**, a framework designed to help construction and post-frame building companies create a culture where employees feel valued, connected, and committed to staying long term.

1. Attitude: The Foundation of Culture

Culture starts with mindset. Whether you're leading a crew or showing up for your first day on the job, your attitude affects everything, from team morale to job site safety.

In a framing operation, things can change fast, weather delays, supply chain issues, last-minute client requests. A positive, solution-focused mindset keeps teams moving forward. It also influences how others respond to challenges.

Ask yourself:

- Are you modeling the behavior you want to see in your crew?
- When problems arise, are you focused on solutions—or stuck in blame mode?

To strengthen the Attitude gear:

- Lead by example, especially when things go wrong
- Encourage curiosity and flexibility in how problems are solved
- Reward team members who step up with positive energy
- Challenge yourself and others to see change as an opportunity

2. Appreciation: Strengthening Your Mindset from the Inside Out

Before you can genuinely appreciate others, it starts with how you view your own workday. Appreciation in this context is personal, a daily practice of noticing what's going right, even when the job gets tough. In the framing industry, where conditions change quickly and pressure runs high, this mindset becomes a stabilizing force.

Your gratitude practice doesn't need to be complicated. It's about training your brain to focus on the wins, no matter how small. Did a delivery show up on time? Did your team problem-solve without needing direction? Did the weather finally cooperate? These moments matter.

When you intentionally look for the good, it changes your perspective. You become more resilient, less reactive, and better equipped to lead by example. Over time, that personal mindset shift influences how you interact with your team, and how they respond to you.

Ways to build a personal gratitude habit:

- Begin each day by identifying three things going well at the job site
- End the day by noting three "wins," such as smooth installs, team cooperation, or fewer delays
- Look for lessons or silver linings in the day's challenges
- Keep a small notebook in your truck or toolbox to jot down positive moments
- Reflect weekly on patterns, what's working, what's improving, what you feel good about

When you start from a place of appreciation, it becomes easier to recognize effort, stay positive under pressure, and lead with purpose. This internal shift lays the foundation for a stronger, more unified crew.

3. Access: Opening Pathways to Growth

The next generation of tradespeople wants to know there's a future for them. Access to leadership, learning opportunities, and career development signals that you're building more than just buildings, you're building careers.

Whether it's training a carpenter to run a crew, or cross-training laborers in layout, **development pathways reduce turnover** and strengthen your internal talent pool.

You can increase access by:

- Encouraging field teams to bring ideas to management
- Holding informal Q&A sessions between leadership and crews
- Offering hands-on training for certifications or new tools
- Creating clear steps for advancement from laborer to lead

4. Applause: Recognizing the Craft

Recognition doesn't have to be formal or flashy, but it must be consistent. Acknowledge great craftsmanship, safe work, and problem-solving when you see it. When people know their work matters, they bring more honor to it.

Peer-to-peer recognition is especially powerful in trades. Crew members know the effort it takes to get things done right. When a framer gives props to another for clean corners or quick thinking, it strengthens trust.

Ways to recognize excellence on your team:

- Celebrate project milestones with a crew lunch or bonus

• Highlight individual and team successes in company newsletters or meetings

• Use recognition to reinforce core values, like safety, integrity, or quality

• Give crew leads recognition tools they can use on the jobsite

5. Acts of Service: Building Beyond the Jobsite

Construction companies with strong community ties often find it easier to recruit and retain talent. People want to work for companies that **give back and do good,** especially younger workers entering the trades.

Support local high school construction programs. Bring students to job sites. Donate materials. These small acts build your talent pipeline and strengthen your reputation in the community.

Practical ideas for service in the framing industry:

• Sponsor a trade program at a local technical school

• Offer ride-alongs or mentorships for interested students

• Provide paid volunteer hours for team members

• Partner with veterans' organizations to train and hire returning service members

6. Accountability: Owning the Outcome

In construction, accountability isn't about blame, it's about **ownership**. Everyone on the crew should know what's expected and have the tools to meet those expectations. When accountability is done right, it fuels excellence.

Accountability starts with clear communication. Do your crews know what success looks like? Do they have input into how goals are set? Are they getting feedback along the way?

To improve accountability:

• Set and review clear metrics (e.g., job completion timelines, safety benchmarks)

• Provide real-time feedback and adjust expectations as needed

• Share what's working, and where improvements are needed, across teams

• Create a no-blame culture where mistakes are learning moments

Putting the Gears in Motion

Post-frame companies that want to stay competitive must do more than build strong structures, they must build strong cultures. Workers today are looking for more than a paycheck; they want purpose, appreciation, and growth.

The **Six Gears of Grategy**® give you a practical, proven roadmap to create a workplace where people show up, step up, and stick around. When all the gears work together, they generate momentum, loyalty, and long-term success. ***FBN***

Post-Frame Builder Show

Post-Frame Builders Come Out In Force To Manheim, Pennsylvania

By Karen Knapstein

The Spooky Nook Sports Complex in Manheim, Pennsylvania, hosted a gathering of post-frame construction professionals during the second annual Post-Frame Builder Show June 25-26.

With more than 1,100 confirmed attendees, it was the largest show to date for show producer Shield Wall Media.

Attendees enjoyed a host of amenities in addition to the nearly 100 exhibitors that packed the show floor. The well-attended Barndominium Business Panel, held Wednesday morning, captured the interest of attendees. Moderated by Randy Chaffee, the panel included TJ Norris of The Barndo Co., Stephanie Caffee of First Federal Bank of Kansas City, Keith Dietzen of SmartBuild Systems, and Trent Wagler of Graber Post Buildings. All the panelists agreed: The growing interest in barndominiums means growing opportunities for post-frame builders.

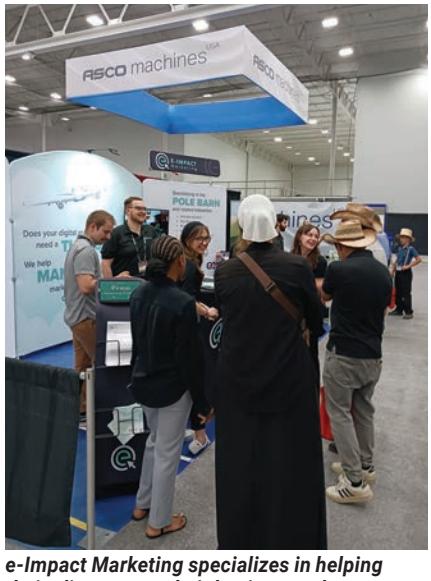
Mark your calendars: Next year will see the first annual Rural Builder Show in Gatlinburg, Tennessee, February 4-5, 2026. And the third annual Post-Frame Builder Show will be held June 24-25, 2026, at UPMC Arena, York Expo Center, York, Pennsylvania.

Without further ado, here are a few of the sights seen during the two-day Post-Frame Builder Show. ***FBN***

Attendees learn about Buffalo River Truss, which has been crafting high-quality steel trusses for the post-frame industry for more than a decade.

Post-frame professionals flocked to Manheim, Pennsylvania, to make connections and better their businesses.

Sponsored by Red Dot Products, a complimentary breakfast was served each day of the show.



e-Impact Marketing specializes in helping their clients grow their businesses by improving their online presence and generating leads online.

Attendees try out tools from Boss Tool Company.

The Dutch Tech sales crew was ready to get down to business and talk about reflective thermal insulation.

Brad Wasley (L), Sadie - Chief Morale Officer & Lead Generator, and M.J. Wasley are awarded Ace Clamp's 11th Metal of Honor award and third Gold Key of Excellence award.

Pole Barn Guru Mike Momb, Hansen Pole Buildings, made himself available during an early-morning session: "Ask The Pole Barn Guru Anything."

This model in the Superior Trusses booth grabbed a lot of attention.

Attendees could try out the Van Mark equipment that was on exhibit.

Attendees could see just how easy it is to design and create take-offs with software by SmartBuild Systems.

Stephanie Caffee of First Federal Bank of Kansas City gave a talk on barndominium financing.

(LEFT) The hearty attendance at the Barndo Business Panel indicated a lot of interest in the opportunities that residential post-frame buildings offer builders.

POST-FRAME BUILDER SHOW

Aaron Beiler explains features of the Tow-A-Lift, as found in the Equipter booth.

Dalam Welding specializes in aluminum welding and fabricating, building aluminum walk planks, man lifts, self contained attic stairs, wall hanger brackets (for manual walk planks) and fuel tanks, all for the construction industry.

These photos show how the XED Extreme Duty auger drive indicates whether the post-hole auger is level.

Editor Karen Knapstein presents Ken McDonnell of Post Protector with the company's 11th Gold Key of Excellence award from Rural Builder magazine.

Mark Stover of Perma-Column led an educational session about post-frame foundation options.

rFOIL's Kelly Myers accepted the company's 10th Gold Key of Excellence award from Rural Builder magazine. Kelly was recently elected to a director position on the board of RIMA International.

Ken McDonnell explains the necessity of eliminating contact between wood-damaging elements in soil and the environment in the Post Protector booth.

Graber Post Buildings staff (L-R) Kevin Fox, Trent Wagler, Matt Meredith, Delmar Wagler, and Tim Fox receive the company's 23rd Gold Key of Excellence award and fourth Metal of Honor award.

For exhibiting and sponsorship opportunities at future Shield Wall Media events, contact Missy Beyer at missy@shieldwallmedia.com or 715-350-6658.

SHOWTIME

THE $50 PRE-REGISTRATION FEE FOR ADMISSION COVERS BOTH DAYS AS WELL AS THE INFORMATIONAL SESSIONS.

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FROM THE PUBLISHER OF ROLLFORMING MAGAZINE

2025 Construction Rollforming Show

OCTOBER 1-2, 2025

Dayton Convention Center, Dayton, OH

constructionrollformingshow.com

FROM THE PUBLISHER OF RURAL BUILDER MAGAZINE

2026 Rural Builder Show

FEBRUARY 4-5, 2026

Gatlinburg Convention Center, Gatlinburg, TN

ruralbuildershow.com

FROM THE PUBLISHER OF FRAME BUILDING NEWS MAGAZINE

2026 POST-FRAME BUILDER SHOW

JUNE 10-11, 2026

UPMC Arena, York Expo Center, York, PA

postframebuildershow.com

For Exhibitor Information Contact Missy Beyer:

missy@shieldwallmedia.com ▪ PH 715-350-6658 ▪ FAX 1-715-227-8680

HAVE A NOTABLE POST-FRAME PROJECT?

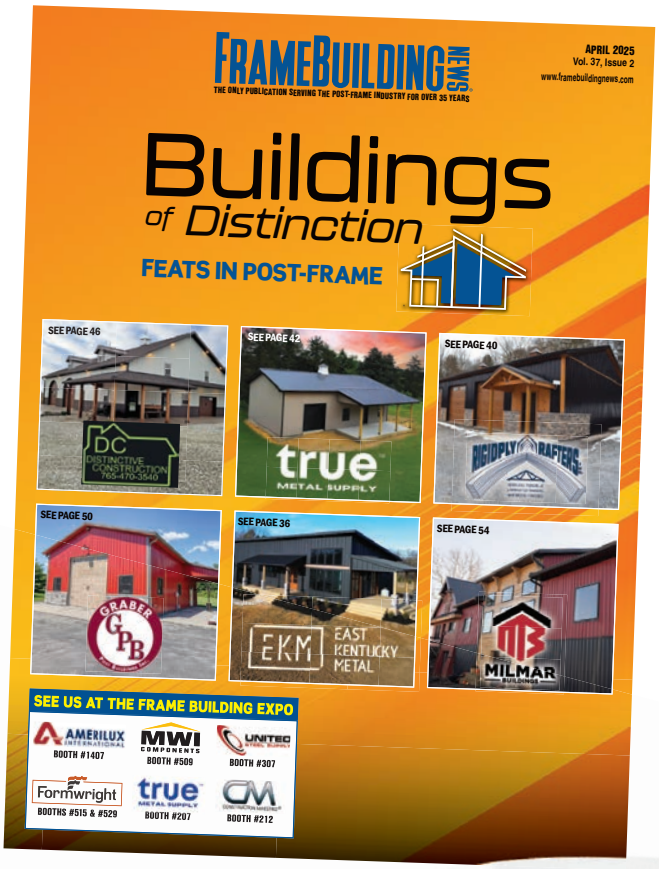
Buildings of Distinction

FRAMEBUILDING NEWS

We're looking for finished post-frame buildings to feature in the April issue of *Frame Building News*. Submit your project, along with building specifications and the materials used in its construction.

No matter the building type—Agricultural, Residential, Commercial, or Special Purpose—we welcome your contribution to showcase the versatility of post-frame construction.

This is a free editorial opportunity that positions your work as a model for others in the industry to follow.



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Post-Frame Garage

A simple and eye-catching storage space

CMT Components
cmtcomponents.com

PROJECT DETAILS

BUILDER: Dutch Builders, www.dutchbuilders.com

LOCATION: Sardinia, Ohio

PROJECT & SIZE: Garage, 24' x 28' x 10'

PRIMARY SUPPLIER: CMT Components

ROOF PITCH: 4/12

COLUMNS: Monarch Columns LLC (Crofton, Kentucky) treated laminated columns

ROOF & WALL PANELS: CMT Components, C-LOC, Taupe

TRUSSES: CMT Trusses

FASTENERS: SFS INTEC screws

WALK DOORS: Plyco 95 Series

WINDOWS: Pella Encompass Series

CLOSURE STRIPS: Ventco by Lakeside

INSULATION: Therma Guard by Dutch Tech, Inc.

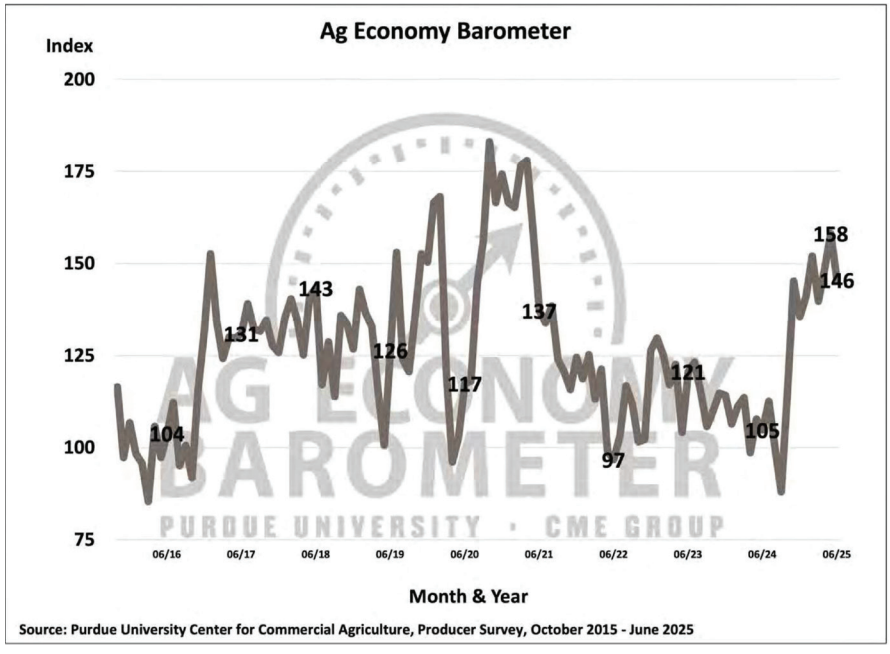
OVERHEAD DOORS: CHI Overhead Doors

This 24' x 28' garage pole barn was built with a CMT Components Pole Barn Kit. The kit included the doors, windows, and metal trusses for these builders to create a simple and eye-catching storage space for vehicles and more. With a single-entry door, siding details, and concrete pathway, the pole barn garage kit blends nicely into this neighborhood but could also work well in an agricultural space or more suburban area. This cost-effective design is durable and low maintenance without an aesthetic sacrifice! ***FBN***

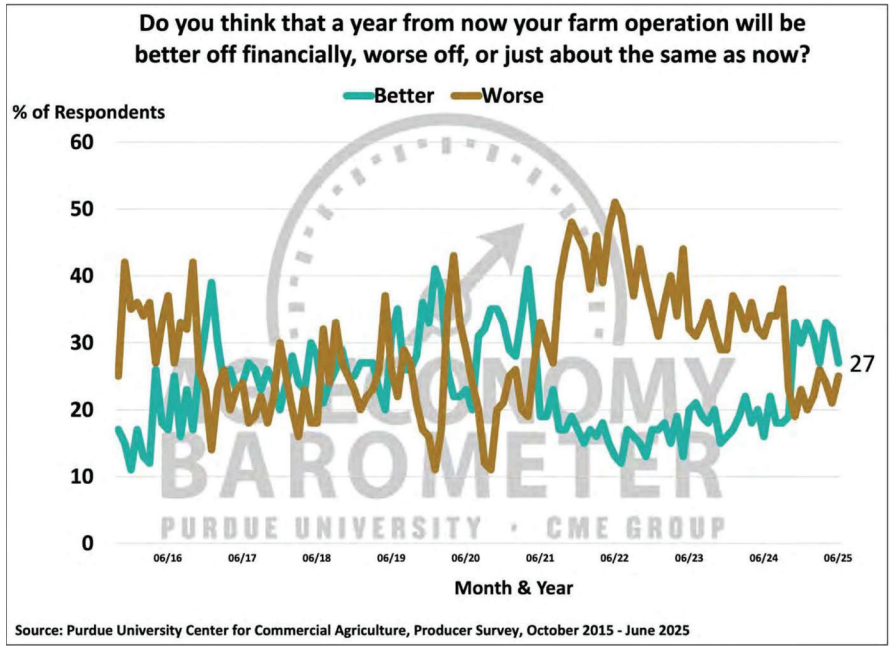
CONSTRUCTION SURVEY INSIGHTS

By Gary Reichert, Publisher

Ag Sector Looks Promising for Post-Frame Market



Source: Purdue University Center for Commercial Agriculture, Producer Survey, October 2015 - June 2025



Source: Purdue University Center for Commercial Agriculture, Producer Survey, October 2015 - June 2025

In the CSI columns we rely heavily on the results from our proprietary surveys. This provides current information and data specific to our subscribers and the businesses we interact with. It is also valuable to aggregate information from other resources. This allows us to corroborate the data we generate and provide context to the information we generate.

When looking at broader industry data it is critical to remember that most data looks at wider categories within the industry and may not be granular enough to be applied directly to a specific niche. That said, here are some *nuggets* from other data sources with attributions to allow you to return to them in the future.

The health and market sentiment for agriculture has an obvious relationship to the types of construction covered in *Frame Building News* magazine. Purdue University is a great source of agricultural industry information and market sentiment. They issue a monthly

Ag Economy Barometer and conduct an annual Producer Survey.

The June Barometer result (released June 3, 2025) is 146. Lower than May 2025, but the third highest since May 2021. Find the Ag Economy Barometer on the Bloomberg Terminal [https://www.bloomberg.com/professional/]: AGECBARO, AGECCURC and AGECFTE.

The Purdue University/CME Group Ag Economy Barometer is a nationwide measure of the health of the U.S. agricultural economy.

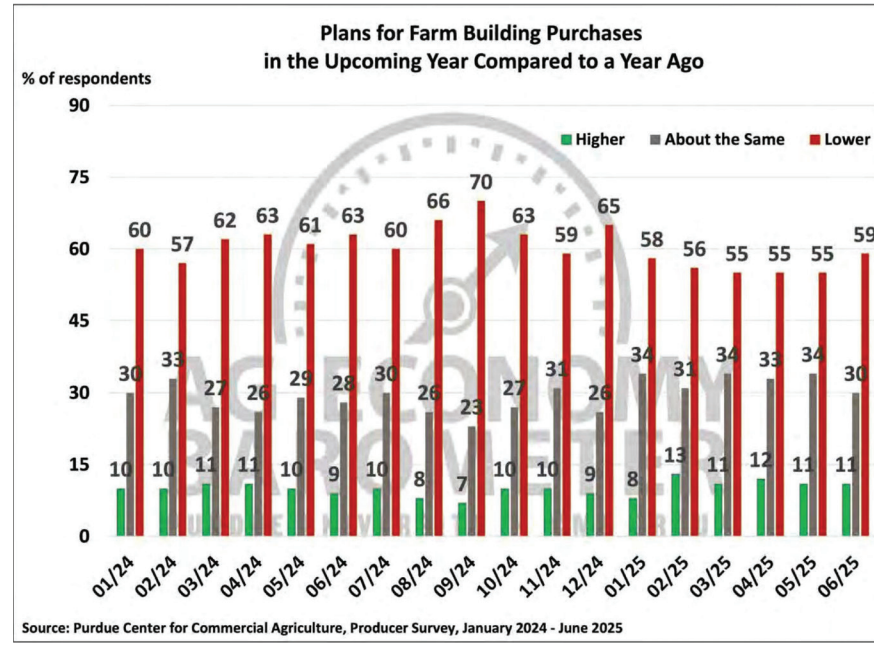
One interesting chart for *Frame Building News* readers is titled "Do you think in a year from now your farm operation will be better off financially." Comparing June data since 2021, this is the first time where "Better off" was above "Worse off."

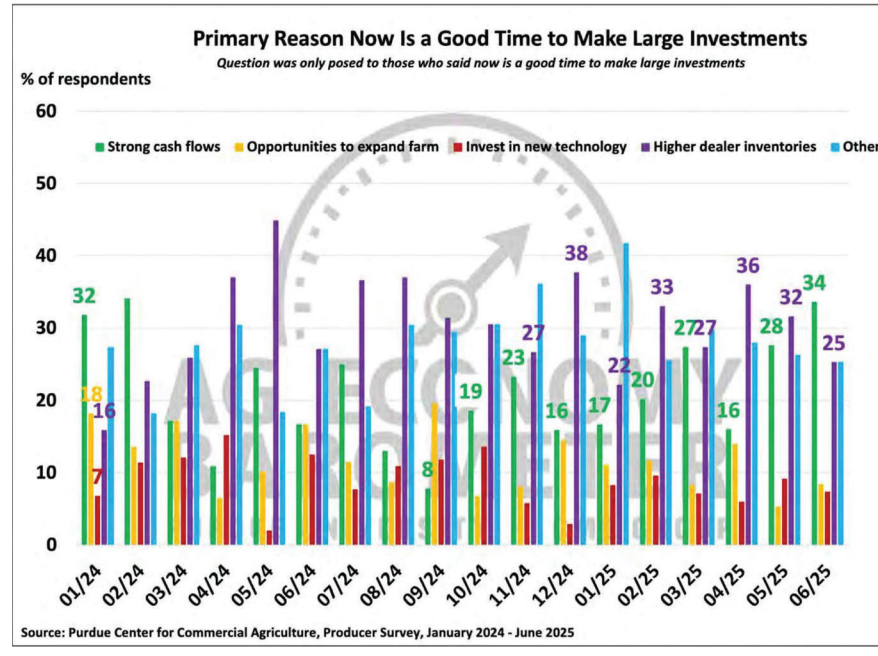
Another data set is "Plans for Farm Building Purchases in the Upcoming Year Compared to a Year Ago." Despite the title specifying "Compared to a Year Ago," the numbers are stable over the last two years. This could be an indication of general sentiment rather than an actual year-over-year comparison.

The first two tables relate to the "Primary Reason Now is a Good Time to Make Large Investments." The number one reason is anticipated strong cash flow.

According to the data from Purdue University, the outlook for agriculture and ag construction appears significantly more positive than it has for four years.

More information and the charts provided can be found at https://ag.purdue.edu/commercialag/ageconomybarometer/charts/. **FBN**





Ag buildings=opportunity. PHOTO COURTESY OF MILLER'S PREMIER CONSTRUCTION, WOOSTER, OHIO.

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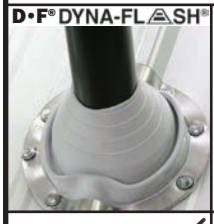

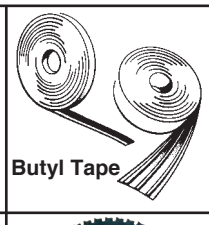

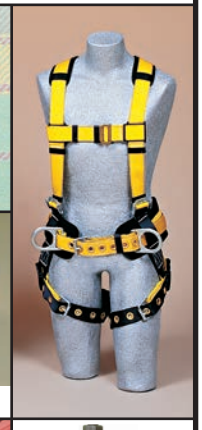

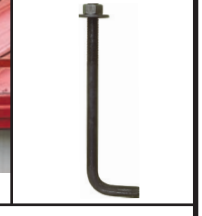

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