

Rollforming

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Magazine

**SINGLE, DUAL,
OR MULTIPLE
PROFILE ROLL
FORMER?**

**WHAT TO CONSIDER
BEFORE YOU
PURCHASE**

**ROLL FORMING
REIMAGINED**
**CHANGEOVERS
EVOLVE TO TOOL
REPOSITIONING**

**FROM MILK TO METAL
JOURNEY OF
A NEW SHOP
OWNER**

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Condensation control



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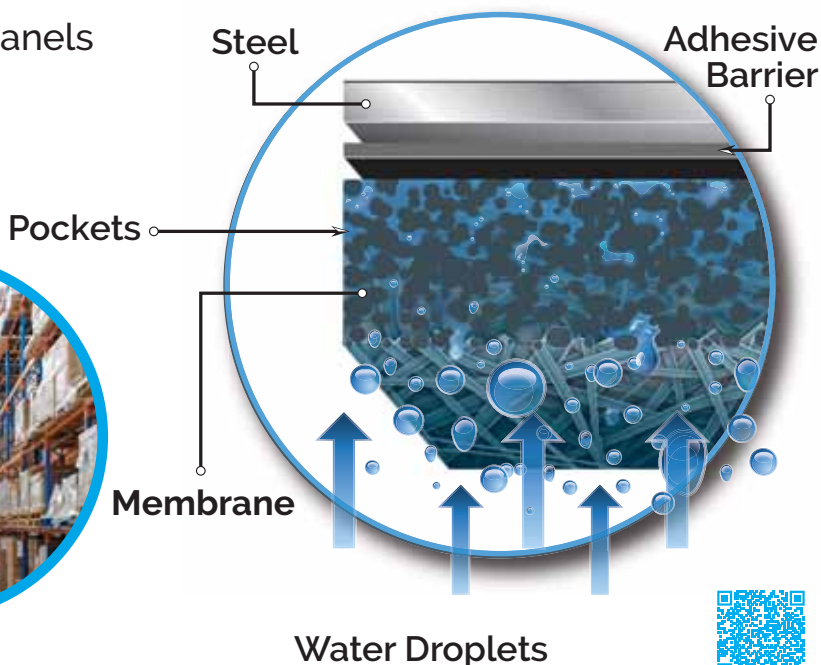
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Going Places

■ By Sharon Thatcher



In this issue, we are laying out plans for the 2020 Construction Rollforming Show (CRS), set for this December 10-11 in Cincinnati. Registration is now open and the Hilton Hotel has offered very generous rates to CRS visitors. Hurry to claim the limited number of rooms available at the \$119 per night rate. Details inside.

Many trade shows have been cancelled or postponed, so if you are experiencing show withdrawal, check out our Virtual Trade Show in this issue. Find even more exhibitors online at https://www.constructionmagnet.com/2020-virtual_ts-home-page. It is truly worth the visit!

Despite event postponements and cancellations, I have made a couple of site visits to roll-forming shops here in the Midwest in recent months. One of my visits was to the small community of Floyd, Iowa, home of Riverside Metal Roofing LLC. I was late on arrival, so the plant was ending its workday, but I was given a tour by co-owner Alvin Brubaker. I always try to find something unique about a business, and in this case I was struck at how well they were able to design and put into production their own ancillary roll-former machines (tipperers, recoilers, shrink wrappers, etc.) thanks to the engineering mind of the founder and co-owner Reuben Nolt. Not every shop has a Reuben Nolt but I think you will enjoy his expertise, which is shared in the photo feature of his machines in this issue.

You can expect to learn more about Riverside Metal Roofing in one of our other magazines at a later date, when we share information about the other half of their business: truss building and mini-building construction.

Another unique privilege this past summer was visiting a brand-new shop just starting into business. Several members of the Shield Wall Media team visited the shop in Little Suamico, Wisconsin, just a day after the shop's machines arrived fresh from various factories, and training was underway. Owner Nathan Yoder of Your Quality Metal has been gracious enough to allow us to follow along on his journey as he and family members venture into the roll-forming world after a career in construction and dairy farming. We are introducing Yoder and Your Quality Metal in this issue.

If you are planning to add a roll former to your own inventory, an article on the pros and cons of single versus dual versus multiple profile machines provides some answers from the experts.

And, if you have a multiple profile machine or are considering one, you'll find of interest Samco founder Joe Repov's article on how roll-tooling changeovers are becoming faster than ever.

As 2020 moves into Q4, stay safe!

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
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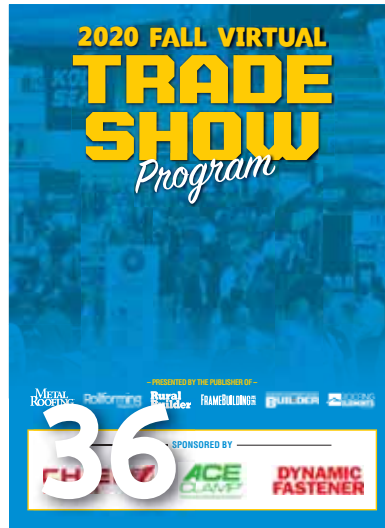
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On The Cover

Dan Mast, an employee of Acu-Form Equipment, cleans one of the new machines that made the trip from the manufacturing plant in Ohio to its new home at a roll-forming shop in Wisconsin. Owner Nathan Yoder, Your Quality Metal, started in business in late July after a career of milking cows and construction. More about Yoder's introduction to roll forming begins on page 32.

Rollforming Magazine

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Next Issue: • CRS Preview Issue!
• State of the Industry Report



METALCON, IRE Announce Event Reschedulings, Cancellations

COVID-19 dealt two more blows to the trade show calendar as both METALCON and the International Roofing Expo (IRE) announced show reschedulings. METALCON essentially cancelled its October 2020 event set for Las Vegas, announcing that it had rescheduled to the usual time set for Oct. 6-8, 2021, in Tampa, Florida.

For attendees and exhibitors who had already registered for the 2020 event—planned to celebrate the 30th anniversary—registrations will automatically be applied to METALCON 2021. For those unable to commit to the rollover, you are asked to contact the METALCON team at info@metalcon.com.



A scene from the 2019 METALCON trade show.

The IRE, meanwhile has been moved two months, from Feb. 2021 to April 14-16, 2021. Like METALCON, it had been scheduled to be held in Las Vegas. It will remain there, hosted by the Mandalay Bay Convention Center.

Exhibiting companies for IRE are not required to take any action with the new dates, as everything will automatically transfer to April.

NEW METALCON PLANS

In place of the 2020 event, three new initiatives are being launched:

1. METALCON Safety Certificate Program for both supervisors and foremen in the metal construction industry, leading to an annual credential.

2. METALCON Business Development Program, featuring education and training in all aspects of business, from technical to business to sales, via a series of virtual seminars leading to a certificate awarded at METALCON 2021.

3. METALCON Live! New “Industry Briefs” featuring industry leaders who will provide up-to-date information on what is happening in today’s marketplace.

NEW IRE PLANS

The team at the International Roofing Expo said their plans were set early after ongoing discussions with key stakeholders, and with full support from the NRCA and the International Roofing Expo team.

“We understand how important the International Roofing Expo is to the industry and the need to stay informed and connected,” said Ray Giovine, Group Director for Informa Markets and the International Roofing Expo. “There is a lot of effort that goes into preparation of events, so we wanted to provide our exhibitors, speakers, attendees, and partners with ample notice to adjust plans.”

The IRE will adapt Informa AllSecure at the April 2021 event to ensure safety, hygiene, cleanliness, and quality standards are met for operating events.

See the Calendar on page 19 for information on other industry events.

RICOWI FOUNDATION OFFICIALLY RECOGNIZED AS 501(C)(3) NONPROFIT

The RICOWI Foundation, Inc. has been officially recognized as a 501(c)(3) nonprofit.

The mission of the RICOWI Foundation, Inc. is to enhance and promote research related to the performance of roofing products and systems. It was developed to help support the activities of the RICOWI organization, which conducts special research projects and investigates natural disaster events in order to develop codes, performance standards, and best practices for the roofing industry.

The Foundation is actively seeking donations to fund the initial establishment of the Foundation. Additionally, calls for new research projects will be made as the funding is established. Contact the Foundation’s Executive Director Joan Cook at foundation@ricowi.com or by phone at 330.671.4569 for more information or to make a tax-deductible donation.



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MCA RELEASES THREE NEW WHITE PAPERS

The Metal Construction Association (MCA) has published three technical resources on its website, metalconstruction.org. The three white papers, two new and one updated, each cover important design and safety aspects of metal construction: metal roofing, metal walls, and metal fasteners. The three new resources (available for free download) are:

- *Best Practices: Metal Building Sealant Types and Application Guidelines*

This new paper provides information about the most common sealant types used in metal roofing and the important best practice guidelines for each. The benefits and limitations of each sealant is discussed, so building professionals can make informed decisions and recommendations regarding the correct product for a specific application.

- *Is My Exterior Wall Material Truly Noncombustible?*

This new paper clarifies safety standards in the International Building Code (IBC) regarding metal walls and ASTM E136, the test for material combustibility. The paper discusses topics such as what products or materials will burn, what criteria causes a product or its assembly to be deemed “non-combustible,” and cladding flame spread performance.

- *Fastener Compatibility with Profiled Metal Roof and Wall Panels*

This updated paper discusses the differences between primary and secondary fasteners and the importance of fasteners in securing the components to a structure. Also included is a Recommended Fastener Guide to clarify the selection of fasteners used with metal roofing and wall panels. Fastener durability, compatibility, and load resistance is also explored.

These white papers are free for download on the MCA website (metalconstruction.org) in the resources section.

METAL ROOFING ALLIANCE LAUNCHES MEASUREMENT & DESIGN TOOL FOR METAL ROOFING INDUSTRY

The Metal Roofing Alliance (MRA) has launched its new Metal Roofing Measurement & Design Tool, integrating Renoworks FastTrack technology. The new online tool is designed to make it easier to measure, estimate, and design a metal roof project remotely. This is intended to help contractors produce faster estimates and enable homeowners to make better-educated decisions about installing metal roofing on their homes.

Simply by entering a property address, the new solution leverages Renoworks FastTrack’s feature set and technology to transform pre-existing aerial measurement data and street-view images into interactive 3D models and realistic visualizations of the home. The resulting interactive project can then be designed with thousands of combinations of metal roofing products and colors, with all of the roof measurements needed to prepare an initial project estimate.

Roofers and homeowners can find the MRA’s Metal Roofing Measurement & Design Tool at <https://mra.renoworks.com>.

SCOTT KRINER HONORED WITH MARTY HASTINGS AWARD

The Cool Roof Rating Council (CRRC) presented its 2020 Marty Hastings Award to Scott Kriner this past summer.

The award recognizes significant contributions to the metal construction industry and the CRRC, and includes a donation made in the recipient’s name to a charitable organization of his/her choice as well as complimentary Membership Meeting registration and travel costs.

The award was created in 2011 to commemorate Marty Hastings, a longtime board member, treasurer, and technical committee member of the CRRC.

Kriner is a long-serving member of the CRRC Technical Committee and a valuable contributor and technical resource to the CRRC for over 20 years. During his tenure, he has served as the Chair of the CRRC Technical Committee and as a CRRC Ex-Officio Board Member. His was instrumental in the development of the CRRC Product Rating Program and the creation of the CRRC Color Family Program. Kriner is also an active MCA member and previously served as MCA’s technical director.

Kriner selected the Stephen Siller Tunnel to Towers Foundation as the recipient of the charitable donation made by the CRRC in his name.

Kriner was presented the award at the Metal Construction Association’s Virtual Summer Meeting.

SAFETY HARNESS FOR WOMEN BEING TESTED

Autodesk and Associated General Contractors have teamed up with a construction company to test safety harnesses designed for women.

Twenty-seven McCarthy Building Co. women employees are testing the harness at job sites in Dallas, Houston, and Atlanta.

The pilot is part of a grant program introduced in November 2019 that provides successful applicants with funding to purchase safety harnesses designed to fit women’s bodies. The company was one of 21 to receive the grants. McCarthy announced the rollout during National Construction Safety Week on Sept. 14-18.

The harnesses, from MSA Safety Co., are a V-fit, in contrast to an H-style. Instead of a strap that runs across the chest, the harnesses buckle at the center of the chest, where the shoulder straps meet in a V.

While the harness isn’t designed exclusively for women, MSA Safety did conduct a separate, women-specific sizing and comfort study.

The immediate goal of the grant program is to provide construction-sector women properly fitted fall protection equipment, but a long-term aim is to draw more women into the industry. **RF**

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Single, Dual, and Multiple Profile Panel Roll-Forming Lines

Things to consider when making your buying decision

■ Compiled By Sharon Thatcher

One of the first considerations when buying a stationary panel roll former is whether to buy a single, dual, or multiple profile machine.

WHAT ARE THE OPTIONS?

Single profile roll formers have only one set of stands, shafts, and roller die tooling and are a good choice if you want to roll form one particular profile. Depending on the profile, you are able to choose between pre- or post-cut lines. Entry-level machines come with a less expensive price tag and produce at speeds of approximately 100-150 FPM. Companies with high volume demands typically use single profile machines with flying cut-off systems reaching speeds of up to 400 FPM.

Benefits: Affordable, good entry-level machines are available for startups that don't need optimum speed, while higher-priced lines in the same category offer excellent production speeds for high-volume companies.

Disadvantages: Capable of processing only one panel profile.

Dual profile machines are often referred to as dual-height or double-deck machines because there is a lower set of stands and tooling for one profile, and a higher set of stands and tooling for the second profile. Both levels sit on a common base. Material feeds in and exits from either the higher or lower level. If floor space is limited, adding a second deck to your existing roll former is a good option. Running two profiles on only one machine will also save on manpower and the additional cost for a second set of ancillary items (electrical setups, controllers, uncoilers, shears, etc.) needed for a new line. While a space-saver, you can only operate on one level at a time. The following are the most common profiles on dual profile panel lines:

- "Ag" Panels
- R/PBR Panels
- U/PBU Panels

Benefits: Provides owner the ability to offer two styles of panel; savings in floor space, manpower, and ancillary items.

Disadvantages: Only one profile can run at any given time.



This photo shows the standard configuration of a dual profile machine, with upper and lower stands. A single profile needs only one level of stands. ASC MACHINE TOOLS PHOTO

Multiple profile machines, also called subplated or rafted machines, produce on a single level and are on the higher end cost-wise. These lines are typically used by larger manufactur-



This subplated machine shows the typical configuration of a multiple profile machine.
ASC MACHINE TOOLS PHOTO

ers that have a demand for many different profiles. This demand does not exist in all markets, but there are exceptions. Each profile has its own set of stands and tooling mounted to interchangeable “subplates” (also called rafters or cartridges). Changeovers are relatively quick, but access to an overhead crane or forklift is needed to switch the subplates/rafters/cartridges.

Benefits: Ability to serve an unlimited number of panel profile demands, eliminating the need for multiple machines.

Disadvantages: Typically more costly than a single or dual profile. Overhead rigging (forklift or crane) needed for changeovers.

WHAT IS YOUR EXISTING AND POTENTIAL MARKET?

Experts universally agree that a potential buyer should know their market before buying any machine. The typical market for regional roll formers today calls for either an ag panel or an R/PBR panel, but maybe both, neither, or more.

How do you find out? Ask the roofers and/or lumberyards you plan to manufacture for. There’s a strong demand for regional panel favorites—in both style and gauge—which *can* change, but they don’t usually vary often or dramatically. Roofers tend to stay with the panel they are most familiar with and comfortable using. That can be dictated by whether their market is primarily residential, commercial, agricultural, or a combination.

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Manufacturers' Options, Opinions, and Advice!

We asked representatives from five major stationary panel roll-former manufacturers for their insights into what should go into making the decision between single, dual, and multiple profile machines. They also provided information on the machines they offer.

ASC MACHINE TOOLS INC. SPOKANE, WASHINGTON



For single and dual height options, the Alpha Series is ASC's most basic roll-forming unit, followed by its Select Series. The Classic Series is the subplated/rafter line.

ASC Machine Tools (www.ascmt.com) offers all three profile machine options, referring to them as single height (one profile), dual height (two profiles), and subplated (multiple profiles).

According to Thomas Schwarzer, Regional Sales Manager Northeast U.S. and Canada, smaller startups go with the company's single height panel former, while "larger companies with

higher demands, that are also looking into adding more profiles in the future, invest more money and normally go with a dual height or subplated machine," he said.

Their multiple profile, or subplated, lines in the Select Series™ or Classic Series™ are mainly designed for companies with larger, high-volume production needs.

ASC's single profile machines are already prepared at the factory to accept a second set of stands and tooling at a later date, which makes a conversion to a dual profile machine easier. It is still important to discuss your future plans for a second profile during the initial purchase so that any remaining prep work can be done cost-effectively when the line is first manufactured.

"The roll-former base, where all the roll-former stands, shafts, and tooling are mounted to, is already prepared. All the holes are predrilled, which makes an install of a second set of taller stands easier in the field," Schwarzer said, further explaining: "A two-profile machine basically means you have a set of shorter and a set of taller stands. If you just want the one profile, you have an empty spot where the second stand could go."

Schwarzer noted that one of the major considerations for a dual height machine is the number of passes or stations needed for each individual profile. "Not all profiles take the same amount of roll-forming passes or stations," he said.

"Typically, when you have a dual height machine, the number of stands should be comparable," he said. "The ag and the R/PBR panel, for instance, have the same number of stands; it can be 14 or 16. But a corrugated panel or certain architectural panels, they have 20 or more passes."

Some variation in the number of stands is acceptable, though. "They normally should be pretty close," Schwarzer said; "14 and 16 is fine, 14 and 18 is fine, 16 and 20 is fine. But if you get to, for example, 14 and 20, then it could be more challenging and will probably add cost. The tooling for the less-pass profile will have to be spaced out so both panels make it to the exit end. Depending on the profile, you might have to add more stands and tooling than originally needed. It really depends on the two profiles you want to run and if it's a pre-cut or post-cut line."

Another consideration is the profile shape itself. Certain profiles can only be produced on pre-cut machines and others preferably should run on post-cut lines to eliminate flare. Contact your sales representative to check if your desired profiles can be combined on one machine or if you should consider investing in two separate lines.

ASC offers single and dual height options for each of their machines in an Alpha, Select, and Classic panel-forming series. The Alpha Series® is the least expensive, with Select Series the next step up in price, followed by the Classic Series. The Select Series and the Classic Series can both be initially set up as subplated machines.

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ACU-FORM EQUIPMENT MILLERSBURG, OHIO



Acu-Form Equipment has found a favorable market for its single profile roll former that forms a combo panel, satisfying dual needs.

Rather than offer a dual height machine, Acu-Form Equipment (www.acuformequipment.com), decided to go a different route by offering a panel that satisfies the needs of both ag and standing seam panel producers. Their Combo panel roll former produces an ag and standing seam crossbreed. It can be tooled for a different panel style, but many of their customers stay with the Combo.

Wayne Troyer, Sales Manager, said the company made this change after making the crossbreed panel dies for a customer in Canada.

"It almost looks like an ag panel but is really a standing seam version of it," he said, adding that it satisfies a growing market for an affordable standing seam facsimile. He sees the demand for this variety only getting stronger.

Before buying any profile, however, Troyer said he presses (especially startup owners) to make sure they know their market. "A lot of customers, especially new ones, they'll say, well, we like this corner, and we like this panel, and this, and this, and I always tell them, OK, let's stop, and check with your local contractors [to see] what they're using. You want to match what they're using because they're going to be the ones buying from you."

Acu-Form will manufacture a double decker machine for customers who order it, but it doesn't happen often.

"What we'll do is say, before you order a double decker, let's sit down and discuss the pros and cons. Call a couple people who have a double decker and see what their thoughts are before ordering one," he said.

Troyer said owners of a dual height/dual profile roll former often face two particular dilemmas:

"What we're hearing a lot out there is, we put a double decker in, and now we offer next day or 2-day service, but then one of our better customers comes in and he wants a piece of metal because he messed it up or he didn't order enough...you have to stop the one order to do the other," he explained.

The other frequent scenario he said they're hearing is, "we're getting so crazy busy, if we had two different machines we could be running two different profiles at the same time."

Other considerations for double profile machines that Troyer noted involve adjustment of dies and how the movement of one roller stand affects them all. "If you have multiple dies on one shaft and you want to adjust one or the other, it moves all of them," he said.

With single profile stands, he added, "now you can adjust whatever you want, however you want, and you don't have to worry about the profile beside it being messed up."

Space is often a concern for companies wanting to add profiles in a limited footprint, but Troyer said Acu-Form "got it down to the point where you can put [the machines] side by side, and it doesn't take up as much room. If for some reason you do have to adjust one machine...you can pull that one machine and you've only got one machine down, you don't have all three or four profiles down at the same time."

THE BRADBURY GROUP MOUNDRIDGE, KANSAS



Bradbury has five decades of experience to back up its first-in-class reputation. Shown are two of the company's single and dual height options for panel roll forming.

The Bradbury Group (www.bradburygroup.com) offers quality roll-forming equipment to manufacturers with different manufacturing needs and production levels. Machines can be designed for startup companies, midsize production companies, and some of the highest volume manufacturers that often need more throughput and automation.

Customers have multiple models to choose from: Single High, Double High®, Rafted®, Double Wide, and even Double-High Double-Wide mills for a choice of four profiles at the push of a button.

Pre-cut, post-cut, flying shears, or stop to cut roll-forming lines are options from the Bradbury Group to fit all investment-levels and production requirements. Bradbury Group lines can also incorporate notching, punching, in-line sealant, and swaging in a complete “on-the-fly” system.

The Double High roll former features upper and lower pass lines of tooling that can be individually fed to form different profiles by raising or lowering an entry conveyor.

Bradbury Rafted roll formers have stands, shafts, and tooling mounted on removable subplates so that complete sets of tooling can be easily exchanged.

The flying BOSS™ Shear supplies accuracy of +/- 1/16" and throughput speeds up to 300 FPM to complement all of Bradbury's high-performance panel lines.

Stacking options can be fitted to these line configurations to end justify panels or pyramid stack if required.

All Bradbury Group machines come with Beck Automation Controls from Beck Automation, also a Bradbury Group

company. Beck Automation offers software packages that can connect the office to the shop to manage orders and production. Dashboards and KPI screens can be displayed for management and operators to view real-time performance and production trends.

If you are a newcomer looking to buy your first new machine, Josh Beck, Technical Sales Leader for Hayes US/Bradbury Trim Shop suggests that if you plan to offer more than one panel profile and the panels do not run from the same coil width, make sure you have the ability to run wider coil width on both levels. This can cut down on the necessary coil inventory by giving you the ability to stock one width coil for slow moving colors or to substitute a coil in a pinch to fill an order. Other questions the manufacturer should be willing and able to answer: “What happens when I need service?,” “Do you offer service contracts?,” and “What is your turnaround on spare parts?”

Beck also offered that shop owners looking to add a second machine may want to look at the efficiencies of the line and the operations altogether. “It’s amazing what you can learn by collecting data from the line and seeing firsthand where the bottlenecks are in the manufacturing process. Sometimes a simple

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change in coil staging, coil handling, or how you clear the finished packs can increase production of a roll-forming line without spending the dollars needed for an entire new line or adding a shift.”

Beck also emphasized the importance of knowing your market before making any decision. There is no one good answer for every potential buyer. “It can only be answered on a case-by-case basis through conversation. It all depends on where in the country this company is, do they target more residential or commercial, are there circumstances that demand heavier gauges, and what advantage can I offer over my competition?” he said.

METAL ROLLFORMING SYSTEMS SPOKANE, WASHINGTON



The Titan and Signature lines from MRS (top) can be ordered as either single or dual profile. Also available is their Patriot series (bottom) for multiple profiles.

Metal Rollforming Systems (MRS) (www.mrsrollform.com) offers three series of panel lines: the Titan, Signature, and Patriot. The Titan and Signature can be bought as either a single profile or dual profile line.

All single profile MRS machines can be modified in the field, as needed, to add a second profile after the purchase.

The number after the series name indicates the number of profiles: the Titan I and Signature I are both single profile; the

Titan II and Signature II are both double profile.

Bill Griffin, an owner and partner at MRS, said adding a second deck for a dual-height machine is around 50% of the initial machine cost, making it more cost-effective than the purchase of two separate machines.

The Patriot is a multiple profile machine and is available with one or multiple “rafts” or “cartridges,” which can be switched out by the operator as needed. The cartridges “can be swapped onto the subframe in a matter of minutes,” Griffin noted.

It does take longer to change over than the double deck lines, because the tooling on double decks is installed at all times and the infeed raised or lowered to feed the correct profile. “It takes 10 to 20 minutes to change a raft, and only 30 seconds to change between profiles on a Signature II or Titan II,” Griffin explained.

Just over half of the startup customers at MRS opt for a single profile machine, Griffin noted. “It keeps startup costs down and gives them the flexibility to feel out their market for the right

Multiple Profile Trim Roll Formers

While many shops may feel the demand doesn’t require the purchase of a multiple profile machine for panels, your market may justify a multiple profile roll former for trim. They enable manufacturers to produce trim much more efficiently than on folders and brakes.

A general rule of thumb is that a manufacturer can produce nine pieces of trim on a roll former in the time that it takes to produce one piece of trim on a folder or brake.

Chris Cox, JD, Southeast Sales Manager, ASC Machine Tools, Inc. advises that trim manufacturers who are considering a multiple profile trim roll former should ask two questions:

- What standard trim profiles are produced in a high quantity; and
- Which of those standard profiles take the most time to produce on a folder?

Cox said: “Most multiple trim roll formers are hand fed, although some manufacturers choose to invest in a complete line with uncoiler and shear. Multiple trim roll formers can produce four or more profiles depending on the width of the trim blanks. Net throughput speed varies by manufacturer. Most multiple trim roll formers require just one operator, although hand-fed roll formers operated at higher throughput speeds may require one person to feed the roll former and one person to stack the formed profiles. Some of the most common profiles are ridge caps, corners, and J trim, although almost any trim profile can be produced efficiently on a roll former.”

second profile. As new profile designs emerge and become more popular, the amount of people going with double decks continue to increase,” he said.

When talking to potential buyers, Griffin said, “I always begin the conversation with what profile or profiles are you interested in, and what are your anticipated volumes? You’re going to want at minimum \$250,000 in yearly sales for the second profile to justify the equipment and inventory costs. If you are utilizing your same inventory for both products, that number can drop to \$100,000 in yearly sales.

“If you decide to start with a single deck line, it is still very important to discuss with your sales engineer what profile you may want to add later,” he continued. “In some cases, the frame may require lengthening or widening. It is much easier to do this during the initial

manufacturing process than to try and do it afterward.”

Knowing at what point to add a second profile can be tricky. Perhaps you don’t have the demand now, but by having it available you may be opening the door to more opportunity. Bottom line, it comes down to your market and your potential return on investment (ROI).

“By adding another profile, you will exponentially increase your demand for it because you now are able to turn it around quicker than if you were to wholesale it,” Griffin said. “I would approach this as: What will it cost me to add inventory and equipment based on what my return will be? In most cases, the ROI should be in the two to five year range.

“The buyer also needs to take into consideration that by having additional product offerings, they can appeal to and service a larger market base—typically

this would increase sales of their existing product lines as well, sometimes in the 10% to 30% range.”

An important consideration in purchasing a dual level/double profile machine is the increasing variety of panels being offered and a thirst for variety by consumers. Styles that can utilize existing coil inventory are an obvious plus. “We’re seeing a big movement toward panels designed to mimic the snap lock look,” Griffin said. “It seems to be a more aesthetically-pleasing choice to homeowners, but the installed costs for a true snap lock are significantly more than a through-fastened panel. Because of this we have pioneered new profiles that mimic the narrow rib, wide pan look but stack, ship, and install just like an ag panel. In most cases you can even use your existing coil inventory and trim profiles.” RF

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Calendar of Events))

Before traveling, check websites
for event updates.

OCTOBER 2020

October 1-2 – **RESCHEDULED TO**
Sept. 29-30, 2021, **Shed Builder Expo**,
DeVos Place Convention Center, Grand
Rapids, Michigan;
www.shedbuilderexpo.com

October 13-15 – **RESCHEDULED**
as a **VIRTUAL EVENT**, **Remodeling**
Show, Nov. 16-18, 2020;
www.remodelingshow.com

October 13-16 – **REFORMATTED to a**
VIRTUAL EVENT, **ENR Futuretech**,
www.enr.com/future-tech

October 21-23 – **POSTPONED to**
Oct. 6-8, 2021, **METALCON 30th**
Anniversary, Tampa, Florida;
www.metalcon.com

NOVEMBER 2020

November 4-6, **VIRTUAL EVENT**,
Adhesive & Sealant Council
Convention and Expo,
www.ascouncil.org

CANCELLED November 10-12,
MRCA Conference 2020, Overland
Park Convention Center, Kansas City,
Kansas; www.mrca.org

November 16-18, **VIRTUAL**
EVENT, **Remodeling Show**,
www.remodelingshow.com

DECEMBER 2020

December 10-11, **2nd Annual**
Construction Rollforming Show, Duke
Energy Convention Center, Cincinnati,
Ohio; [www.constructionmagnet.com/](http://www.constructionmagnet.com/construction-rollforming-registration)
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FEBRUARY 2021

February 4-5, **1st Annual Garage,**
Carport & Shed Builder Show, Century
Center, South Bend, Indiana;
<https://bit.ly/2zBcIRo>

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Payroll Tax Deferral Plan Clarifications

An action taken by the White House in the aftermath of COVID-19 is the option to defer certain payroll taxes.

Employees can defer paying their share of Social Security tax on applicable wages paid from Sept. 1, 2020, through Dec. 31, 2020, in exchange for larger paychecks now. It would be deferred until Jan. 1, 2021, through April 30, 2021. At payback, employees would have deferred taxes withheld along with their typical withholding, resulting in smaller paychecks at that time. Eligible is any employee whose gross earnings are \$4,000 or less on a biweekly payroll or \$4,333 on a semi-monthly payroll.

When the deferral program was signed as a presidential memorandum on Aug. 8 by President Trump, there remained many unanswered questions. Some of those have now been answered. Scott Hess, with CliftonLarsonAllen Wealth Advisors LLC, breaks down the primary considerations for employees prior to making any decision regarding deferral:

“Deferral of the employee share of Social Security tax results in an increased amount of take-home pay. The deferral is not a suspension of the payroll tax, and an employee will have twice as much Social Security tax withheld for the period Jan. 1, 2021, through April 30, 2021, (assuming that pay remains the same),” he noted.

Employers, too, need to carefully look at the pros and cons.

“Other than the employee goodwill that is created by not withholding the employee Social Security tax, the notice provides many burdens and uncertainties for the employer,” Hess said, adding that, “the deferral does not appear to be mandatory but the employer must bear the burden of administering the deferral,

including increased fees from payroll processing companies and increased risk of errors due to the deferral.

“The employer is responsible for withholding and depositing the additional withholding that occurs January 2021 through April 2021.”

And if the employee leaves the company? “If an employee leaves or is terminated and his final paycheck does not cover the remaining outstanding deferred payroll tax related to that employee, it appears the employer will have to make up the difference,” Hess said.



Hess believes the disadvantages or challenges to both employees and employers are significant. “The challenges include difficulties in administering the deferral, the greater financial burden that will be placed on employees next year, the short-term nature of the deferral (i.e., a four-month deferral), and the risk the employer may not be able to recoup the deferred amount from those employees who quit or are terminated before the entire amount of deferred taxes is collected.

“If an employer does not opt into the deferral, it would be prudent for the employer to consider communicating with employees why the employer has

chosen not to defer (e.g., disruption of processes, risk of errors from changing procedures, or cost of modifying computer programs for a temporary period),” Hess concluded.

Because additional clarifications for Payroll Tax Deferral may be forthcoming, consultation with a tax advisor is encouraged before making plans to participate.

CONCERNS GROW OVER LUMBER PRICES, SUPPLY SHORTAGES

NAHB (National Association of Home Builders) Senior Officers and senior staff held a 30-minute virtual meeting with Commerce Secretary Wilbur Ross on Sept. 25 to discuss the growing impact that escalating lumber prices and supply shortages are having on the housing industry and economic recovery.

According to Random Lengths, lumber prices have skyrocketed more than 170% since mid-April, and the residential construction industry has absorbed the largest four-month increase in lumber prices since such data was first recorded in 1949.

NAHB Chief Economist Robert Dietz told Ross that this unprecedented lumber price spike has added more than \$16,000 to the price of a typical new single-family home and \$6,000 to the price of an average new multifamily unit.

Rising lumber prices are clearly making it much harder to build homes that are affordable to low- and moderate-income families.

NAHB Third Vice Chairman Alicia Huey and Immediate Past Chairman Greg Ugalde told the secretary what the association has heard from members about how the lumber crisis is hurting their businesses and impeding an even more robust housing upturn, according to NAHB.

Secretary Ross told NAHB leaders that lumber mills are concerned that the ongoing housing upturn is temporary, and Dietz assured Ross that the solid housing market is sustainable.

NAHB stressed that between harvesting and mill capacities, the fact that most

mills are running at two shifts rather than three is the greater problem.

NAHB calculated the recent average home price increases based on the softwood lumber that goes into the average new home, as captured in the Builder Practices Survey conducted by Home Innovation Research Labs. Included is any softwood used in structural framing (including beams, joists, headers, rafters, and trusses), sheathing, flooring and underlayment, interior wall and ceiling finishing, cabinets, doors, windows, roofing, siding, soffit and fascia, and exterior features such as garages, porches, decks, railing, fences, and landscape walls.

The softwood products considered include lumber of various dimensions (including any that may be appearance grade or pressure-treated for outdoor use), plywood, OSB, particleboard, fiberboard, shakes, and shingles—in short, any of the products sold by U.S. sawmills and tracked on a weekly basis by Random Lengths.

CURRENT REPORT FINDS CONSTRUCTION WAGES ABOVE AVERAGE

On a national level, construction workers earn an average annual salary of \$47,430—19% more than the median wage for all workers (\$39,810) in the

U.S. Researchers at the reporting firm Construction Coverage discovered these findings by analyzing data from the Bureau of Labor Statistics and factoring in cost of living to arrive at their conclusions. Their report was released in late August.

The construction industry generally compensates its workers well despite the fact that few have a postsecondary degree, Construction Coverage noted. For reference, all full-time workers in the U.S. with only a high school diploma earn about \$38,800 annually, and those with less than a high school degree earn just under \$31,000.

At the state level, the Midwest claimed the highest median wages for construction workers. After adjusting for cost of living, Illinois (\$71,111), Alaska (\$61,107), Minnesota (\$60,913), Missouri (\$58,525), and North Dakota (\$57,936) are the Top 5 highest paying states for construction workers.

States in the Southern region, such as Mississippi, Florida, Georgia, Texas, and the Carolinas, all pay less than \$45,000 per year.

For the study, metros were grouped into the following cohorts based on population: large metros: more than 1,000,000 residents; midsize metros: 350,000-999,999 residents; small metros: 100,000-349,999 residents.

Following are the top wages for small metro areas, in order:

Kankakee, IL	\$76,150
Rockford, IL	\$73,584
Carbondale-Marion, IL	\$72,782
Wheeling, WV-OH	\$67,612
Champaign-Urbana, IL	\$65,944
Duluth, MN-WI	\$65,212
Mount Vernon-Anacortes, WA	\$64,532
Fond du Lac, WI	\$63,513
Springfield, IL	\$62,900
St. Cloud, MN	\$62,860
Atlantic City-Hammonton, NJ	\$62,423
El Centro, CA	\$62,339
Eau Claire, WI	\$61,264
Decatur, IL	\$61,219
Weirton, WV-Steubenville, OH	\$60,618

According to the U.S. Census Bureau, total construction spend in the U.S. hit \$667.9 billion in the first half of 2020. While this represents a 5% increase year-over-year, spending had declined by \$86 billion since the start of COVID-19. Also, nearly 444,000 construction workers lost their jobs in that time.

Despite the decline, construction activity has been able to ramp up in some parts of the country and employment numbers have gone up in the past three months prior to when the report was issued in late August. [RF](#)

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Registration Open for 2020 CRS, Your Safety Is Our Top Priority

Registration is now open for the 2020 Construction Rollforming Show! We hope to see you in Cincinnati this December 10 and 11.

In response to other shows cancelling in 2020, we thought it appropriate to stress the steps we are taking to ensure our exhibitors and attendees are safe in this interesting world.

Both the Netherland Plaza and the DECC have taken extraordinary steps to guarantee the safety of guests. You can learn more details on page 31. I stayed at the Hilton a few weeks ago to prepare for the show and even the TV remote was sanitized and wrapped in plastic between stays.

So, what are we doing? What we've done so far:

- Cancel the Introduction to Rollforming intensive class to allow for social distancing.
- Move attendee registration to the common area outside the hall to facilitate social distancing while in line.
- Hand sanitizing stations will be placed throughout the hall and common area.
- Personal-size hand sanitizer available.
- Allow a maximum of 20% of permitted capacity for Exhibit Hall A (should not inhibit attendee traffic).
- Operate banquet halls at 25% of traditional occupancy.
- Require masks in accordance with state regulations.
- Provide masks sufficient for each attendee and exhibitor to have a new, clean mask each day.
- Conduct voluntary temperature scans during exhibit hall hours. People scanned will receive a "Roofing Elements is COOL" hat commemorating the launch of our new addition, *Roofing Elements Magazine*.

We urge everyone to be safe. But, be at the Construction Rollforming Show. Visit <https://bit.ly/CRShow2020> to register.

If you would like info on exhibiting, sponsoring masks and hand sanitizer, or anything else Construction Rollforming Show-related, contact me at gary@shieldwallmedia.com or 715.252.6360.

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2020 Construction Rollforming Show Preliminary Educational Schedule

THURSDAY DECEMBER 10, 2020 - EXHIBITOR SET UP, EXHIBIT HALL OPEN 12:00 TO 5:30

7:00-8:45	Continental Breakfast - Sponsored				OFF	Exhibitor Set Up - Hall Closed to Attendees
8:00-9:00	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 and Inventory Management		
11:00-12:00	Catered Lunch	OFF	OFF	OFF		
1:00-2:00	NO CLASSES				Keynote Address	Exhibit Hall Open 12:00 to 5:30
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	Reconditioned and Used Equipment	Basic Sales	OPEN	
5:00-6:30	Happy Hour - In Front of Exhibit Hall Entrance - Duke Energy Convention Center - Sponsored					
7:00-11:00	Thursday Mixer - Hilton Cincinnati Netherland Plaza					Exhibit Closed

FRIDAY DECEMBER 11, 2020 - EXHIBIT HALL OPEN 9:00 TO 1:00

7:00-8:45	Continental Breakfast					Exhibit Closed
8:00-9:00	Basic Sales	Closures and Ventilation	Material Handling Equipment and Loaders	Political Landscape and Business Climate	OPEN	
9:00-10:00	NO CLASSES				Solutions to Problems Cold Forming Metal	Exhibit Hall Open 9:00 to 1:00
10:00-11:00	Buying and Selling Used and Reconditioned Equipment	Moisture and Condensation Control	Benders and Brakes	The Role of Associations	OPEN	
11:00-12:00	NO CLASSES				Roll Former Maintenance	Tear Down
12:00-1:00	Human Resources, Recruiting, and 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.
- All time slots are tentative.
- If you have a suggestion for a topic or topics that you believe provides value or should be covered, please contact Gary Reichert, gary@shieldwallmedia.com, 715.252.6360.

**SCAN CODE TO REGISTER FOR THE
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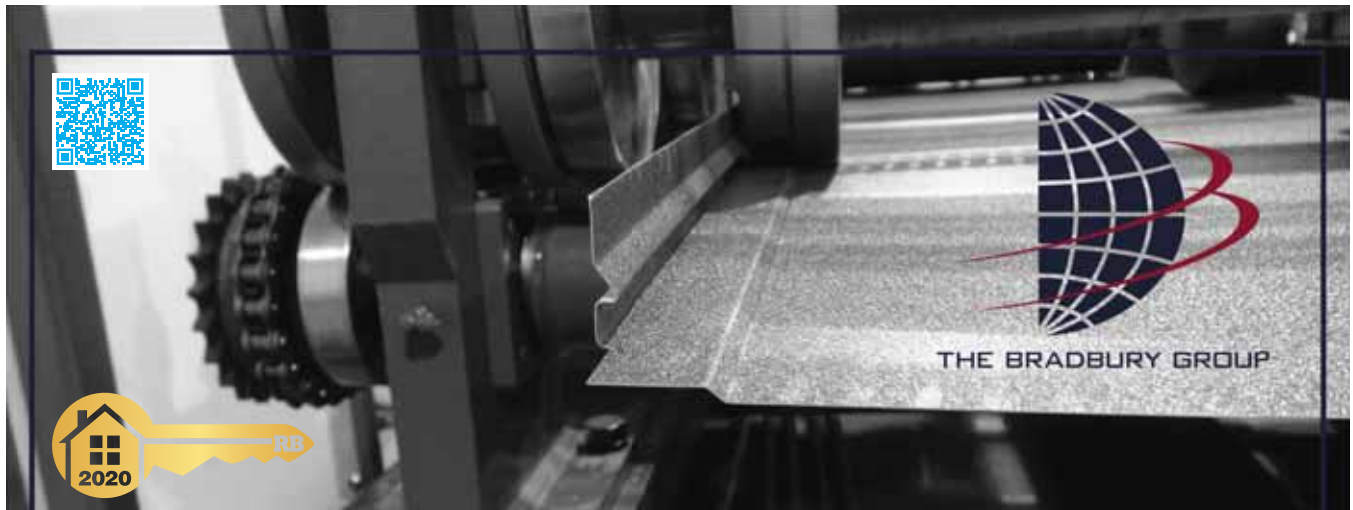
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Host Hotel Is One of Cincinnati's Historic Gems

The historic Hilton Cincinnati Netherland Plaza Hotel and Carew Tower is the host hotel for this year's Construction Rollforming Show (CRS). At more than 90 years of age, the Art Deco building is one of Cincinnati's most famous landmarks. It overlooks Fountain Square at the corner of 5th and Vine Streets, where the city's first inhabitants settled nearly a century prior to its construction.

In relating its history, the Historic Hotels of America organization notes that real estate developer John J. Emery was behind the building's development. His dream was to create a "city within

Several after-hour events will be held this year at the Hilton, located across the street from the convention center. The Hilton has also provided great rates for overnight CRS guests. Book now for just \$119 a night! Limited rooms are available at this rate so act fast. Book through the show web page: <https://www.constructionmagnet.com/construction-rollforming-registration> or call 800.445.8667.

a city" as a multipurpose commercial structure with boutique shops, office space, and a luxury hotel. Because it sat on land previously housing a building called the Carew Building, it became known as Carew Tower.

Emery's dream for his grand new structure almost did not come to fruition. Construction was started in 1929, the year of the great stock market crash.



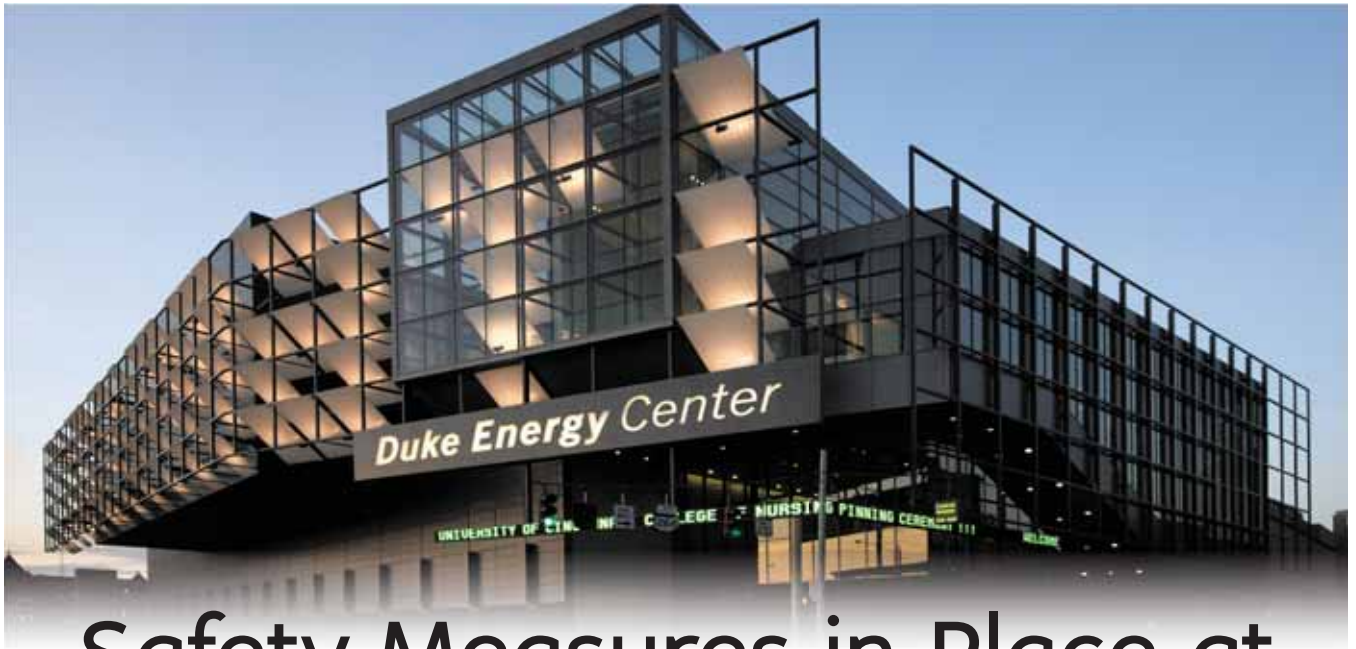
Fortuitously, Emery had gone against his banker's advice and took his money out of stock market investments to help pay for the tower project mere weeks before the market collapsed.

Money for the project also came from business partner William A. Starrett, a renowned skyscraper builder. Starrett Brothers, Inc., was the primary general contractor for the building, with the architectural blueprints coming from W.W. Ahlschlager & Associates.

It was one of the largest construction projects in the city at the time, employ-

ing hundreds of workers. Total cost was \$33 million.

Now owned by Hilton Properties, the Hilton Cincinnati Netherland Plaza Hotel and Carew Tower has won numerous awards. It has achieved both National Historic Register and National Landmark status from the U.S. Department of the Interior and is a charter member of the Historic Hotels of America. It also won the prestigious Preservation Honor award after its most recent renovations exceeded the government's Standards for Rehabilitation. [RF](#)



Safety Measures in Place at Construction Rollforming Show

It's been a lean year for trade shows, but we are committed to proceeding with the 2020 Construction Rollforming Show with determination to make it the safest one possible. We are taking extra precautions and measures so exhibitors and attendees are safeguarded during the event.

Both the Duke Energy Convention Center and the Hilton Cincinnati Netherland Plaza Hotel are helping us with these preparations and precautions. Here's a closer look at what to expect:

DUKE ENERGY CONVENTION CENTER

The Duke Energy Convention Center has stepped up its cleaning and sanitizing. It is a Global Biorisk Advisory Council Star* facility, meeting the cleaning industry's outbreak prevention, response, and recovery accreditation for facilities.

DURING THE EVENT:

- There will be hand sanitizing stations throughout.



- Additional (personal-size) hand sanitizer packages will be available.
- The venue (Hall A) has a normal occupancy of 5,000. We will allow a maximum of 20% to allow adequate social distancing (should not inhibit attendee traffic).
- Banquet halls will operate at 25% of traditional occupancy.
- Masks will be required in accordance with state regulations.
- Masks will be provided, with a new mask available each day.
- Staff will be conducting (voluntary temperature) scans during exhibit hall hours.

**For more information on the Global*

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***You can learn more about Hilton CleanStay at <https://www.hilton.com/en/corporate/cleanstay>*



REGISTRATION NOW OPEN!

Be safe, but be at the Construction Rollforming Show!



From Milk to Metal

The journey of a new shop owner in construction roll forming

■ By Sharon Thatcher

July 20, 2020, marked the beginning of a new adventure for the Nathan Yoder family in Little Suamico, Wisconsin. Trucks arrived that day to fill up the empty 6,600 sq. ft. former seed warehouse that will now serve as the center for their new business, Your Quality Metal.

Arriving on the trucks were all-new roll-forming machines from Hershey's Metal Meister, Mattoon, Illinois, and Acu-Form Equipment, Millersburg, Ohio, notably two major machines: an Acu-Form ag panel roll former and a Variobend folder.

Starting a roll-forming business is a big investment for anyone, let alone someone who has never operated a roll former. But a major customer is already lined up, and representatives from Acu-Form Equipment and Hershey's Metal Meister were on hand to install and prep the machines, then train Yoder in the mechanical operations. He said, "Technology just frustrates me," so his wife Ruth is learning that part of the business.

In the beginning, Your Quality Metal will be a family operation with just one additional employee. They're taking a wait-and-see attitude before adding more.

The first customer is Kauffman Building Supply, a local lumberyard and truss plant that is just over three years old—they



(LEFT) Nathan Yoder

(BELOW) Variobend from Hershey's Metal Meister.





John Mark Troyer wipes down the new tipper/upender after it was unloaded at the new shop.



The Acu-Form ag panel roll former waits to be fired up and put to work.

will begin relying on Your Quality Metal for its supply of metal panel and trim to expedite local delivery.

Like so many in the roll-forming industry, Nathan Yoder started his journey as a frustrated contractor. At one time, he owned a building company in Iowa with up to 17 employees. He had a fast turnaround source for panel and trim there, but when he moved to Wisconsin to continue the business while start-

ing a dairy farm, the story changed. "When we moved up here, when ordering trim, it was five to seven days from the time you ordered it to the time they got it in. Then if you were short a piece or you miss-cut something, it was another five days before you could finish your job," he said.

As much as he loves dairy farming, it has not been the most stable of occupations, even in Wisconsin, the Dairy State. Faced



Your Quality Metal sources its steel from both Progressive Metals and United Steel Supply. Here, a roll of Zincoalume waits to be among the first off the new line.

AT A GLANCE



Your Quality Metal
Little Suamico, Wisconsin
www.yourqualitymetal.com

Equipment: Variobend folder from Hershey's Metal Meister, and from Acu-Form Equipment: an ag panel roll former with Beck Automation controls, coil upender, four trim machines (J-channel, rat guard, double angle, and ridge cap profiles), coil recoiler, and shrink wrapper.

Coil supplier: Progressive Metals and United Steel Supply (steel from Steel Dynamics with Sherwin-Williams paint and coil coatings, including WeatherXL). The first coil order was for five textured 29 ga. coils from United Steel Supply and ten smooth 28 ga. coils from Progressive Metals in a variety of colors standard for metal buildings in the service area.

Services offered: Commercial and residential metal roofing and siding panel, and custom trim. Originally offered are three different roof panel profiles in more than 25 colors and two metal siding profiles in custom colors and finishes.



Nathan and Ruth Yoder receive instructions for the Variobend from Nelson Hershberger.

with the decision of either growing his herd from 90 to 200 or 300 cows to compete or going in a totally different direction, he reflected back on his experiences as a contractor. He understood the needs of contractors versus the lack of a local supply chain to help get supplies to builders faster.

"I came up with this idea about a year ago and got cold feet," Yoder said. He has a young family to support and had to ask himself, "Did I really want to do that?"

But as his farm income shrank, he had to make a decision.



Production is handled with ease via a control panel from Beck Automation.



Wayne Troyer (left), Acu-Form Machinery, is shown in conversation with Gary Reichert, Shield Wall Media.

The roll-forming idea never went away and eventually Ruth encouraged him to take the plunge. "So I tell her, if it works it's because of her," he said.

For now, Yoder plans to juggle both milk and metal. "Life is good if you enjoy what you're doing," he believes, and he enjoys dairy farming. He loves animals, so he'll continue to rise at 4 a.m. and head to the barn. "That's when I can relax, when I'm in the barn with the cows," he said.

"That's my passion, the cows," he continued. While he thinks he'll enjoy roll forming, he admitted half-jokingly, "I have dreams of maybe turning [the roll-forming operation] over some day, and going back to farming when I no longer have to make a living at it."

Rollforming Magazine was on hand the day after Your Quality Metal's machines were unloaded and placed on the former warehouse floor. With Yoder's gracious consent, we will continue to follow his journey from time to time in future issues of the magazine. There are sure to be moments of revelation to share: "Wish I'd known that," "Might have done that different," and "The best decision I made" are likely to be among them.

Readers who have already taken that journey may see themselves in his reflection, while those who are thinking of a similar journey may dare to follow in his footsteps. In either case, we welcome you along for the ride.

If you have a story to share about your own experiences in the roll-forming industry, email sharon@shieldwallmedia.com. **RF**

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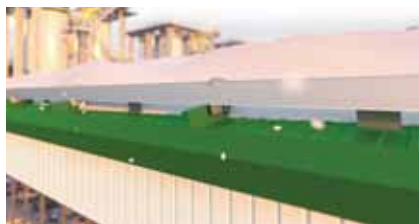
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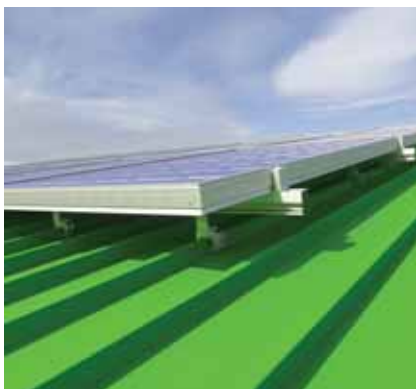
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All In The Name Of Speed

Roll-forming changeovers evolve to tool repositioning

■ By Joe Repovs, Founder, Samco Machinery



Rafts being tightened by a technician.



Sets of tooling, positioned on plates, are raised and lowered into place with the push of a button.

Things weren't always simpler in so-called simpler times. Until the early 1970s, the image of tool changeovers within the roll-forming industry was of an operator—or several operators—laboriously removing clumsy stands and heavy roll tooling and reloading with a different set of roll tooling.

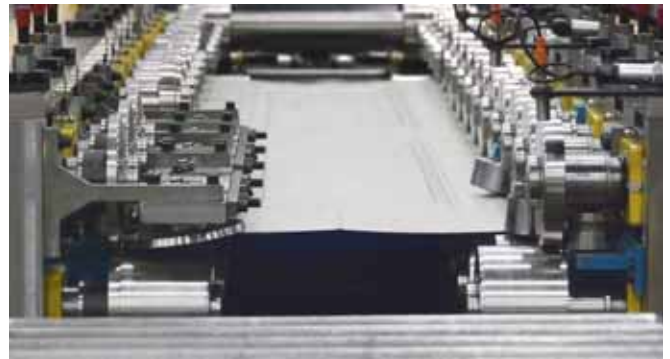
Depending on the number of stations and the number of rolls, a tool changeover could take anywhere from 4 to 12 hours. That's a lot of time for your roll former to be "out of service" and, therefore, not making you money. This, by and large, is still the story in the custom roll-forming industry, where the business model is to provide roll-forming services to customers with small batch runs or those who have no desire to invest in or develop in-house expertise. We'll come back to that issue.

In many industries today, we no longer think in terms of tooling changeovers, but rather in terms of "tool repositioning." In the steel framing industry, for example, the requirement is for repositioning the tooling to produce C and U profiles from a width of 1.65" to 14" or 16" wide with a flange height of 1.25" up to 3" or 4" and gauges ranging from 26 to 12 or 10. It sounds complicated, but it's not and it now can be accomplished through electro-mechanical means. It requires no tooling changeover.

The metal building industry, with the use of C, Z, and U channels in various widths, flange heights, and gauges, is another beneficiary of repositioning technology. The storage industry, with its use of various sizes of posts and beams, has also gained roll-forming efficiency through repositioning technology.



Multiple machinery designs in one are increasingly being developed in the roll-forming industry.



In the garage door industry, certain roll-forming stations can be engaged and disengaged on demand to alter ribbing.

(TOP) A view of side-by-side tooling.

All photos courtesy of Samco Machinery

Another use of repositioning is with side-by-side-by-side tooling setups, commonly used for accessory profiles in the drywall industry. Several sets of tooling can be permanently positioned on stands mounted on a plate that can be aligned with the accompanying equipment.

Rafting is another technology that has helped many industries eliminate time-consuming tooling changeovers. Roll tooling is mounted on a permanent set of stands, which are mounted on plates that can be lifted into position on the roll-forming base. This was initially popularized by the cladding and roof deck industry. Some of these profiles have more than 400 rolls in a set! Imagine the changeover time involved with those roll formers.

Another technology that has been gaining intensity is the

combination of multiple machinery designs into one. For example, a thru-shaft roll former can be combined with a stub-shaft-type roll former, adding extra-dimensional possibilities. Adding partial rafting to this concept can further increase the possibilities.

An interesting development, particularly enjoyed by the garage door industry, is the ability to engage certain roll-forming stations upon demand to add or subtract ribbing and/or change the positioning of the ribbing.

The garage door industry is also seeing a trend where roll formers use the same width coil for the front and back panels by providing the capability to edge trim on alternate sheets, thereby enabling finished assembly at the end of the line without extra coil handling. This not only eliminates the need to

Roll-Forming Industry at Work)



The garage door industry is also seeing a trend in the use of edge trimmers to minimize coil handling.



Some manufacturers attach conveyor tables to the press where dies can be stored.



Robotic technology is making its way into roll forming to help provide quicker orientation between operations.

handle extra coil, it also reduces inventory on both the coil and finished product.

Certain industries are inviting manufacturers to engineer the ability of the roll-forming line so that it alters the orientation of the roll-formed parts from one piece to the next through elec-

tronic means. This helps to provide the orientation for the next operation.

No discussion of tooling changeovers would be complete without mentioning the pre-punch/post-punch and cutoff dies. The most common method to remove and change these dies is by forklift. Some manufacturers have attained a level of success by attaching conveyor tables to the presses where dies can be stored while not in use. The advantage here is that the dies can be manually repositioned.

Circling back to custom roll forming, this industry has had a difficult time developing improved technology to reduce changeover times. Consequently, custom roll-forming companies are able to perform at a 20% to 50% efficiency rate. With the low run volumes, the roll formers are on tooling changeovers up to 50% of the time. One improvement includes the addition of rafted roll formers with an extra set of rafts, enabling offline changeovers while the machine is in operation. This reduces changeover times by 50% to 80%.

The roll-forming industry is already experiencing an increased use of robots for end product handling. There will eventually be a development where automation can remove nuts and outboard stands, slide the rolls off the shaft, and then pick up new rolls and spacers to slide on. This may require a “reimagining” of the outboard stand construction. Demographics may force manufacturers to investigate other options for some of this manual work. All in the name of speed. [RF](#)

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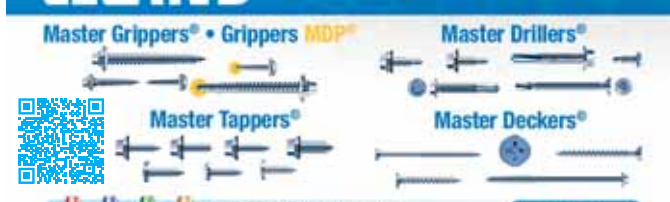
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Need It? Make It!

Iowa roll-forming shop's do-it-yourself solutions

Riverside Metal Roofing LLC, Floyd, Iowa, has become a successful roll-forming business by finding ways to avoid costly purchases using creative approaches to problems. Co-owner Reuben Nolt, “the grease monkey” in the crew, has helped design and direct the fabrication of machines used to heft and maneuver the coils of steel in their inventory. Here’s a look at Riverside’s fabricated versions of coil-handling equipment used in the shop. [RF](#)

(RIGHT) Riverside’s recoiler is still a work in progress but does a decent job. It uses a friction system to keep the coils tight (but admittedly not as tight as they’d like). “We haven’t figured that one out yet,” co-owner Alvin Brubaker said.

(BELOW) Six spools of steel coil can be kept on this turntable, which was retrofitted from an old track-hoe. Riverside has two of these turntables to keep coil propelling through their projects.





(LEFT) This coil upender/tipper doesn't look or perform any different than a typical commercially made machine purchased for the same task. It turns coils with ease to help avoid forklift damage and has provided years of service at Riverside.

(BELOW LEFT) This shrink wrapper is another machine that was designed and built from scratch for Riverside's use.



Many small shops fill customers' unmet needs. A separate shop space at Riverside is now devoted to manufacturing trusses for built-to-order sheds.

BUSINESS AT A GLANCE

Riverside Metal Roofing LLC

Floyd, Iowa

Phone: 641.398.2473

Owners: Reuben Nolt and Alvin Brubaker

Territory: 150-mile radius

Roll-forming equipment: Hayes panel line roll former; SQ2 Snap Loc line; Jorns ag trim brake

Coil Supplier: Hixwood Metals, Stanley, Wisconsin

Services offered: Roll-forming panel and trim accounts for about half of business. The other half of business is truss manufacturing and post-frame shed building by order. They also offer delivery, utilizing their own trucks.

History: Reuben Nolt was a farmer when he began the business as a way of exiting the declining family-farm economy. He began as a coil-stocking dealer in 2005 and eventually purchased a Jorns ag trim brake and started offering custom trim. In 2008, he purchased a like-new used Hayes roll former and started offering same-day turnaround for panels. A couple years later, frustrated with lead time on trusses, the business, now operating as Riverside Metal Roofing LLC with co-owner Alvin Brubaker, purchased its own line of truss-making equipment through a company buyout.



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