

2026

POST-FRAME ■ RURAL ■ PLAIN
BUILDER  **SHOW**
GUIDE

UPMC ARENA, YORK EXPO CENTER • YORK, PA
JUNE 10-11, 2026



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ORANGER POST BUILDINGS, INC.

PRESENTED BY THE PUBLISHER OF FRAME BUILDING NEWS MAGAZINE

EXHIBIT FLOOR MAP
PAGES 28-29

An All-Access Event

Your show badge is your ticket to the exhibit floor, panel and seminars.

EXHIBIT HALL HOURS:

Wednesday: 10:30 a.m.-5:00 p.m.

Thursday: 10:00 a.m.-5:00 p.m.

SEMINAR SCHEDULE:

Wednesday: 8:00 a.m.-10:00 a.m.

Thursday: 8:00 a.m.-10:00 a.m.

SEMINARS:

The location of these seminars are in conference rooms A & B.

WEDNESDAY, JUNE 10

TIME	SPEAKER	COMPANY	TRACK	TOPIC	ROOM
8 AM	Randy Chaffee	Source One Marketing	Building Success Learning Center	You're Not Selling a Pole Barn	A
8 AM	Jon Gurtad	Power Lift Doors	BarnDominator Learning Center	Large Door Master Class	B
9 AM	Andrew Boyle	Making Sales Simple	Building Success Learning Center	Simple Wins: What I Learned on the Way Up (and Down)	A
9 AM	Tim Martin	Levi's Building Components	BarnDominator Learning Center	Snow Retention Best Practices	B

THURSDAY, JUNE 11

TIME	SPEAKER	COMPANY	TRACK	TOPIC	ROOM
8 AM	Paul Williams & Brian Rodgers	Foortek	BarnDominator Learning Center	Requesting Quote for Rollforming 101	B
8 AM	Joel Stevie	E-Impact Marketing	Building Success Learning Center	Winning More Projects	A
9 AM	Randy Chaffee Cole Wofford Todd Palmer Chris Miller Joe Shimp	Source One Marketing Graber Post Buildings, Inc. Rigidly Refers, Inc. First Federal Bank of Kansas City Construction Connects by Connects	BarnDominator Learning Center	BARNDOMINUM BUSINESS PANEL DISCUSSION	A & B
10:30	Kathleen Riley	ShieldWall Media		Meet the Editor of Frame Building News	A & B

Don't wait until the last minute to arrive — seating is limited. Schedule and topics subject to change due to speaker availability.

Welcome To The Show

Hello and welcome to the 2026 Post Frame Builder Show. Beautiful Pennsylvania has once again welcomed us with open arms and we are ready for two days of education, commerce, food, and fun. We have put together an excellent group of speakers and exhibitors and have a full schedule to help you build your business during this great event.

The second annual Barndominium Business Panel will take place on Thursday this year. Subject matter experts will address important industry topics and answer audience-submitted questions. Be sure to attend this discussion as well as the other seminars each morning before the show doors open. While there, enjoy a coffee and some breakfast with our sincere thanks for attending.

One of the things I love most about our events is that they are family friendly. Shield Wall Media is committed to helping the industry grow and we want to give the next generation of construction professionals a place at our events and of course we want our attendees to be able to extend their visit along with their families when possible. Located on our show floor is our "Max's Rest and Refresh Area" this space is there for our attendees to take a break and our smaller guests to enjoy some down time. That space is sponsored in part by Acu-Form and ASCO USA. If you are attending with a younger guest, be sure to ask at registration for

a special coloring tote bag featuring our company mascot Max. Max is the star of his own book series - Max Builds.

Wednesday evening you are invited to a complimentary meal with entertainment just off the show floor. This is a great opportunity to mingle with the exhibitors you want to do business with and to unwind after a long day on the show floor.

Next year, we will be hosting this show June 23-24 at the Century Center in South Bend, Indiana. I know you will miss us if you need to wait so long to see us again, so join us in Gatlinburg, TN for the Construction Reforming Show September 16-17

While here, please take the time to thank our speakers, show sponsors and the staff that help it to all run smoothly. Without them this event could never have come together.

If you have suggestions or questions or want to exhibit at any of our shows, call me or drop me a line. I would love to hear from you.

Have a fun, educational and profitable show!

Misty Beyer

Shield Wall Media

Director of Events

PH: 715-350-6658 Fax: 715-277-8680

misty@shieldwallmedia.com

Welcome to the 3rd Post Frame Builder Show and York, PA.

This is the first of our shows where we have the newest Max Book, Max Builds a Pole Barn. If you are not familiar with our Max Builds books, they are targeted at young children to give them an early positive exposure to the construction industry. We need more young people going into the trades. You will see people carrying books with a drawing of a happy Malamute who likes to build things. Meet Max.

We give these books away to people in the trades, professional associations, schools, libraries and home school groups.

We have the schools and home schooling people designing and



sharing activity books, lesson plans and unit plans. We will share these for free when they are ready.

The third book in the series Max Builds a Barndominium should be released at the Construction Reforming Show.

We have the books at our booth and the sponsors may have books at theirs. The sponsors who are making this initiative possible are: AceClamp, AJ Manufacturing, ASCO USA, Best Buy Metal Roofing, Dutch Tech, Green Post, Leland Industries, Protech Steel, Rapid Framing Systems, Ridgeline Safety Systems and United Steel Supply.

If you appreciate companies helping bring future generations into the trades, stop by their booths and let them know. We could not do this without help.

Gary Reichert

CEO & Publisher, Shield Wall Media

Booth #600



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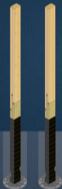
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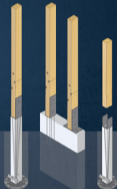
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Learning Opportunities

Your Success Is Our Priority

Here at the 2026 Post-Frame Builder Show, you all have full access to everything the show has to offer at no additional cost. Sponsored by *Frame Building News*, the largest and oldest post-frame publication in existence, our goal is to provide you with the information from the experts and access to the products and services you need to make your business more successful.

Again this year is the Barndominium Business Panel, which will focus on various aspects of building a successful residential post-frame business. Industry experts will share insights on key challenges—including securing customer financing, cultivating strong supplier relationships, leveraging design tools, and selecting materials ideally suited for post-frame homes. The moderated session will begin with panelists addressing pre-submitted questions before opening to inquiries from the audience.

Each day of the show features two tracks of informational sessions that focus on the post-frame industry. One track, the Barndominium Learning Center, is dedicated to the post-frame residential sector, while the other, the Building Success Learning Center, is comprised of topics that all post-frame businesses will benefit from—regardless of their specialty.

Here's a rundown of the topics and speakers you'll find here at the show.

WEDNESDAY

8 AM WEDNESDAY:

You're Not Selling Pole Barns

Location: Conference Room A
Building Success Learning Center

If all you're selling is posts, trusses, and steel, you're in a price fight. But when you learn to sell the lifestyle, the purpose, and the emotional connection behind the building, everything changes.

This high-energy session will dive into relationship selling, standing out in a commodity-driven market, and how to move beyond simply pricing structures to creating real customer connection and long-term value.



Veteran sales professional, speaker, and industry personality **Randy Chaffee** challenges builders to rethink what they're really selling.

8 AM WEDNESDAY:

Large Door Master Class

Location: Conference Room B
Barndominium Learning Center

A focused training experience designed for builders, dealers, and industry professionals working with large hydraulic door systems. This masterclass covers key design considerations, installation best practices, hydraulic and structural components, and proven strategies for successful large-door projects. Whether you're new to PowerLift Doors or looking to expand your expertise, this session will provide practical knowledge and real-world insights to help you confidently plan, sell, and install large hydraulic doors.



Jon Gustad
PowerLift Doors

Jon Gustad is the Director of Business Development for Pow-

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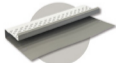


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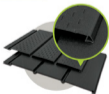
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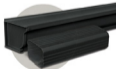
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erLift Doors, bringing more than 20 years of experience in the building construction industry. He specializes in developing strategic partnerships, driving business growth, and helping customers find innovative hydraulic door solutions for a wide range of agricultural, commercial, and aviation applications.

9 AM WEDNESDAY:

Simple Wins:

What I Learned on the Way Up (and Down)

Location: Conference Room A
Building Success Learning Center

Competing on price alone is a race to the bottom. This session focuses on how dealers can create value through branding, trust, presentation, customer experience, and differentiation to attract more customers and improve closing ratios.

Andrew Boyle is the cofounder of Making Sales Simple and the Shed Sales Summit, and the operator behind Simple RTO. With more than 15 years of experience in retail sales, marketing, and customer experience, Andrew has helped businesses across the shed industry improve their branding, lead generation, and sales processes. He also works alongside the teams behind Simple Shed Marketing and Simple CRM, helping companies grow through modern marketing, automation, and real-world sales strategies. Known for his high-energy, no-fluff approach, Andrew focuses on practical ideas that help dealers stand out, increase traffic, and create better customer experiences in an increasingly competitive market.



Andrew Boyle,
Making Sales Simple

9 AM WEDNESDAY:

Requesting Quote for Rollforming 101

Location: Conference Room B
Baendominium Learning Center

This session will break down what information typically Roll Forming manufacturers would need to provide an accurate quotation. It will break down differences between simple and full complex roll forming lines, tooling or machines / presses only. Information recommended for a quote request and Examples of RFQ's gone wrong will be presented. There will be time at the end to welcome and address your questions.

Paul Williams is the Vice President of Business Development for Forntek & Forntek Regional Sales Manager - West. He has

over 42 years' experience in the tool and die and roll forming industries as a toolmaker, field service technician, die design engineering, sales application engineering, product line manager, regional sales manager and director of sales. Paul received his schooling from the Tooling and Manufacturing Association in tool and die making and engineering, and has a Bachelor of Science in Business Administration. He has been with Hill Engineering since 1988 and has been a speaker and conference chairman for FMA, PMA and SME conferences, and has authored technical articles in leading industry publications. Paul served on the Fabricators and Manufacturers Association's Board of Directors as an Associate Director during 2013-2014, is a current member and past chairman of FM/As Roll forming and Technology Council.

Brian Rodgers is a seasoned manufacturing professional with more than 30 years of experience in the roll forming industry. As a Senior Applications Engineer at Forntek, he brings extensive expertise in roll forming systems, tooling applications, and process optimization, supporting customers across a broad range of industrial and manufacturing sectors.

Throughout his career, Brian has played an integral role in the development and execution of roll forming solutions, with responsibilities spanning project quoting, system design, commissioning, technical support, and process improvement. His depth of knowledge in mill setup, tooling performance, material behavior, and production efficiency has made him a trusted advisor to customers and colleagues alike.

Brian works closely with engineering, sales, and operations teams to deliver practical, high-value solutions for new equip-



Paul Williams,
Forntek



Brian Rodgers,
Forntek

EXHIBIT HALL HOURS:

WEDNESDAY 6/10/2026
10:30 AM - 5:00 PM

THURSDAY 6/11/2026
10:00 AM - 5:00 PM

SOCIAL HOUR:

WEDNESDAY 6/10/2026
4:30 - 6:30 PM

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ment, line upgrades, and complex manufacturing challenges. He is widely recognized for his hands-on industry experience, strategic problem-solving ability, and commitment to driving operational excellence.

A respected voice within the industry, Brian has presented at leading technical events, including FabTech, where he shares insights on roll forming technology, troubleshooting methodologies, and advancements in modern manufacturing systems.

THURSDAY

8 AM THURSDAY:

Snow Retention Best Practices

Location: Conference Room B
Barndominium Learning Center

Snow retention is an important topic of discussion when it comes to metal roofing in cold climates. **Tim Martin** will tackle this weighty subject. Tim is a representative of Lev's Building Components (among other companies) who lives in Lancaster County, Pennsylvania. He has been representing quality metal roof and metal building component companies for the last 20 years. He has a working knowledge of snow retention and how it should be used. He is regularly asked for advice on snow retention layout and uses his years of seeing what works and what does not work.



Tim Martin,
Lev's Building Components

8 AM THURSDAY:

Winning More Projects

Location: Conference Room A
Building Success Learning Center

Winning more projects is not random—it's systematic.

Top builders align visibility, trust, and conversion into one cohesive strategy.

360 degree marketing. Learn what 100 Post Frame Builder Websites reveal about winning more projects.

Joel Steele has been with E-Impact Marketing for nearly five years and became an owner in the last



Joel Steele,
E-Impact Marketing

year. He specializes in marketing for the post-frame and shed industry, helping businesses grow through clear messaging, strong content, and practical digital marketing strategies that produce solid results.

Joel also has the privilege of taking care of his team as the CFO (Chief People Officer).

Outside of work, Joel enjoys sports, gaming, reading, and cooking. He's proud to be part of the growing E-Impact Marketing team in Lancaster, Pennsylvania.

9 AM THURSDAY:

Barndominium Business Panel

Location: Conference Room A & B
Barndominium Learning Center

This is an hour-long panel discussion that will focus on building a successful barndominium business. Industry experts will share insights on key challenges—including securing customer financing, cultivating strong supplier relationships, leveraging design tools, and selecting materials ideally suited for post-frame homes. The moderated session will begin with panelists addressing pre-submitted questions before opening the discussion to inquiries from the audience—so bring your questions to get them answered.



Randy Chaffee,
Source One Marketing

Randy Chaffee will moderate the panel discussion. Specialists who are knowledgeable about a wide range of barndominium-related topics are slated for the Barndominium Business Panel discussion. They include:

- Cole Wolford, Outside Sales Manager at Gruber Post Buildings Inc., www.gruberpost.com
- Todd Palmer, Director of Pre-engineered Building Services at Rigidply Rahen, Inc., www.rigidply.com
- Chris Miller, Director of Director of Construction Lending at First Federal Bank of Kansas City, www.fbbk.com/barndo
- Joe Shimp, President of Construction Concierge by Conestoga, www.conciergebyconestoga.com

Moderator **Randy Chaffee** is an experienced host, guest, speaker, writer, and emcee. He knows how to engage an audience—whether it's on stage, on camera, or across the table from a customer.

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and always engaging. He's mastered the balance of old-school road warrior grit and modern digital savvy to become #HybridRoadWarriorRandy. Through virtual meetings, video content, social media, and podcasting, he practices what he preaches using force multipliers to amplify impact and drive results.

Cole Wolford started at Graber Post Buildings in 2010 working on roll forming lines and in the custom trim department. After 1 year or so Cole began helping with steel coil inventory which led to joining the steel purchasing department around 2014. Inside of that role Cole worked closely with steel providers and helped evaluate and purchase the steel coil needs of GPB. He was also the lead on steel coil sales for GPB while in that role.



Cole Wolford,
Graber Post Buildings, Inc.

In Oct of 2022 Cole joined JGM Steel as their sales manager. Although he thoroughly enjoyed the team, the customers, and his role at JGM Steel in March of 2026 he had the opportunity to return home to GPB and take on the role as Outside Sales Manager.

I am married to Beth, and we have two sons together, Ike and Brees. Ike graduated from the University of Southern Indiana in 2022. He has worked at GPB since his senior year in high school and joined as a full-time employee after graduating college. Brees will be starting his sophomore year in college studying construction technology, and he has also worked at GPB since his senior year in high school as a part time/seasonal employee.

I recently finished my second 4-year term as a member of the Board of Directors for the North Daviess Community School District and am currently a member of the Board of Directors for a local utility company, Daviess County Rural Water.

In my spare time I enjoy fishing, attending local high school basketball and football games, as well following and attending Purdue University athletic events.

Todd Palmer is P.E. registered in 4 states, he has been employed for 30 years by Rigidply Rafters, Inc. He specializes in the structural design of pre-engineered wood frame buildings in the residential, agricultural, and light commercial markets.

Chris Miller is a 26-year construction lending and mortgage industry veteran serving as VP - Director of Construction Lending for First Federal Bank of Kansas City. He leads the bank's Barnido Loan Pass division, specializing in financing solutions for barn/dominions, post-frame, and residential construction projects nationwide.



Todd Palmer,
Rigidply Rafters, Inc.

Known for his industry expertise and relationship-driven approach, Chris serves as a conduit between clients, builders, and suppliers to help projects move from concept to completion. His background spans sales leadership, business development, revenue growth, and oversight of construction lending operations, with a strong focus on delivering scalable financing solutions and strategic industry partnerships.



Chris Miller,
First Federal Bank
of Kansas City

Joe Shimp is the President of Construction Concierge by Conestoga, bringing over 30 years of experience as a visionary construction executive. Known for his sharp leadership and eye for design, Joe has guided countless projects from blueprint to build with precision and style. As the current President of the National Frame Builders Association, he's recognized as a thought leader in the post frame industry and beyond. He holds a B.S. in Business Administration and an A.S. in Industrial Engineering, blending business savvy with technical expertise.



Joe Shimp,
Construction Concierge by Conestoga

Outside the office, you'll find Joe on the water boating or fishing, cheering on his son at football and wrestling, or exploring new places with the same energy he brings to every project.

10:30 AM THURSDAY: You Are Invited to MEET THE EDITOR! Location: Conference Room A & B

Kathleen Riley, editor of *Frame Building News*, is actively looking for industry professionals with projects, ideas, and innovations that deserve recognition.

If you've completed a standout building, solved a tough challenge, introduced a smarter process, or developed an idea others can learn from, this is an opportunity to showcase your work to thousands of industry professionals across the country.

Some of the best opportunities in this industry start when people see your work in print or online. A feature story can open doors to new connections, new customers, and new business conversations.

If you have a project you're proud of, an innovation worth sharing, or a story the industry should hear, Kathleen will be available starting at 10:30 Thursday in the seminar room directly following the Barn/Dominion Panel Discussion.

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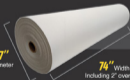
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From equipment and component manufacturers to service providers and financing experts, you'll meet professionals who

understand the unique challenges of post-frame construction—and who are committed to helping you overcome them. Whether you're looking to improve efficiency, explore new products, or find inspiration, there's something here for every corner of your business.

Make time to visit every booth—you never know which conversation will lead to your next great idea or most valuable connection.

**AB Martin****Booth #413**

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**Acu-Form****Booth #501**

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**Alpine Building Supply****Booth #105**

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America Builds Better is a builder-focused media platform delivering insights, education, and real-world strategies across the construction industry. Through podcasts, partnerships, and content, we connect builders, suppliers, and innovators—helping them grow stronger businesses, adopt better systems, and build smarter, more profitable operations across post-frame, steel, and shed markets.

**American Garage Door Factory****Booth #103**

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American Garage Door Factory has been manufacturing sectional garage doors in the Southwest US for almost 20 years. Backed by more than 18 US and

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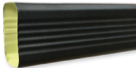
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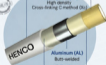
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