

# Rollforming Magazine

Exclusively Devoted to Construction  
Roll-Forming Professionals

Magazine



**BUSINESS  
DIRECTORY**  
WHERE TO GET  
WHAT YOU NEED

JUNE/JULY 2021  
Vol. 4, No. 3

# 2021 BUYERS' GUIDE

PRODUCT PROFILES:  
ROLL-FORMING SUPPLIES  
& EQUIPMENT



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**DYNAMIC FASTENER**

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## Fight Condensation Without Insulation

### Make Rollforming More Profitable

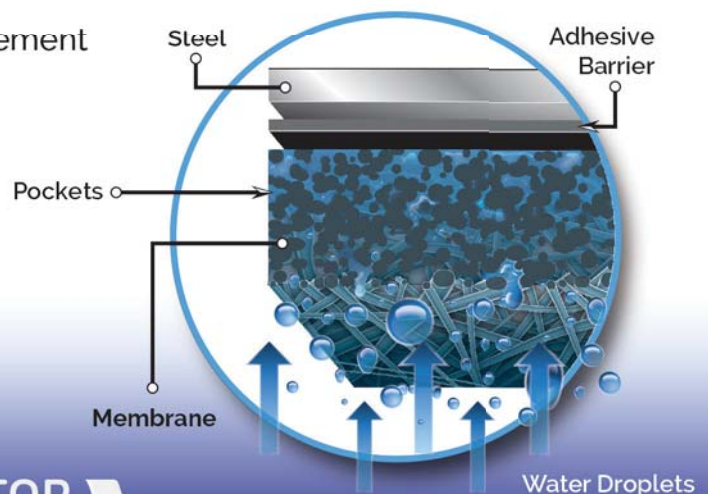
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# Where to Get What Where

Ever wonder where to get supplies for your roll-forming business? Maybe your current supplier is back-ordered and you need some options, or just think it's time to shop around.

We think we've pulled together some pretty good choices in our first-ever Rollforming Buyers' Guide. You're holding the print version in your hands (or possibly looking at an e-version) but it is also accessible through a special online portal with additional product images and content provided by the listed companies.

You can access the virtual guide directly from our new website: [www.rollformingmagazine.com](http://www.rollformingmagazine.com). Just go to the home page and you'll find the buyers' guide link in the top navigation bar.

For the print version, we've also added some select product profiles to whet your appetite for all things roll forming.

When you do visit the website, stop and take a look around. It's exclusively devoted to industry professionals.

While the buyers' guide takes the main spotlight in this issue, don't overlook our photo report on the second Construction Rollforming Show, held in June. It was a challenge to plan and carry off an event during a pandemic, but we finally succeeded, and it was a good show. But don't take my word for it, find out what other people had to say.

May you have a safe, happy, and healthy summer season.



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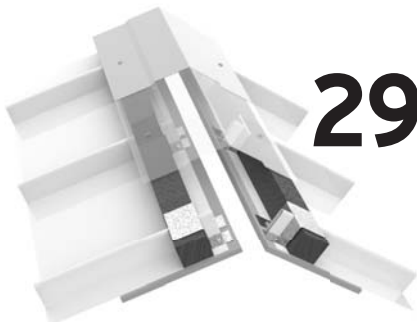
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# Surging Prices, Tight Supplies Not Yet a Deterrent to Sales

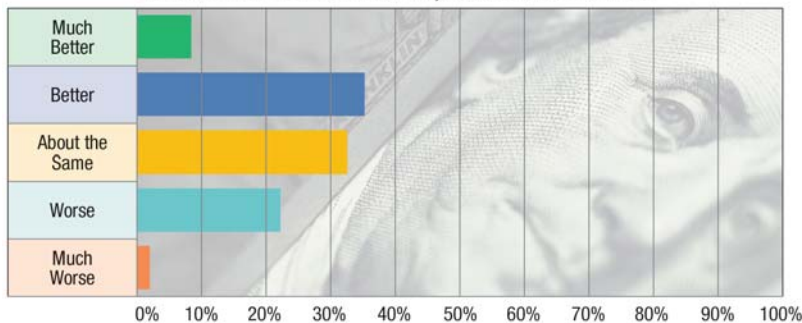
Companies in the roll-forming industry were still seeing surging demand in Q1 and Q2. Pulling together the information from a recent survey revealed that

businesses were seeing significant sales increases over 2020. Even those not seeing significant increases were predominately reporting slight to substantial increases.

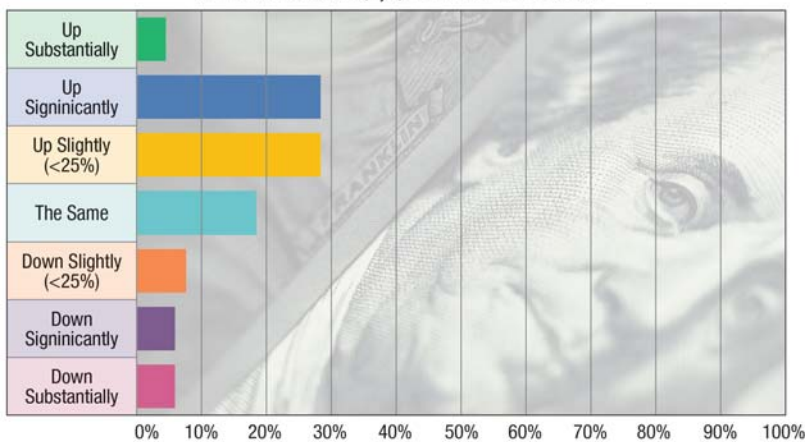
Tight supplies and high prices are dampening some of the enthusiasm, however. Steel prices have tripled over the past half year, and sure to stretch demand for steel further is a \$579 billion federal infrastructure bill.

According to MarketWatch ([www.marketwatch.com](http://www.marketwatch.com)), steel prices are expected to continue to rise for another quarter, “but once demand and production level out, which could take another year, we should see a more normal market,” it was noted.

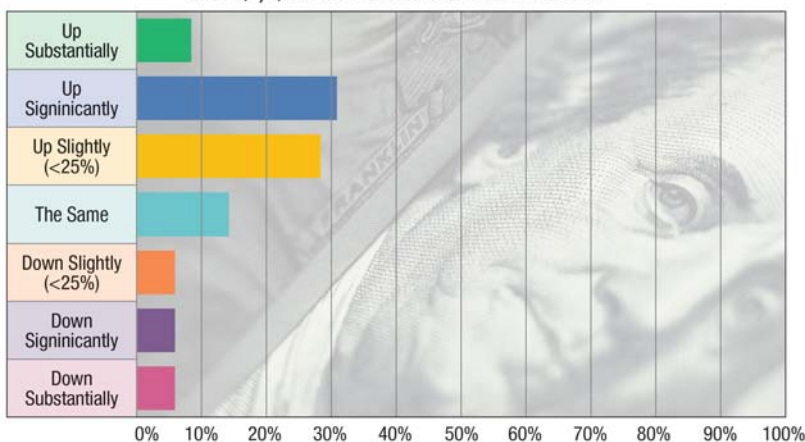
OVERALL PROFITABILITY 2021 Q1, Q2 COMPARED TO 2020



UNITS SOLD 2021 Q1, Q2 COMPARED TO 2020



2021 Q1, Q2 GROSS SALES COMPARED TO 2020



## Calendar of Events

### AUGUST 2021

**10-12. International Roofing Expo (IRE).**  
Las Vegas, Nevada.  
[www.theroofingexpo.com](http://www.theroofingexpo.com).

### SEPTEMBER 2021

**21-23. Western Roofing Expo.**  
Las Vegas, Nevada.  
[www.westernroofingexpo.com](http://www.westernroofingexpo.com).

### OCTOBER 2021

**5-8. Building Component Manufacturers Conference (BCMC).** Omaha, Nebraska.  
[www.bcmcshow.com](http://www.bcmcshow.com).

**6-8. METALCON.** Tampa, Florida.  
[www.metalcon.com](http://www.metalcon.com).

### NOVEMBER 2021

**4-5. Garage, Shed & Carport Builder Show.**  
South Bend, Indiana.  
[www.garageshedcarportbuilder.com/2021-gsc-builder-show](http://www.garageshedcarportbuilder.com/2021-gsc-builder-show).

**9-11. Midwest Roofing Contractors Association (MRCA) Con Expo.**  
Milwaukee, Wisconsin. [www.mrca.org](http://www.mrca.org).

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# Wood Products Manufacturers Expand Capacity

The American Wood Council, citing forest supply consultant, Forisk, reported that North American softwood sawmill capacity increased by 1.4 billion board feet in the last year. Most of that increased capacity—1.1 billion board feet—was from manufacturing in the U.S. South. The entire wood products manufacturing sector continues to produce at the highest levels since the Great Recession.

Many wood products companies have announced significant investments to expand the capacity of existing mills, however, lead times to get the new equipment remains long. In some cases, machinery is back-ordered up to 24 months—potentially extending the usual 12 to 24 months it would take to complete these types of projects. Manufacturing expansion projects are a long-term solution that will support increased capacity, but not until 2022 at best.

Home demand has only increased during the pandemic and builder confidence has been above 80 for the last nine months, with a rating of above 50 indicating positive conditions. Homes are going under contract at a faster rate than they are listed for sale even

though new home listings are up 19.1% over last year. Permits for single- and multi-family projects were up 25.3% and 20.4%, respectively. The unprecedented demand still exceeds current supply.

## Employers No Longer Required to Record Adverse COVID-19 Vaccine Reactions

Employers are no longer required to record adverse reactions from COVID-19 vaccinations on their OSHA 300 logs.

In its advisory, OSHA indicated that the about-face in reporting requirements was done so as not to hinder incentives for employee vaccinations. It rescinds previous guidance that said employers who require employees to be vaccinated as a condition of employment must record any adverse reaction.

OSHA noted that it will not enforce its 29 CFR 1904's recording requirements through May 2022. At that time it will reevaluate its position. **RF**



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SWI Coil Farm Technology – Decoiling & Storage

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# PRODUCT GUIDE

*Your ultimate source for products and services in the roll-forming industry*

## Welcome to the premiere issue of the Rollforming Buyers' Guide!

For the first time since we launched *Rollforming Magazine* in the Fall of 2018, we have gathered all the product resources we've accumulated so you can find what you need, when you need it.

From roll-forming machines to coil, controls and software, components, and beyond, we now have a place for you to find this information so you can keep your roll-forming business moving.

### HOW TO USE THE GUIDE:

The index of product categories below is a guide to help you find companies, distributors, and other organizations that provide specific products or services to the roll-forming industry. This index is followed by a Company Directory, which is in alphabetical order. Company descriptions explain their offerings.

Companies that advertised separately in this issue can be found in our ad index on page 58. Additionally, you

will see that a QR code is included with each company's directory listing. Scan the QR code with your smartphone to view that company's extended directory information, which may include videos, photos, catalogs, a map pin-pointing the business, and more!

Don't want to use the QR codes? No worries, the interactive, fully searchable Buyers' Guide is conveniently located online at [www.rollformingmagazine.com](http://www.rollformingmagazine.com) (along with a plethora of informational articles).

## PRODUCT CATEGORIES

### Equipment - Roll Formers, Folders, Etc.

Acu-Form  
ASC Machine Tools Inc.  
Bradbury Group, The  
CIDAN Machinery  
Hershey's Metal Meister  
Marion Manufacturing  
Metal Rollforming Systems  
MetalForming Inc.  
New Tech Machinery  
Roll Former Corporation  
Star 1 Products  
Stoll Metal Works  
Swenson Shear  
SWI Machinery  
Universal Tube & Rollform Equipment

### Equipment & Tools - Packaging & Wrapping

Albatross Supply  
Ameripak of Kentucky  
Heartland Sales & Machine LLC  
Universal Tube & Rollform Equipment

### Equipment - Trailers

Pine Hill Trailers

### Coil

3GM Steel  
Flack Global Metals  
Graber Post Buildings  
Hixwood Metal  
Liberty Steel Products  
Mill Steel Co.  
PAC-CLAD | Petersen  
Progressive Metals  
United Steel Supply

### Coil Coatings & Paints

AkzoNobel Coatings  
Beckers Group  
Sherwin-Williams Coil Coatings

### Controls & Software

AMS Controls  
AppliCad USA  
BECK Automation  
Eagle Business Software  
NC Automation  
Paragon Computing Solutions  
SmartBuild Systems

### Components - Adhesives & Sealants

Presto Tape  
Triangle Fastener

### Components - Condensation Control

Carbon-Core  
DripStop  
Lantor CondenSTOP

### Components - Cupolas

Plyco Corporation  
Royal Crowne Cupolas

### Components - Daylighting

Direct Metals Inc.  
TUFTEX/Onduline North America  
MWI Components

### Components - Doors

A.J. Manufacturing  
MWI Components

### Components - Gutter Products

Advanced Architectural Sheet Metal & Supply  
Midwest Enterprises/EZ-Gutter

**Components - Insulation**

Direct Metals Inc.  
rFoil Insulation/Covertech  
MWI Components

**Components - Metal Panel Systems**

Drexel Metals

**Components - Snow & Ice Mitigation**

Dynamic Fastener  
Levi's Building Components  
Red Dot Products

**Components - Underlayment**

Levi's Building Components  
RoofAquaGuard

**Components - Ventilation**

Atlas Bolt and Screw, LLC  
Marco Industries  
MWI Components  
Plyco Corporation  
Snap-Z  
Ventco

**Fasteners (clips, clamps, screws)**

AceClamp  
Atlas Bolt and Screw, LLC  
Direct Metals Inc.  
Dynamic Fastener  
Golden Rule Fasteners  
East Coast Fasteners  
Lakeside Construction Fasteners  
Levi's Building Components  
Logan Stampings  
MWI Components  
Red Dot Products  
S-51 Attachment Solutions  
ST Fastening Systems  
Triangle Fastener

**Hand Tools**

BECK America  
Dynamic Fastener  
Malco Products  
Tough Trade Tools

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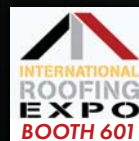
HEAVY GAUGE LINES



GRAIN BIN LINES



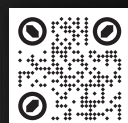
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For solar mounting needs, our latest innovation in solar racking is Solar Snap™. Solar Snap uses the already familiar and trusted Ace clamps, making assembly a breeze—just snap, slide, and secure.



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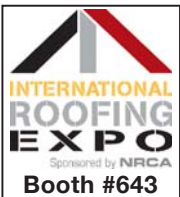
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The Construction Rollforming Show is sponsored by Shield Wall Media, publisher of *Rollforming Magazine*. It is the only show exclusively devoted to the construction roll-forming industry. The show offers the latest in machines and best practices for the professional. For booth space, contact show director Gary Reichert. Check the website for updates on the Fall 2022 show.



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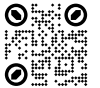


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Rollforming Magazine launched in fall 2018 to provide professional users of construction roll-forming equipment access to information about the industry: best practices, safety, technical information, available products, and more. It publishes six times annually. Subscriptions are FREE to industry professionals.



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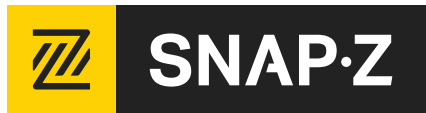
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# ROLLFORMING MAGAZINE 2021 BUYERS' GUIDE

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We start off the section with the

big guys—equipment and tools. It is then followed alphabetically by all the supporting products of the roll-forming industry.

Each listing includes product infor-

mation and a snapshot of the product, plus a website address, phone number, or email address where you can obtain any additional information you may require.

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*Photo courtesy of ASC Machine Tools*



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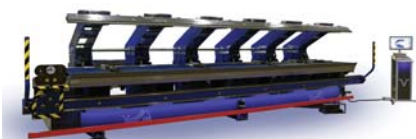
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Shrikes are an innovative product designed to replace wood dunnage for stacking and transporting metal roofing panels. Shrike™ A and Shrike™ R are designed to fit over the panel rib profile. This transfers the weight to the flats of the panel. The reinforced polyethylene design eliminates scratches and rub-through marks. The profile cutout on each end of the Shrike is designed with a convex to hold the tie-down straps securely. UV inhibitors ensure your investment will work hard and last long.

[www.albatross.supply](http://www.albatross.supply)  
888-989-9892



### Ameripak of Kentucky

Ameripak horizontal stretch wrappers are extremely beneficial to the roll-forming industry for many reasons. From our economy line to semi-auto/fully automated lines, Ameripak's horizontal units are made of non-proprietary, off-the-shelf parts, built in the U.S. and welded with the highest quality steel, ensuring a durable piece of equipment. Each conveyor is carefully designed to suit your specific application. Ameripak has been perfecting metal wrapping equipment for more than two decades.

[www.ameripak.net](http://www.ameripak.net)  
502-222-8244



### BECK America

The SCRAIL® RoofLoc® system was developed to install metal roofing and façades quickly and efficiently. Two times faster than collated screws and eight times faster than bulk screws, this performance could only be achieved through the combination of the pneumatic Roofing Installation Tool and the patented SCRAIL® RoofLoc®. The tool design allows for excellent ergonomics and tool balance, which promotes better ease of use, even on the longest, toughest jobs.

[www.beck-america.com](http://www.beck-america.com)  
800-239-8665



### Heartland Sales & Machine LLC

From manual to fully automatic, Heartland manufactures wrappers used for trim, standing seam, and panel. Standard and customized wrappers available. Heartland also offers mechanical coil tippers with 12,000- to 30,000-pound capacity so you never have to leave your forklift seat! Machines you can depend on.

574-223-6931



### Roll Former Corporation

Since 1978, Roll Former seamers have a history of quality and durability. Our seamers produce perfect seams on all materials from 12 oz. copper to 24-gauge Kynar-finished gnoalvanized/Galvalume at 30 fpm without damage to the material. They can seam NTM, Knudson, and ESE profiles! The Model SSX will form a complete double-lock standing seam with a single pass. Our exclusive nose switch cuts the unit off if it comes to the edge of the roof, eliminating expensive and time-consuming accidents.

[www.rollformercorp.com](http://www.rollformercorp.com)  
215-997-2511



### Tough Trade Tools

Better and safer tools for contractors is the aim of Tough Trade Tools (formerly County Line Concepts). The RidgeLine and RidgeLine9 were introduced in 2019. They are oversized protractors for making precise cuts of large building materials such as metal and wood. Manufactured in the U.S., the RidgeLine9 is mounted on an HDPE body and used to mark angles on 9" OC metal panels, with extendable arms capable of "0" to 12/12 pitch, rotating left or right. The RidgeLine is used to mark angles from "0" to 12/12 pitch on any flat material, also rotating left or right.

[www.toughtradetools.com](http://www.toughtradetools.com)  
989-859-2168





### AMS Controls

AMS Controls develops advanced hardware and software technologies that increase profitability and productivity for the metal forming industry. AMS Controls' customers include some of the largest metal processing operations, including those producing metal buildings, metal roofing, light-gauge framing, fenestration, custom roll-formed parts, HVAC ductwork, and more. With over 14,000 installations at more than 4,500 locations worldwide, AMS Controls sets the standard for operational efficiency in the metal form.

[www.amscontrols.com](http://www.amscontrols.com)  
314-344-3144



### AppliCad USA Inc.

AppliCad has developed software for simplified roof modeling in 3D that results in comprehensive cladding material and labor take-off, client proposals, and job planning. The software creates complete material lists, cutting lists, workshop details, supplier orders, and a labor summary at the click of a mouse button. With 25+ years experience and software in 148 countries, AppliCad knows how to do estimates for metal roofing and wall cladding, including all associated trim and accessory items.

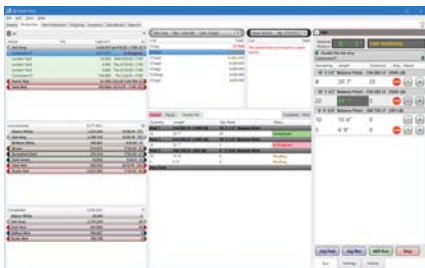
[www.applicad.com](http://www.applicad.com)  
561-748-0545



### Beck Automation

Products from Beck Automation are specifically designed for roll formers, cut-to-length lines, tube mills, portable roll formers, and trim shop folders. Beck Automation's engineers and technicians can offer a full service package with engineering, installation, and electrical drawings. Brands include: SII™, Intelli-Fold™, Cobalt™, Connex™, SmartComm™, and QB Elite. Whether you're looking for a way to track key indices to streamline your business, or are just tired of programming jobs at the machine, we have the software solution for you.

[www.beckautomation.com](http://www.beckautomation.com)  
314-576-9736



### NC Automation

Are you tired of shuffling papers around and trying to keep track of orders and inventory? QB Metal Shop can increase your efficiency while reducing errors. Schedule and manage production and delivery with ease. Integration with shop equipment eliminates the need to enter data twice. Easy pricing tools make price changes a breeze. Ask for a demo to see how QB Metal Shop can save you time and money.

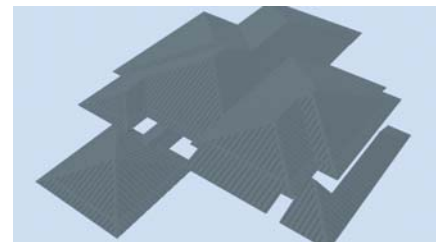
419-631-7669



### Paragon Computing Solutions

We design and sell a full-featured ERP system that focuses on the building materials market. Our software is designed from an operations standpoint and is exceptional at improving our clients' efficiency and accuracy across all aspects of their business.

[www.goparagon.com](http://www.goparagon.com)  
866-971-0940



### SmartBuild Systems LLC

SmartBuild Systems—the industry's only complete design system for custom post-frame structures—now has a sister program to reroof residential roofs using metal panels! SmartBuild for Metal Reroof takes 3D data from EagleView and applies the metal manufacturer's products, generating a complete specification including shop drawings, cut lists, labor calculations, and sales proposals. You'll generate the most accurate bid you've ever created—in 5 minutes—without ever leaving your office!

[www.smartbuildsystems.com](http://www.smartbuildsystems.com)  
303-579-6277

# COIL & COIL COATINGS

SUPPLIES & SOLUTIONS



## AkzoNobel Coatings Inc.

CERAM-A-STAR® 1050 Select is the leading coil coating technology with a standard color palette program to optimize your business and make color complexity a thing of the past with improved availability and quicker turns on projects. Developed specifically for use with CERAM-A-STAR® 1050, the market-leading SMP coating, it ensures the same exceptional performance and warranty, with the benefit of a standard color palette program.

[coilcoatings.akzonobel.com/us](http://coilcoatings.akzonobel.com/us)  
614-294-3361



## Beckers Group

For a high-performance coating designed to last 40-plus years, with excellent color and gloss retention, BeckryTech Super-Durable Polyester is an ideal solution. BeckryTech is based on a resin chemistry that is less reactive to UV light than the leading silicone modified polyester (SMP) products and resists the water “hazing” effect commonly found in coil-coated SMP products. The Super-Durable Polyester product line is used around the world for high-end projects and meets AAMA 2604 in all color families.

[www.beckers-group.com](http://www.beckers-group.com)  
847-766-3555



## Flack Global Metals

Flack Global Metals (FGM) was founded with the mission to reinvent how metal is bought and sold. We've created a metals service center like no other—combining expertise in merging physical supply chains with financial tools. We provide extensive processing capabilities and deliver a wide range of flat-rolled products including aluminum, carbon steel, stainless, and pre-painted metals. We also offer customized fixed-pricing programs that enable customers to profitably manage both margin and timing of physical raw material.

[www.flackglobalmetals.com](http://www.flackglobalmetals.com)  
216-456-0700



## Hixwood Metal

Hixwood Metal is the premier source for all your coil, blank flat stock, and slit coil needs. We specialize in supplying the industry with products that are at the top of the spectrum. We have been proudly serving west central Wisconsin by manufacturing quality building components for 20 years.

[www.hixwoodmetalinc.com](http://www.hixwoodmetalinc.com)  
715-644-0765



## PAC-CLAD | Petersen

PAC-CLAD coil from Petersen is available in multiple gauges of steel and aluminum and in multiple widths. PAC-CLAD coil is available in 46 Kynar-based Fluoropon colors as well as 16 wood grain finishes, and all come with a 30-year finish warranty. Unpainted coil also is available, as well as custom color matching. Standard coil width is 48", which can be slit to customized widths. Availability varies by location.

[www.pac-clad.com](http://www.pac-clad.com)  
847-981-4707



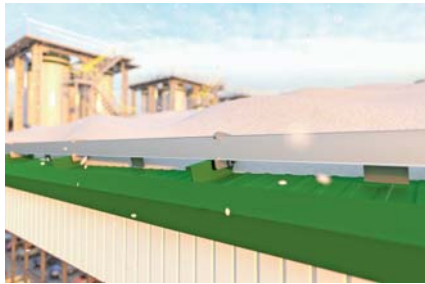
## United Steel Supply

United Steel Supply provides high-quality flat rolled steel coils. We offer superior customer service, competitive pricing, and just-in-time delivery, allowing us to achieve the highest level of customer satisfaction. United Steel Supply offers Galvalume®, galvanized, and prepainted steel coils for metal roofing and siding applications in the agricultural, commercial, industrial, and residential markets.

[unitedsteelsupply.com](http://unitedsteelsupply.com)  
512-263-0954

# COMPONENTS & ACCESSORIES

SUPPLIES & SOLUTIONS



## AceClamp

AceClamp® is a U.S.-based manufacturer of fast-installing, precision-engineered snow retention, and solar mounting solutions. Compatible with almost any roof type, including metal, membrane, slate, and asphalt, our patented, non-penetrating "slide-pin" clamp design eliminates the need for setscrews. This unique design protects the roofing panel's finish from installation damage, therefore preserving the warranty. Simplify inventory with one set of clamps for all your seams, whether you're installing snow retention or solar. Make the switch to AceClamp.

[www.aceclamp.com](http://www.aceclamp.com)  
860-351-0686



## Advanced Architectural Sheet Metal & Supply

ADVANCED Architectural continues to manufacture in-house and provides consistent, excellent customer service with quality gutters, downspouts, elbows, and gutter accessories as well as brake metal to roofers and contractors nationally. The company's team concept of combining dedication, quality control, and commitment goes above and beyond with every customer. ADVANCED has been serving the industry for over 25 years.

[www.advarchsm.com](http://www.advarchsm.com)  
231-861-0050



## A.J. Manufacturing, Inc.

A.J. Manufacturing offers a complete line of durable high-quality Harmony vinyl and Main Street vinyl windows. Options include standard and custom colors, horizontal sliding, fixed lite, casement, single hung, double hung, architectural shapes, grids, and Low-E glass. White, brown, bronze, champagne, clay, or custom-colored windows and trim will enhance the appearance of your next building.

[www.ajdoor.com](http://www.ajdoor.com)  
800-328-9448



## Atlas Bolt & Screw Co., LLC

Atlas Bolt and Screw, the recognized industry leader, manufactures and distributes fasteners to the roll-forming industry, including our long-life Ultimate product line. Finished with a mechanical zinc-plated shank, this fastener is warranted against red rust for the life of the building. It features an EPDM tubular washer for a reliable seal. These fasteners are compatible with magnetic nutsetters due to their cast zinc head. The Metal Ultimates are available in a variety of sizes.

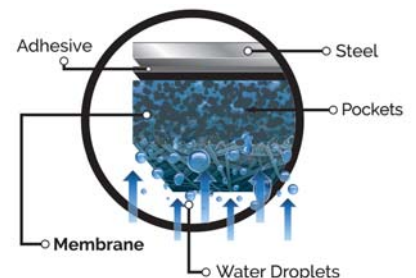
[www.atlasfasteners.com](http://www.atlasfasteners.com)  
419-289-6171



## Direct Metals Inc.

Direct Metals Inc. supplies fasteners and building accessories to the post-frame and steel-frame building industries. A key product is the #12 diameter SCAMP 304 Stainless Steel Cap metal-to-wood fastener that can be used in new construction or as a replacement fastener. Other products include PAN-CLIP fasteners, rivets and panel clips for standing seam metal roofs, sealants, pipe flashings, solid and vented foam closures, reflective insulation, and polycarbonate panels.

[www.directmetalsinc.com](http://www.directmetalsinc.com)  
855-800-8878



## Dr!pStop/Filc USA

DripStop from Filc USA helps fight condensation without insulation. Specially designed air pockets store condensation and hold it until conditions change and it evaporates back into humidity. DripStop arrives at the job site already on the steel, saving time and money by removing one step of the building process. It eliminates the need for insulation while also helping fight corrosion by adding another layer of protection from the corrosive elements found in livestock confinement.

[www.dripstop.com](http://www.dripstop.com)  
937-321-3000

# COMPONENTS & ACCESSORIES

SUPPLIES & SOLUTIONS

## Dynamic Fastener

Dynamic Fastener has released a new version of its popular Tool and Fastener Hand Guide. This 140-page, full-color free gem provides concise answers to questions pertaining to fastener applications;

engineering data; and availability of types, size ranges, and fastener materials specific to the metal building industry. In addition to discussing screws and anchors, the Guide provides prices and other useful information relating to flashings, sealants, insulation tapes, safety equipment, hand tools, power tools, and more. The 2021 publication includes details on the Dyna-Guard snow retention system for metal roofs. It also includes information about the company's new rivet initiative that resulted in a stock level of 100 million rivets with 75 million pre-painted in more than 100 different colors. Call to obtain your free 140-page Hand Guide.



[www.dynamicfastener.com](http://www.dynamicfastener.com)  
800-821-5448



## East Coast Fasteners

East Coast Fasteners produces durable fasteners for all combinations of building materials. The Ply-Lo Extreme line of fasteners is designed for extreme environments. The Ply-Lo Driller is the latest innovative addition to the company's fastener line, designed to save contractors time and money. The patented Ply-Lo Driller features a design intended to be more forgiving than other fasteners. This means the tip is designed to reduce the likelihood of "walking" when fasteners are driven at a slight angle. Less walking means quicker and easier installation as well as a reduction in material damage and waste. East Coast has fasteners available in colors to match virtually any panel in lengths of 1", 1½", 2", 2½", and 3".

[www.plyco.com](http://www.plyco.com)  
800-558-5895



## Levi's Building Components

RoloShield™ covers more roof with less roll—lowering your installed cost. This water-resistant 100% polypropylene synthetic roofing underlayment is lightweight, stronger than felt, and easily installed thanks to its pre-printed nailing pattern. With extended UV resistance and an added slip-resistant layer, the new and improved RoloShield™ lineup offers a range of economical to high-end options with code-compliant quality.

[www.levisbuildingcomponents.com](http://www.levisbuildingcomponents.com)  
877-897-7020



## Logan Stampings

Logan Stampings and Building Products Development (BPD), Logansport, Indiana, are two of the most well-known names in the metal building and metal roofing market. Products include standing seam roof clips and accessories for a multitude of metal roof systems. Inventory levels enable same-day shipping on most stock orders.

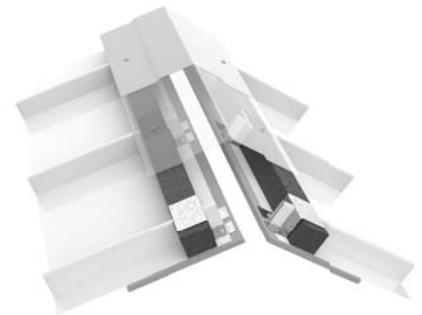
[www.wegotclips.com](http://www.wegotclips.com)  
866-564-2678



## Midwest Enterprises

Hydroclean® High Capacity gutter guards are engineered for heavy rain volume areas where the perforated surfaces work hard to channel away excess rainwater. Best on long runs of standard shingles, very steep roofs, and metal roofs, the 5" guards have three rows of perforations, where guards for 6" and 7" gutters have six rows to handle even greater volumes.

[www.e-zgutter.com](http://www.e-zgutter.com)  
800-748-7736



## 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](http://www.mwicomponents.com)  
800-360-6467



### RoofAquaGuard

Aqua Defender creates a lasting barrier between a building's metal envelope and the harmful effects of condensation. Adhered directly to the roof and wall panels during manufacturing, Aqua Defender forms a soft, clean surface. It absorbs moisture, prevents rust from forming, and extends the maintenance-free life of the building. Its light color can even reduce lighting demands. Aqua Defender stands between condensation and the roof, guarding against rust, corrosion, and drips. It keeps buildings clean and dry and livestock, equipment, and inventory safe.

[www.roofaquaguard.com](http://www.roofaquaguard.com)  
937-773-9840



### Triangle Fastener Corporation

PANEL-TITE® BURR-BUSTER is engineered to reduce burrs and provide more resistance to back-out! The BURR-BUSTER® point is specifically designed to extrude the metal as it penetrates, minimizing burrs. These fasteners have low-angle threads that help keep the screw from loosening. All fasteners can be painted with our Kalida-Kote paint finish to your exact color match.

[www.trianglefastener.com](http://www.trianglefastener.com)  
800-486-1832



### TUFTEX/Onduline North America

Available direct from the manufacturer, TUFTEX brand polycarbonate and PVC panels offer a variety of solutions for your garage, shed, carport, or other home projects. TUFTEX is made in the U.S. by Onduline North America. Polycarbonate panels are backed by a 10-year warranty. All panels are lightweight, easy to install, and also available in 9" OC Ag Panel and 12" OC R Panel profiles (38" wide, 36" of coverage, and lengths from 2½' to 24'). Distribution opportunities available. Contact our U.S.-based customer service team for more information.

[us.onduline.com/pro](http://us.onduline.com/pro)  
540-898-7000

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SUPPLIES & SOLUTIONS



## Marco Industries

As North America's leading ventilation manufacturer, Marco Industries offers superior roof ventilation your way, with products tailored to fit specific performance requirements and budgets. Our ventilation products feature an exclusive nonwoven polyester material that delivers extreme durability and breathes to help prevent moisture absorption. All ventilation products offer a 40-year limited warranty, easy one-person installations, and two full beads of M63, Marco's proprietary adhesive, for superior hold.

[www.marcoindustries.com](http://www.marcoindustries.com)  
800-800-8590



## Plyco Corporation

Plyco manufactures and distributes a variety of ventilation products designed to meet most airflow requirements. The MWE-100 is a low-profile unit, 10' in length with 12 square inches of free air space per lineal foot. The MW100-25 has a higher profile than the MWE and is open at the top. The ventilator has an internal diverter to direct rain off to the side and out onto the roof. The MW100-35 has the same design as the 25 series, with increased free air space of 36 square inches per lineal foot. The FMW100-35 is of the same design as the 35 series, but the diverter is made from translucent fiberglass to allow light into the building ridge while keeping the rain out.

[www.plyco.com](http://www.plyco.com)  
800-558-5895

## rFOIL Insulation / Coverttech

rFOIL 2600 Series reflective insulation is a layer of polyethylene bubbles bonded to and sandwiched between a radiant barrier metalized foil and white polyethylene sheet. rFOIL is specifically designed to control heat gain or loss, and prevent interior condensation, in all types of metal and metal-clad buildings. The rFOIL 2600 is the first reflective bubble insulation to come with an unmatched 10-year guarantee against ultraviolet light degradation, delamination, cracking, peeling, or flaking. The guarantee includes new material and up to \$0.75/sq.ft. for any labor replacement costs. Tested to ASTM G-155 for UV resistance and facing surface degradation. Class 1/A Fire Rating and passes NFPA-286 full room burn test. Better thermal value and condensation control than fiberglass insulation.



[www.rfoil.com/insulation-product](http://www.rfoil.com/insulation-product)  
800-837-8961



## Snap-Z

You probably have experience with traditional foam ridge vents. It's only a matter of time until the foam starts working loose and then falls out from under the ridge cap. Snap-Z's innovative design uses absolutely no exposed foam so it's impossible for it to slip out of place, thus resulting in maintenance-free foam. With 16 colors to choose from, you can also match the ridge vent to the color of metal you are working with. Snap-Z's coatings are fade-resistant for a long-lasting color match. Order Snap-Z in Eco-Black and it will be shipped the next day. Eco-Black gives you the most ridge vent for your money compared to other colors. The matte black color works great with any color roof because the color contrast is hidden in the shadow line.

[www.standingseamroofvent.com](http://www.standingseamroofvent.com)  
717-572-0910



## ST Fastening Systems

ST Fastening Systems supplies its MultiVent, MultiVent10, and MultiVent20 closures for those applications requiring airflow on metal roofs. Open cell foam MultiVent, 3' in length, woven polyester MultiVent10, 10' in length, and MultiVent20, 20' in length, allow 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, with adhesive applied for easy field installation. MultiVent can be used on angled roof applications and MultiVent10 and MultiVent20 for ridge cap applications.

[www.stfasteningsystems.com](http://www.stfasteningsystems.com)  
800-352-4864



## Ventco

ProfileVent is a single-layer ridge vent designed for metal roofs, specifically cut to fit more than 50 profiles. Mongoose, a ridge vent designed for sloped shingle roofs, has a pressure-sensitive strip to provide permanent adhesion to shingles. RidgeVent is an excellent choice for cedar, asphalt, and slate roofs. Contractor's Choice ridge vent for sloped roofs helps vent the attic. Hip & Ridge Vent is for universal application to any screw-down panels 1/2" to 1 1/2" high. All Ventco products are manufactured in the U.S.

[www.profilevent.com](http://www.profilevent.com)  
833-300-9515



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The International Roofing Expo is where contractors, remodelers, and builders connect with manufacturers to discover the latest products, technologies, and services on the market while further developing their professional and technical skills.

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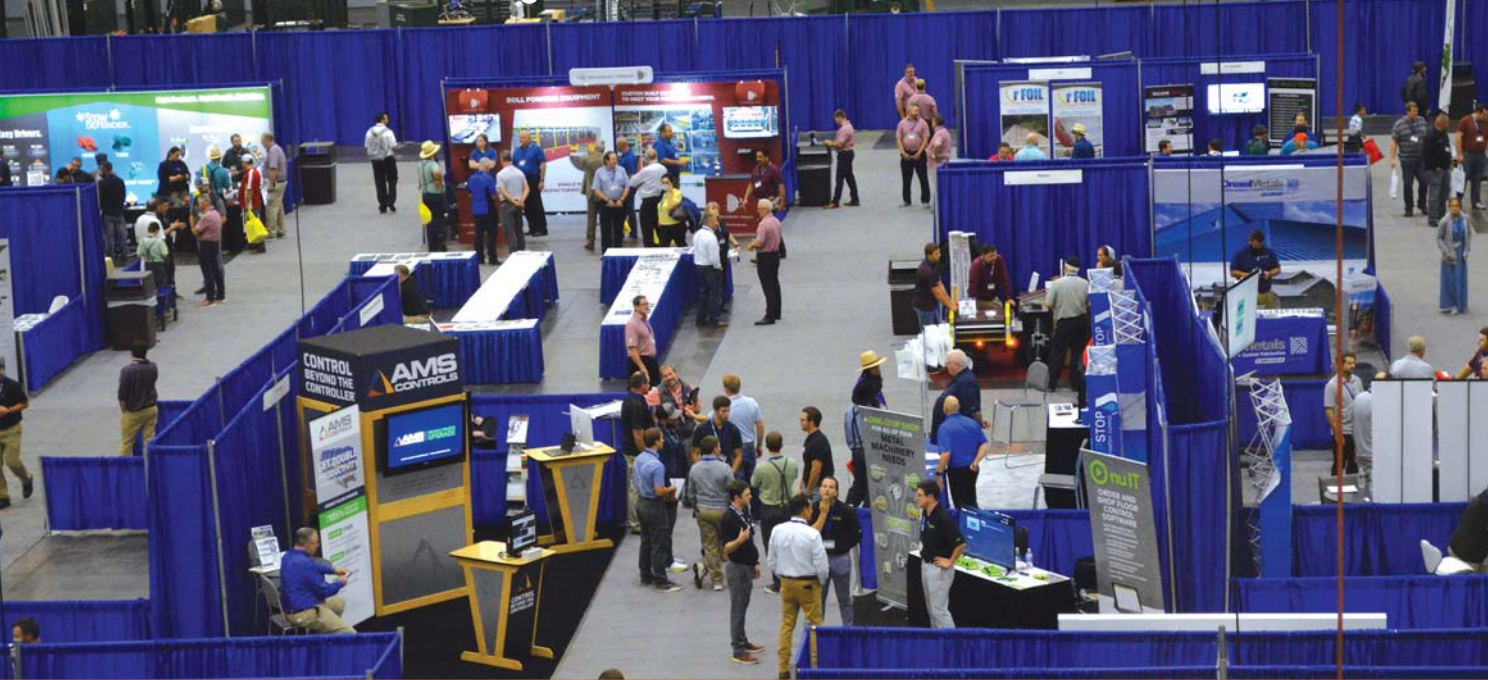
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# Construction Rollforming Show Makes a Successful Return



The team at United Steel Supply fielded lots of questions about the volatile steel market.

**Y**ou know how it feels when you have an order to fill and nothing seems to be going right? Your materials keep getting back-ordered, there are unexpected starts and stops in production, and the customer keeps calling to see if their finished product will ever arrive? That helps to capture the feeling of what it was like planning for the second Construction Rollforming Show. Canceled for December due to the COVID-19 lockdown, it was rescheduled for June 3-4 in Cincinnati, with no guarantee that we could pull it off. Then, just three days before the show, the mask mandate and distancing rules were lifted.

Sometimes the best things in life don't come easy. As show producer Gary Reichert said, "It was great to finally get the restrictions behind us and have a live and in-person show. Virtual may be the future, but there is no substitute for seeing living, breathing people face-to-face."

And attendees seemed to agree. They





Dave Quehl, left, and Darryl DeVries, right, returned for their second show with a display of products available from Direct Metals Inc.



“We had good feedback from the show. We had people tell us there was a need for our product in the industry and we’ve been able to get quotes out to people who contacted us during and after the show. We’ll be back.”  
*Brandon Bartel, Big Steel Rack*



The chairs around the discussion table at Hershey's Metal Meister remained occupied throughout the show with attendees and sales reps.



Doug Irbe, left, and Diane Sims, right, kept busy at the AkzoNobel booth. Irbe led one of the many educational sessions.



Gary Reichert, left, thanks Jim Rogers, Director of Development for the national nonprofit Building Homes for Heroes after Rogers delivered the keynote address at the second Construction Rollforming Show.

PHOTOS BY SHARON THATCHER

## 2021 Construction Rollforming Show )

came in comparable numbers as the first show in 2019, and they came to buy.

“Despite all of the challenges,” said Reichert, “the turnout for the show was good. More importantly, the quality of the attendees amazed the exhibitors.

“The story that I think summed up the show,” he continued, “was when I was talking with an exhibitor and a potential customer arrived. I excused myself, saying, ‘Now you have somebody important to talk to.’ The new guest pulled out a check and said, ‘I’m done talking.’ That example is a good indication of the show in its entirety. And it demonstrates just how strong our sector of the construction industry currently is.”

Plans are already in the works for the third Construction Rollforming Show, which will be held in late Fall 2022. As plans develop, updates will be published in *Rollforming Magazine* and posted at [www.rollformingmagazine.com](http://www.rollformingmagazine.com). Also visit the website for more show photos and a video view of the show floor. **RF**



Thomas Schwarzer, ASC Machine Tools, lead an educational session about choosing the right roll-forming line for your business.

“This was my first show, and I thought it was a great show. I met several people who were good leads, and met a lot of good companies. The layout of the show was also really good, and was well organized. I look forward to coming back.”

*Ben Jerkins, Capital Forest Products*

“The people who were there, were there to buy, and were serious about buying. We were busy anyway and I debated about going ... [because of COVID] I was skeptical of going, but it was well worth the time to go. The people, the number of people—usually the first day you’re busy but not like this. For five hours nonstop it was two or three people deep in my booth.”

*Tim Richmond, Marion Manufacturing*



Shawn Huffman, second from right, with Beck Automation, explains the company's software solutions.



SmartBuild Systems has made several new product releases recently. Potential customers could take the software for a spin at the show.



Star 1 Products was once again exhibiting at the Construction Rollforming Show, demonstrating its felt applicator.



Tim Reddington, Progressive Metals, talks with a Construction Rollforming Show attendee.



Levi's Building Components exhibited its snow retention lines, vent materials, and fasteners, among other products.



Neil Burkholder, second from right, meets with potential customers at NC Automation.



The focal point of the SWL Machinery display was this Marxman Pro automatic slitter.

"It was a great show. At some shows, you have a lot of people come to your booth and talk to you, but you know they don't have any plans to buy anything. Here, you don't have as many people, but they're serious buyers. I had some people come by with checks ready to make down payments. They had already done their research. They were ready to buy. They just wanted to meet the people in the company first."

*Wayne Troyer, Acu-Form*

# WESTERN ROOFING EXPO 2021

September 21-23 at the Mirage Las Vegas

**K**nown as the premier regional roofing event in the United States, the Western Roofing Expo 2021—September 21-23 at The Mirage Las Vegas—features a two-day trade show, 24 educational seminars, two keynote luncheons, the Roofing Games™, golf and sporting clays tournaments, an amazing welcome party with lively-silent auction, and unbeatable networking with powerful industry connections.

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# How to turbo-charge your roll-forming machine to maximize impact on your bottom line

By Ray Smith, AppliCad

The roofing and cladding industry has incredible roll-forming machines for handling coil, slitting coil and turning flat stock and coil into panels and trim. Over the past few years, as these machines have become more cost effective, they are in much wider use, as more and more roofing contractors enter the metal roofing game.

As the market demand for metal on our roofs and walls has increased, so too has the demand for better quality stock with a wider range of finishes, adding more complexity to a roofing contractor's offerings, and therefore quoting and installation processes.

What many U.S. roofing contractors don't know is that countries like Australia have used metal roofing and siding as material of choice for many decades, in both commercial and residential projects, up and down the continent. Indeed, metal roofing occupies about 75% of the total residential roofing market, and about 95% of all commercial. We have learned a few things from our customers that we'd like to share here.

## METAL ROOFING AND SIDING SUCCESS STARTS WITH A CORRECT MATERIAL TAKEOFF

Due to the complexity of metal roofing and their many different profiles, brands and finishes, roofing contractors who use specialist software to do the take-off have a head-start. They set the job up in a 3D CAD software, and a good software will calculate all materials including trim assemblies and even all labor you will need for the job. This means you can quote the job accurately to your client, and you know your margins before you even begin.

## FEED JOB DATA INTO THE ROLL-FORMING MACHINE'S CONTROLLER AND GET PANELS THAT FIT YOUR JOB LIKE A GLOVE

If you use on site roll-forming, you can feed the job data directly into the roll-forming machine when you arrive at the site. Some machine controllers can even receive the data direct-

ly from the software program, avoiding manual re-entering of information and eliminating human error.

The software's simulation of the panel layout has automatically allowed the program to optimize material use, so that panel off-cuts may be used on other parts of the roof, sometimes reducing waste to almost zero but most often saving as much as 10-12%. This material cost saving translates directly to your bottom line.

## INSTALL THE ROOF FASTER AND LEAVE LESS WASTE BEHIND

The software can even break the job down into stages. Order and deliver all the required components as you need them so that you don't have material hanging around to be damaged or stolen.

One system that has been set up in Australia takes this whole notion a remarkable step further forward. The software develops the cutting list after running a routine called 'linear nesting'. This process takes each and every panel on the roof and compares it with every other panel on the roof, matches each cut panel with a matching cut panel resulting in a single angle cut giving two panels and zero waste, taking account of the lap side. Then each panel is printed on the lap side with its unique part number and length which matches the panel layout drawing produced by the software.

An entire project with supporting documentation is sent to the job site, pre-cut to the correct angles of the hips and valleys and sorted into a logical laying order. This results in a typical residential building of about 3,000 sq. ft. installed in a day. This has been set up and running for over 18 years, so it is not 'pie in the sky' stuff. It exists and it works.

*About the author: Ray Smith is Managing Director of AppliCad Software ([www.applicad.com](http://www.applicad.com))*

# Colorado Custom Metal, Inc.

Owner reflects on 21 years of portable roll forming



At one time, Colorado Custom Metal was operating three portables. Now the machines have been sold as he picks and chooses his jobs and enjoys semi-retirement.

■ By Sharon Thatcher

**M**etal roofers working in mountainous regions can tackle some challenging jobs using portable roll formers. Mark Orsborn, President of Colorado Custom Metal, Inc., Glenwood Springs, Colorado, is one such business owner who looks back on 21 years of manipulating metal to coat multimillion-dollar homes and commercial buildings. He has since sold his machines to enjoy semi-retirement, but offered a look back on what kept his family of seven kids fed, clothed, and home-schooled so they could go on to find successful careers of their own.

## FAMILY BUSINESS

Orsborn credits his father for aiming him in the direction of sheet metal fabrication. “My dad had a shop called Monarch Metal in Denver. I graduated from high school on Friday and went to

work on Monday in his shop. I worked for my dad 10 years and learned a lot of hands-on fabrication techniques and became a crafty coppersmith as well. ... We had a niche in the architectural world. Dad was a heating/ventilating professional but had an opportunity to purchase an architectural metal shop back in 1975. He was playing golf one Saturday morning and was paired up with the former owner of the metal shop. Yes, the deal was made on the golf course. That is where I learned the trade, working, shaping, and fabricating metal.”

He ventured off on his own for a while, working with other companies in the metal roofing industry before deciding to start his own business in 2000. “It was the scariest thing I ever did because I had seven kids, but it was the best thing I ever did, too,” he said, adding: “It provided a way for me to raise my family and put opportunities in front of them.”

When he started his business, he said “there were quite a few rollformers in the

area.” The work was plentiful enough, however, for a guy like Orsborn who well understood the nuances of bending metal.

Orsborn had three roll formers going at one time when Colorado Custom Metal Inc. was in full swing. “I’d do these jobs in these remote areas and there’s no way you can get a [delivery] truck in there, so you need a portable roll former,” he explained. His machines of choice included a couple of New Techs and a Berridge. To cut costs, he developed partnerships with other portable owners in the area to trade profiles as needed. Shears from Swenson Shear helped him tackle the customized cutting.

## PORTABLES NOT ALWAYS POPULAR WITH SPECIFIERS

One battle Orsborn had to fight early in his career was over misconceptions regarding the quality of panels manufactured from a portable roll former.

“Specifiers would say you need at least 22’ [of space with more turning stations] to roll a ¾” snap seam. They just didn’t think you could do it in 12’ without oil canning the hell out of it,” he said. “Oil canning in metal roofing is caused predominantly by the installers as they over-tighten the panel hold-down clips or they don’t take time to shim the low spots in the substrate. However, roll formers *can* get out of whack...”

Orsborn wouldn’t back down. “I would challenge an architect,” he said. “When I would get a job that said, ‘panels must be manufactured in-house and shipped to the site’, I’d say, ‘okay, so you are going to crate these panels and then ship them up to me in Snowmass, Colorado?’” It was a challenge for Orsborn to trek his own team and equipment up those mountains to a job site, let alone a tractor-trailer

loaded with metal. Tongue-in-cheek, he would promise to build a shack around his mobile roll former so it would comply with the specifier's in-house stipulation.

There were ample reasons for the skepticism that portable owners faced early on, not only from specifiers but stationary roll-former manufacturers and shop-based panel manufacturers who questioned: Where was the quality control? Where were the safeguards to assure that the panel met specifications? Orsborn understood that it was incumbent upon users of portables to use them properly so as not to lose any ground in the fight. "I had to fight that battle, but we eventually won it," he said.

With today's acceptance of portables, and user-friendly equipment improvements, battle scars are now often self-inflicted—portable users who don't learn to use them or how to maintain them properly lose reputations and business and generally have quality issues.

For advice, Orsborn said, "Don't treat your roll former like any old tool, where your guys just take it out and beat on it. Treat it like a finely built automobile, one that you would maintain properly, keeping it out of the weather. Clean it, oil it, and adjust it properly before and after each project. Have one person or a team dedicated to it. Train them really well, so you can run a good quality product."

He has seen too many portable owners ignore that idea. "I'd go some places and ask them, 'where's your roll former,' and they'd say, 'well, it's out back by the dump truck.' It's not that type of a tool; it is a precision fabrication tool." Though not difficult to maintain, proper adjustments are critical.

### LESSONS LEARNED ALONG THE WAY

It pays to listen to experience, and Orsborn said the lessons he learned along the way served him well. Some additional main points he shared:

#### Finding and Keeping Good Help

Orsborn said he never had any major problems finding and keeping good help. His advice: "Hire character. You can't train that into people; you can teach them a skill, but you can't train character."

He spent a lot of time in the interview process with applicants, taking them to lunch and observing their ways. "I got really lucky," he said. "My best guy just walked into my office one day and said:



*This church in Broomfield, Colorado, is one of many roofing jobs roll formed and installed by Orsborn.*

"I don't know anything about sheet metal, but I've got a wife and kid out in the car and I need a job.' I could tell in my gut; so, I trained him to be quality-minded and he turned out to be one of my best guys and we were together for years."

#### Price the Job Fairly

"Be honest with your customers and don't try to get rich on every job," Orsborn said. "Standardize your procedure and make [price] a certain percentage. You get rich by doing quality work consistently, not by capitalizing on every job." Pay attention to the smallest details.

He was tempted to lower prices early in

his business to be competitive, then soon abandoned that idea as he gained experience. "At first I didn't have a good handle on how much it cost to run my business. After I figured that out, I just ran with my own program and I didn't really concern myself with what other companies were doing. People would ask me how much per square, and I'd say, well every job is different—Colorado Custom, it's called that for a reason. I could have doubled the price on some jobs and still gotten the job, but I don't think we ever got into a job where we just went totally upside down and it cost me money." The one exception was an out-of-state customer who promptly sent a down payment on a commercial job, the job was completed, the final bill came due, and "I never heard from him again."

#### Open Your Mind to Other Possibilities

Some things you can't learn in a book. Orsborn said he has learned a lot about the thermal movement of roofing panels that wasn't outlined in book standards. "Panels don't just grow in one direction," he said. "The 'book' will say that if you have a [panel] that is over 30' long, then only fasten it at one end so it can grow the other way. But metal doesn't do that as it heats. I've got a 68'-long panel installed on a casino in Blackhawk,

Colorado, and I had to pin the top and the bottom. The panels have been sitting in place for over 10 years and they're perfectly fine." Added into the equation in this instance is the fact that the roof is steel, which does have a different coefficient of expansion ratio than other metals like copper or zinc.

#### Roll the Correct Coil

Not every coil adapts well to roll forming, Orsborn cautioned. An example is galvanized metal that leaves metal deposits on the rollers. If you do run galvanized, make sure the rollers are well coated to avoid damage to panels



from metal shards.

Another steel to avoid is 80,000 KSI tensile strength, which is very hard and may break as it's being formed. For panel forming, 50,000 tensile strength is more common.

**Find Allies in Architects**

Having an architect who respects your expertise is invaluable. You may not always be able to pick and choose, but when found, they can be true allies. Best are those architects that allow the contractor to decide what is best practice for manufacturing and laying panel rather than to dictate every decision. "When you have an architect standing like the Corps of Engineers saying, 'you will do it this way,' it's like, I just learned my ways, now I have to learn yours?" Orsborn said.

**Watch Out for Waste**

"I see so much waste," he added. "As the owner, you have to know what's going on in your business. Keep a close eye on things, and know what you're doing." Spending a few extra hours to work out every detail on the front end of a project is far more cost-effective than having to go back and repair things that were not engineered properly to start with.

"I always had a very thorough pre-job

meeting with my foreman.

"Even though we were a custom shop, I would always pre-punch holes to the proper fastener spacing in our flashings and pre-notch end laps to the required lengths before ever letting the metal leave the shop."

**MOVING INTO SEMI-RETIREMENT**

Although his roll formers have been sold and his crews have departed, Orsborn takes an occasional job to be with family. All seven of his kids—three boys, four girls—have helped with the family business for years and still take working vacations together on select projects. At the time of our interview, he was preparing to roof a large home in Steamboat Springs, Colorado. "My whole family will come up. It takes us about three weeks to do a house," he said. "The owners, developers and other trades on these jobs are quite impressed with the way my team works so well together. It's not often you will see four girls show up on a construction site and start roll forming architectural metal roof panels. That is what we do."

The kids were very diligently home-schooled by Orsborn's wife, a physical therapist by profession. Orsborn said, "She had a no-nonsense approach to rais-

ing the kids—holding their feet to the fire and insisting that each child would follow through with what they started. One son graduated from Denver University at an early age and is working in corporate finance, one son worked tirelessly on his skills (which opened doors for him to find a job playing professional hockey in Sweden), one son is a professional in the golfing industry, two of my daughters are former Miss Colorado Outstanding Teen winners—one now a life coach in southern California and the other attending college in Arizona. One daughter is a talented music producer and performer who also has started a horse ranch in southern California, and one daughter is a songwriter making her way in Nashville. They all started helping in the family business by earning a nickel for every metal clip they fabricated."

The women of the family are up on the roof doing the same work as the guys and have earned the respect of some initially skeptical customers. "You get guys that just want to beat everything to death and cowboy everything, and girls want to finesse and think of better ways to achieve it," he said. "If there's grunt work involved, the guys will do it, but when it comes to the finesse, hey, girls are great." RF

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# WINGS OVER THE ROCKIES

**M**ark Orsborn enjoyed the challenges he faced in his 21 years as owner of Colorado Custom Metals. He found innovative ways to get the panels lifted and stabilized at roof height. For a Harley-Davidson dealership with a curved roof, the crew rolled the 212'-long panels (the longest in his career) in place using ropes drawn through PVC tube to allow the panels to roll into place.

Other unique jobs included a telescope housing on top of Mount Evans, requiring tapered and curved, convex panels on a dome structure.

One of his last big jobs before semi-retiring from the business was the Wings Over the Rockies Air & Space Museum in Denver.

“I was extremely happy when I was chosen as the successful bidder and was asked to work on the flight museum,” Orsborn said. “Having flown hang gliders as an advanced pilot here in Colorado, I have always had a passion for flight.”

## PROJECT DETAILS:

**Architect:** AH Architecture, Denver

**Project Consultant:** Alec Garbini, Denver

**Roofing Contractor:** Colorado Custom Metal, Glenwood Springs, Colorado

**Base-Metal Supplier:** Fabral

**Roll Forming:** New Tech Machinery, Denver

**Snow Retention:** S-5!, Colorado Springs, Colorado

The roof was retrofitted with 92,400 square feet of 24-gauge, 18"-wide standing seam Galvalume panel over 6" of ISO insulation nestled between rows of 16-gauge Galvanized Zee (Z) purlins. It replaced a corrugated metal roof that had been installed in 1938.

Colorado Custom was chosen to retrofit the large radius roof during the cold winter months, while keeping the museum open for its patrons. Increasing the difficulty was the shape and height of the roof—curved and more than 100' off the ground with a circumference mea-

surement from eave to eave over the top of the barrel at 308 linear feet. The project had to meet the standards of the City and County of Denver's Historical Landmark Preservation Commission to maintain the same historic look of the building with the new roof.

"That Wings Over the Rockies job was pretty neat," Orsborn said in hindsight. One of his major problems to solve was how to get the panels up onto the roof without damage. "I was about to build a custom crate to put the new panels in and then raise the crate to the roof a few panels at a time. Then I noticed there were heavy-duty D-rings on the four corners of our New Tech forming machine. I thought what if I just raised the entire machine loaded with coils up to the top of the barrel roof and extruded the roof panels on the large space on top? I consulted with New Tech Manufacturing and they said I could, in fact, do just that. So, we brought in the pros from Winslow Crane Service to handle the lifting of the machine. We did not completely land the weight of the entire machine on the roof in fear of the structure collapsing, so the crane held most of the weight while we ran our panels. It worked beautifully."

Colorado Custom fabricated 25,000 linear feet of 6"-high Zee purlins from 16-gauge GI steel in their metal shop. Installers


attached the Zee purlins through the existing corrugated deck and into the main frame of the building. By securing the Zee purlins to the main frame, they transferred the load of the new roof system back to the original structure. They raised the new fastening point 6" and created a space to install new insulation.

Next, they laid down two layers of 3" isocyanurate ridged insulation boards nestled tightly between the newly secured Zee purlins. This provided the building with an added R-value of 38.

Finally, installers enclosed the insulation and Zee purlins with a high-temperature ice and water shield membrane. "I used foil-faced insulation boards to allow for strong adhesion of the Ice & Water Shield membrane," he said.

To cover the 308'-wide barrel roof, Colorado Custom Metal manufactured four separate 77'-long panels and spliced them together. The four panels were attached using a custom expansion joint end lap detail. Workers continued across the roof to hook together subsequent four-panel sections. The panels were curved around the radius of the barrel as each one was installed.




Winslow Crane Service hoisted the roll-forming machine up to the roof level, suspending it a few inches off the roof deck where the roofing panel was manufactured utilizing the 18" wide 1 3/4" snap seam profile.



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Fabral supplied the 24"-wide, 24-gauge, satin-finished Galvalume roofing coils to make the standing seam panels, as well as more than 300 flat sheets to custom fabricate the flashings, trims, and components for the project.

"We used eight guys [on the job]," Orsborn said, "and that's a pretty small crew, but it was so easy. Basically, it was just a big square that happened to be curved. I thought I was going to have to put a curving machine up there to shape the panels to meet the roof's curve, but I laid down a 77' panel and it laid down so nicely, I didn't have to curve anything. We just started laying panels."

It was winter in Denver, so it snowed a lot during the job; not a deterrent for Orsborn's crew. "We were able to lay the insulation, and ice and water shield from the top going down, which is backward to what you typically do, but all the snow would fall onto our new system then off onto the old, and we would just keep moving."

### PROJECT STATS:

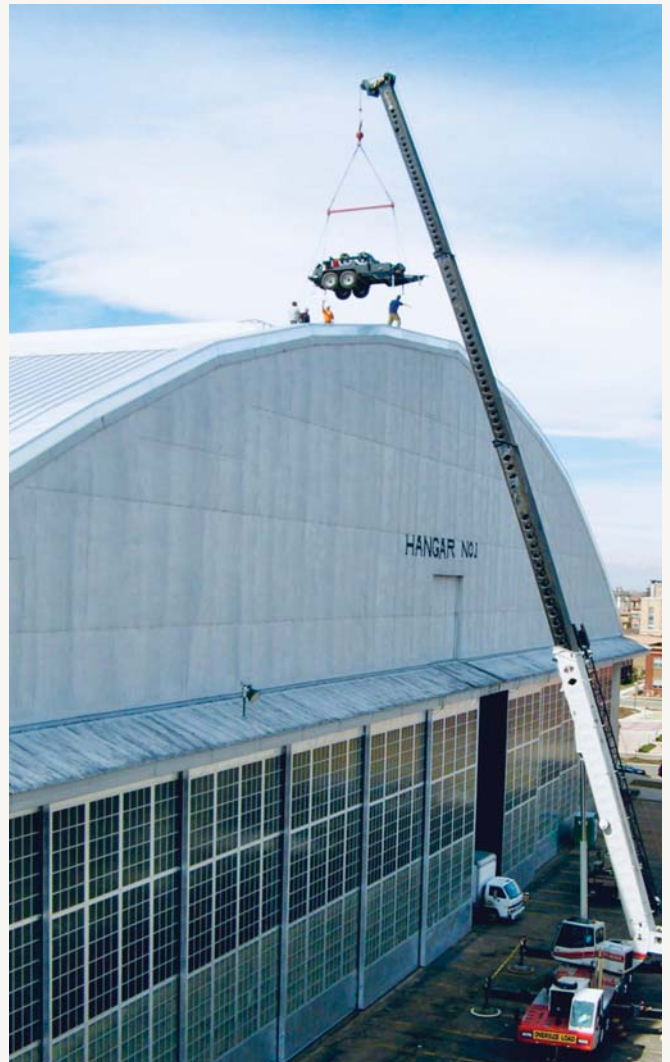
- **Roof Measurements:** Curved roof with a circumference measurement from eave to eave over the top of the barrel @ 308 linear feet
- **Roof Pitch:** 10/12 pitch at the eaves
- Used 92,400 square feet of 24-gauge, 18"-wide standing seam roofing over 6" of ISO insulation nestled between rows of 16-gauge Galvanized Zee Purlins
- Used S-5! ColorGard snow retention system:
  - 2400 linear feet of unpunched ColorGard
  - S-5-V Clamps (1600)
  - VersaClips (1600)

He said he would rather work in cold than heat. "If you're laying metal down and securing it in place in 0°F weather or 90°F weather, there's some considerations you have to take. Metal is in a contracted state when it's super cold, and an expanded state when it's hot, but you can hardly touch it in the summer; I'd rather do this kind of process in the winter. You can move ice and snow away, but you can't take heat away."

He made sure his crew was well-protected. "I would outfit my guys with the latest GORE-TEX gear and goggles and the best gloves and heaters. Thankfully my crews were the tough guys."

Once the new roof was installed, the project consultant observed heavy snow sliding off the new satin-finished metal roof panels in greater volume than the pre-existing corrugated roof panels.

One of Orsborn's go-to guys for solving ice and snow avalanche problems was Rob Haddock, owner of S-5!, from nearby Colorado Springs. He had worked with him previously on a \$13 million home on Steamboat Mountain. "After 430" of snow fell that year, it moved the snow fence 3' over the edge of a copper roof. It was quite a sight to see the snow fence lodged in ice cornice. It was determined that not enough rows of the



*The roll former was dangled a few inches off the roof with a crane, and the 77' long panel manufactured as needed.*

snow fence product were installed," said Orsborn. Soon after, Haddock developed an online calculator to help metal roofers like Orsborn determine quickly and easily the correct number of parts required to perform properly as determined by the designated snow loads for any given area.

Noted Orsborn: "I was particularly impressed with S-5! They were the only snow retention company in the marketplace who could tell us the mathematical equation required to calculate the snow loads for their products. There was no guesswork—an engineered avalanche control system with no messy glues or adhesives. We didn't even have to penetrate the roofing envelope to achieve our desired results. The ColorGard system also provided added strength to the overall diaphragm of the new roof system." RF



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# Protecting Your Investments

Guard against coil damage with smarter storage and packaging methods

■ By Jenn Milner



For a standing seam production line, the Ameripak SR-442SS series is designed to unitize and protect the panels to allow an increase in panel production.

In the roll-forming process, there are so many opportunities for scuffs, scrapes, dents, and other accidents, all of which can compromise the aesthetics and longevity of rolled panels, trims, and gutters. Any little nick in the coating can emerge as rust or peeling paint in the future, so precautions are always taken. New processes are evolving in the industry to increase and reinforce the safety precautions taken during the roll-forming process, from coil to installed product.

## STORAGE SOLUTIONS

Big Steel Rack in Jackson, Michigan, specializes in custom storage racks for the manufacturing industry. Their original “Big Steel Rack” is a sheet rack that holds specialized 3"-thick metal pallets stacked vertically with 4" spacing between the pallets. With traditional wooden pallet storage solutions,

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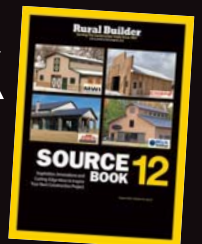
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said Brandon Bartel with Big Steel Rack, “you lose that much more density in your storage.”

Bartel has plenty of ideas and the drive to design solutions for all of his customers. “This is a growing segment for us,” he shared. He is just seeing the tip of the iceberg for his place in the roll-forming industry. The ability to safely rack coils just once so they don’t need to be stacked, un-stacked, and re-stacked prevents damage to the coil and increases worker safety through less handling time.

Working on a rack design to hold longer sheets of coil is also a high priority. “Our current max is 6’ x 12’, but we have another design for 72” x 250” (about 21’).” Cut coil can be deposited directly onto a metal pallet before being transported by forklift to the compact storage rack. “Roll-forming customers I’ve had cut their coil to length first, so they appreciate having a robust pallet system that protects the material,” said Bartel. Holes along the top side of the pallet can hold containment pins, so the sheets don’t slide against each other (a potential opportunity for damage) or slide off the pallet completely during transport.

If completed products are not being shipped immediately, Big Steel Rack wants to solve your inventory storage and protection issues as well. While they don’t currently mass produce appropriately sized shelves for packages of rolled panels, they are innovating and adapting their designs as they get more involved in the roll-forming industry. “We could use the same pins in the perimeter of the pallet to contain all of the materials,” said Bartel. “I could also see creating lanes or bays that could hold formed panels, trim, or gutters.”

## WRAPPING SOLUTIONS

Once the coil is run through the roll former, you’re left with bulky, sometimes oddly shaped panels that need to make it safely to their destination. Stacking and securing panels isn’t new, but Robert Bowlin of Ameripak has identified pain points in the process and created solutions.



*The Ameripak SR-42T series wrapper holds the integrity and finish of metal molding and trim to protect from damage in transit.*

Typically, to prevent damage, the panels are wrapped with plastic sheeting, corner board, and banding materials right on sawhorses or a conveyor belt before they are moved to storage or a truck. “Once the panel is produced,” said Bowlin, “the roll-forming machine comes to a halt and now the process of packaging holds up the machine from starting on the next run.” Ameripak’s fully automated orbital stretch wrapper is installed right in line with the roll-forming machine, so the stack of panels moves smoothly from the roll former through the wrapping process

without additional labor. “You can package quickly and make the roll-forming machine immediately available to run the next batch of product,” said Bowlin.

Along with the fully-automated orbital stretch wrapper, Ameripak sells semi-automated systems and specialized machines for gutters and standing seam panels (which need to be stacked differently while packing).

Traditionally, said Bowlin, standing seam panels in particular are a real bottleneck in the roll-forming process. Because they are stacked at an angle, moving them to a crate where they can



*The Big Steel Rack is used to hold material in wait for shipment.*

be packed can be time consuming and a scratch hazard, not to mention the added costs. “In an average stack of panels that is 20’ long, you’re probably going to have \$15 or \$20 cost with our wrapping materials,” said Bowlin. “With wood crating, that number jumps to upward of \$70 in materials, not to mention labor!”

With the orbital stretch wrapper, standing seam panels are stacked on a conveyor that’s at a 20-degree angle. “We can stack panels as they come out of the roll former like normal onto an infeed conveyor,” said Bowlin. “We insert cardboard spacers between the panels as we build the stack and it can then be transferred into the machine via a control panel and wrapped securely, creating one rigid package that requires no crating.”

Between lower labor costs and increased efficiency, Bowlin said his customers have paid off their machines in less than a year. “You’re getting a return on your investment—you can run more lineal feet of material per unit than you would in conventional roll forming.”

Once the panels are wrapped, they are easier to handle, less likely to get scratched or dirty, and the package has a clear center of gravity, so you can now move them safely with a forklift to long-term storage or onto a truck for delivery. Some people, Bowlin noted, do still use long pieces of corner board for protection where the forklift picks up the stack for extra protection, but, he chuckled, “Nothing stops a forklift.”

If completed products are being loaded onto a delivery truck, the new wrapping system continues to protect the panels. The plastic wrapping holds the panels so tightly together that it eliminates damage caused by vibration of the metal surfaces

against each other in transport. “Vibration from wind or chatter from the road creates a harmonic rubbing together of the panels,” said Bowlin. “It is like an ultrasonic effect that creates an abrasive situation—like sonic sandpaper.”

Each machine begins and ends the wrapping process by applying extra stretch wrap to the ends of the product, sealing the inside from road grime, rain, and snow. You won’t risk the elements when you ship the panels on an open truck. And, once the panels have arrived, cleanup is easier than ever before. “No one likes to deal with dunnage, and dealing with crates and banding and film is worse than a bundle of stretch wrap,” finished Bowlin.

### CONCLUSION

Taking extra steps to ensure the safety of your coil and rolled materials means streamlined production, fewer callbacks, and less waste on the job site, all of which add up to lower expenses. Evaluate where your time and money go, and make an investment in safe and streamlined packing and storage! RF

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