

COMPANY PIVOTS TO ROLL FORMING FOR SURVIVAL

Rollforming

A Construction  Brand  www.constructionmagnet.com Magazine

GUTTER FORMING

- Rain gutter sizes and styles
- Popular portables
- Industry profile
– Midwest Enterprises

TIME FOR NEW ROLL TOOLING?

WEIGHING YOUR OPTIONS

SEE OUR PRODUCT
PROFILES INSIDE

ProfileVent
THE RIDGE VENT CUT TO FIT



Roofing Ventilation & Accessories

**TAX INCENTIVES
FOR EQUIPMENT
PURCHASES**

SUMMER 2020 • Vol. 3, No. 2

DR!PSTOP
Condensation control



Increase Profits Not Labor Costs

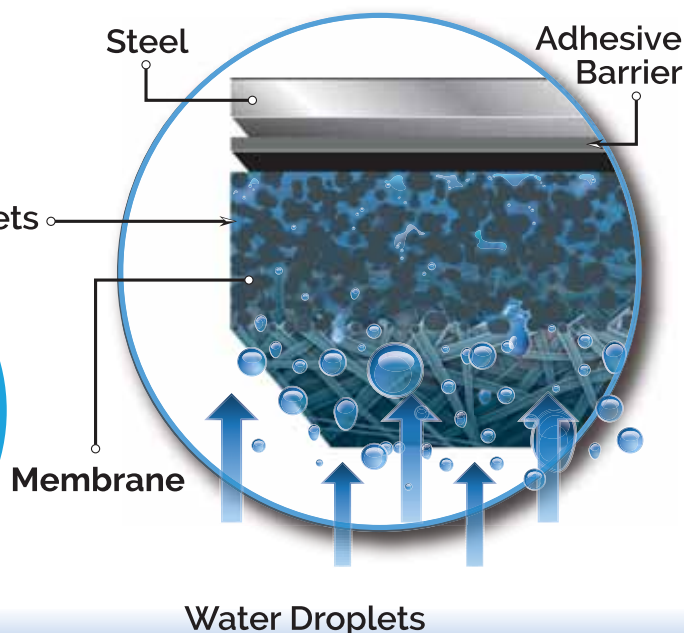
A Necessity for Any Metal Roofed Building That is Not Climate Controlled.

- Post Frame/agricultural buildings
- Steel buildings
- Self-storage
- Workshops/unattached garages
- Open-walled structures
- Carports, truck ports & RV storage

Better Science Equals Drier Buildings

When condensation occurs, moisture gets stored in the specially designed pockets of the DripStop membrane.

- Helps fight corrosion in livestock confinement
- Arrives on-site already on roof panels
- Cuts construction time in half
- Saves money



DR!PSTOP
Condensation control



Fight Condensation Without Insulation

Ask for it from your preferred steel panel supplier

www.dripstop.com or call us at: 1-(937) 660-6646



Plans Underway for 2nd Annual CRS

We live in an interesting world. COVID and protests are only the beginning. Here at Shield Wall Media we feel obligated to contribute to

the excitement ... but in a positive way. We are in contact with the Duke Energy Center and Hilton Netherland Plaza, and have confirmed there are no restrictions or zombies on the horizon for the 2nd

Annual Construction Rollforming Show (CRS) scheduled for Dec. 10 and 11 in Cincinnati.

If you are missing out on trade shows
continued on page 6

2020 CONSTRUCTION ROLLFORMING SHOW - PRELIMINARY EDUCATIONAL SCHEDULE					
WEDNESDAY DECEMBER 9, 2020 - EXHIBITOR SET UP. HALL CLOSED TO ATTENDEES					
	Construction Rollforming Association Introductory Rollforming Course	Materials	Machines	Business	Featured
	Room #1	Room #2	Room #3	Room #4	Demo Area - Show Floor
7:00-08:45	Continental Breakfast	OFF	OFF	OFF	OFF
8:00-09:00	Business Entity Creation, Structure & Risk Mitigation				
9:00-10:00	Capitalizing a Business (Debt, Equity, Lease vs. Purchase)				
10:00-11:00	Coil Basics				
11:00-12:00	Coating Basics				
12:00-1:00	Catered Lunch				
1:00-2:00	Roll Formers and Other Related Machines				
2:00-3:00	Trailers and Towing for Portable Machines				
3:00-4:00	Roll Former Maintenance, Retooling & Replacement				
4:00-5:00	Aftermarket Software and Inventory Control				
5:00-6:00	Networking and Decompression Happy Hour				
THURSDAY DECEMBER 10, 2020 - EXHIBITOR SET UP. EXHIBIT HALL OPEN 12:00 TO 5:30					
7:00-08:45	Continental Breakfast - Sponsored				OFF
8:00-09:00	Packaging, Shipping and Delivering Products	Paint Basics	Roll Former Basics	Buying vs. Leasing Equipment	
9:00-10:00	Safety Training and Certification	Coil Basics	Software for Optimum Production	Buying a Business or Planning an Exit	
10:00-11:00	Buying and Selling Coil	Warranties on Coil and Coatings	Trailers and Towing for Portable Roll Formers	Supply Chain & Inventory Management	
11:00-12:00	Catered Lunch	OFF	OFF	OFF	
1:00-2:00	NO CLASSES				Keynote Address
2:00-3:00	Marketing and Advertising	Coil on the Secondary Market	Other Production Machines: Slitters, Tippers, Decoilers	Social Media and Digital Marketing	OPEN
3:00-4:00	NO CLASSES				Differences in Coil
4:00-5:00	Social Media and Digital Marketing	Metal Types and Uses	Used & Reconditioned Equipment	Basic Sales	OPEN
5:00-6:30	Happy Hour - Entryway in Front of Exhibit Hall Entrance - Duke Energy Center - Sponsored				
7:00-11:00	Thursday Mixer - Hilton Netherland Plaza				
FRIDAY DECEMBER 11, 2020 - EXHIBIT HALL OPEN 9:00 TO 1:00					
7:00-08:45	Continental Breakfast				
8:00-09:00	Basic Sales	Closures and Ventilation	Material Handling Equipment & Loaders	Political Landscape & Business Climate	OPEN
9:00-10:00	NO CLASSES				Solutions to Problems Cold Forming Metal
10:00-11:00	Buying and Selling Used & Reconditioned Equipment	Moisture & Condensation Control	Benders and Brakes	The Role of Associations	OPEN
11:00-12:00	NO CLASSES				Roll Former Maintenance
12:00 - 1:00	Human Resources, Recruiting & Personnel Management	NO CLASSES			OPEN
1:30-3:00	Construction Rollforming Association Board Meeting				

PLEASE REMEMBER THIS IS PRELIMINARY AND WE ARE OPEN TO SUGGESTIONS

- All topics are tentative at this point. No speakers formally scheduled.
- Many topics are intentionally broad to allow speakers some flexibility to utilize their own expertise.
- All time slots are tentative. After topics are finalized, the schedule will be arranged so similar topics do not compete.
- If you have a suggestion for a topic or topics that you believe provide value or should be covered, please contact me.
- We have the ability to add classrooms.
- The "No Classes" and "Programming in the Demo Area" time slots are designed to keep traffic on the show floor. The sessions in the Demo Area are free to all attendees.

Contents))



28

12: Gutter Forming

Size and style of material and finishes for rain gutters

16: Midwest Enterprises

Gutter protection manufacturer recognized potential, then pursued with persistence

20: Planning To Add A Gutter Machine?

Three manufacturers offer their suggestions for popular portables

26: Product Profiles

Sealants, closures, ventilation, and moisture barriers

28: A Journey Of Faith

Minnesota company pivots to roll forming for survival

36: Is It Time For New Roll Tooling?

Weigh your options prior to replacement

40: Take Advantage Of Tax Incentives For Equipment Purchases

Advice from inside the industry



36



Departments))

- 3 Publisher's Note
- 8 Industry News
- 25 Calendar
- 34 Advertiser Index
- 42 Back-to-Work Products
- 46 Supplier News
- 48 People in the News
- 50 New Products

50



On The Cover

Ron Dies, Bradbury Technical Training Director, preps a new machine on the Bradbury panel line. Related article on page 36.
Bradbury Company photo

Rollforming Magazine

Managing Editor:

Sharon Thatcher
sharon@shieldwallmedia.com
715-257-4197

Editor:

Karen Knapstein
karen@shieldwallmedia.com
715-513-6767

Editor:

Jessica Franchuk
jessica@shieldwallmedia.com
920-224-5146

Publisher:

Gary Reichert
gary@shieldwallmedia.com
715-252-6360

National Sales Manager:

Kevin Smith
kevin.smith@shieldwallmedia.com
248-330-9644

Graphic Designers:

Tom Nelsen
Kevin Ulrich

Executive Assistant:

Kathy Budsberg
kathy@shieldwallmedia.com

Circulation/Database Manager:

Barb Prill
barb@shieldwallmedia.com
920-471-4846

Digital Product & Data Engineer:

For help with online Classified Ads & the Business Directory contact: Steve Duberstein
steve@shieldwallmedia.com

Subscription Questions

subs@shieldwallmedia.com
920-471-4846

Customer Service

help@shieldwallmedia.com

ROLLFORMING MAGAZINE (ISSN: 2639-6742) w(Volume 3, Issue 2) is published four times annually in Spring (May), Summer (July), Fall (October), Winter (December) by Shield Wall Media LLC, 150 Depot St., Iola, WI 54945. Periodical postage paid at Iola, WI, and at additional mailing offices. Canadian Agreement Number: 40665675. POSTMASTER: Send address changes to Rollforming, Barb Prill, PO BOX 255, Iola, WI 54945. Copyright 2020 Shield Wall Media LLC. Rollforming Magazine and its logo are registered trademarks. Other names and logos referred to or displayed in editorial or advertising content may be trademarked or copyright. Rollforming Magazine assumes no responsibility for unsolicited materials sent to it. Publisher and advertisers are not liable for typographical errors that may appear in prices or descriptions in advertisements. Mailed free to roll forming contractors and their suppliers throughout North America. Others may subscribe: \$19.98 for 1 year, \$36.98 for 2 years, and \$50.98 for 3 years.

Next Issue:

- Single vs Multiple-Profile Roll Formers
- Product Profiles: Roll Formers & Brakes



SUBSCRIPTION GIVEAWAY WINNER!

Congratulations to Aaron Zook of Greensfork, Indiana, who won a \$100 gift card in the SWM Subscription Giveaway. Aaron subscribed three of his associates who had not already been receiving our magazines.



Ready to Integrate Your Office to the Plant Floor?



Connex is a Multi-User Enterprise Solution to link your office to the plant floor.

Job Scheduling, Coil Tracking, Customizable Reports, Import/Export using existing ERP, and much more.



www.BeckAutomation.com • 814 Fee Fee Rd. St. Louis, MO 63043
Tel: (314) 576-9736 • Email: sales@BeckAutomation.com

Publisher's Message))

continued from page 3

that were cancelled, here is your chance.

NEW THINGS COMING!

We have the educational programming schedule outlined here, with a new addition to announce. As well as the traditional courses, we have added a 2-½ day course on Introductory Roll Forming. This is the first official program offering of the new Construction Rollforming Association. The course will start with learning how to form a business entity and move on to cover everything from coil basics and maintenance through marketing and sales. The course will have a dedicated textbook and will require pre-registration specifically for this course.

The goal is to help create a minimum shared knowledge base so that we can develop standards and best practices within the roll-forming industry.

We have recently released the hotel block information. The link is available online, or you can call 800-445-8667. The group is listed as: SHIELD WALL MEDIA: ROLLFORMING TRADE SHOW and the group code is: SWM.

The other announcement is a new quarterly magazine launching Q4. The magazine is *Roofing Elements*. The magazine will deal with the physical environment and how "Elements" like heat, moisture, wind, and sun affect roofing.

The Elements need to be considered in every aspect of roofing from material choice to installation techniques. *Roofing Elements* is going to provide both industry white papers and institutional knowledge from the experts who learned their trade in the real world.

If you have any questions about the new magazine, or know a topic or person that would be a valuable addition to the educational programming for the Construction Rollforming Show, please let me know.

It is difficult to compete with the excitement on the nightly news, but we are trying.

Gary Reichert
Publisher
Shield Wall Media

ADVANCED ARCHITECTURAL

SHEET METAL & SUPPLY

**We service your needs with
consistent quality, workmanship and knowledge**



It's part of the reason customers come back to us time after time.

Maximize your profits by decreasing your inventory.
Reduce man hours - let us fabricate, you install.

98% of our American-made products are made-to-order and are manufactured inhouse. Our products are made from domestic metal and custom crafted to your specifications.

**Contact us today to see how we can streamline your process
and maximize your profits!**

(231) 861-0050 | info@advarchsm.com | www.advarchsm.com

DYNA-GUARD®



IT IS TIME FOR A CHANGING OF THE GUARD

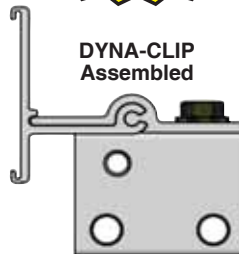
DYNA-GUARD® is a snow retention system designed to be installed on metal roofs. We are discontinuing the line of **S-5!** and related products. Please call for our “below cost” prices on S-5!®



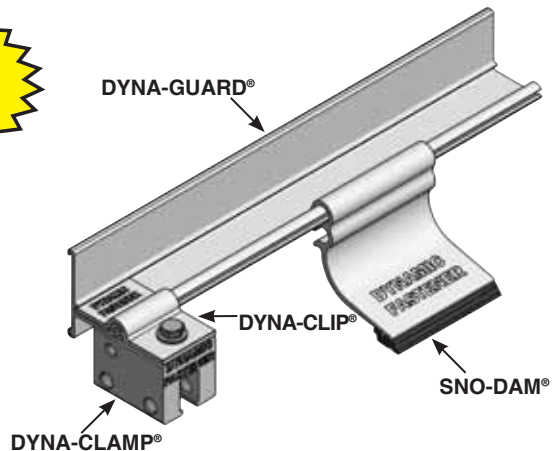
DYNA-CLIP



DYNA-GUARD® Snow Retention System installed on a metal roof.



DYNA-CLIP
Assembled



DYNA-GUARD®

DYNA-CLIP®

DYNA-CLAMP®

SNO-DAM®

DYNA-CLIPS®

Dyna-Clip is a new component for Dyna-Guard snow retention system. Our Dyna-Guard® system comes with a **free** 30-year warranty.

Attention architects / specifiers:



For a CSI 3 part specification and CAD details on DYNA-GUARD products see our page on Arcat

<https://www.arcat.com/arcatcos/cos50/arc50660.html>

<https://www.arcat.com/company/dynamic-fastener-50660/spec>

<https://www.arcat.com/company/dynamic-fastener-50660/cad>



Hover over this code with your smart device's camera to land at our ARCAT page.

DYNAMIC FASTENER • 800-821-5448

S-5! is a registered trademark of Metal Roof Innovations Ltd. DYNA-GUARD, DYNA-CLAMP, DYNA-CLIP and SNO-DAM are registered trademarks of Dynamic Fastener Service Inc.



As Las Vegas Reopens, METALCON 2020 Remains on Schedule

Officials for METALCON 2020 announced that plans are still underway for the event to be held as scheduled Oct. 21-23, in Las Vegas.

The metal construction industry's largest international event for metal construction products, technologies, and solutions will be celebrating its 30th anniversary conference and trade show at the Las Vegas Convention Center.

"We are happy to hear Las Vegas is reopening and getting back on track," said METALCON Show Director, Judy Geller, in reference to the previous closure of businesses and events due to COVID-19. "The health and well-being of our exhibitors, attendees, and staff are our #1 priority. We are working closely with our vendors and venues, as well as the state and local government, to create a clean and healthy environment. We will be implementing very specific safety measures throughout METALCON that will not only meet state and local regulations but also go above those to ensure the safest and healthiest event possible."

METALCON is launching two new programs for 2020:

On Tuesday, October 20—the day before METALCON officially opens—there will be The Architect's Experience, where architects and designers can learn about the beauty and durability of metal while earning AIA Continuing Education Units (CEUs).

Also new is CONNECT! The Women's A/E/C Network. With women making up just 9.9% of the U.S. construction workforce (Source: NAWIC), their future success relies on working together to advance women in the industry. All are welcome to join an afternoon of learning, conversation, and networking.



MCBOAT PHOTOGRAPHY

For more information on METALCON 2020 visit www.metalcon.com

OSHA GUIDANCE TO HELP CONSTRUCTION WORKERS DURING COVID-19 PANDEMIC

The U.S. Department of Labor's Occupational Safety and Health Administration (OSHA) has launched a web page with coronavirus (COVID-19) related guidance for construction employers and workers. The guidance includes recommended actions to reduce the risk of exposure to the coronavirus.

In response to changing conditions, employers should implement coronavirus infection prevention measures accordingly.

The web page includes information regarding:

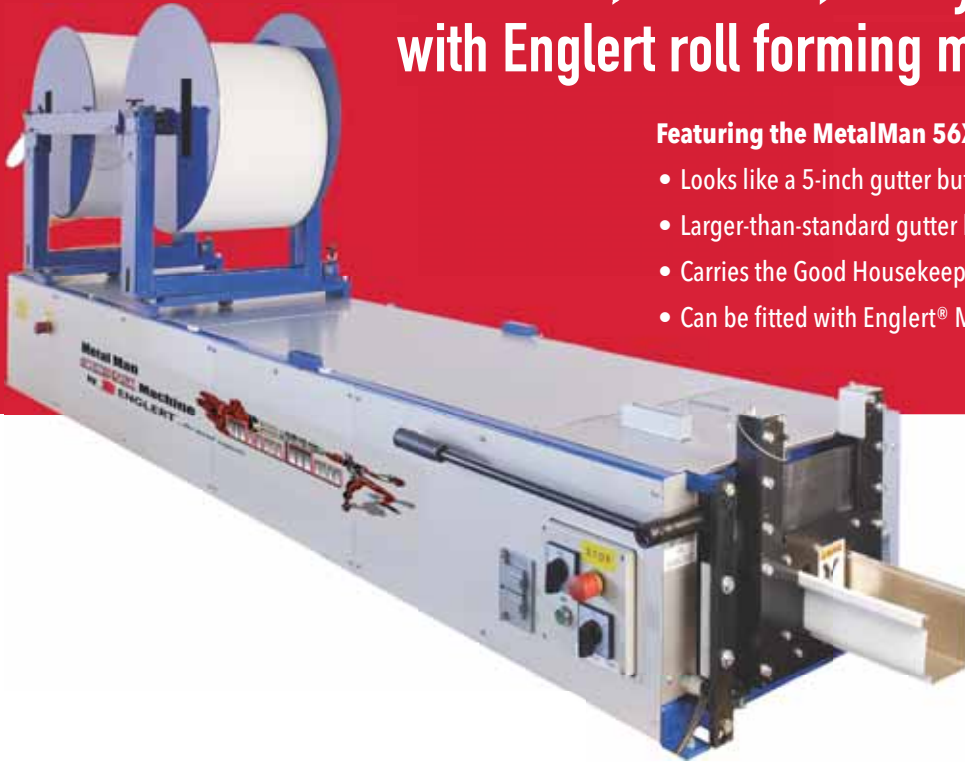
- Using physical barriers, such as walls, closed doors, or plastic sheeting, to separate workers from individuals experiencing signs or symptoms consistent with the coronavirus;
- Keeping in-person meetings

(including toolbox talks and safety meetings) as short as possible, limiting the number of workers in attendance, and using social distancing practices;

- Screening calls when scheduling indoor construction work to assess potential exposures and circumstances in the work environment before worker entry;
- Requesting that shared spaces in home environments where construction activities are being performed, or other construction areas in occupied buildings, have good airflow; and
- Staggering work schedules, such as alternating workdays or extra shifts, to reduce the total number of employees on a job site at any given time and to ensure physical distancing.

Visit OSHA's coronavirus web page frequently for updates (www.osha.gov/coronavirus).

Get the job done right — on site, on time, every time — with Englert roll forming machines.



Featuring the MetalMan 56X Gutter System Machine

- Looks like a 5-inch gutter but performs like a 6-inch
- Larger-than-standard gutter bottom and downspout
- Carries the Good Housekeeping® Seal
- Can be fitted with Englert® MicroGuard for additional protection

Englert brings metal roof manufacturing to the job site with our line of portable roll forming machines. On-site fabrication eliminates shipping damage, short shipments, and most sizing errors resulting in better products, fewer problems, and lower costs.

Our machines are designed for experts in seamless gutter and metal roof installation. We offer a total package of value-added metal roofing and gutter machines and support, including a service force, machine training, marketing support, testing, warranties, and engineering.



1-800-ENGLERT

www.englertinc.com

 **ENGLERT®**



REVISED ENFORCEMENT GUIDANCE FOR RECORDING CASES OF CORONAVIRUS

COVID-19 cases do fall under OSHA's recordable illness rules for workplaces. As a result, employers are expected to follow procedures already in place for handling workplace injury or illness.

A memorandum issued in late May to enforcement officers offers some guidance on how COVID-19 will be handled during the ongoing pandemic.

The memorandum notes that employers with 10 or fewer employees and certain employers in low-hazard industries have no recording obligations; "they need only report work-related COVID-19 illnesses that result in a fatality or an employee's in-patient hospitalization, amputation, or loss of an eye," it states.

It also notes that "Because of the difficulty with determining work-relatedness, OSHA is exercising enforcement discretion to assess employers' efforts in making work-related determinations."

It goes on to outline how employers should go about determining if the COVID-19 case is a work-related illness while observing the employee's right to privacy.

COVID-19 illnesses are likely work-related:

- when several cases develop among workers who work closely together and there is no alternative explanation;
- if it is contracted shortly after lengthy, close exposure to a particular customer or coworker who has a confirmed case of COVID-19 and there is no alternative explanation;
- if an employee's job duties include having frequent, close exposure to the general public in a locality with ongoing community transmission and there is no alternative explanation.

Whether work-related or not, OSHA notes that "it is important as a matter of worker health and safety, as well as public health, for an employer to examine COVID-19 cases and respond appropriately to protect workers."



International Airport, erected by Scott Steel Erectors Inc. of Hamilton, Ontario.
PHOTO BY DOUG HOOD

MBCEA BUILDINGS OF THE YEAR HONORED

The Metal Building Contractors and Erectors Association (MBCEA) announced its 2020 Building of the Year. Taking the top award is the Air Canada Hangar 5 at Toronto Pearson International Airport in Mississauga, Ontario, erected by Scott Steel Erectors Inc. of Hamilton, Ontario. The 175,000-square-foot hangar building was manufactured by Burnco Mfg., Varco Pruden, and Steelway Building Systems.

In addition to the overall win-

ner, Awards of Merit and Excellence were announced for buildings in three separate categories: Education and Recreation, Manufacturing and Warehouse, and Specialty Buildings.

This year's award winners were honored at an MBCEA Virtual Conference. The conference was held online rather than in-person this year due to Covid-19 restrictions.

All of the award-winning buildings can be viewed on the MBCEA website at www.mbcea.org/awards-recognition.

AIISI REPORT SUPPORTS NEW ENERGY STANDARD FOR COLD-FORMED STEEL FRAMING

The American Iron and Steel Institute (AIISI) has published a new cold-formed steel framing research report, "AIISI RP20-2: Development of a U-Factor Calculation Procedure for Cold-Formed Steel C-Shaped Clear Wall Assemblies."

The research was undertaken to support a new energy standard being developed by AIISI's Committee on Framing Standards. The new standard, AISI S-250, North American Standard for Thermal Performance of Building Envelopes with Cold-Formed Steel, is being prepared for public review as part of the consensus process.

AIISI RP20-2 delivers a simplified calculation procedure that can be easily used by architects, engineers, and building owners to evaluate building envelope designs that demonstrate compliance with energy

codes. The results address five key constructions: nominal stud dimensions (2" x 4", 2" x 6", 2" x 8", 2" x 10", and 2" x 12"), stud spacings (6" oc, 12" oc, 16" oc, and 24" oc), designation thicknesses (33, 43, 54, and 68 mils), cavity insulation (R-0 to R-38), and insulated sheathings (R-0 to R-20). Previously, the procedures were cumbersome and limited in scope.

"The findings from AIISI RP20-2 are significant because they will help equip users with the tools to make more accurate evaluations of cold-formed steel framing for clear wall assemblies that meet energy code analysis and compliance," said Jay Larson, P.E., F.ASCE, managing director of AIISI's Construction Technical Program. "We are developing a road map for additional research needed to make steel more competitive in this area."

The report is available for free download at www.buildusingsteel.org. **RF**



**MARCO
INDUSTRIES**

Roofing Ventilation & Accessories



THE BEST **ROOFING**
VENTILATION AND
ACCESSORIES
FOR METAL ROOFS

- ▲ Ventilation
- ▲ Closure
- ▲ Fasteners
- ▲ Flashing
- ▲ Sealants
- ▲ Underlayments
- ▲ Accessories



▲ **RESIDENTIAL**

Metal roofs not only protect your home and everything inside, they are the longer lasting, more energy-efficient choice.



▲ **AGRICULTURAL**

Metal roofing and cladding is the perfect fit for ag buildings: economical, efficient, rugged and long-lasting.



▲ **COMMERCIAL**

We put Marco metal roofing products through the wringer before you put them on your roofs. So you can rest easy, knowing they'll perform as promised year after year after year.



- ▲ With the most tested and certified products on the market, you can trust our solutions to perform in even the harshest conditions, protecting your roof and everything underneath.



For rapid delivery from a local dealer, contact Marco Industries at

800.800.8590 / MarcoIndustries.com

Rain Gutter Ideas

From size and style to material and finishes

■ By Adam Schouten

ADVANCED Architectural Sheet Metal & Supply

There are many different ideas regarding gutters—style, material, expansion, size, pitched or no pitch, downspout size, and finish. Over the years, we've offered the following ideas or suggestions when supplying commercial and industrial gutters and downspouts.

SIZE AND STYLE

If you have an architectural sheet-metal manual, there is a section about sizing for gutters and downspouts. Although available, it seems most contractors look at the roof size and use what is available—4" or 5" (102mm or 127mm) K for residential and 6" (152mm) K or box style for commercial and industrial. This usually works for them. Our suggestion is make sure to have enough downspouts and that they are large enough.



Gutters are there to catch the water—not hold it. With today's building designs, downspouts usually are put out of view so they do not obstruct the design of a building. This creates longer runs and less downspout. In this case, the size of the downspout really does matter.

MATERIAL

Is steel or aluminum the right choice? Location makes a difference. In coastal areas, aluminum is preferred because of the salt air. In the South, the choice can be aluminum or steel because there are no freeze/thaw cycles. In the North and



Midwest... Chicago... steel is used more because of freeze/thaw cycles and snow and because aluminum expands more than steel. This pertains to commercial, institutional, larger multi-family, and industrial—not single-family residential, which is mainly aluminum. There also are uses for copper and stainless in special situations.

EXPANSION

The architectural sheet-metal manual has its recommendations. Today, with portable roll-form gutter machines, we have seen these recommendations really stretched. The selling point is there are no seams to leak. Remember, fastening this gutter in place restricts its expansion. We suggest roll-forming gutters at 40' to 50' (12m to 15m) maximum lengths. We also suggest 40' (12m) sections with end caps on each end, thus using the end caps back to back on each section with a 1/8" (3mm) or so gap for expansion. The butted end caps are fitted with a cleat at the top so water does not leak between the gaps. This allows each section to expand separately, and the cleat holds the top evenly, giving the gutter a clean look.

The expansion system of slipping one gutter into the other about 3" (76mm) and butting the end caps with a gap for expansion is not our preference. Here's why: With roll-formed gutters, the profile matches and there is not a large or small end. The end caps have to be made one large and one small. One gutter has to slip over the other and cannot be riveted or screwed to make it fit properly. If fastened in this manner, there no longer



2ND ANNUAL Construction Rollforming Show 2020

Presented by the Publishers of Rollforming Magazine

December 10-11 • Duke Energy Center • Cincinnati, OH

SPONSORED BY:



**FOR MORE INFORMATION CONTACT GARY REICHERT:
gary@shieldwallmedia.com • 715-252-6360**

Gutter Forming))

is allowed expansion. We have done this many times and found it takes longer and patience runs thin because the customer wants a clean look. It just doesn't look as good as the two end caps with a cleat. When we talk to the designers and customers and show them the two systems, 90% of the time the two end caps and cleat system is chosen.

PITCHED OR NO PITCH

How old is the building and what is the construction type? Buildings, like people, tend to settle or sag with age. In most cases we find masonry and wood-framed older buildings tend to settle more than steel-framed structures. We like to build in pitch on older buildings. A little pitch is needed just to get the water moving toward the downspouts. There are ways to do this with a roof flange on the roll-formed gutters if the forming machine has an "Alcoa hook." With new construction, the roof edge is pretty level. On long runs, we like 40' (12m) sections or



less (as already discussed in the expansion section) with a large enough downspout. In this case, we do not build in any pitch to the gutter.

Some plants or factories have a dust by-product that settles on the roof and, when it rains, it gets washed into the gutter. We found in this case, by putting a greater pitch on the gutter and placing the downspout at the very end, the dust by-product will be washed out of the gutter, depending on how much rain falls.

DOWNSPOUTS

When it comes to downspouts, we like bigger, "and more is better." Getting the water out of the gutter is the most important performance factor in our view. If the gutter is a little undersized for that seven-year downpour and the downspout is too small, the building owner and/or manager will be calling, asking why their gutters are not working properly.

We never know when this downpour will happen, so we like bigger downspouts or more of them. We find a 3" x 4" downspout works well on 6" K-style gutters (152mm) but a 4" x 5" downspout also will fit for those long runs with fewer downspouts. For box gutters, we prefer 4" x 5" downspouts.



FINISHES

With all the colors and materials available today, contractors must be going crazy. Being a commercial contractor, the choice probably consists of Kynar 500 colors in steel or aluminum. Just remember, the warranty is the same on steel as aluminum. When bidding, make sure your customers know that steel carries the same warranty.



GOOD IDEAS

There are many different ideas about gutters and downspouts, and these are a few of ours. Good or bad, we hope we started you thinking about some ideas of your own. We only grow and become better if we discuss our ideas with each other. A good rule of thumb is, "You listen to all the ideas and theories people have, and then keep and apply the good ones that you think will work." RF

For more information from ADVANCED Architectural Sheet Metal & Supply visit www.advarchsm.com

A WHOLE NEW EXPERIENCE!

**METAL
ROOFING**
MAGAZINE

2021 BUYERS' GUIDE

- **NEW LOOK & ONLINE PRESENCE**
- **1,000s OF PRODUCTS**
- **100s OF COMPANIES**
- **NEW ADVERTISER/USER FRIENDLY FEATURES & OPTIONS**



**BROWSE OUR
NEW ONLINE
CLASSIFIEDS**

TAKE A LOOK FOR YOURSELF!

www.metalroofingmag.com



**OR SIMPLY SCAN
THE QR CODE
ON ANY AD WITH
YOUR PHONE AND
PICK AN OPTION
TO CONNECT TO
MANUFACTURERS.**

What started as a small business operating out of two buildings has morphed into a national business encompassing a complex of about 11 buildings.



Midwest Enterprises

Gutter protection manufacturer recognized potential, then pursued with persistence

■ By Sharon Thatcher

Say what you will about having your mind in the gutter, but for the Ealer family, it's been a pretty good place to be. From seamless gutters to gutter protection, their business, Midwest Enterprises, headquartered at St. Clair, Missouri, has helped to define two unique niches in the roll-forming market.

Jim Ealer Sr. was one of the first to

identify the potential market for both: first seamless gutters then gutter screens and covers. According to his son, Jim Jr., his father was working for someone else in the 1960s when he was introduced to portable roll formers. "He worked on one of the early portable roll formers that did gutters," he said.

Jim Sr. purchased his own seamless gutter machine and went into business on his own, with Jim Jr. joining the family business in 1976. "We made every-

thing in-house," Jim Jr. said, "the gutters, the downspouts, everything except for nails and screws."

They purchased their aluminum straight from the mill, which was unheard for contractors at the time.

They had a major business. "We were doing the big orders of all the new housing starts in the metropolitan St. Louis area," Jim Jr. said. "We pretty much had the new construction business sewed up."

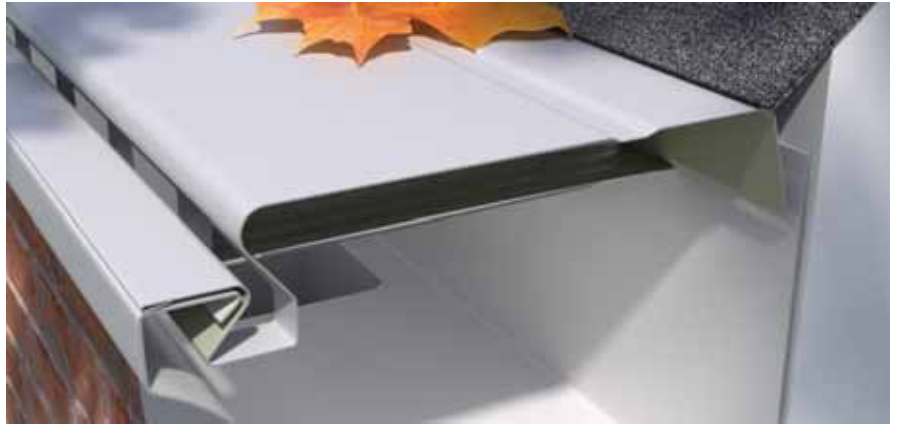
The popularity of seamless gutters was

on the rise and so too were ways to keep them clean. There weren't many options for the latter.

"In our installation, we couldn't find anything that was very good," Jim Jr. said. Being mechanically inclined, Jim Sr. set out to develop his own gutter protection solutions.

"He started experimenting and talking to roll-forming machine manufacturers about getting something made," Jim Jr. said, "and they told him he couldn't do that." For Jim Sr. that wasn't an answer, it was a challenge.

"He bought an old worn-out Lockformer machine [designed to make sheet metal ductwork] and started tinkering with it," according to Jim Jr. "He knew a machinist who worked in St. Louis during the day but had his own machine shop where he worked in the evenings. The machinist would cut some



The Easy Loc gutter cover was the first style commercially available from Midwest Enterprises. Many styles eventually joined the list, including the E-Z-HydroClean (shown here) and E-Z-HydroClean High Capacity covers unveiled last year and specifically designed for metal roofs.

wheels at night for my dad and all the next day Dad would tinker with it. That night he'd take the roll back and say, 'OK, it has to be more like this; a little less here and a little more there.' And he did that

for like a year and a half before he could actually roll form a screen."

The first product he created was the Easy Loc. "It was the very first screen that used spring tension to hold itself into



30+ Years. 19 Gutter Guards.
1000 Different Environments.

**We Have a Gutter
Guard for That.**



E-Z-HYDROCLEAN®



E-Z-MICRO MESH®



E-Z-MASTER FLOW®



the gutter,” Jim Jr. said. “It installed very quickly. It’s still on the market and still works great.”

For several years, the reformatted Lockformer was used exclusively for Ealer’s gutter installation business.

“He’d run it once in awhile and make enough material for our own use,” Jim Jr. said.

As other contractors saw the product, they expressed interest. Jim Sr. headed to nearby St. Louis to sell the product.

Organically the business grew into a

regional, then a national business.

“He was selling in the Midwest, but then some of those people would get transferred to a different part of the country. They would call up and say, ‘We’re in Ohio now, can you ship it to us;’ ‘I’m in California now, can you ship it to us.’ It went on like that for 20 years or more, just word of mouth. We didn’t have a salesperson; my dad would just call someone once in awhile,” Jim Jr. said.

As the gutter screen business grew, the gutter installation business shrank due to competition, and around 1996 the Ealers left the installation business entirely.

“When we started doing seamless gutters in the 1970s, there was only like four seamless gutter trucks [in the St. Louis area]. By the time we got out of it, there was close to 400,” Jim Jr. said. “Eight of them were former employees. The problem: we’d train a guy for a couple years, and teach him everything there was to

know and before you know it, he would go out and buy his own machine.”

While the gutter screen business was good, machine problems restrained Midwest Enterprises from major expansion for several years. It was still reliant on the worn-out Lockformer and other used soffit roll formers that had been bought and repurposed for screen and cover production. While Jim Sr. enjoyed the challenge of coaxing old machines into new life, they could be very unpredictable.

“We were making as much screen as we could manufacture. We didn’t really try to expand our business a lot because the machine was so inconsistent,” Jim Jr. said. “If you wanted to change over from 5" gutter to 6" gutter, it might take an hour, it might take two days, you never could say.”

Jim Jr. had left the business after the installation part of the family enter-



Midwest Enterprises is a family owned and operated business. Several members of the Jim Ealer Sr. family bring their diverse levels of expertise to the table to keep the business growing.

All in the Family

Working with family day-in and day-out poses unique challenges, but Jim Ealer Jr., who has worked inside the operation for 40+ years, shares one of the family rules that keeps them together:

“My dad is a very competitive person, and he’s raised all of us to be pretty competitive. That’s a good thing when we’re all pulling together, but when you’re all pulling apart it’s harder to do. It’s gotten big enough now where we all have our different jobs. One of our rules is: If you get upset, you can say anything you want to, and you can walk out if you want to, but the work still has to be done, and as long as you come back the next day, everything is OK.”

Insights on Roll Forming

Midwest Enterprises has about 25 different roll formers in their operation, each machine dedicated to a different line. The company runs through about 45,000 tons of coil stock every three weeks in peak times of the year. Jim Ealer Jr. had the following insights about roll forming in general:

- “The hardest part of roll forming is getting the consistency. It’s buying good machinery, setting it up specially for the profiles we need, and getting all the extras set up: the guides, the punches, everything else to make a high-speed line.”

- “Each [aluminum] ingot is different; it depends on the type of recycled aluminum that goes into it. The mill can tell you in a range, and in that range it’s going to run different qualities. Sometimes it will twist like crazy and sometimes it will droop like crazy. We have one guy, all he does is adjust machinery to account for that. He specializes in that. He’s a very important piece of the aluminum department.”

- “Roll forming is very very frustrating. You can have the same exact coil and you can put it in the roll former 10 times and 8 times it will come out just the way you want it. But the other 2 times you’re going to have crazies. The adjustment of the roll former isn’t always consistent. You think, if I do this, it will do that. But sometimes you do that and it does something completely different. It has a mind of its own.”

- “There’s so much accurate tolerances—the gaps in your roll former—for the material to go through there and it all has to be level, no matter what type of roll former you use, it’s always going to be some kind of problem that takes trial-and-error adjustments. And whether the company that manufactures that comes in and does the adjustment or you have someone in-house, there’s always going to be some kind of bump in the road. You’ve got to be patient and persistent to get a consistent running line.”

prise ended, but returned in 2004 to sell Midwest's growing line of products. After about a year on the road, he was convinced there was a larger market in gutter protection still waiting to be tapped, if only they had more reliable roll formers.

"So I went out and found a roll-forming manufacturing company to make the machines we wanted," he said. The source of those new roll formers remains proprietary.

By now, the company also had its own in-house powder coat line, not unexpectedly created by Jim Sr. "We didn't just have someone come in and install one," his son said. "My father went out and did some research for a year or two, went to conventions and trade shows, and he ended up buying some components from different people and designing his own line. It took him a couple years to get it right, but it works good now. We have

two powder coat lines and coat over 12 million screens a year."

The Easy Loc has been joined by another two dozen screen and cover profiles, another reaction to Jim Jr.'s observation while doing sales calls. He explained: "Gutter installers will get stuck on a product. They don't care about who manufactures it, it's the product type they want." Maybe it's a mesh screen that snaps and locks into place; maybe it's louvered; maybe it's punched with uniform perforations; whatever has proven successful for them in the past is what they want to install.

Jim Sr. has always been eager to accommodate them. It is particularly attractive to Midwest's distributors, who may have traditionally bought product from four or five different manufacturers, to give their buyers the options they want. Midwest has now created so many

options that distributors only need to come to them. "What we did was consolidate so they can buy from us and get a bigger discount, better margins by buying in volume from one manufacturer," Jim Jr. said.

The business started in two buildings—a plant and warehouse—and has grown into a complex incorporating about 11 buildings.

Jim Ealer Sr. is 80 years old now, but still active in the business. "If he wasn't being quarantined with Mom, he'd be down there making a machine do something else. That's what he likes to do, that and riding dirt bikes," his son said.

Of his father's success, the younger Ealer added, "He wasn't any smarter than anybody else, he was just persistent."

For more information on the products and the company visit e-zgutter.com RF



Making a **WORLD OF DIFFERENCE** with Quality and Service

Since 1951, Plyco has stood by you and by their products. Plyco continues to offer a complete line of building products that surpass customer expectation.

At Plyco, we have become the leader by delivering the quality products you and your customers have come to expect.





PLYCO

CORPORATION

DOORS • WINDOWS • CUPOLAS • FASTENERS • RIDGE VENTS • SDR PACKAGES

BUILDING CONNECTIONS

800.558.5895 ♦ www.plyco.com

Planning to Add a Gutter Machine?

Three manufacturers offer their suggestions for popular portables

MORE ROOFERS BUYING PORTABLES

If you're in the market for a new gutter roll former to start a business, or to add to your current business, you're not alone. Derek Olson, Product Manager for Eastside Machine Co., Fargo, North Dakota, said he has observed a definite trend particularly among roofers for purchasing their own machines.



Lynn Nilson, Machine Technician at Eastside Machine Co., pauses during work on an in-plant fascia machine. Photo provided by Eastside Machine Co.

"We've noticed that more roofing companies are purchasing gutter machines so they can offer gutter services on their own and diversify their companies," he said. "We, of course, are more than happy to give these companies the tools they need to succeed."

Eastside's most popular machine for small- to mid-size businesses is the Eagle 5" K-Style.

"Our Eagle 5" K-Style is a top seller for this demographic, probably because we've put a lot of design time into making it as user friendly as we can," he said. "Our 5½" and 7½" fascia gutter machines are also popular."

They have recently updated the materials used for their rolls "in order to reduce friction and optimize their performance," Olson explained. "We've gone from chrome-hardened rolls to

QPQ rolls. This new roll type almost behaves as though it is self-lubricating, which makes things easier for our customers."

Increasingly attractive to customers, he noted, was manufacturing origin.

"One aspect of Eastside Machine Co. that sets us apart is that our products are 100% American-made," he said. "We get all our materials from American companies and manufacture our machines in-house. I think, especially during the current pandemic, the opportunity to support U.S. businesses is something that customers really respond to."

Buying the best machine is only the first step in learning how to get the most for your money, Olson said, and complimentary training is offered and encouraged.

"We want to make sure our customers have all the resources they need, so we believe offering this service to those who want it is essential," Olson said.

Eastside, which started producing portable seamless roll formers in 1960, knows all sides of the gutter business first-hand. They not only provide machines, they also manufacture gutter coil and accessories, and have a retail division that installs gutters.

Once online, Eastside technicians should be called in before making mechanical adjustments, Olson advised, "as our technicians will be able to correctly diagnose the problem and offer specific solutions.

"We have technicians on call, ready to answer any questions or address any concerns a customer may have about their machine," he continued.

Another maintenance tip for machine owners is to keep rollers clean, "this will help ensure high performance and longevity," he said.

For more information visit www.eastsidemachine.com

NEW VERSUS USED

Be wary of buying used equipment, "unless the equipment is certified by a manufacturer," advised brothers Keith Minor Sr. and Ken Minor Sr. who oversee operations at the family-owned KWM Gutterman, Inc. roll-form company in Rockdale, Illinois. "Sometimes the repairs of getting a used piece of equipment to good running condition can be more expensive than buying a new machine," they offer.

KWM's most popular machine for small- to mid-size companies is the 5/6 Combo, for one simple reason: "because the two most popular size gutters can be run out of one machine," Keith said, going on to explain, "Obviously, then, it is less expensive to purchase one machine over two and more economical in

terms of vehicles and space required.”

Simplification in changeovers is simple, he stressed.

“With the KWM Gutterman app downloaded on your phone, there is only a 30-minute changeover time to run either a 5” or 6” gutter, which covers the majority of gutter needs.”

The app also has job estimator capabilities, which makes it especially helpful to newcomers.

The Minor family has been making seamless gutter machines since 1983, with the company started by Karl W. Minor Sr., a self-employed roofing, siding, and gutter contractor. The Minors note that family pride continues to run deep. “We are a family-run business—personal pride goes into every part, piece, and machine we ship. The quality of the parts individually makes the quality of the entire machine.”

The machines are made in-house at KWM.

While not a lot of maintenance should be needed, some preventative maintenance to heed is keeping foreign debris out of the machine and oiling the guillotine daily.

In terms of upgrades, the Minors suggest adding profiles to your arsenal of options that you can sell.

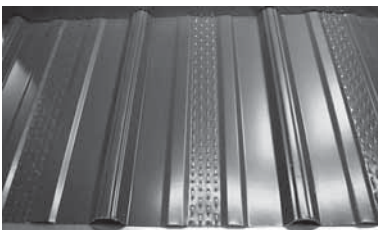
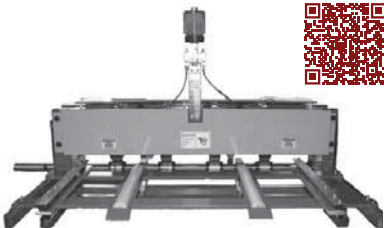
“The 6” gutter is becoming more of a demand for residential areas, as are newer-style profiles like the box gutter, straight-



A worker at KWM Gutterman prepares another roll former for market. Photo provided by KWM Gutterman

Contractors...

now you can perforate your AG Panels AND FLAT STOCK with the **AG PANEL PERFORATOR!**



- HD Electric - Gearbox Drive
- Four (4) Sets of Perf Dies
- 29 - 26 ga. Steel for AG Panels
- 29 - 24 ga. Steel, .032"
- Aluminum - Flat Stock

ROLL FORMER CORPORATION

Call us today at 215-997-2511
www.rollformercorp.com

BUILT TO BATTLE THE TOUGHEST OF BLIZZARDS

patent pending

SNOW TITAN®

Your Rooftop Warrior™

For extreme snow
loads, 42"
seams

by **ACE
CLAMP**
Innovative Roofing Solutions™

Orders:
860-351-0686
www.AceClamp.com

*Offer valid on new orders. No prior purchases. Offer subject to change without notice. Cannot be combined. Call for details. Expires 07/31/2020.

Gutter Machine Options))

faced, fascia, etc.,” the brothers said. “With the offering of the new Gen2 half-round machine, more steel products can be run now. Another relevant change is the use of technology and apps like the KWM Gutterman app mentioned earlier, where you can calculate your job and all your parts and pieces needed, and not to mention you can access a link to an eagle view of the job.”

For maximum success in the gutter business, however, KWM stresses: “prioritize selling correct installation and quality work over anything else.”

For more information visit www.kwmgutterman.com

ASK LOTS OF QUESTIONS BEFORE YOU BUY

Buying a gutter machine is serious business and requires asking serious questions. Englert Inc. advises to “get the facts by researching machine companies to see what they have to offer. What is included with a machine purchase? Does the supplier offer gutter materials? Check the warranty offer on the machine. Check the warranty offer on materials. What kind of service/maintenance will the machine need as time goes on?”

Englert offers financing, something that has proved popular with customers, so if that is something you’ll need, make sure to



Your Single Source Equipment Provider

Folders

Slit & Recoil Lines

Pre-cut & Post-cut
Panel Lines

Trim Roll Formers

Controls



THE BRADBURY GROUP

**We Build Machines.
We Sell Solutions.**



+1.620.345.6394

www.bradburygroup.com



Gutter Machine Options))

include it in your research.

Of course, the type of machine you buy depends on the size of gutters you want to install. Englert's top three machines for gutter installers are all in the MetalMan series: the MetalMan 550 (5"), 660 (6"), and 650 (combination 5" and 6").

Englert says its service package sets them apart from the competition. Machines have a 5-year parts and labor warranty, and "machine technicians are available for training, assistance, service in-house or via mobile with our fleet on-site. Machine parts are always available," they add.

Englert also offers dealerships for its own gutter systems. A recent addition to its LeafGuard Series is the 56X Gutter System, which is an aesthetically streamlined 5" gutter that performs like a 6".

Maintenance is also high on Englert's priority list. "We want to train our customers how to operate, clean, and maintain the machine so that it can perform at its best," they said.

Machines should be cleaned once a week, and preventive maintenance/service done at least once a year by an experienced machine technician. [RF](#)

For more information visit www.englertinc.com

IT'S FREE. SUBSCRIBE & RECEIVE OUR E-NEWSLETTERS TODAY!

Sign up to receive these great products, just go to <https://bit.ly/2VkdVQG>

GET THE LATEST NEWS, TIPS AND TRENDS DELIVERED RIGHT TO YOUR INBOX.



FRAMEBUILDING NEWS

Rural Builder

METAL ROOFING MAGAZINE

Rollforming Magazine

GARAGE • CARPORT • SHED BUILDER

ConstructionMagNet.com

How to Get More Mileage Out of Your Gutter Machine

If you're serious about getting the best "mileage" out of your machine, follow these suggestions from Englert Inc., for every month your machine is in service.

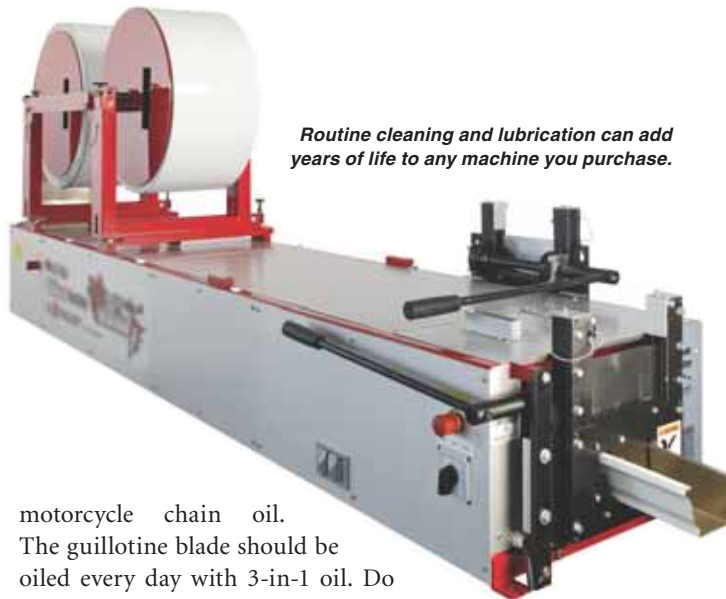
Most modern gutter machines feature a polyurethane drive roller system with chromed free-floating forming rollers that have to be routinely cleaned. Turn on your machine and spray the neoprene rollers with a product like Formula 409, a household cleaner whose original application was as a commercial solvent and degreaser for industries that struggled with particularly difficult cleaning problems. Let your machine run for a few seconds, then turn it off and wipe down the rollers with a clean cloth. Remove as much dirt and grime as you can. Then turn the machine on and jog it forward—keeping your hands away from the machine. Turn the machine off again and wipe off the other sides of the rollers and the bottom roll. Wipe away any excess dirt or liquid. Repeat if necessary.

Once the neoprene rollers are clean, use a shop vac to vacuum out the rest of the machine and wipe it down with a clean cloth.

Use a clean cloth to wipe down the skate (metal) rollers with Formula 409. Cleaning these rollers may require more effort and "elbow grease" than the neoprene rollers. Repeat these steps once a month and remember to make sure the neoprene rollers are completely dry before running material through the machine. Rollers that are not dry will slip and make a mark on the bottom of the gutter material.

Wiping down the entire machine also gives you the opportunity to closely inspect the machine. As with any mechanized piece of equipment, keeping the machine clean at all times will increase its life and make maintenance easier.

At least once a year, oil all the chains in your roll former using



Routine cleaning and lubrication can add years of life to any machine you purchase.

motorcycle chain oil.

The guillotine blade should be oiled every day with 3-in-1 oil. Do NOT use WD-40—it is not a lubricant.

The WD stands for water displacement and the product is made with a cleaning and degreasing solvent known as Stoddard Solvent that can ultimately get sticky and gummy—not lubricating. It will create wear on the blade and not give you a good cut on the material.

Finally two operating notes that can save you on repairs and machine malfunctions. If you are running your machine's electric-powered motor from a wall socket or even a generator, use a 10-gauge, 15-amp extension cord. Anything less and the roll former may perform erratically. And last, never leave material in any machine with polyurethane rollers. When you are done using the machine for the day, calculate the length of the machine into the last piece needed, and then empty the machine. Material left in the machine acts like a trough, catching dirt and debris. Consequently, when the machine is turned on, the roller runs through the residual dirt and will soil the product and the rollers. [RF](#)

Your Trim Shop Suite

Transform your coils into satisfied customers!



Variobend USA double folder



Variobend USA single folder



Slinet,

The next generation in coil processing.



INFO@HERSHEYSMM.COM

TOLL FREE: (877) 289-3030

420 PROGRESS DR MATTOON, IL 61938



Speed. Accuracy. Service.

Don't just bend trim- Variobend it! Call today!



Due to the COVID-19 pandemic, some events may have been rescheduled or cancelled. Check for updates before traveling.

SEPTEMBER 2020

September 1-3.

(Rescheduled from May).

National Hardware Show, Las Vegas;
nationalhardwareshow.com

September 9-11

Self Storage Association (SSA) Fall
Conference & Trade Show 2020, Las
Vegas; selfstorage.org

September 21-23

National Coil Coating Association
(NCCA) Fall Meeting, St. Louis, MO;
coilcoating.org

OCTOBER 2020

October 1-2

Shed Builder Expo 2020, Grand
Rapids, Michigan; shedbuilderexpo.com

October 21-23

METALCON 30th Anniversary, Las
Vegas; metalcon.com

DECEMBER 2020

December 9

Rollforming Basics Course, Duke
Energy Center, Cincinnati, Ohio;
see pg. 3 for more details.

December 10-11

2nd Annual Construction
Rollforming Show, Duke Energy
Convention Center, Cincinnati, Ohio;
<https://bit.ly/2k1afYV>

FEBRUARY 2021

February 4-5, 2021

1st Annual Garage, Carport & Shed
Builder Show, Century Center, South
Bend, IN; <https://bit.ly/2zBcIRo>

MARCH 2021

March 3-5

Frame Building Expo, Gaylord
Opryland Resort & Convention Center,
Nashville, TN; nfba.org






|| DUAL SOLUTION ENGINEERING ||
TWO HEADS DESIGNED TO MATCH YOUR ROOF SYSTEM



ZXL™

40 YEAR
WARRANTY



MAXX™

DURASEAL® Shown in Clear Coat

Proprietary* Technologies Create Multiple Layers of Protection

- * Powderful or Clear Coat Duraseal+ Unique Powder Coat Protects Against Fading and Rust Environmentally Friendly No VOC's
- * ZXL Zinc Aluminum Molded Head System
ZAMAC Head Acts as a FIREWALL Against RED RUST
- Zinc Plating and Chromate Sealer Enhanced Corrosion Resistance
- 40 Year Warranty
ZXL Head is Guaranteed Against RED RUST

Choose the Protection You Require

	POWDERFUL	ZXL™	Zinc Chromate	40 YEAR WARRANTY
ZXL™ Best	✓	✓	✓	✓
MAXX™ Better	✓	X	✓	X

3X UV/Rust Protection Kesternich Corrosion Chamber Test



Call Today for More Information

800-352-4864

www.stfasteningsystems.com



ST Fastening Systems
Built Strong Through Innovation

©2020 ST Fastening Systems A Division of the Hillman Group

PRODUCT PROFILES

SEALANTS, CLOSURES, VENTILATION, AND MOISTURE BARRIERS

ST Fastening Systems



ST Fastening Systems supplies its MultiVent and MultiVent 10' and MultiVent 20' closures for those applications requiring airflow on metal roofs. Open cell foam MultiVent, 3' length, and woven polyester MultiVent 10' and 20' lengths, allows as much as 98% free airflow through the material. However, it prevents wind-driven rain from penetrating the material when compressed. The designs are universal for both. Adhesive is applied to both for easy field installation. MultiVent can be used on angled roof applications and MultiVent 10' and MultiVent 20' for ridge cap applications.

www.stfasteningsystems.com

MWI Components



Eliminate the installation of a "Z" closure with MWI's Universal Ridge Clip. This 22-gauge galvanized clip is perfect for standing seam roofs, as it provides a large fastening area for any style ridge cap. If you value your dollar, this clip is essential for your wallet. When used with MWI's pre-cut Uni-Vent II, it provides the lowest-cost ridge ventilation system for a standing seam roof on the market. No fasteners pervade the panel where they will be exposed to the weather; plus, no fasteners need to penetrate the standing seam.

www.mwicomponents.com

Levi's Building Components



Levi's Building Components offers simple solutions to prevent weather element damage for varying roof profiles with FastVent Plus and Flo-Vent—two contractor-friendly metal roofing ridge vent closure systems. Both are easy to install with a pre-applied adhesive strip and are fire retardant and UV stable. Each fits many profiles: FloVent can be installed on the ridge cap and FastVent Plus on the eaves.

www.levisbuildingcomponents.com

AN EXCLUSIVE OFFER ONLY TO OUR ADVERTISERS!

GET YOUR PRODUCT FEATURED

Your product, including a photo and description, will be viewed by an audience of industry professionals in print, email broadcasts and on our website.



For more information contact:
Gary Reichert at gary@shieldwallmedia.com
715-252-6360

Marco



Marco Industries is proud to showcase Flex-Pro, the newest profile venting material in the Marco Industries ventilation family of products. Available as a roll or profile-cut sticks, with 26 square inches of NFA, Flex-Pro provides plenty of cooling airflow, which is vital to meet building codes, reduce utility cost, and minimize long-term building damage caused by improper ventilation. Unlike other ventilation products, Flex-Pro does not require the use of clips during installation, saving contractors extra labor cost and minimizing the amount of penetrations in the roof system.

www.marcoindustries.com

PRODUCT PROFILES

SEALANTS, CLOSURES, VENTILATION, AND MOISTURE BARRIERS

PLYCO



Plyco manufactures and distributes a variety of ventilation products designed to provide airflow to meet your building requirements. The company offers ridge vents in sizes anywhere from 12 square inches to as much as 108 square inches of free air space per lineal foot. Plyco also offers wall vents and louvers. Plyco's ventilation products are available in a wide variety of colors to match your customer's building.

www.plyco.com

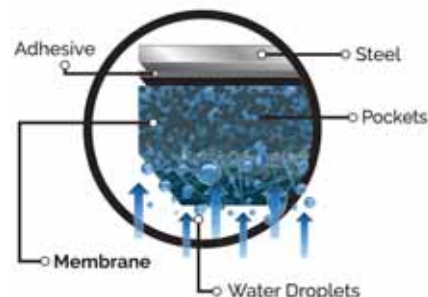
DYNAMIC FASTENER



Titebond WeatherMaster Metal Roof Sealant is specifically formulated to outperform all other sealant technologies, including silicones, tri-polymers, and polyurethanes. This superior polymer provides a waterproof seal against water, wind, dust, and dirt. It offers exceptional adhesion to Kynar-coated metal materials, along with standard metal, aluminum, steel, galvanized bonderized surfaces, plastics, and glass. Titebond WeatherMaster Metal Roof Sealant is available in more than 50 colors, all of which match today's popular metal roof and metal siding colors, regardless of the material or manufacturer.

www.dynamicfastener.com

FILC USA



Dr!pStop from Filc USA helps fight condensation without insulation. Dr!pStop traps and holds condensation as it forms until it evaporates back into the air. It arrives at the job site already installed on the steel, which saves time and money by eliminating one step of the building process. In addition, Dr!pStop provides a significant layer of protection against corrosion, particularly in animal confinement.

www.dripstop.com

Roll Former Corporation



Roll Former Corporation now offers two perf units: the stand-alone perf unit with two sets of perf dies for up to 24"-wide flat stock, and the ag panel perforator for ventilation needed on your 3/4" x 5-rib-wide ag panels. It comes complete with four sets of perf dies for this 38" wide popular panel. It can also perforate flat stock so you can post-process the rest of your ventilated trim products. Available in 26- to 29-gauge ag panels or 24-gauge max flat stock.

www.rollformercorp.com

Ventco



ProfileVent is the original single-layer ridge vent cut to fit the profile of more than 50 metal panels. It's a strong, durable modified polyester, non-woven, non-wicking, fiber-based matting designed specifically for metal roofs. ProfileVent has received a Notice of Acceptance from Miami-Dade County. ProfileVent's unique design prevents compressing Ventco's ridge vent material through reducing the net-free area after installation.

www.profilevent.com

Snap-Z



Most standing seam ridge vents are too complicated to install, wasting valuable time and energy. With Snap-Z, installing a ridge vent is easy, and you can relax knowing that it won't fail over the lifetime of the roof and will vent adequately. This in turn gives you satisfied customers and no call-backs. Always working to improve, Snap-Z has undergone rigorous testing by independent labs to ensure that their standing seam ridge vent will withstand the worst elements and maintain the beautiful hidden fastener look that everyone wants.

www.standingseamroofvent.com

A Journey Of FAITH

Minnesota company pivots to
roll forming for survival

■ By Sharon Thatcher

What happens when you realize your current business isn't providing you with the income and satisfaction you need? How do you pivot into an entirely new direction? That was the dilemma facing the owners of Rush River Steel in Henderson, Minnesota, back in 2011. The answer for them was a daring plunge into the roll-forming market that would take lots of research—and even



Pictured (l-r) are Sales Manager Steve Waldner and General Manager Jacob Wollman.

more faith.

General Manager Jacob Wollman explained the company's transformation:

"In 2001, we started a metal fab business doing custom laser-cut parts, forming, and fabrication. This business had some growing potential, but we were constantly plagued with our best customers getting their own laser cutters and moving their business in-house. "We realized we needed to not only cut parts, but have an end product to sell that we manufacture in-house.



Rush River manufactures trim in-house using a 21' Thalmann double folder.

So we pursued a number of different projects through the years, mainly truck accessories and golf cart accessories, and also did custom cutting and fabricating. In the 10 years we were doing custom fab work, we never seemed to get ahead."

Survival and growth were critical because the business wasn't just sustaining the employees and their families, but an entire community. Rush River is a blended church- and family-owned business. Along with a hog operation (Altona Isowean) and heavy machinery remanufacturing and sales, Rush River Steel supports the Altona Hutterian Brethren. It's a Christian community of 23 families living together and sharing the proceeds with everybody equally, "sharing one purse," as Wollman described it. While church-connected, their businesses are subject to all of the same laws, ordinances, and taxes as any non church-owned

business in the U.S.

"All of our businesses are run and operated almost entirely by members of the community," Wollman said, adding, "The whole community is supported by these three businesses."

While living modest lives within their homes, Hutterites are sustained by progressively operated businesses, and their existing laser cutting business just wasn't "cutting it."

"A lot of Hutterite colonies had jumped into the steel-cutting arena 25 years ago and some were struggling for years to find a niche they could stay and expand in," Wollman explained. "Many are very successful, but we never found one we were excited about. Truck accessories was an expanding market, but we were reluctant to press deeper into this market because of the difficulty to work with the end user. It was extremely cus-

tom work requiring long hours of polishing/designing—for what? Customers weren't willing to pay for the quality they received," Wollman said.

It was Wollman's father who lobbied the church to consider roll forming.

"My late father (the overall manager at the time) had this business in mind for years. We were inspired by friends and family in the business that had been up and going for years, and some had encouraged us to make the investment. We were far enough away not to be competitors. The church gave its blessings to the plan and we went ahead with it," Wollman said.

GO BIG OR GO HOME

The elder Wollman and his team spent about a year researching the business further by attending trade shows and visiting roll-former manufacturers around



**DOES IT HAVE TO BE
THIS DIFFICULT??**

**Snap-Z Makes Your Life
That Much Easier!!**



**Call Today!!!
717-572-0910**







**The Affordable Rollforming
Equipment Manufacturer**

Metal Rollforming Systems designs and manufactures reliable and affordable rollforming equipment and accessories, making us a leader in rollforming equipment manufacturing. Our unsurpassed technical support is unlike any other in the industry, we work until the job is done. Our customer's success is our success. For more information, please contact us at 509.822.8123 or visit us online.

- Single & Double Deck Rollformers
- Trim Rollformers
- *NEW* Patriot Rollforming Line
- Coil Reels

- Precision Cut Slitting Lines
- Sheet Stackers
- Coil Upenders
- Ridge-Cap Press





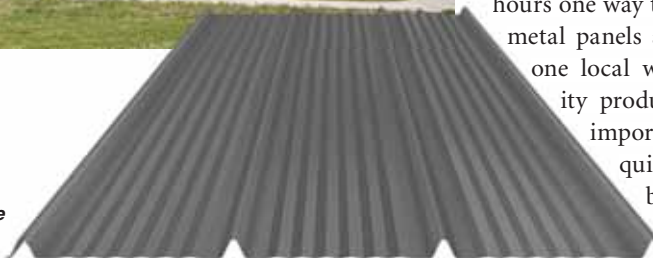
509.822.2123

www.mrsrollform.com



(ABOVE) A structure featuring Rush River's ApexX4 roofing panel (close-up at right)

(BELOW) Rush River installed its second MRS Titan II roll former last year, used for making the ApexX4 and Summit panels.
RUSH RIVER STEEL PHOTOS



the country. By heeding advice, they decided to go with all-new equipment.

"We decided to go in with a big bang: we're not going to start with the cheapest equipment or the budget equipment, we're going to go in and buy good quality machines," Wollman continued. He explained the reasons: "We talked to a lot of people, references, on what machines to buy. Friends in the business told us, in the beginning, get the best machines.

Quality equipment will provide better quality, more consistent products, and it's easier to buy it up front than try to resell your mediocre equipment later."

Rush River's next step was to sell their laser cutting business and close up shop before starting to buy equipment costing on the high end of six figures.

"So here the equipment arrived and we still didn't have one customer," Wollman said, "but we did know a handful of con-

tractors in the area who gave us a lot of encouragement."

True to their word, the contractors started ordering as soon as the machines were on line. "As soon as we were ready, we had a few orders, and they came to us—we didn't go to them, it was just word of mouth," Wollman related.

Up until the opening of Rush River, local contractors had to travel at least 3½ hours one way to get their factory-direct metal panels and trim. Having someone local who could provide quality products and service was an important time-saver. Business quickly took off, serving builders and DIYers in a 165-mile range of Henderson.

Of course, ultimate success took years. "It's not easy to build a business from ground zero, but contractors were at our door from day one and that has only expanded," Wollman said, adding: "We kind of had to grow into our shoes the first four years, but after we grew into them we were off and running."

They initially started with 12,000 square feet of shop space. "Three years in ... we outgrew the existing workspace exponentially. In 2014, we started building another shop—27,000 square feet—the one we currently use," said Wollman. They are at capacity there and are considering another addition in a few years. It is not filled as much with inventory as it is with machines. Beginning business with just one roll former, they now have two MRS Titan II roll formers, plus a 21' Thalmann double folder, a Bradbury trim roll former, four standalone pneumatic shears for each panel profile, a Forstner splitter for trim, a trim wrapper, plus Linde and Combilift forklifts, a Peterbilt semi with Moffet piggyback forklift, and four Chevy pickups with trailers.

Unfortunately, Wollman's father was not able to see the company he helped to start grow through the years, but son Jacob has been there in his place. He was looking for a change after serving 11 years as a schoolteacher in the commu-

nity's school and was voted to take the management role of Rush River when the business opened.

CHANGING COIL SUPPLIERS

A year into the business, Rush River Steel decided to change coil suppliers, choosing to work with Hixwood Metals based in Wisconsin, a partnership that continues today.

"Since we got to know Hixwood Metals, we discovered how much we have in common not only in our business but also our values and beliefs," Wollman said, a reference to Hixwood's Mennonite connection. "We currently buy all of our coil through Hixwood in full truckloads, mostly coming out of Indiana. Paul and Harvey Zimmerman have worked hard for our business and are continuing to have the best service and competitive prices, and we highly value our friendship with their whole team. You could not find nicer people around and we look forward to many more years of friendship and business."

Rush River also occasionally purchases doors, windows, and vinyl slat panels from Hixwood.

INSIDE THEIR OPERATION

Rush River Steel started by offering



The Bradbury trim roll former was one of several machines added as the business grew.
RUSH RIVER STEEL PHOTOS

two panel profiles, but now manufactures five: Tuff-Rib, ApexX4, Summit, PBR Panel, and Reverse PBR.

"Tuff-Rib Profile remains our premiere panel," Wollman said. "It's about 70% of total panel sales. This will probably change though. Last year, June 2019, we installed our second MRS Titan II machine that is doing the ApexX4 and Summit panels. We are continuing to

expand in these two panels and have high hopes for them. They are tailored more for the residential market, the Summit is also good for round roof barns."

Steve Waldner, Sales Manager, sees the residential segment—primarily residential reroofing and post-frame garages and shops—as a booming industry for steel roofs. "I believe homeowners are growing increasingly frustrated with the

ROLLFORMING & COIL HANDLING EQUIPMENT



MADE IN USA SINCE 1949



ASC MACHINE TOOLS, INC., SPOKANE, WA

TEL: (509) 534-6600



WWW.ASCMT.COM



The company quickly outgrew its 12,000-square-foot shop and built this 27,000-square-foot shop in 2014. They are now outgrowing it. RUSH RIVER STEEL PHOTO

The Business of Roll Forming

Rollforming Magazine visited the Rush River Steel shop in Henderson, Minnesota, in mid-May for a tour. Jacob Wollman shared some additional observations about the business of roll forming.

A ROLL FORMER'S LIFE

"Our community has a saying that livestock is a 'lebenigs ample,' a job that's alive." He explained: "When you go down to the hog barn, where you have livestock, it's a job that's alive, you cannot skip it, it's constantly calling for you. You can't just put down your work and leave."

The roll-forming business is similar, he noted, "with phone calls coming in, customers at your door, constantly advertising, it's definitely a responsibility that you've got to feed, otherwise it will die. You gotta be here on the phones, you have to get these orders out, your customers are waiting for you. Roll forming has been a great, clean business for us, but like everything, it requires long hours and a lot of hard work."

ADVICE ON GROWING A BUSINESS

"Buy fair, sell fair. Pay your bills. Use or invest. Repeat. Everyone's happy!"

ON SHOP LIFE

In the shop, the metal fabrication business is often dirty work; by contrast, roll forming is very clean.

"If you visit our shop, you will immediately see the clean environment in our work area, and pleasant workplace. This is due not only to a responsible and caring team, but roll forming is a clean environment in comparison to a metal fab shop, where you have grinders, welders, laser cutters, and other things going on."

ON MAINTENANCE

"Roll formers usually don't break down. They're really not very high maintenance if you know what you're doing. If you make stupid mistakes, (and they usually end up being stupid ones), yeah, you can break machines, you can crash dies [four layers of steel feeding through the machine at one time, damaging the chrome finish]." Wollman encouraged business owners to utilize their machine manufacturer's technical advisors to the fullest. "They encourage us that there's no stupid question, just call. Cameron Wollman is our roll-former technician and he's on the phone a lot with them. He has no problems calling, he's become good friends with them."

asphalt roofs and are warming up to putting steel on their roofs," he said. "We know the advantages of a steel roof and we are working hard to get that awareness out to our local municipalities by teaching people that come through our door or call."

In addition to their five panel profiles, Rush River manufactures trim in-house using the 21' Thalmann double folder.

"We roll form five of our most popular trims using a Bradbury trim roll former," according to Wollman. "We stock 30 different colors of fasteners in a dozen different styles and lengths. We stock a bunch of sliding door hardware and aluminum soffit. 'I tell people, we got you covered on the outside,' he continued. "We only sell the steel and accessory package for a building exterior and liner panel if needed. We are dealers for overhead doors, walk doors, and windows as well, but when it comes to wood, we send customers to their local lumberyard. We only employ eight people; we don't have the man power to be a lumberyard and a steel roll former as well. A lot of people tell us we should offer the whole building package, but the lack of man power, space to store the lumber, and the added investment makes us reluctant to offer lumber." He added: "We are not a one-stop shop box store, but a regional roll-forming company that supplies quality products and service at fair prices. Perhaps in the future we can look at lumber, but right now it's not on the near horizon."

Trim sales accounts for about 30% of total sales, but Wollman noted panels are always the bulk money makers. "While you have an opportunity to make more margins on trim, it always reflects the smaller part of the order, because you usually need a lot less trim than steel per steel-order volume," he said. "We make thousands of different profiles of trim; this is the beauty of a local regional roll former. We communicate directly with the people that are installing the product. Most contractors have preferences on what they want and every job includes



custom trim. Don't get me wrong, we have our standard trims, but if a customer wants it a little different, we will make it to their specification."

PRICING CHALLENGES

Located between Minneapolis and Mankato, Wollman said the business has not been swayed into working as wholesalers despite encouragement to do so. "Right off the bat we had a tough time selling wholesale. The [lumberyards] told us, we want to make a certain cut, so you need to be at this price before we start a conversation. In addition, we had to agree to forfeit all business with contractor and retail sales immediately. We could not afford to sell exclusively to wholesale, as contractors were the bulk of our customers, so we respectfully declined. My opinion is you have to become servants to wholesale because they call the shots. In this business, you cannot sell both wholesale (lumberyards) and contractors because you are competing with lumberyards," he said. "We offer more competitive prices to all wholesalers but not as competitive as they require. We would love to sell to them, but our personal experience has been that the market is too saturated and aggressive for them to work with us. This is OK with us, because there is lots of work around for everyone." Rush River does offer discounts to its regular customers. "Our biggest customers get wholesale. We also have our regular contractor price, and then we have retail," he said.

Rush River operates on the principle, however, that quality should never be sacrificed for price and there is no need to focus on outpricing your competitors.

"A lot of people don't realize that it's important to stay consistent with our competitors' prices. We are in for the long haul, and our policy isn't to price gouge our competitors. As fellow roll formers, it's in all of our best interest to protect our industry with excellent products at fair prices and provide good service. It's everyone's responsibility to uphold this for this industry. We don't always have the cheapest prices, but we try hard to sell fair and provide excellent service and turnaround. This is what gets customers to come back," he explained. While contractors may

The Tuff-Rib is the company's most popular panel and accounts for about 70% of sales. RUSH RIVER STEEL PHOTOS

purchase more over the long haul, Wollman doesn't discount the importance of the DIYers, who make up about 20% of sales. "While some might do just a house, they have friends that need one, too," he noted.

When asked for reasons behind the business' success, Wollman said, "Success is very subjective. We feel good about where we are, looking back. ... We work hard to have a good reputation with our customers, 95% of our customers come back to us because we treat them the way we want to be

treated; Golden Rule. If a customer isn't happy, we will stretch ourselves to make it right." RF

For more information visit www.rushriversteel.com



715-644-0765 — Fax: 715-644-4931

We manufacture seamless steel siding in multiple styles
D-4, DL4, D-5, DL5, Board & Batten, Single 6" and Single 8"
to compliment the siding on all residences.






got news?

If you have news you think belongs in *Rollforming Magazine*, feel free to send us a press release (and high-resolution image if applicable) for consideration. This is a no-cost editorial opportunity for all roll-forming-related businesses.

Send us news of your:

- Milestone anniversary
- New product, material, or service
- New program for the advancement/betterment of the trade
- Outstanding achievement
- Business location change/expansion
- Accolades/awards
- Staff promotion/staff addition
- Public service work/engagement
- Trade association involvement
- Branding changes
- Sponsoring/exhibiting at a trade show
- Merger/acquisition
- Case studies
- Joint projects with an industry partner

Got questions? Call 715-257-4197
or email sharon@shieldwallmedia.com



Index of Advertisers))

Company	Page #
Ace Clamp.....	21
Acu-Form	37
Advanced Architectural	6
Albion Engineering Company.....	43
ASC Machine Tools	31, 42
Atlas Fasteners.....	43
Aztec Washer Company	43
Beck Automation.....	6
Bradbury Group, The.....	22
Building Products Development	37
Dr!pstop - FILC.....	IFC
Dynamic Fastener	7, 43
Englert Inc.....	9
Express Barns.....	44
Extrutech	43
Hershey's Metal Meister	24
Hixwood Metal Inc.	33
Indiana Warm Floors.....	42
Kevmar Mfg.....	43
Keymark Industries	42
Leland Industries Inc.....	43
Levi's Building Components.....	40, 44
Marco Products.....	CVR, 11
Metal Plus	42
Metal Rollforming Systems	29
Midwest Enterprises	17
Overdrive Tool, LLC.....	43
Planet Saver Industries.....	42
Plyco	19
Ramco Supply.....	44
Roll Former Corporation.....	21
Royal Crowne	44
Safeway Door	44
Shed Windows and More	44
Snap Z	29, 42
ST Fastening Systems	25
Star 1 Products.....	42
United Steel Supply.....	42, BC
Ventco.....	CVR

**SCAN THESE ADVERTISERS'
QR CODES TO GET IN
TOUCH WITH THEM TODAY!**

GET MORE INFORMATION ABOUT PRODUCTS & SERVICES SEEN IN THIS ISSUE. HERE'S HOW:



If you are looking for more information from companies featured in this issue, fill out this form.

Mail the completed form to us, and we will have those companies get in touch with you. There's no need to fill out multiple forms; we'll do the legwork for you.

Name (please print) _____

Signature (required) _____

Company _____

Address _____

City _____ State _____ Zip _____

Telephone (_____) _____

E-mail _____ Date _____

Please check one or more boxes to subscribe FREE/Renew for 3 years:

- ☐ *Garage, Carport & Shed Builder Magazine* ☐ *Frame Building News* ☐ *Metal Roofing Magazine*
☐ *Rural Builder* ☐ *Rollforming Magazine*

I would like to receive my subscription: ☐ By Mail ☐ Digitally

☐ Check this box if you wish to receive our Builders' Express newsletter and offers from our partners.

☐ Check this box if you wish to receive our Roofers' Express newsletter and offers from our partners.

Email address is required to receive newsletter.

**CONTACT NAME & EMAIL (OR) NAME & PHONE NUMBER ARE REQUIRED.
WITHOUT THIS INFORMATION WE WILL NOT PROCESS THE REQUEST.**

**SELECT A MAXIMUM OF 5 COMPANIES
TO REQUEST INFORMATION FROM:**

Company Name: _____

Company Name: _____

Company Name: _____

Company Name: _____

Company Name: _____

I understand that by providing the above information I hereby consent to receive communication regarding my subscription via US Mail, telephone, and e-mail sent by *Rollforming Magazine*.

Valid until September 30, 2020 RF SUMMER 2020

CHECK WHICH TITLE APPLIES TO YOU:

- ☐ President
☐ Owner
☐ Partner
☐ General Manager
☐ Sales Manager/Rep
☐ Engineer/Architect
☐ Vice President
☐ Foreman
☐ Installer
☐ Other _____

PLEASE CHECK THE PRIMARY CATEGORY THAT DESCRIBES YOUR BUSINESS:

- ☐ Builder, Dealer, Remodeler
or Installer
☐ Roofing Contractor
☐ Metal Roofing Contractor
☐ Building Material Dealer/Distributor
☐ General Contractor/Remodeler
☐ Manufacturer/Rep of Manufacturer
☐ Architect/Specifier
☐ Construction Consultant/Engineer
☐ Building Owner/Developer
☐ Other (Please Specify) _____

ENGAGED IN THE FOLLOWING APPLICATIONS:

- ☐ Gutters/Accessories
☐ Institutional
☐ Residential
☐ Agricultural
☐ Commercial
☐ Industrial

Send to: Barb Prill • P.O. BOX 255 • Iola, WI 54945; barb@shieldwallmedia.com

Is It Time for New Roll Tooling?

Weigh your options prior to replacement

How do you know when it is time to replace your roll tooling? It's a common question posed by roll-former operators. According to Ben Schmidt, Industry Sales Manager for The Bradbury Co., a close look at the end product helps answer that question.

"Typically, the way we diagnose a tooling issue is by looking at what we have coming out the end of the roll former," he said, placing his focus on the standard 26- to 29-gauge ag panel, 36" wide with $\frac{3}{4}$ " ribs.

Wavy overlap edge, a cross-bow effect, wider panels, reduced panel features (such as rounded versus sharp major and minor ribs), and low post-cut quality are all likely signs there are problems with the tooling. There are times when those degradations call for immediate tooling replacement and other times when intermediate action can extend the life of your machine.

"There are basically two different types of tooling wear," he explained, "a catastrophic event ... and normal wear."

With a catastrophic event, "something bad happened; you can see it when it happens."

You can also see it in the form of paint damage on the panel. It likely started as a bad adjustment that caused the tools to come together, steel on steel, resulting in



When rolls are worn out, a catastrophic event is soon to follow, causing tools to run together and double sheeting of material to occur.



pop marks in the paint and paint build-up on the tooling.

Double sheeting is another visible sign of a catastrophic event—when more than one sheet of steel tries to go through your machine at the same time. "When your tools are designed for a maximum of 26 gauge, 0.020 (20 thousandths of an inch), and you send three .015 sheets through, now you have 0.045" material trying to run through a 0.020" gap. Worst case, your machine stalls, best case [the

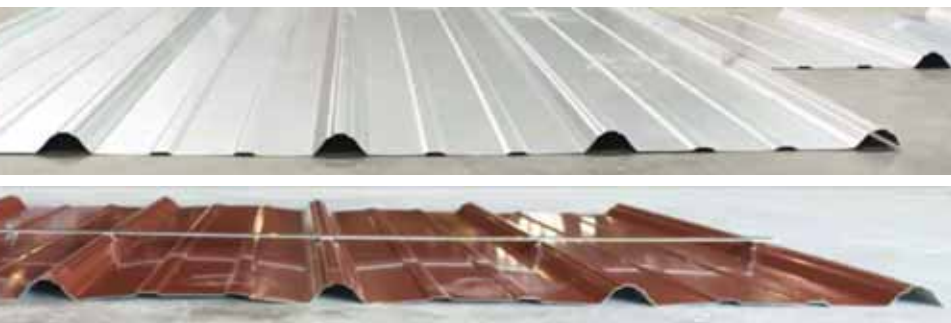
panel] gets through the mill but you end up with some worn areas [on your tooling] that will immediately wipe out your bending radii," Schmidt said.

When a catastrophic event occurs, it is most likely that the tooling needs to be replaced.

With normal wear, you should notice a gradual decline in the bending radius of your tools. "As you run steel, the bending radii will become lessened, it becomes loose, you can see it in the dies," Schmidt said. Technicians use radius gauges to check for wear.

Normal wear can also affect the drive-line and create what is called "chatter" in the panel, which is a swirled effect. Chatter can also be caused by chain slack. "The bottom arbor on the roll former is a fixed part—that's generally what is powered—and when you power the top, normally with a spur gear, if your gears become worn or your driveline becomes worn you get slack," he said.

The slack affects how material feeds through the machine and affects your



New (above) versus worn (below) ag panel tooling. The worn panel does not lay flat.

machine dies.

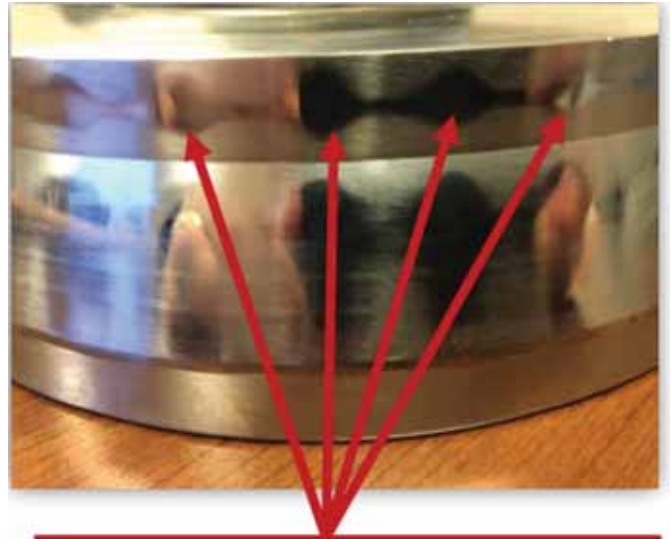
“What you will see in the panel when you have chatter, when you look down your minor rib, you’ll see swirl marks going down through it.”

Schmidt noted that the only way to get rid of chatter is to recut or replace the tooling.

Understanding and dealing with normal wear will help avoid quality issues as your tooling ages. Common problems you may detect include:

- Panel coverage running wide
- Reduced panel features
- Wavy edge on overlap
- Panel flatness control—crossbow affect
- Large bending radii
- Degraded quality on post-cut lines

In many cases, the problems are interrelated, such as the case with your panel consistently running wide. A check of your major and minor ribs may detect a reduction in sharpness. Instead of creating sharp edges in the rib ridges, worn tooling



Chatter from spur gears or drive rolls

Normal wear and chain slack can both cause chatter and create swirl marks in panel. Recutting or replacing the tooling is necessary.



ROLL FORMING EQUIPMENT

10550 TR. 262 Millersburg, OH. 44654
Phone (330) 674-4003 • Fax (330) 674-4035
Email: acu-form@safecommail.com



**Manufacturer of metal forming equipment,
for commercial and residential construction use,
using D2 tool steel as a standard for our tooling.**

- | | | |
|-------------|-----------------|---------------------|
| • Ag Panel | • Perforators | • Trim Machines |
| • Shears | • Wrappers | • Corners |
| • Slitters | • Coil Upenders | • Ridge Caps |
| • Hemmers | • Roll & Tables | • J-Channels |
| • Decoilers | | • Customer Profiles |



Visit us @www.acuformequipment.com

Metal Roof Clips & Accessories

LSI GROUP
METAL BUILDING COMPONENTS



We manufacture and supply **clips and accessories** for the following roof systems:

Knudson	New Tech	Ultra Seam	Schlebach
Rollformer	Englert	Zimmerman	Quadra-Pro™

Use our Online **866-766-3254**
CLIP FINDER at: **WeGotClips.com**

is forcing the metal to spread out. “You’re not able to set those bends as much and that extra steel has to go somewhere. That’s what makes your panel wide,” Schmidt said.

“On the majors, instead of having a nice crisp rib, it starts to round. On the minor ribs, worst case it will turn into a half-moon instead of a crisp rib,” Schmidt goes on to explain. “This results in a wider panel because a round bend doesn’t take as much steel as a crisp bend.”

This can be detected visually, but sometimes it is your roofing customer who will notice the problem when they walk across the panel on a job site. “They’ll say it just doesn’t feel as strong. That is because the bends are not set as crisply. The tighter the bends in a panel, the stronger the panel,” Schmidt explained.

Also, as tooling, more specifically the bending radii, starts to wear and loosen, it takes more pressure to create a $\frac{3}{4}$ " rib. “As you come down tighter you start to lose angles, and when you lose angles, that’s where your flatness comes into play,” Schmidt explained, adding: “Once you lose the adjustability you will lose the flatness control on your panel.”

Overlap control determines how weathertight a panel will be. If a panel has a wavy edge it will not provide a tight lap. “To most folks in this business, the lap is just about everything,” Schmidt said. “If you don’t have a tight lap, it’s not a weathertight lap.”

For installers, getting a tight lap is challenging if the ribs are not consistent on the panel currently being installed as well as the panel on which it is being overlapped.

Lastly, if you notice deterioration in your post-cut it is most likely the tooling. “The cut-off die is not very forgiving,” Schmidt noted. “What’s going to give is the 29-gauge panel, not the cutoff die set. This also applies if we’re running precut and chopping down for 2’ panels, you’ll still see some deprivation.”

SOLUTIONS OTHER THAN REPLACEMENT

The best-case scenario is that you can repair your existing machine rather than replacing the tooling. The first repair solution involves calibration.

Calibration: “When you calibrate a machine, or gauge it, you’ll be setting your vertical clearances, your horizontal clearances, then you’ll want to set your pass-to-pass settings to make sure it aligns throughout,” Schmidt instructed.

Vertical and Horizontal Tooling Clearances: The vertical tooling clearance is the gap between the upper and lower rolls at the farthest point on the inboard (drive side) and outboard (operator side) of the tool for each pass and at points along the flattest sections of the rolls where you have upper and lower mating rolls. Tooling should be initially calibrated for the maximum material thickness for which the tooling was designed.



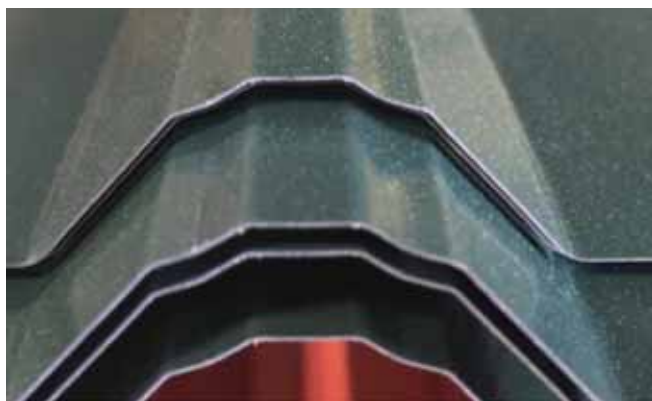
Overlap control determines how weathertight a panel will be. Loss of crisp bends is a sign of tooling wear.

To calibrate the vertical tooling clearance, you will first identify the maximum designed material thickness, and then adjust the upper arbor so that the maximum material feeler gauge goes between the upper and lower rolls with a slight drag to it. Check the inboard and outboard locations.

Pass-to-Pass Alignment: Roll tooling that has been inspected and calibrated within each individual tooling pass needs to be checked for alignment from tooling pass to tooling pass. First, identify the common spacer/roll width sizes beginning from the inboard side on a series of concurrent passes of tooling. Next, assure that the gap on the precision straight edge does not exceed 0.010 of an inch from pass to pass. Measure with a feeler gauge for accuracy. Note

that minor rib passes typically require less gap.

As Schmidt noted, “Engineers design in a perfect world, so you want to make sure the gaps are the same on each piece of tooling.” Proper tooling assures your panel is not snaking through the machine tight on one side and loose on another, causing panel distortions.

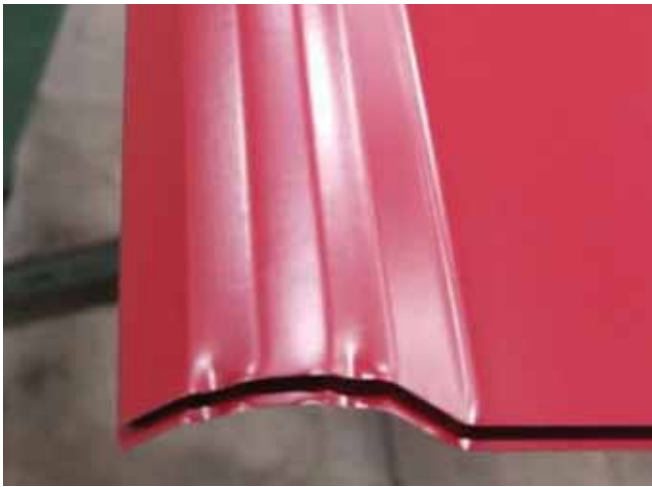


THAT DIDN'T WORK—NOW WHAT?

If calibration does not solve your quality issues, three options are left: retracing or recutting the tooling, partial tooling replacement, or complete replacement.

Recutting: When you have tools recut, all the tools and spacers are removed from the machine, sent to the factory, and stripped, retraced, re-profiled, re-chromed, inspected, and profile tested. The result will be a like-new profile, with shrinkage of the profile at about 0.070 of an inch.

The advantages to a recut include reduced cost—about 50% the investment of a new set—and reduced lead time of about 50%.



Signs of post-cut damage

One of the disadvantages, however, is the uncertainty. “There is a bit of a risk,” Schmidt said. “You don’t know for sure if those rolls are going to clean up. If you take 0.070 of an inch off, but the tooling is worn extremely, or there happens to be some damage in there somewhere, that means we would have to take more off than the 0.070 or replace the damaged tooling.”

Cutting down more than the 0.070 of an inch is a slippery slope because it could affect your machine’s driveline. “Top arbors are powered from lower arbors with spur gears,” Schmidt said. “If the tooling outside diameters are decreased too much the spur gears will bottom, which prevents the tooling from achieving the proper material gap. To correct the problem additional is incurred due to replacing the top spur gears.”

Yet another disadvantage is restriction on modification once a recut is made. “Your substrate changes, your market changes ... and that tooling is already designed, you don’t have the ability to modify it very much,” he said.

Partial Tooling: Partial tooling replacement is a frequent request by customers who have lost minor rib definition or want to restore panel flatness by replacing their overform passes. It is less expensive—about 25% the cost of a new set—with less lead

time of 4-6 weeks.

Unfortunately, there is no guarantee that new tooling intermixed with existing tooling will provide you with “like-new” conditions. Again, you will have limited design changes and working with someone other than the original equipment manager (OEM) could complicate getting an accurate estimate.

Complete Tooling Replacement: In the case of a complete replacement of the tooling, all tooling and spacers are replaced. In the end, you will have new tooling and you will have the design flexibility to incorporate changes when the market changes. It is also less risky to source from a non-OEM vendor.

It does require a substantial capital investment, however, and behooves the owner to take a close look at the entire mill system. “If the tool set is worn out, the roll former is probably worn out too,” Schmidt said. “The worst thing you can do is put a brand-new set of tooling on a mill that needs help. Typically, when we recommend a roll-former rebuild, we are going to address the stand bearings, the adjustment assemblies, and the driveline.”

Here is a list of what you will want to do in preparation for your new tooling:

- Replace roll former stand bearings
- Replace roll former adjustment assemblies
- Inspect sprockets, chain, spur gears, and drive rolls
- Inspect arbors for keyway wear

Continue to use preventative maintenance to ensure a long life and product quality from your machine.

FINAL THOUGHTS

Roll formers are built to last many years, and unless you experience a catastrophic event with an older machine, you probably won’t see a sudden change in how it works or in the quality of products it produces. “The challenge is, none of this happens overnight,” Schmidt said. “As you run it, it’s difficult to see. It’s like my house; I know my paint is fading, but it’s a gradual decline.”

The solution is having a routine schedule of inspections and maintenance. For roll formers, the name of the game is uniformity, and it is best to keep an eye on the uniformity of your quality to catch its decline first before your customer does. **RF**

Editor’s Note: This information was provided by Ben Schmidt, The Bradbury Group, in an education session at the 2019 Construction Rollforming Show (CRS). Watch for future updates on education sessions at the 2020 CRS in Cincinnati, Ohio, Dec. 10-11, in Rollforming Magazine. For more information from the Bradbury Group visit www.bradburygroup.com



Ben Schmidt

Take Advantage of Tax Incentives for Equipment Purchases

■ By Chris Cox, JD

Investing in new roll-forming equipment not only increases production capabilities, it may also lower your tax bill. The U.S. Tax Code provides a valuable incentive for manufacturers to invest in new production equipment. Specifically, Section 179(a) of the Tax Code allows businesses to deduct up to \$1,040,000 of the purchase price of equipment that was (a) purchased and (b) placed into service in the applicable tax year.

The following illustrative example shows just how valuable Section 179 deductions may be to a manufacturer that purchases equipment and places it into service in 2020:

SECTION 179 TAX SAVINGS CALCULATOR*	
Roll Former Purchase Price:	\$500,000
Business Income Tax Rate:	21% (assumed)
Tax Deduction:	\$500,000
Tax Savings:	\$105,000
Net Equipment Price:	\$395,000*

Section 179 is a huge incentive for savvy business owners to upgrade their production capabilities at a significant discount. These purchases also stimulate economic development and employment for U.S.- and foreign-based equipment manufacturers, thereby generating tax revenue for the U.S. government.

The Section 179 deduction is also available for equipment that is leased or financed. Several equipment finance companies offer Section 179 qualified financing options. Businesses who purchase used equipment may also benefit from this tax incentive.

The \$1,040,000 limit is tied to inflation and will likely increase in subsequent years. There are limits to the amount a business can deduct for equipment with a purchase price in excess of \$2,500,000.



There are additional potential benefits and restrictions, and businesses should consult their tax professionals on Section 179 as it applies to their specific circumstances. Businesses should also contact equipment manufacturers to determine how quickly the new equipment can be delivered. The government provided the incentive—it’s up to manufacturers to take action to claim it.

Chris Cox, JD, is Southeast Sales Manager for ASC Machine Tools, Inc. He can be contacted at ccox@ascmt.com

*This example is provided for illustrative purposes only and should not be considered as a guarantee, calculation, or projection of the actual deduction a business can claim and/or receive. Furthermore, nothing contained in this article shall be construed as legal advice or guidance. RF



FloVent®
R115

Call to place your order!
(877) 897-7020
www.levisbuildingcomponents.com



Economical alternative to Flovent® R120

Fire retardant & UV stable

Easy installation with adhesion strip



Fits many profiles

Increases the longevity of metal roofing

Contractor friendly





PRESENTS:

GARAGE • CARPORT • SHED
**BUILDER
SHOW**

CENTURY CENTER
SOUTH BEND, INDIANA
FEBRUARY 4-5, 2021

SPONSORED BY:



FOR MORE INFORMATION CONTACT GARY REICHERT:
gary@shieldwallmedia.com • 715-252-6360



METAL PLUS 860-379-1327
METALPLUSLLC.COM

Our whole bracket line and the Universal Safety Anchor are made in the USA!

Universal Safety Anchor

QR Code



UNITED STEEL SUPPLY

STEEL PRODUCTS FOR THE METAL ROOFING & METAL BUILDING INDUSTRY

Understanding Superior Service

512-263-0954 • unitedsteelsupply.com

QR Code

**Is your applicator a 1 man operation?
Ours Is! Call for more details...**

Felt APPLICATOR

- Fast
- Easy
- Consistent

CondensStop® or DRIPSTOP

STAR 1 PRODUCTS

888-96-STAR1 (toll free)
231-825-0163 (phone)

2410 W Geers Rd,
McBain, MI 49657

STAR Performance. No 1 Service.

QR Code



SNAP-Z
Do It Right!

**Standing Seam Metal
Roof Ventilation Systems**

**Call Today
(717) 572-0910**

QR Code



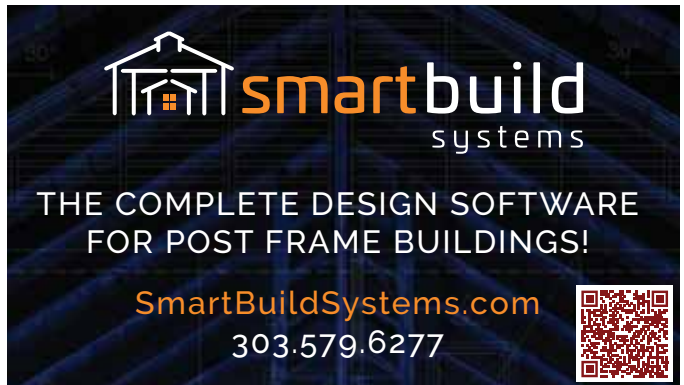
PSI Green Post™
Planet Saver Industries

**THE MOST AFFORDABLE, ALL-IN-ONE
SOLUTION FOR IN-GROUND POST DECAY
AND UPLIFT RESTRAINT**

Barry Hoffman
barry@planetsaverind.com
P (610) 377-3270 • F (610) 377-9552
www.planetsaverind.com

Made in the USA

QR Code



smartbuild
systems

**THE COMPLETE DESIGN SOFTWARE
FOR POST FRAME BUILDINGS!**

SmartBuildSystems.com
303.579.6277

QR Code



MADE IN USA SINCE 1949

PANEL ROLLFORMER TRIM ROLLFORMER PURLIN ROLLFORMER CUSTOM ROLLFORMER

ASC MACHINE TOOLS, INC., SPOKANE, WA
WWW.ASCMT.COM TEL: (509) 534-6600

QR Code



Radiant Floor Heat!

- Warm, Silent & Efficient
- Hot Water or Electric
- Tankless Hot Water
- Slabs
- Wood Floors
- Geothermal
- Wood Boilers

935 N. 275 W. Suite B • Angola, IN 46703
See us at www.indianawarmfloors.com
260-668-8836 • 800-700-8830

QR Code

**GOT A POST SETTER?
WE DO**

Fast, Easy and Precise

FIND OUT MORE

270-925-5952

TOOL

OVERDRIVE TOOL, LLC

The Speed of Efficiency

OVERDRIVE TOOL, LLC • 270-925-5952



KEVMAR^{MFG}

Quality Garage Doors

Arthur, IL. sales@kevmar.net 217.543.2828 Ext 101



QUICK!

Pick the North American one!

Choose **North American Made** by Leland.

Serrated flange bolts and nuts, purlin bolts, machine screws, track bolts, carriage bolts, tank bolts, fin neck bolts, solid rivets - **up to 3/4" x 6"** - in just about whatever grade or finish your application demands.

Self-Drilling or Tapping screws, Bolts and Nuts, all are protected by Leland's exclusive JS1000 plating. Fully compatible with aluminum, JS1000 exceeds 1000 hours in Salt Spray testing. Scratches disappear as the JS1000 flows into any abrasion to prevent corrosion.

Other proprietary coatings to further protect the finish are available.

You lose.

You win!
(All the way to the bank)

**CANADIAN
THREADALL
LIMITED**

www.lelandindustries.com
1-800-263-3393

LELAND

080916_BC




TAKE THE GUESSING OUT OF THE INSTALLATION.

Will the pipe flashing you have handle the correct pitch?

The **NEW** and **IMPROVED** Master Flash[®] Roof Pitch Data Calculator

From the largest to the smallest Pipe Boots Available

**Master Flash[®]
Roof Pitch Data
Calculator**

https://rpc.aztecwasher.com






D•F[®] Rivets. Stock of over 75 million rivets, over 55 million pre-painted. Over 100 different colors.

DYNAMIC FASTENER 800-821-5448




The Spot-Pro[®] System

For Sealing Exposed Metal Roofing/Siding Fasteners

B12B30HJ

1032-G02

- ✓ Extension nozzle saves your back, **No bending over!**
- ✓ Applies a controlled dab of caulk / sealant on screw heads
- ✓ Dispenses 30oz Bulk material, 20oz Sausage pack or 10oz Cartridges

**1032-G02 Spot-Pro nozzle and B12B30HJ dispenser are sold separately.*

(856) 235-6688 | albioneng.com

Albion
DISPENSING SOLUTIONS





ATLAS
BUILDING PRODUCTS

**MADE IN
USA**

ATLAS
BUILDING PRODUCTS

1628 Troy Road • Ashland, Ohio 44805
Phone: 800-327-6345 Fax: 419-289-2884
www.atlasfasteners.com




**Wall and Ceiling
Panels and FORMS**

- Sanitary - Smooth - Bright White
- Easy to Clean - Non-Porous
- Perfect for Non - Food Contact Surfaces
- For Corrosive or High - Moisture Areas
- Quick Installation - Cut to the Inch Panels

View our New FORM Panel video on our website.

888-818-0118 • www.epiplastics.com • info@epiplastics.com

EXTRUTECH PLASTICS, INC.

USA





EXPRESS BARNs
COMPLETE PACKAGE SOLUTIONS

Let us prove to you that we can save you time and money. We want to be your Partner in Post Frame!

Post Frame Packages Delivered to your Job Site

expressbarns.com • 785-214-4609
info@expressbarns.com



1-1/4 CORRUGATED: NOW ROLL-FORMED IN INDIANA

24" Coverage with 1/4" Rib Height | UL 790 Class A Fire Resistance Rating | UL 2218 Class 4 Hail Impact Resistance

A TRADITIONAL PANEL FOR A MODERN DESIGN | ACCENT INTERIOR OR EXTERIOR PROJECTS

WHOLESALE VOLUME DISCOUNTS AND DEALER PRICING!

Ramco Supply JUST GIVE US A CALL 877-889-7802 | www.ramcosupply.com



SAFE-WAY GARAGE DOORS
Make a Statement.

60 Years 1959-2019

A Lifetime of Quality and Relationships



HELPING TO BUILD YOUR VISION

EVERY CONTRACTOR AND BUILDER HAS A VISION!
Let us help you convert your vision to reality.

We provide all the essentials that take a project to the next level.

- ✓ WINDOWS
- ✓ CUPOLAS
- ✓ WINDOW BOXES
- ✓ HARDWARE
- ✓ DOORS
- ✓ WINDOW HEADERS

Shed Windows and More®

info@shedwindowsandmore.com • 843-399-1820



Make "Royal Crowne" your #1 cupola source.



Install as easy as 123
Sizes from 18" - 72" wide.
Wind rated up to 120 MPH
Over 100+ styles & sizes available.

ROYAL CROWNE
OUTDOOR ACCESSORIES

717.288.2630 www.royalcrowne.com

Construction
Rollforming Show 2020

Duke Energy Center Cincinnati, OH
December 10 & 11

FOR INFORMATION CONTACT GARY 715-252-6360

2021
GARAGE • CARPORT • SHED
BUILDER SHOW

CENTURY CENTER • SOUTH BEND, INDIANA
FEBRUARY 4-5

FOR INFORMATION CONTACT GARY 715-252-6360

LEVI'S
BUILDING COMPONENTS

Buy all your accessories in one place
Call to place your order today!
(877) 897-7020
www.levisbuildingcomponents.com



Did you know?

It costs less to buy a Business Card ad than it does to have cards printed.

We even give your "cards" to more than 40,000 potential customers.

SHIELD WALL MEDIA LLC PRESENTS:
GARAGE • CARPORT • SHED BUILDER SHOW
CENTURY CENTER
SOUTH BEND, INDIANA
FEBRUARY 4-5, 2021

SPONSORED BY:
RICHLAND LAMINATED COLUMNS LLC

BUSINESS CONNECTIONS

KEYMAR
Specialty Garage Doors
Arthur R. Kellum@keymar.net 217-543-2828 Ext. 101

Everlast Roofing, Inc.
815-238-2121

MAZE NAILS
A Lifetime of Quality and Reliability
1-800-455-5245 • mazennails.com
a mail order of \$50.00 is \$19.95

2XL
40% OFF NEW NAILS

Green Post
Plastic Posts
THE MOST AFFORDABLE, ALL-IN-ONE SOLUTION FOR IN-GROUND POST DECAY AND UPLIFT RESTRAINT
Gary Reichert
gary@shieldwallmedia.com
P (815) 277-1270 • F (815) 277-1602
www.greenpostusa.com

PLYCO
Strength in all Seasons
PLYCO Plastic Decking
PLYCO.com

Actual Card Size (3.5" x 2")

**FOR MORE INFO
CONTACT
GARY REICHERT:**

**gary@shieldwallmedia.com
715-252-6360**

Lester Building Systems LLC Announces Ownership Succession Plan

Lester Building Systems LLC says it has completed the first phase of its ownership succession plan. A Management Buyout Group consisting of Mark Billstrom (President), Melanie Hoof (Chief Financial Officer), Ted Helmink (Vice President, Engineering Services), and Tyler Bennett (Vice President, Manufacturing) have purchased a minority interest in the business. Included as a part of the transaction is an option to purchase the remaining interest in the business at a future date. The group will join John Hill, who previously owned 100% of the business, as the newly formed ownership group. Hill will sell his remaining interest in the business over the next few years as called for in a purchase option agreement executed by the parties.

This plan is the culmination of a yearlong set of discussions between the parties. It begins the process of successfully transitioning the business to a fourth generation of ownership. Lester was originally founded in 1947 by a group of local businessmen in Lester Prairie, Minnesota. It was purchased by Art Schwichtenberg in 1954, who was running the business for the group at the time. He owned the business until 1986 when he retired. He sold the business to Butler Manufacturing Company, who turned the successful regional business into a nationally recognized leader in post-frame construction. Butler sold the business in 2004 to a management group led by Hill. He and his original ownership team owned and operated the business for much of the intervening years, with Hill buying out the last remaining original minority owner in 2018.

Hill made the following comment regarding the incoming ownership group:

“As I begin to think about my own retirement, it is important that I take the necessary actions to ensure the successful transition of Lester to its next generation of ownership. Each of the new minority owners has been active in the business for several years, lives in a community close to where the company operates, is relatively young, and is well-respected by employees and customers alike. I have a high degree of confidence that this move will position the company for further growth and prosperity for many years to come.”

New owner Mark Billstrom commented, “The previous three generations of ownership have positioned Lester as a respected national leader in the post-frame construction industry. We are excited for this opportunity to continue the work of our predecessors. Lester’s people and work culture are second to none.

Their experience, abilities, and technical knowledge, along with the strong reputation of the Lester brand, gives us confidence that Lester will continue to grow in both traditional and non-traditional post-frame markets.”

MILL STEEL CO. LAUNCHES FIRST MOBILE APP FOR PAINTED COIL MARKET

Mill Steel Co. has launched its first mobile app for iOS. Through the Mill Steel app, customers have access to the company’s complete line of prime, excess, and secondary painted and acrylic inventories.

With real-time pricing and steel sales transactions, this easy-to-use tool allows customers to reorder their products, view order history, place an order for delivery or pickup, and bid on coils from excess and secondary inventories.



The newly released app is available for iOS, with a wider Android release to follow shortly.

“In an effort to maximize our service offerings to our construction customers, our goal was to develop an easy-to-use

TURN TO US

**WE'RE THE RESOURCE
METAL ROOFING PROS
LOOK TO, BECAUSE IT'S
ALL WE DO!**

Each issue of *Metal Roofing Magazine* delivers news and information created especially for the metal roofing industry. Metal roofing isn't a topic that we "cover" a couple of times a year. It's our focus in every issue.

If you are a metal roof professional, this magazine is a resource to help build your business.

Every issue will help you and your team stay abreast of the latest products and components for the work you do. You will also read about the best practices leading contractors are using to improve their productivity and profitability.

**This magazine is free if
you're a metal roofing
professional.**

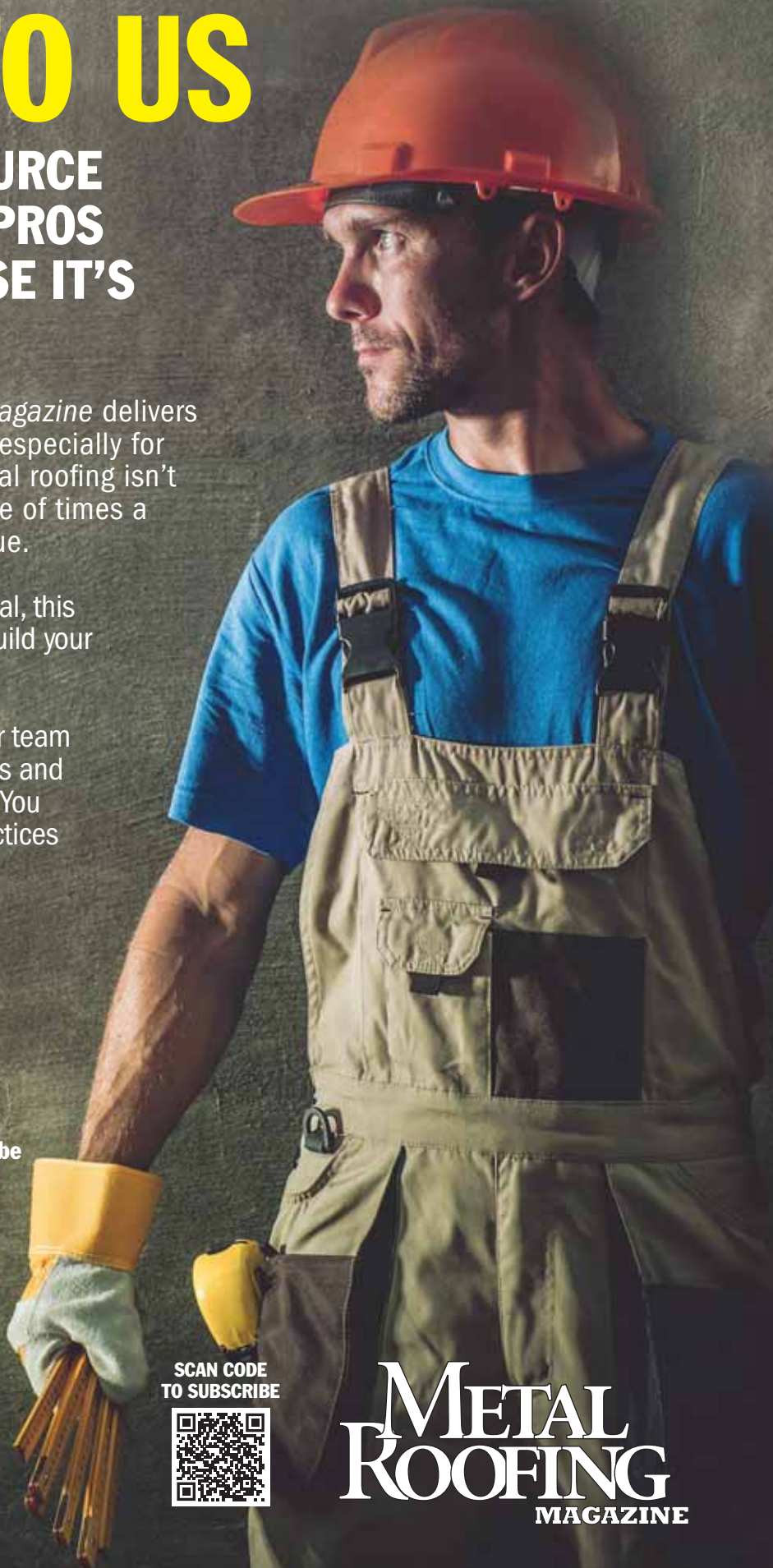
To subscribe, go to
www.constructionmagnet.com/subscribe



SCAN CODE
TO SUBSCRIBE



**METAL
ROOFING**
MAGAZINE



online app that would provide a full-service, 24/7 online marketplace. We are very excited to be a leader in our industry offering a complete set of mobile tools to the construction market,” said Pam Heglund, President of Mill Steel Co.

The Mill Steel app is available for free download on the Apple App Store. More information can be found by visiting www.millsteel.com/the-mill-steel-app.



CLARIFICATION OF ASC EWON REMOTE ACCESS SUPPORT

The Spring issue of *Rollforming Magazine* featured expanded support services from ASC Machine Tools for ASC machine owners. The company has issued the following clarification of those services:

“For ASC customers without EWON Remote Access Support we are excited to announce a new service option—ASC EWON Expedite Service.

“This service will allow ASC’s engineering and field service team to access and troubleshoot your machine remotely via direct connect or Wi-Fi connection. The benefit will be reduced downtime and efficient optimization of your machine.

“Simply send a request via email or call our Customer Service Team to learn more.”

www.ascmt.com

MCA NAMES JEFF HENRY AS EXECUTIVE DIRECTOR

The Metal Construction Association (MCA) has named Jeff Henry, MBA CAE, as its new Executive Director, effective June 1. He replaces Karl Hielscher, who has retired.

In response to the MCA appointment, Henry said, “my job is to empower them to develop programs and services that advance the goals of the association and that provide our membership with exceptional professional development opportunities.”

MCA Executive Committee Chair Jim Bush noted that, “Jeff’s past experience with our organization, as well other industry trade associations, will be valuable as we continue the renewed strategic direction of MCA. His leadership will assist in our initiatives of continued membership growth, technical and code research, marketing, fiscal responsibility, and industry outreach. I look forward to working with Jeff and his team.”

Henry’s previous roles included Managing Director of the United States Bowling Congress and President of the National Frame Building Association. He is also currently Executive Director of the International Staple, Nail and Tool Association and the Synthetic Roof Underlayment Institute.

For more information visit www.metalconstruction.org



Jeff Henry

EDCO PRODUCTS INC. NAMES JOHN G. LEWIS AS PRESIDENT AND CEO

EDCO Products Inc. has named John G. Lewis as President and Chief Executive Officer effective June 8.

Lewis brings more than 20 years of senior management experience to EDCO, including finance, engineering, and manufacturing, most recently as Chief Executive Officer of Trex Commercial Products Inc., a building products manufacturer. Previously, Lewis served as Chief Financial Officer for HelpSystems LLC. In addition, Lewis currently serves as an independent director of several manufacturing and technology businesses.

Nancy M. Dahl has served as EDCO’s Interim President and CEO since January of 2020. She will transition back to the board of directors where she will serve as Chairman of the Board, replacing the retiring longtime board member Steve Broz.

EDCO designs and manufactures a full-line of siding, roofing, soffit, and rainware products.

For more information visit www.edcoproducts.com

SHEET METAL SUPPLY HIRES REGIONAL SALES MANAGER

Sheet Metal Supply hired Joe Wanner as a Regional Sales Manager to promote the company’s growing capabilities in the Chicago area. Wanner has a B.S. in Industrial Engineering, an MBA in Business Ownership, and 20 years of residential and commercial construction experience.

Sheet Metal Supply Ltd. is a leading fabricator/supplier of custom-formed perimeter edge metal products and processed coil and flat stock.



Joe Wanner

PAVING THE WAY

Garage, Carport & Shed Builder Magazine

is the new industry resource for ideas, information and best practices for the manufacturers and contractors who build Garages, Carports and Sheds.

This is the only industry publication focused exclusively on this unique segment of residential construction.



ADVERTISING: Gary Reichert, gary@shieldwallmedia.com • 715-252-6360

EDITORIAL: Karen Knapstein, karen@shieldwallmedia.com • 715-513-6767

SUBSCRIBE: <https://www.constructionmagnet.com/subscribe> or fill out the subscription card below.



**METAL
ROOFING**
MAGAZINE

Rollforming
Magazine

**Rural
Builder**

FRAMEBUILDING NEWS

**GARAGE • CARPORT • SHED
BUILDER**

FREE SUBSCRIPTIONS!

1. Please check one or more boxes, sign & date:

For 3 years, I wish to receive: ☐ Metal Roofing ☐ Garage, Carport, & Shed Builder
☐ Rural Builder ☐ Frame Building News ☐ Rollforming

Signature: (required) _____ Date: _____

Print Name: _____

Company: _____

Address: _____

City/State/Zip: _____

Email: _____

☐ Check this box if you wish to receive the email newsletter associated with the magazine subscription(s) above. **EMAIL ADDRESS IS REQUIRED**

2. Choose which title applies:

☐ President/Vice President
☐ Principle/Shareholder
☐ Sales Manager or Rep
☐ Foreman/Crew Manager
☐ Engineer/Architect
☐ Other: _____

3. Describe your business:

☐ Builder/Contractor
☐ Dealer/Distributor
☐ Manufacturer
☐ Engineer/Architect
☐ Other: _____

I would like to receive my subscription:
☐ By Mail
☐ Digitally

4. Please check all of the types of building or manufacturing you are involved with:

☐ Post Frame	☐ Agricultural	☐ Equine	☐ Trusses/Columns	☐ Rollforming
☐ Metal Frame	☐ Residential	☐ Roofing	☐ Foundations	☐ Trim & Flashings
☐ Fabric	☐ Commercial	☐ Metal Roofing	☐ Gutters/Snow Retention	☐ Insulation/Moisture Control

**START
YOUR FREE
SUBSCRIPTIONS
TODAY!**

**SCAN CODE
TO SUBSCRIBE**



MAIL TO: Shield Wall Media, P.O. Box 255, Iola, WI 54945
or **EMAIL TO:** barb@shieldwallmedia.com

PROTECTING THE EXTERIOR HEALTH OF COMMERCIAL FACILITIES

Garland, a manufacturer of high-performance roofing and waterproofing systems, looked beyond its traditional offerings amid the global health crisis to provide customers with new and more powerful ways to clean and protect their facilities.

The Defense Force line includes the flagship D7™, an EPA-registered antimicrobial disinfectant that kills bacteria, fungi, germs, and viruses in minutes and has demonstrated effectiveness against viruses similar to the coronavirus/COVID-19. It is easily mixed and can be applied to hard, non-porous interior and exterior surfaces with standard sprayers.



Also in the line is Clear-Shield™, designed to protect a roof's existing surface. It can be sprayed or roller applied to gravel and mineral-surfaced modified bitumen and single-ply roofs.

Clean-Shield™ rounds out the line and is formulated to safely and effectively clean, brighten, and restore a variety of masonry substrates.

www.garlandco.com

COOL DOWN WITH A HOT FAN JACKET

Keep cooler on hot job sites with the 18V LXT® Cordless High Visibility Fan Jacket from Makita. It utilizes the same 18V lithium-ion slide-style batteries that work in your power tools. Fan units provide air circulation inside the jacket for up to 11.25 hours of run time on the high setting when using a 5.0Ah LXT battery (BL1850, sold separately).



There are three airflow modes so you can adjust it to your work conditions. The additional turbo mode provides optimum air circulation and effective cooling.

Makita LXT Cordless High Visibility Fan Jackets are available in four colors in sizes ranging from S to 3XL.

www.makitatools.com

INNOVATIVE CRAWLER SKID-EXCAVATORS

Mecalac has updated its MCR Series of compact skid excavators. Comprised of three models, the 6MCR, 8MCR, and 10MCR provide the swiftness of a skid steer with the 360-degree rotation of an excavator for versatility and travel speeds two times faster than other small excavators.

An extended range of movement increases flexibility and reach while minimizing unnecessary movement, allowing

operators to do more from a single position or within confined spaces.

The three-part arm can also be tucked in, even with a full bucket, allowing for extra compactness and mobility without overbalancing the unit in the front—resulting in a true zero-turn radius. In addition, the boom system gives the MCR unprecedented lifting capacities.



www.mecalac.com

FOOT-OPERATED DOOR OPENERS

San Diego-based machine shop 5th Axis offers its all-new StepHandle™ product, designed so people can easily open doors with their feet instead of their hands.

As businesses around the world begin to reopen in the midst of the COVID-19 pandemic, the StepHandle provides a hands-free option for workers and customers. Using the included hardware and a drill, StepHandle is easy to install in less than 90 seconds on almost any type of latch-less door.



StepHandle's gripper teeth and raised lip provide traction without sticking in one's shoe tread, and it is angled enough to grab with your shoe, but not high enough to be a tripping hazard. Currently offered in high-visibility red or natural silver finish, the bright color is best for businesses with dim lighting, while the silver finish remains neutral (more colors are coming soon).

StepHandle is made in the U.S. from aircraft-grade aluminum also sourced in the U.S.

www.stephandle.com

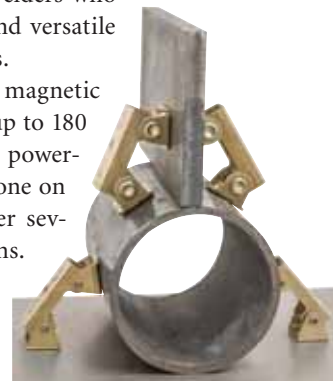
MAGNETIC CLAMPS FOR WELDERS

Magnetic V-Pad Clamps are for welders who are looking for a fast, low-profile, and versatile holding solution for their work pieces.

The V-Pads's dual, pivoting, magnetic heads can position and hold angles up to 180 degrees. Each V-Pad contains four powerful magnets—two on the back, and one on each pivoting foot, giving the welder several options for holding configurations.

V-Pads are available in two different sizes and holding strengths and come in sets of two.

www.magnetics.com



LOOKING AHEAD...

ROLLFORMING MAGAZINE

From the publishers of *Rural Builder*, *Metal Roofing Magazine*, *Frame Building News* and *Garage, Carport & Shed Builder*.

The only publication specifically for roll formers in the construction industry.



Fall 2020:

- **Cover story:** Single vs multiple-profile roll-formers
- **Product Profiles:** Roll-forming machines & brakes
- **Roll-former Company Feature**
- **Bonus Distribution:** METALCON
- **Advertising Deadline:** September 16, 2020
- **Issue Mailing Date:** October

**SUBSCRIBE
FREE**



SUBSCRIBE: www.constructionmagnet.com/subscribe or see the subscription card in this issue
ADVERTISING: Gary Reichert, gary@shieldwallmedia.com • 715-252-6360
EDITORIAL: Sharon Thatcher, sharon@shieldwallmedia.com • 715-257-4197



SERVICE AND QUALITY ARE THE KEYS **TO** **CUSTOMER SATISFACTION.**

At United Steel Supply, we're proud to be the country's largest distributor of Galvalume® and prepainted steel coils. We work hard to ensure that we have exactly what our customers need – along with high-quality products, outstanding service and competitive pricing. It's all part of developing long-term partnerships through customer satisfaction, something we take very seriously. So we're extremely honored to be a Gold Key recipient, because it's voted on by the people who count most – our customers.

Thank you for this honor. We promise to continue to deliver exactly what you need, without sacrificing quality or service. Because at United Steel Supply, your satisfaction is key.

unitedsteelsupply.com | 512-263-0954



©2020 United Steel Supply

