



ISA NEWS

Summer 2026, July 24, 2026 Edition #20

Preserving an Industry and Building Its Future

SUMMER QUARTERLY of July 24, 2026 - Edition # 20

FROM THE PRESIDENT: This has been a very busy season for the International Silo Association. I have been expanding our social media presence, implementing Constant Contact as a new customer relationship management tool, learning how artificial intelligence can assist with ISA projects, promoting Silo Safety Signs and *Silo Operator's Manuals*, and recruiting new members.

Inside This Issue

- Safety First: Manuals, Signs, and Common-Sense Reminders
- Is Your Silo Ready for Harvest?
- Introducing the Silo Wall of Fame
- Built to Stand Tall: Tri State Silo Inc.
- Advertise With ISA
- Health & Wellness
- Industry News and Business Succession

I also hope members will take advantage of the ISA's new advertising opportunities and consider nominating themselves, another member of the silo community, a farm, business, or unique silo for the new **ISA Silo Wall of Fame**. This program is designed to preserve the people, stories, craftsmanship, and legacies that have shaped our industry.

Another project that delayed this newsletter was the complex process of applying for nonprofit mailing status with the U.S. Postal Service. After significant follow-up, I am moving forward with publication while continuing to pursue approval and possible reimbursement for the difference between our current postage costs and the nonprofit rate.

This summer issue is about more than seasonal preparation. It is about preserving an industry, supporting one another, and helping farmers find experienced assistance before they give up on a silo that may still have years of service left.

When members share knowledge, recommend qualified help, support fellow businesses, and pass tools, parts, expertise, and customer relationships forward, we protect something larger than any one company.

In this issue, you will find harvest reminders, safety resources, a new legacy program, a member spotlight, advertising opportunities, and important dates.

Thank you for being part of this work and for helping keep the silo industry strong.

Together, we are preserving an industry and building its future.

With much gratitude for each of you,

Dianne Young

SAFETY CORNER

Read the Manual. Post the Signs. Review the Plan.

Safety starts before anyone climbs, fills, unloads, repairs, or enters a silo area.

The ISA safety message is simple: silo work requires alert, trained, and properly equipped operators. The ISA Silo Safety page reminds operators to treat a silo with the same seriousness as other major farm machinery and to use manuals and warning signs as practical reminders of potential hazards.

Silo Safety Reminders

Read and follow the Silo Operators Manual. Pay special attention to safety sections and warning signs.

Use lockout/tagout practices before servicing equipment.

Inspect ladders, cages, platforms, doors, and suspension components.

Never ignore signs of structural deterioration, silo gas, fire risk, or unsafe access.

Order Safety Resources

Silo Safety Signs: Danger or Caution - \$15 each

Maintenance Checklist Sign - \$10

Decals - \$10

Purchase signs: [silo.org/sign-purchase/](https://www.silo.org/sign-purchase/)

Safety information: [silo.org/silo-safety/](https://www.silo.org/silo-safety/)

Every Silo Should Have One: The ISA Silo Operators Manual

For years, many farmers received an ISA Silo Operators Manual with certain new silo orders. DeMuth is no longer sending these out with orders as they used to, which makes it important for ISA Members to keep manuals on hand for customers. A manual on the shelf during a service call, installation, or repair conversation is a practical way to promote safety and customer confidence.

Retail \$99.95

ISA Members \$49.50

Universities and Extension Services \$80.00

Order www.silo.org/purchase-manual/

Knowledge Is Worth Preserving

When you purchase manuals, post signs, and share safety information, you are helping preserve the practical knowledge of the silo industry for the next generation.

FOR FARMERS, OPERATORS, AND ISA MEMBERS

Harvest Readiness and Silo Safety

A practical seasonal checklist plus key ISA safety resources.

Harvest season puts every part of a silo system under pressure. A few hours of inspection before filling can prevent days of downtime, avoid feed loss, and help protect the people working around the structure and equipment.

Structure and Exterior

- Inspect the roof, chute, doors, hoops, ladders, platforms, and safety cages before the silo is under load.
- Look for cracks, loose hardware, missing shields, deteriorated doors, or any condition that has changed since last season.
- If something looks unsafe or unfamiliar, contact a qualified silo professional before filling.

Equipment and Feed Handling

- Service unloaders, blowers, distributor pipes, conveyors, motors, belts, chains, bearings, and electrical components.
- Confirm guards are in place and controls are functioning properly.
- Plan ahead for parts that may be hard to find during the busy season.

Before You Fill

- Test forage moisture and follow recommended ensiling practices for your crop and storage system.
- Review the filling plan with everyone involved so traffic, equipment, and communication are clear.
- Inspect the work area for trip hazards, overhead hazards, and unnecessary clutter.
- Keep children and visitors away from active filling and unloading operations.
- Keep emergency phone numbers visible and make sure workers know the farm address or field location.

Call a Professional Early

Small concerns become expensive when the crop is ready and equipment is already moving. If your silo needs repair, renovation, or equipment service, visit www.silo.org to find ISA members who understand silos.



NEW ISA LEGACY PROGRAM
Introducing the Silo Wall of Fame

A permanent online tribute to farms,
agricultural businesses, families, and
unique silos.

Here at the International Silo Association, we have been thinking about all the farms, agricultural businesses, and one-of-a-kind silos that deserve to be remembered - not just by the families who worked them, but by everyone who values America's agricultural heritage.

The Silo Wall of Fame is being developed as an online memorial program, similar in spirit to buying a brick at a veterans memorial. Families will be able to dedicate a permanent digital plaque honoring a beloved farm, an agricultural business, a multi-generational farming family, or a truly unique silo.

- Each memorial can include a photo, the farm or business story, a family tribute, and a permanent place in the ISA online registry.
- For now, completed forms may be emailed to dianneyoung520@gmail.com until the online submission process is live at www.silo.org.
- Nomination categories include farms and homesteads, agricultural businesses or cooperatives, historically or architecturally significant silos, and multi-generational farming families.

Heritage \$75	Centennial \$150	Legacy \$300
Digital plaque with primary photo, family tribute text, and permanent registry listing.	Everything in Heritage, plus full story page, photo gallery up to 10 photos, and ISA newsletter feature.	Everything in Centennial, plus printed certificate, annual report inclusion, and priority document archiving.
Preserve the Story Before It Is Lost If a farm is changing hands, a business is closing, or a landmark silo is at risk of being forgotten, now is the time to record its story.		
LAUNCH SPECIAL — ENDS AUGUST 31, 2026: Nominate now and get our top-tier Legacy Package (regularly \$300) for just \$75.		

🌾 INTRODUCING THE FIRST INDUCTEE TO THE ISA SILO WALL OF FAME 🌾

We are proud to announce that Wes Carlson of Carlson Enterprises is officially the very first name enshrined in the International Silo Association's Silo Wall of Fame — honoring his service to the silo industry since 1968 and his ownership of Carlson Enterprises from 1981 to 2026.

For over four decades, Wes worked alongside his brothers, his children, and his grandchildren, building a legacy of safety, quality, and craftsmanship that the entire industry can be proud of. His story — and the stories of the people who stood beside him — are now permanently preserved in the ISA registry. 🏆



International Silo Association

SILO WALL OF FAME

HONORING WES CARLSON

Wes Carlson is officially inducted into the International Silo Association's Silo Wall of Fame for his service to the silo industry since 1968.

He owned and operated Carlson Enterprises from 1981-2026. During that time, he enjoyed working with his brothers Mike Carlson and Richard Carlson; his son Steve Carlson; his daughters Brenda Carlson and Dianne Young; and three of his grandkids — Marcos Garcia, Daon Young, and Zac Meyer.

Special recognition goes to his wife, Bonnie Carlson, his "Good Helper" throughout his career, and to long-standing employees Lee Welker and George Crisman.

Wes is known for being safety- and quality-conscious and is grateful to have had no serious incidents throughout his career.

WHAT'S BEEN SAID ABOUT WES CARLSON

“ Wes is the biggest fool around to sell that cheap and you're the second if you don't buy from him! ”

“ If you don't buy from me, you'd better buy from Wes Carlson because you won't find someone who'll do a better job. ”

CELEBRATING A LIFETIME OF CRAFTSMANSHIP, SAFETY, AND SERVICE TO THE SILO INDUSTRY.

BUILT TO STAND TALL

Member Spotlight: Tri State Silo Inc.

Celebrating 50 years of serving agriculture.

For half a century, Tri State Silo Inc. has helped farmers and agricultural businesses maximize the value of one of their most important investments - their silos. From new construction to restoration of aging structures, Tri State has built a reputation for quality workmanship, dependable service, and a commitment to keeping America's silo infrastructure operating safely and efficiently.

Expertise

New silos and used silos
Silo restoration and all types of silo repair
Dealer for a variety of feed handling machinery manufacturers
Specializing in hard-to-find parts

Services Offered

New and Used Silo Sales & Construction
Complete Repair and Renovation Services
Feed Automation Equipment Sales and Service
Feed Handling Equipment Repair Service

Tri State Silo has been a very active Silo Professional member and Owner Darrell LaPaugh a board member for decades. His leadership includes service as the Immediate Past Chairman of the ISA, reflecting a long-standing commitment to safety, education, member support, and the future of the silo industry. Darrell LaPaugh is also the recipient of the ISA's prestigious Zur Craine Award.

Want to nominate your company or another ISA Member for the next Member Spotlight? Email that recommendation to dianneyoung520@gmail.com.



Why Support ISA Members?

When you choose an ISA Member, you are choosing a company that believes in professional craftsmanship, industry best practices, continuing education, and the shared work of keeping the silo industry strong.

ADVERTISING OPPORTUNITY

Advertise With the International Silo Association

Put your message directly in front of the people who need what you offer.

Let us showcase your business, products, services, and special opportunities.

For just **\$50**, you can place an advertisement that reaches a highly targeted audience of:

- Farmers and livestock producers
- Silo owners and operators
- Silo builders and repair professionals
- Equipment dealers and service providers
- Agricultural businesses across the industry

Whether you're promoting:

- ✓ New or used equipment for sale
- ✓ Hard-to-find parts and inventory
- ✓ Open houses or special events
- ✓ Seasonal services and repairs
- ✓ New products or business announcements
- ✓ Employment opportunities
- ✓ Your company brand and expertise

Our first ad is from ISA Member Tri State Silo Inc., highlighting how businesses are using the newsletter to connect with customers and generate interest.



INTERNATIONAL SILO ASSOCIATION
NOTHING WORKS LIKE A SILO
info@silos.org
MEMBER

TRI STATE
— SILO INC. —
EXPERIENCED. RELIABLE.
BUILT TO STAND TALL.

HARD TO FIND
SILO UNLOADER
PARTS?

N.O.S. • PATZ • P&D
SILO MATIC • BADGER
JAMESWAY • VANDALE
STARLINE • BIG JIM • ETC.

✓ NEW OLD STOCK
QUALITY PARTS
READY TO SHIP!

CALL 989-833-2397
CALL TRI STATE SILO



INTERNATIONAL SILO ASSOCIATION
NOTHING WORKS LIKE A SILO
info@silos.org
MEMBER

TRI STATE
— SILO INC. —
EXPERIENCED. RELIABLE. BUILT TO STAND TALL.

FOR SALE:

14' - 30'
DeMuth
SILO
SCAFFOLD

85'
PIPE ROD
BENDER

CALL 989-833-2397

HEALTHY FARMS, HEALTHY PEOPLE

Physical and Mental Health Corner

Because the strongest operations depend on healthy people.

Physical Health Tip: Hydrate Before You Are Thirsty

Silo work, repairs, harvest preparation, and equipment service often happen in heat, dust, and long days. Drink water before you feel thirsty, take short recovery breaks, and watch for signs of heat stress such as dizziness, nausea, muscle cramps, confusion, headache, or unusual fatigue. A short pause can prevent a serious problem.

Mental Health Tip: Check on the People Around You

Agriculture is rewarding, but it can also be stressful. Equipment breakdowns, weather delays, financial pressure, succession concerns, and long workdays can weigh heavily. A quick call, a cup of coffee, or a simple question of "How are you doing, really?" can make a difference. Asking for help is not weakness. It is good stewardship of the people who keep rural communities going.

"A silo stands because every part supports the next. Strong industries - and strong communities - work the same way."

A Note to ISA Members

When you encourage safe work, share practical knowledge, mentor a younger professional, or help a farmer find qualified support, you are strengthening both the industry and the community around it.

INDUSTRY NEWS

Every One of Us Shapes the Future of the Silo Industry

Help farmers find support before they give up on a valuable silo.

Every day, decisions are made that affect the future of our industry. Some strengthen it. Others unintentionally weaken it. The International Silo Association exists to ensure future generations continue to have access to qualified silo professionals, reliable equipment, replacement parts, and the knowledge that has taken decades to build.

Too often, farmers are told there is only one solution: tear the silo down. In many cases, that simply is not true. Across North America, ISA Members repair, restore, modernize, and extend the useful life of silos every day. Farmers deserve to know that qualified professionals are available before they decide to remove an important investment.

- Talk about ISA when you visit farms and agricultural businesses.
- Recommend ISA members when a farmer needs service, support, or equipment expertise.
- Share ISA posts on Facebook and LinkedIn so farmers know www.silo.org is a place to start.
- Encourage farm families to ask questions before assuming a silo has no value left.
- Help us spread the message that experienced professionals are still here.

The Bigger Message

The silo industry stays strong when farmers know where to find service, when members support one another, and when valuable equipment, knowledge, and hard-to-find parts remain in circulation.

BUSINESS SUCCESSION CORNER

You Built More Than Silos - You Built a Business

Before you call the auctioneer, consider the value of what you built.

When a contractor retires or steps back, what goes to auction is usually the visible stuff: trucks, scaffolding, compressors, tools, trailers, and equipment. What often gets left on the table is everything else - the customer relationships, reputation, phone number customers already trust, vendor connections, and knowledge of how to do the work right.

That intangible value is real, and it can be sold. A buyer who is already in silo repair or construction - or someone looking to enter the industry - may pay significantly more to acquire a going concern than they would for equipment alone. A business sale can include a transition period, training, non-compete agreements, and a handoff of customer lists and vendor relationships.

When a silo professional goes out of business and scraps inventory, specialized tools, or hard-to-find parts, the entire industry feels it. You may have the last of a certain part, piece of equipment, or practical know-how that another ISA member needs to keep serving farmers.

Before Winding Down

Talk with a business broker or accountant.

Inventory hard-to-find parts and specialized equipment.

Consider whether another ISA member could continue serving your customers.

Think about a training or transition period.

How ISA Can Help

Help get the word out confidentially or publicly.

Connect potential buyers and sellers when possible.

Encourage continuity for customers and farmers.

Help preserve the strength of the silo industry.

Your Legacy Has Value

If you are thinking about retiring or closing, please consider contacting ISA before scrapping parts or auctioning everything. Preserving your business may preserve service for farmers who still need you.

UPCOMING EVENTS AND DEADLINES

Mark Your Calendar

Member participation helps the Board represent the needs of the industry.

September 10	Advertising and newsletter submission deadline for the September issue.
September 15	Next ISA Board Member Meeting.
Before September 15	Members may send questions, ideas, or concerns to dianneyoung520@gmail.com for presentation to the Board.

Looking Ahead

- September newsletter publication
- Member spotlights and project features
- Silo Wall of Fame updates
- Safety resources and reminders
- Advertising opportunities on ISA Facebook, LinkedIn, and newsletter channels

Submit News, Photos, Questions, and Advertising

Email dianneyoung520@gmail.com. Member participation helps the ISA Newsletter become a stronger resource for the entire silo community.



Support Farmers. Support Members. Preserve the Industry.

The International Silo Association connects farmers, silo owners, builders, repair professionals, equipment dealers, and agricultural businesses with the knowledge, products, and support needed to keep silos working safely and effectively.

Connect With ISA

Website: www.silo.org

Facebook or LinkedIn

Email: info@silo.org

Phone: 608-359-6348

Address: 1924 S. Marion Ave.,
Janesville, WI 53546

Get Involved

Advertise in the next newsletter

Submit member news or project photos

Nominate a farm or business for the Silo Wall of Fame

Share ISA posts with farmers and agricultural contacts

Final Thought

Nothing Works Like a Silo - and nothing strengthens an industry like people who are willing to share knowledge, support one another, and preserve what matters.