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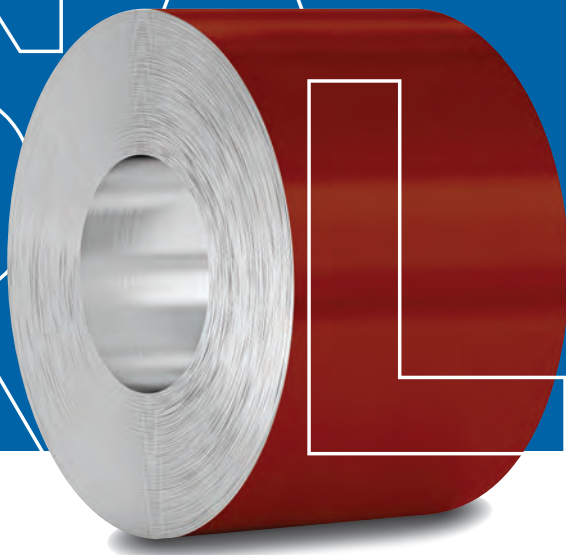
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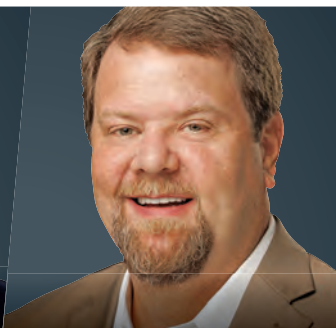
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It's OK To Just Say 'No'

I have been fortunate enough in recent weeks to deal with government and pseudo-governmental bureaucracy and intrusion.

The first was the Beneficial Owner Identification. Please remember that the BOI must be submitted prior to January 1, 2025. The website to submit this is www.fincen.gov/boi.

The other item was a Workers Compensation Audit. You can thank them for this Publisher's Letter and the reminder regarding the BOI.

During the audit they forwarded a list of "required information." On the list were two problematic items. They requested a P&L for our company and our disbursements, including those to principals. My response, quoted from my last email to them was, "I fail to see how

our P&L or our ledger/disbursements are relevant to your request. So without an explanation, I will not be supplying them."

They accepted that, and made no attempt to explain why they need what they asked for. I immediately start asking questions. The first and most aggravating question is: Who else would receive that information?

When organizations, agencies or people ask for information, please start saying no.

I went to the doctor for a knee injury. They asked about my alcohol consumption. I responded with: "Do you think I was drunk and twisted my knee falling?" They asked if I had been depressed. I responded: "Only because my knee hurts." They asked if I had guns

in the house. I responded: "Do you think I shot myself in the knee?"

The BOI is, unfortunately, unavoidable. Completely unnecessary since they have all of the information other places, but unavoidable. Much of the intrusion into our businesses, privacy and life is avoidable. We are too used to being cooperative and following directions. Where and when appropriate, please start saying, "No, that is not your business." I tend to be a smart alec, so I answer that way.

You can be polite, but ask why they need what they request. If there is pushback and they do not get the information they are seeking, maybe there will be fewer intrusions.

If it is not their business, please just say no.

— Gary Reichert, Publisher



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Gary Reichert,
Publisher, Shield Wall Media

On The Cover:

Roll Former's new Board and Batten Machine turns heads and sparks interest at METALCON 2024.

Photo by Shield Wall Media

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Steel Market Update

Courtesy of Majestic Steel USA

Each week, Majestic Steel USA [majesticsteel.com], a steel service center that distributes prime, flat-rolled galvanized steel sheets and coils to industries across the United States, compiles the Core Report. The Report is “an in-depth look at key indicators and trends driving the steel market. Market volatility demands your attention about what’s driving prices, when and why.” Data sources are listed in each section.

Majestic Steel has granted Rollforming Magazine permission to publish information excerpted from the Report for its readers.

DOMESTIC STEEL PRODUCTION

According to the American Iron & Steel Institute, Weekly Domestic Steel Production report dated November 5, U.S. mill production dipped slightly, producing an estimated 1,629k tons and a 73.3% rate utilization rate. This was down 2% week-over-week to the lowest level since early October.

Production decreased in all five regions, with the largest decrease (in tons) coming from the Midwest region. Production from the Midwest region decreased from 196k tons to 186k tons.

GLOBAL STEEL PRODUCTION

According to the WorldSteel, Global Steel Production report for September 2024, global steel production increased in September after sliding the previous two months.

September global steel production came in at a 4.787 million metric ton/day rate, up 2.6% from August but was still down on a year-over-year basis.

Year-over-year production was down for the third consecutive month, sliding 4.7% from a 5.024 million metric ton/day rate in September 2023.

Production increased in both China and throughout the rest of the world in September, climbing 2.2% and 3.1%, respectively.

Despite the month-over-month increase, Chinese production continued to slide on a year-over-year basis and remains below the YTD average. NAFTA production slipped

slightly from August and was down on a year-over-year basis for the ninth consecutive month.

RECENT SCRAP PRICING

According to Prime Scrap Price, Market Conversations for the week ending October 18: The scrap market remained stable in mid-October, settling flat for the fifth consecutive month. Prime scrap settled at \$380/gt in October.

Although tight scrap supply, strong export demand, and an upward trend in the futures market have contributed to some stability, there have been no significant changes in the market over the past five months. Mill maintenance outages along with the recent hurricanes have disrupted scrap supply, particularly in the South, leading to a \$20 increase in the Arkansas-Tennessee region. Shredded scrap pricing increased slightly in October, climbing \$5 to \$375/gt.

SPOT IRON ORE

The Platts, Spot Iron Ore report dated November 8 reports that pricing ticked up to \$103.55/mt, up from \$102.60/mt the week prior. This is up 1% after sliding 8% throughout the month of October.

Raw material pricing is expected to see headwinds in the coming months as President-elect Trump’s tariff policy will likely impact top buyer China’s economy, exports, and overall steel production.

MILL PRICE INCREASE

According to the mill price increase letter from U.S. Steel/Big River Steel dated October 24: While pricing has been trading steadily over the past four months, U.S. Steel/Big River Steel made a move to push pricing higher by releasing new spot pricing for all flat rolled products: It increased pricing by \$30/st for all spot orders.

The full library of Core Reports from Majestic Steel USA can be accessed at <https://www.majesticsteel.com/majestic-insights/core-report/>. **RF**

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Learning, Collaborating, Sharing Experience

All Star Metals Inc. sees industry as a competitive brotherhood.

■ By Linda Schmid

OUTSIDE THE BOX

We hear it all the time: “Look outside the box.” But where does looking out of that box leave you? In the metal shingle industry perhaps. At least that’s what happened when James Weber found that the wood dust from furniture building was negatively impacting his health. He probed for an alternative opportunity.

What Weber saw was a need for something other than asphalt shingled roofs which were prevalent in the St. Jacobs, Ontario, area. Weber thought metal would be a better choice.

He began manufacturing metal roof shakes from 28 gauge blanks. So began All Star Metals Inc.

PRODUCT LINE, MARKETS, AND SERVICE

It wasn’t long before the new company began expanding their product line. They started roll-forming 26 gauge standing seam with a mobile roll former allowing them to provide value-added service, manufacturing panels at the job site. This is a niche opportunity in a market dominated by “barn steel” (aka ag panel) roll formers. They then acquired three new machines from CSC in 2022, which further expanded their offerings with a 10” board and batten siding, 16” soffit and a 30” barn steel panel. 2024 brought a 24-gauge standing seam roll former from New Tech Machinery. A roll former was acquired to expand their siding portfolio, adding 15 new profiles.

They got their start as a company providing metal shingles for re-roof and new



PHOTOS COURTESY OF ALL STAR METALS, INC.

builds, partnering with local contractors who do the actual installation.

The area has more than a dozen metal roofing shops within an hour’s radius.

“But,” comments Simon Zehr of Marketing, “competition is healthy; it strengthens the industry and provides consumers with many choices in metal.

“We focus on service with a fast turn-around, and to facilitate that we keep a

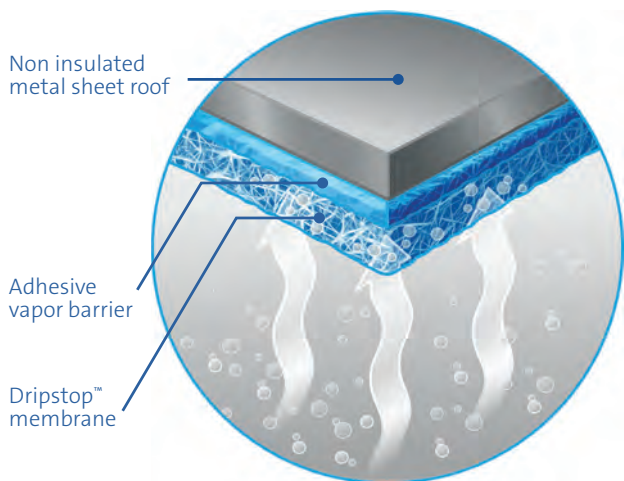
large inventory of coil in stock,” Zehr said.

Package turn-around is usually within two weeks with trims, roof, underlayment... their mission is to get the customer what they need quickly. For reroofing over asphalt on a budget, they offer through-fastened panels. However, Algoma shingles are another well-received option while standing seam is

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CHALLENGES

Beginning a company in a whole new medium is a huge challenge in and of itself. “Think oil canning,” Zehr said. Naturally this was a new concept when they came from the world of wood.

They overcame these initial challenges through collaboration with experienced people in the industry.

“It is in rollformers’ best interests to support each other,” Zehr said. “The roll-forming community did not disappoint.”

During the COVID-19 shipping crisis, the company was challenged to obtain enough steel, which proved to be a blessing in disguise.

“We dealt primarily with Colored Steels Inc., and the limited availability led us to expand our supply horizons. We began new partnerships with Taylor Steel and Cascadia Metals LTD,” Zehr said.

BUSINESS SUCCESS

The company has experienced steady growth throughout seven years of doing business. Zehr credits a number of things for it, including a team of dedicated employees.

Zehr said, “James, the company’s owner, advocates work/life balance, sponsoring a summer picnic, a Christmas dinner, and various perks throughout the year. Put it this way: Whenever the company has had a great year, we all have a great year!”

The mobility of the company’s services is another component of their success. Employees take portable roll formers to jobsites to roll panels, bringing the shop-made trims with them. They also offer rental of a Swenson Snap Table Pro and



various seaming tools.

Their machines are Eastwood, New Tech, and Roll Former LLC roll formers, Swenson Shears, and a CSC soffit machine from Washington. All of these machines have been fantastic to work with Zehr said.

GOALS AND TRENDS

The company has its eye on a new location nearby with plans for moving operations to a larger facility.

The COVID-19 era bubble appears to have burst. Sales are still good, but leads require more time and tend to ask about more options before committing.

Zehr sees more challenges on the horizon. “We may need to work on finding new products and/or techniques to keep costs down, but all in all, the future of metal looks healthy,” Zehr said. **RF**

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Rolling the Industry Forward

SAMCO Unites People Power with Technology

■ By Linda Schmid

A BRIEF HISTORY

In the '70s, roll forming was the up and coming industry and Joe Repovs, a family man with a wife and a baby, had a dream: to start a roll-forming shop of his own. He had learned from Ernie Bodnar, who was considered the king of roll forming in Toronto. Joe had set the ball in motion, but getting a company started from scratch was not that easy. So, he began looking for a second job. It was during an interview with a tube forming company, Joe realized that his heart wasn't in doing a job. He needed to focus on his own project; that's where his true passion lay. Since the day he made that decision, Joe never looked back.

In September of 1972, the company had a small office in Toronto. Tooling was done in-house, and roll forming and other production was out of house. The company's first big order was to manufacture a machine that produced steel studs for a commercial building. Then, an order for an equipment to manufacture T-Bars for the construction of schools and offices came in, and the company was off and running. By 1981, Joe was joined by two partners, Karl Bari and Jim Zsarnai, an engineer and plant manager. The team brought new innovation to the company. They designed their own machines which enabled SAMCO Machinery to stand out in the marketplace. They upgraded their headquarters for greater space throughout the '80s, adding more product offerings to their equipment offerings, including air presses and uncoilers.

By the '90s, the company was making



Joe Repovs in the early days.
PHOTOS COURTESY OF SAMCO MACHINERY.

custom machines, and they broke into several other industries including, but not limited to, automotive, shelving and racking, metal decking, metal roofs, pur-lins, garage doors, and they continued to develop a following in the steel framing industry. At that time, the machinery required working in one size at a time. Further, it could take a full day to change from one size to another. SAMCO took that on as a challenge, and by the mid-'90s their studmaker was able to change sizes in minutes.

In the 2000s the software transition began. The company adopted an Enterprise Resource Planning (ERP) System for easy project information access, and COPRA, engineering software for tooling design that points out the structural stresses and allows corrections to be made online. The next step moved customer service forward

with a project manager process. Every project is assigned a dedicated engineer and milestones to be attained. This system helps them keep the customer apprised of progress.

CONTINUOUS IMPROVEMENT AND MARKETING

In 1997, Bob Repovs, the current President and CEO joined the company full time. One of the first things he did was ensure the proper processes were in place to get the company ISO 9001 certified in 1998, making them the first in their industry to achieve this certification.

In 1998, Lisa Repovs was named marketing director. She understood the importance of attending trade shows to build relationships with their customers and to showcase their product capabilities. While Lisa has moved on, the company still attends the shows regularly.

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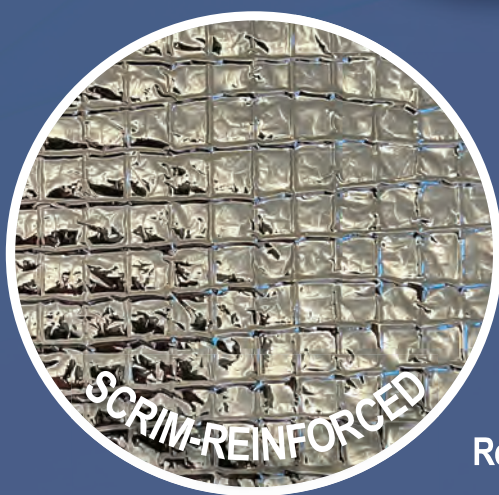
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PEOPLE POWER

SAMCO Machinery embraces diversity. One of the rather unusual things about the company is the flag display on the wall. It includes over 40 different flags representing the nationalities that make up their workforce. Three things they all have in common: they are all SAMCO employees, and they are passionate about their work and helping their customers.

“The thing about passionate people,” says Bob Repovs, “is that they will disagree sometimes. Only passionate people rock the boat, and often through listening to each other’s point of view, the best ideas are discovered.”

Everything SAMCO does is customer-centric. They maintain that focus by asking themselves if they are doing what the customer asked for. “If not, they are wasting the customer’s time,” he added.

THE LABOR CHALLENGE

Finding people can be a challenge for SAMCO, just as it is for most other companies. The best advice Bob can give is when talking to prospective employees, ask them what they want from their career. You can find out how passionate people are when you get them to talk about their work.

The company sees that many people who may have an aptitude never really consider trade school as an option to get their career rolling, so they partner with schools, inviting students to explore roll



Bob Repovs, right, became president in 1997.

forming and CNC tooling at presentations and open houses. They believe that this type of exposure can help expand the workforce.

What is more challenging, is keeping good people. They have found that the key is in giving employees the freedom to accept responsibility. When they do that, a true sense of pride in the final product is engendered; a person can know that a project was enhanced by their participation. This kind of mindset keeps work interesting and rewarding. The company has many long-term employees, like Jaswinder Bhatti who has been with the company for 38 years!

INDUSTRY TRENDS

The current trend in the industry is great speed in production; everyone wants a machine that goes faster. Even material handling, which was just an afterthought pre-COVID, is now part of the conversation around fast turn-

arounds. Rollformers want automated systems that will bundle and prepare big jobs for shipment much faster than humans could ever hope to. One of the challenges the need for speed engenders is helping customers to make the most of the space they have, since automation systems can require a lot of room.

The steel framing industry is booming, and SAMCO believes that it is bringing a lot of opportunity for manufacturers and suppliers of steel framing components.

Further, various quality levels of metal may be used for a roll-forming company’s customers based on their project’s budget constraints, so you have to investigate what the rollformer really needs from their machines.

ROLLING INTO THE FUTURE

“In the roll-forming industry, speed is the word,” Bob notes. “Speed and better material handling are needed because the labor challenges aren’t going away. We need to innovate to make machines more efficient.”

The company is looking at different markets for expansion. There are many different types of roll forming they could explore, whether that’s specific types of panels for decks, making them customizable, or other opportunities. Bob believes that it’s nice to make these tools accessible to small customers.

Bob Repovs is on board with driving improvements: “We will continue to improve on SEM (search engine marketing), SEO (search engine optimization), online videos, and every marketing tool at our disposal to introduce ourselves into companies and industries that may never have heard of SAMCO before — to help them achieve their goals.”

Bob believes that as a global innovator in roll-forming industry, SAMCO Machinery has only begun to tap into its full potential. “We are poised for significant growth alongside both new and existing customers and are well-equipped to expand our expertise across multiple industries. Yet, at its core, SAMCO Machinery will always prioritize our customers’ needs as the most important KPI.” **RF**



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Minimizing the number of times a coil is handled also minimizes the risk of damage and injury. PHOTO COURTESY OF COMBILIFT.

Coil Handling

Preventing Damage & Injury With Safe Coil Handling Practices

■ By Courtney Glover

Handling coil, while moving or storing, is a precise process in order to avoid damaging the product or causing injury to the handler. Utilizing the wrong equipment or using the proper equipment incorrectly may adversely impact the quality of the product and/or risk the safety of the individuals involved. Moving the coil properly, storing it efficiently, and utilizing the correct equipment safely is an important part of any construction metal-forming business.

EQUIPMENT

Nelson Miller of Star 1 Products says

that coils come into the facilities eye to the sky, meaning the center of the coil is facing upward, or towards the sky. The metal coil is wound around a cardboard core and delivered on a pallet. You need a coil tipper to get the roll eye to the side in order to feed the roll former line. Star 1 Products builds coil pallets and racking used to store the coils eye to the side. Miller states that using a Star 1 Coil Handler is an efficient way to swap out coils on a roll-forming line, minimizing coil damage and cutting down on changeover time.

Martin McVicar, the CEO of Combilift, explains why Metroll added multidirectional forklifts to their fleet

as a safer and efficient solution for roll-forming shops than regular forklifts. “Metroll opted for the Combilift versatile three-in-one counterbalance, side-loader, and reach forklift truck as they can lift coils both eye to the side or sky, by either placing the forks through the center of the coil or by lifting them via pallets or skids. The coils then retracted between the forklift legs distributing 4 to 10 tons of weight evenly over the wheels for a greater load stability. In side-loader mode, the same truck easily carries their roll-formed cladding — up to 50 feet long — through confined areas or doorways while keeping the load low to the ground, improving operator visibility, increasing

overall storage density and making their operations much safer.”

**STORAGE STRATEGIES:
“EYE TO THE SKY” OR
“EYE TO THE SIDE”**

“We store coils eye to the sky until they are used for roll forming,” Paul Zimmerman of Hixwood describes. Finished coils are stored this way to avoid damage to the painted surface and to maximize storage space, allowing for more tons per square foot of warehouse space.

However, Zimmerman continues to explain that WIP coils, instead, are stored eye to the side. When it is time to slide the coil into the decoiler, the coil is eye to the side so that the mandrel can slide into the eye and decoil, allowing the ability to slit the coil to the size that is needed for the job.



In addition to initial forklift training for new drivers, there should be ongoing refresher trainings to maintain awareness of safe forklift practices. PHOTO COURTESY OF COMBILIFT.

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AUTOMATED COIL HANDLING

There are benefits to automated coil handling. There is likely less coil damage when the machine automatically knows where the coil is. The coil is less likely to hit the edge, as the machine comes to and picks up from the same place each time. There is less human error and potentially fewer employees and operators needed altogether.

Other potential benefits include increased speed and uptime; automated machines can work faster than a human operator. Reduced scrap due to more accurate cutting, higher throughput, lower costs, and improved packaging are additional advantages. With the benefits, however, are disadvantages such as the initial costs, lead times, machine problems, maintenance, and potential safety issues.

COMMON HAZARDS AND HOW TO AVOID THEM

Due to their weight and size, handling metal coils can be very risky. McVicar explains that incorrect weight-to-lift ratio calculations can lead to accidents or



If weight is distributed evenly over the wheels, the result is better load stability.
PHOTO COURTESY OF COMBILIFT.

equipment failures. This may also cause damage during transit, leading to costly downtime if damaged coils are used in machinery. Similarly, Miller suggests using a forklift or truck that is overrated for the weight of the coil, and never underrated, to ensure that the equipment can safely manage the weight. He points out that these coils reach up to 10,000 pounds and could be fatal if they fall on someone.

Zimmerman suggests that one of the most overlooked things about coil

safety is that the company should work with their local fire inspector in case of a fire. The company should be upfront with the inspector on where, and how high the coils are stored. It is important to avoid this area during a fire, due to the fact that pallets would burn out in between the coil stacks. This would likely cause coils to fall through walls, causing harm to employees, firefighters, and/or equipment if in the area.

While acknowledging major hazards,



Metroll-Southern California, using Multidirectional Combilifts to load 30-ft. roll-formed cladding onto trucks. PHOTO COURTESY OF COMBILIFT.

such as fires, Miller reminds us that simple mistakes may severely impact the product, causing severe damage as well. When moving coil off of a rack to the decoiler, if the edge or side is nicked, it can damage a lot of footage of the coil. He explains how one nick or blemish can ruin the whole coil, depending on where the damage is. Quality control is of the utmost importance in order to protect the product quality and production efficiency. To combat this, McVicar explains that their focus is to minimize the number of times a coil is lifted or transported. Double-handling of coils increases the risk of damage and production loss if a damaged coil goes unnoticed. Additionally, Zimmerman strongly suggests that along with initial forklift training for new drivers, there needs to be ongoing refresher trainings to keep awareness of safe forklift practices.

CONCLUSION

In conclusion, it's clear that handling and storing metal coils is no minor task, but it is crucial for any construction metal-forming business. The right techniques and equipment can make all the difference, not just in protecting the coils themselves but also in keeping everyone safe on the job.


Regardless of which storage strategy is used, the focus on safety and efficiency should always be front and center. And as we move into a more automated future, it's exciting to think about the potential benefits, though it's important to keep in mind the challenges that come with it.

Don't forget, common hazards are lurking around every corner, so regular training and a strong safety culture are key. New employees are usually on guard and cautious, but familiarity often leads to complacency. Also, by prioritizing

quality control and minimizing double-handling, you can avoid costly mistakes that could derail production.

At the end of the day, being proactive about how you handle coils can boost productivity and help maintain high standards. The best practice is to keep refining processes and ensuring that everyone goes home safe at the end of their shift. **RF**

Courtney Glover is a freelance writer and photographer based in Milwaukee, Wisconsin. When not contributing her talents to various publications, Courtney writes YA fiction under the pen name Courtney Christine.

 For more titles, check out Shield Wall Media online: www.shieldwallmedia.com



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PETERSEN UPDATES COLOR CHART WITH NEW COLORS, GAUGES

Petersen has updated its color palette to feature new stocked colors and gauge availability for its PAC-CLAD architectural metal cladding systems, coil and flat sheets.

“In its nearly 60-year history, Petersen has always strived to offer the design community the largest selection of color and metal gauge options in the industry. Our newly redesigned color chart continues this tradition by aligning our offering with market demand and focuses our resources on the colors that are driving the architectural community,” said Mike Weis, vice president, sales.

Seven colors were added: Antique Bronze; Buckskin; Classic Bronze; Inkwell; Iron Ore; Regal White; and Traditional Black.

- Two colors have been renamed:
- Black Aluminum is now Black
 - Matte Black Steel is now Onyx.

Four colors have been removed, but remain available with longer lead times and minimum order quantities:

- Aged Copper
- Arcadia Green
- Hunter Green
- Weathered Copper

The availability grid on the back of the new color guide features a list of stocked steel and aluminum gauges for every color. All colors on the guide are stocked in 24-gauge steel except for Anodic Clear and Silversmith, which are available only in .040 aluminum. Standard finishes that are not shown as available in a specific gauge can be ordered but with extended lead times and minimum quantity requirements.



Shown (left to right) is David Delcoma, Operations Manager; Tony Reis, President; Paul Bratton, MFM Project Manager.

MFM BUILDING PRODUCTS EXPANDING, ACHIEVES CLASS A FIRE RATING

MFM Building Products, a manufacturer of a full envelope of waterproofing and weather barrier products for the building industry, broke ground on a new warehouse expansion project on August 8, which will lead to further expansion in 2025.

The 33,000 square foot expansion is being constructed at the company’s Brewer Lane warehouse, also located in Coshocton, Ohio. The new building will adjoin the existing facility that currently houses MFM finished goods. The new space will provide the needed inventory space for raw materials as the company continues to grow. The expansion will also free up space in the company’s manufacturing facility for the addition of several new production lines in Q3 of 2025.

The 11-acre Brewer Lane site is located 2.5 miles from the main Corporate Campus and manufacturing operation.

According to Tony Reis, President, “The new warehouse space is essential for the continued growth of MFM in maintaining an ample supply of raw materials to meet our customer’s needs, as well as provide us with the needed space for the

new production lines coming next year. As an ESOP company, our employee-owners are excited to see MFM continue to grow.”



UL Class A Fire Rating

The company has also announced it recently achieved a UL Class A Fire Rating for its Ultra HT Wind & Water Seal® underlayment.

Ultra HT is a 45-mil, self-adhered roofing underlayment for use in steep-slope roofing and re-roofing installations. The product features a durable cross-laminated polyethylene top film with a traction coating for excellent walkability. The specially formulated mastic is high temperature rated to 250°F for use under metal and tile applications.

In August, Ultra HT received a UL Listing as a Class A fire resistant barrier when used in conjunction with 24-gauge minimum steel or 16 oz. copper UL listed

roofing panels per UL 790. For complete details on roof assemblies, refer to the Ultra HT Installation Instructions or the UL Listing TGFU R11672. Typical applications for these types of roof systems include commercial buildings, architectural structures, structural buildings, and some residential projects.

In addition, Ultra HT Wind & Water Seal® is tested to ASTM D 1970, Florida Building Code FL #11842.3, Miami-Dade County Approved, ICC-ES ESR-1737, LA County (LARC/LABC), State of California (CRC/CBC), Texas Department of Insurance Listed, Fortified Building Program listed, and Canadian CCM 14048-L. Ultra HT carries a 10-year warranty and is manufactured in the USA.

MILL STEEL APPOINTS NEW CFO

Mill Steel Co., one of the nation's largest distributors of flat-rolled carbon

steel, stainless steel, and aluminum, has announced the appointment of Scott Haucher as its Chief Financial Officer (CFO). Haucher brings over 20 years of experience in financial services and private equity, with a strong background in strategic financial management, mergers and acquisitions, and financial reporting.



Haucher joins Mill Steel from Huron Capital Partners, where he served as Partner and played a pivotal role in managing all aspects of private equity fund investing. His leadership experience includes creating and overseeing strategic plans that drove significant revenue growth and investment returns

across various industries.

Prior to Huron Capital, Haucher held senior positions at Superior Capital Partners and Long Point Capital, where he oversaw multiple industrial and distribution businesses, driving company performance, and executing successful acquisitions. He began his career at Deloitte after graduating with honors from the University of Pennsylvania's Wharton School of Business. He later earned his M.B.A. from Northwestern's Kellogg School of Management, also graduating with honors. Haucher's expertise in strategic planning, financial forecasting, and operational execution will be instrumental as Mill Steel continues to grow and expand its market presence.

In his new role, Haucher will be responsible for overseeing the company's financial operations, driving strategic initiatives, and supporting Mill Steel's long-term growth objectives.

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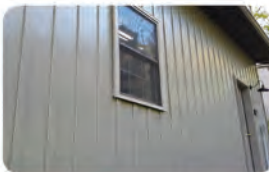

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Metal Board & Batten


Graber Post Buildings has been manufacturing our Board and Batten metal profile since 2019. It has gained popularity each year and catches the eyes of many homeowners. It is a quick and cost effective way to add value and curb appeal to your home remodel or new build. We offer this panel in our 26 Gauge steel with 22 smooth color options, 8 texture options, and now 4 woodgrain options.

If you own a roll-former, we are also a great source for job packs on coil and trim packages. We can slit coil job packs and add our custom bent trim components to make your next job a breeze. Give us a call today for a free quote on your next project.





About Panel


It gives your building the look of classic board and batten siding, but it requires no painting or sealing. Not to mention, the yearly maintenance for our board and batten metal siding is minimal at best. Unlike wood, this metal siding panel is backed by a 40-year paint warranty and is easy to install! With our systems, the seams and fasteners are concealed, which means you don't have to worry about leaks. Looking for even more reasons to go with our board and batten metal siding, check out our favorite features of this product below:



- ✓ 26 Gauge
- ✓ 10" Coverage
- ✓ Cut To Length
- ✓ Concealed Fasteners
- ✓ Protective Film Applied
- ✓ 40-Year Warranty



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THE BRYER COMPANY ACQUIRES EVOBEND DOUBLE FOLDER

The Bryer Company updated its equipment by commissioning a new 21-foot double folder from Evobend. The Evobend D6000 is an innovative double folder that uses only about 10 percent of the energy required with traditional double folders.

“This state-of-the-art technology represents a significant advancement by producing profiles that simply cannot be produced with other folders on the market today,” says Tom Van Alstine, Director of Sales at The Bryer Company. “The double folder from Evobend offers greater precision and more consistency, along with a capability to make micro-adjustments independently along the length of the panel. The increased efficiencies, expanded capabilities and improved lead times are a gamechanger for Bryer.”

Van Alstine says Evobend’s technology allows for precise adjustments at each individual motor, all at the operator’s fingertips on an integrated touch screen. In addition to the expanded flashing capabilities, including automatic tapering of 21-foot pieces, the Evobend will greatly improve Bryer’s competitive advantage with its existing Axis and Vector metal wall panels.

“The machine is the most flexible sheet metal forming machine available and can produce certain profiles and sheet metal shapes that are simply not possible with other folders,” says Emanuel Allerberger, General Manager at Evobend. “This offers Bryer customers more individuality and flexibility. The machine is also safer for operators, because it’s fully covered and does not have the swiveling bending beams.”

COMBILIFT SECURES THREE PRESTIGIOUS AWARDS

Combilift, a leading global innovator in material handling solutions, has achieved dual recognition at this year’s UK Engineering & Manufacturing Awards 2024, securing two highly prestigious awards.

The ‘Design Team of the Year’ award was presented to Combilift’s Heavy Equipment Team for their exceptional work on the groundbreaking 12-Wheel “Combi-LC Blade.” This machine has been specifically engineered to handle offshore wind turbine blades, which can reach up to 115 meters in length and weigh as much as 70 tons. The design significantly enhances the ability to transport these large, non-uniform loads safely and efficiently from manufacturing sites to storage and deployment locations.



Martin McVicar CEO and Grainne McMahon of Combilift.

In addition to this team achievement, Combilift’s co-founder and CEO, Martin McVicar, received the coveted “Industry Leader Award,” sponsored by *Menzies*. This accolade honors McVicar’s leadership and commitment to innovation, which have played a pivotal role in transforming Combilift from a small Irish manufacturer into a global leader in the material handling sector.

Furthermore, the company has been awarded the Exporter of the Year Awards for 2024. Combilift celebrated a landmark achievement at the prestigious Irish Exporter of the Year Awards 2024, becoming the first Irish firm in history to win the coveted Exporter of the Year title three times.

The IEA (Irish Exporters Association) event hosted at the Dublin Royal Convention Centre, saw Combilift not only secure the title of Manufacturing Exporter of the Year, sponsored by Ace Express Freight, but also claimed the ultimate honor of being named Overall

Irish Exporter of the Year 2024, sponsored by KPMG. This accomplishment further solidifies Combilift’s reputation as a leader in both the manufacturing and export arena.

FLACK GLOBAL METALS COMPLETES STRATEGIC INVESTMENT IN PACESETTER

Flack Global Metals (FGM) and Pacesetter Steel Service (Pacesetter), two premier metals distribution and service center platforms, have announced the completion of FGM’s acquisition of a majority ownership stake in Pacesetter’s business. Terms of the deal were not disclosed.

The transaction is the final step in the extensive succession planning process undertaken by Pacesetter, as a result of which Pacesetter selected FGM as its partner, based on FGM’s recognized leadership status in deploying risk management and hedging strategies for the benefit of its customers. FGM’s investment thesis revolves around growing the Pacesetter platform while keeping Pacesetter a stand-alone vertical within the FGM platform.

The transaction is the third material investment completed by Flack Global Metals within the past 18 months, and its first addition of a distribution and processing service center to its portfolio of direct equity investments.

BofA Securities and Nelson Mullins Riley & Scarborough LLP advised Pacesetter on the transaction.

MALCO FLIP BIT EARNS PRO TOOL INNOVATION AWARD

Malco Tools has announced that its new 7-in-1 C-RHEX® Flip Bit has earned a 2024 Pro Tool Innovation Award (PTIA) in the “Specialty Driver Bits” category.

Now in its 12th year, the Pro Tool Innovation Awards evaluate hundreds of cutting-edge tools from across a wide variety of industries and manufacturers. This year, over 100 different manufacturers and brands submitted nearly 400 products in dozens of categories for a chance to take home a 2024 Pro Tool

Innovation Award.

The awarded products were evaluated by a distinguished panel of judges, including contractors, construction business owners, tradespeople and media professionals. Winners stood out for their innovative features, superior power delivery, revolutionary ergonomics, technological advancements, improvements in jobsite safety or exceptional value.

“It’s an honor to earn the Pro Tool Innovation Award for our new 7-in-1 C-RHEX® Flip Bit,” said Rebecca Talbot, vice president of marketing at Malco. “We designed this tool with precision and durability in mind, making Malco the top choice for superior quality and fastening performance on the job site.”

“This marks our 12th year of hosting the PTIA Awards, and each year we witness an increasing level of innovation from both large and small compa-

nies,” said PTIA executive director Clint DeBoer. “Every Pro Tool Innovation Award celebrates a product developed by passionate people who, like us, believe the standard we’re used to is no longer good enough.”

AMBASSADOR SUPPLY NAMES AMY STITES CONTROLLER

Ambassador Supply has appointed Amy Stites as the company’s new controller.

“Amy has played a pivotal role in building the accounting team, enhancing the speed and accuracy of financial reporting, and implementing operational and financial process improvements at Orgain and Trusco,” said Randy Carman, president of Ambassador Supply. “We are thrilled to bring her invaluable expertise in-house as we continue to grow and innovate.”

Stites brings over two decades of expertise in financial management, boasting a proven history of overseeing projects, driving change, and leading teams to success. In her new role, Stites will provide financial oversight of affiliates, lead banking relationships, prepare financial reports and lead short- and long-term strategic financial initiatives.



“I’m honored to join the team at Ambassador Supply,” said Stites. “Having previously worked alongside the organization’s umbrella of companies, I’m excited to bring my experience and knowledge to this new role as we work to improve financial processes and achieve our strategic goals.” **RF**



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Metal Panel Production

Increase Capacity & Shorten Lead Times With No Capital Investment

■ By Stephen Wilkinson, MBA, Certified Lean Practitioner

Companies that produce metal roofing components can improve capacity and shorten lead times with no capital expense. Here's how you can do it too!

You have positioned your roll formers, shears and folders/brakes and are satisfied that you are making money, but you would like to make more and to shorten the time you promise customers to deliver their orders. Not only will I show you how to reduce labor costs, but at the same time increase capacity and shorten lead times so you can gain more customers with competitive lead times.

This is so simple that it works!



SITUATION

I found that manufacturers of metal roofing panels and trim elements look for ways to shorten lead times to customers so they could be more competitive and earn more business. As an Industrial Engineer and Continuous Improvement leader for Procter & Gamble, Gillette, Amgen and other clients, I learned to optimize your current process first, before adding people or buying new equipment to build capacity.

THE TASK

The task was to shorten lead times without any large purchases.

EXECUTION

We do this by eliminating motion, waiting and transport wastes that exist in every process.

Machine operators running roll formers, shears and folders must remain at their machines, producing components. Every time they leave the machine to change coils or to get materials like flats and bring them to

their work station, their machine is down, not making parts, increasing your lead time and spending labor on non-value adding tasks.

Time studies are made observing the operators to document each step of their process and how long that step took. It was determined that as much as 25% of their time was lost (wasted) getting materials such as coils or flat sheets. In an 8-hour shift, as many as 2 hours were lost by the roll former operator alone handling materials, leaving the machine down, losing capacity and delaying the production of components. The same is true for shear and folder operators. This adds up.

You can do these calculations yourself for your shop, but keep these two principles in mind:

1) "The only value-adding work your team does are the limited steps in which the raw materials are being physically converted, not moving them around."

Work that adds value includes roll forming panels, shearing and folding.

Work that does not add value (waste) includes retrieving the next coil, tipping coils, getting a forklift and retrieving flat stock, moving stock from the shear to a folder, packaging, moving finished panels and trim pieces to storage. There are techniques to minimize these activities.

Moving materials does not add value. Many of those steps seem necessary, but only because you have not yet figured out how to eliminate them or shorten the time required.

2) Store materials and tools as close as possible to their point of use (POU).

So how do we keep operators on their machines, keeping them running? We assign one employee to be a "material handler." They are responsible for keeping an eye of the schedule of work orders and watching the operations closely to know when specific materials must be delivered to a workstation. This person is also assigned additional tasks such as cleaning (5S), organizing, simple maintenance or part time machine

operator tasks that fit into available spaces among the material handling tasks.

RESULTS — EXAMPLE

Refer to the sample analysis of productivity shown. Equipment scope in these calculations: One roll former running at about 100 feet per minute.

The client can run 1,000,000 more coil feet per year for the cost of a \$21/hour material handler for approximately 167 hours assuming just three coil changes per day. This is the result of approximately 167 hours per year of machine down time while the machine operator handles material.

Similar results can be achieved for your shears and folders. **RF**

Stephen Wilkinson (*RapidLeanCoach@gmail.com*) is a Certified Lean Practitioner at *RapidLeanCoach.com*, a company that focuses on adding value for its clients.

Sample analysis of productivity:

CALCULATIONS TO INCREASE CAPACITY BY USING A MATERIAL HANDLER(S)		
Purpose: Increase Roll Former output by freeing up operator from material handling tasks		
Principle: Every minute operator does material handling, the machine loses production.		
Same goes for the production losses for shear and folder operators moving materials to, from & between machines.		
ROLL FORMER OPERATOR TASKS	TIME, SECONDS	COMMENT
REMOVE PARTIAL COIL FROM SPINDLE, PLACE ON CRADLE ON FORKLIFT	NA	Machine must be down, regardless of who does it
MOVE PARTIAL COIL TO COIL ROTATOR	20	
OPERATE COIL ROTATOR	30	
MOVE USED PARTIAL COIL TO STORAGE	180	
MOVE NEXT COIL FROM STORAGE TO COIL ROTATOR	120	
OPERATE COIL ROTATOR	30	
MOVE/ STAGE COIL AT COIL SPINDLE	20	Have this next coil ready & staged next to the spindle before the machine operator stops and the last coil is finished.
LOAD COIL ON SPINDLE, FEED & ADJUST	NA	Machine must be down, losing time regardless of who does it
WRAP AND PACKAGE COMPLETE PANELS AND MOVE TO STORAGE	600	Calculate the average if there is a large range depending on panel type
TOTAL SECONDS PER COIL RUN	1,000	Seconds
TOTAL MINUTES PER COIL RUN	16.7	Minutes
COILS RUN PER DAY	3.0	Enter your average estimate?
RUN DAYS PER YEAR	200	
COILS LOADED PER YEAR	600	
TOTAL ROLL FORMER TIME LOST PER YEAR WHILE OPERATOR DOES MATERIAL HANDLING	167	Hours (In this example of 167 hours = 4 weeks of production)
IF FEET OF COIL RUN PER MINUTE =	100	Feet per minute
THEN COIL FEET LOST PER YEAR WHILE OPERATOR DOES MATERIAL HANDLING	1,000,000	Increased feet of panel output capacity per year if roll former operator does not leave to do material handling
1. Isn't it more cost effective to reduce machine idle time, than to buy more machines? 2. Right now machine capacity is reduced by operators leaving to do material handling. 3. Doesn't the increased production footage above more than pay for a material handler that costs \$21/hour for each of 167 hours (number of hours lost in the spreadsheet)?		
INSTRUCTIONS		
1. Verify roll former operator steps and times. 2. Adjust numbers where appropriate using timer 3. Numbers will adjust automatically to any change/ correction.		



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Used Machines For Sale))

The **Rollforming Magazine** "Used Equipment for Sale" section will run annually in

the December issue and send as an email broadcast. As the year ends many roll formers

PBR 29ga-26ga Rollforming machine

(Purchased new February 2022)



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Fifth Event Bigger Than Ever

Construction Rollforming Show Bows In Grand Rapids

■ By Karen Knapstein



(ABOVE) Attendees gathered to inspect the Formwright trailer, equipped with a New Tech Machinery portable roll former.

(TOP) Taylor Steel has been processing and selling flat rolled steel to customers throughout North America since 1967.

ALL PHOTOS BY SHIELD WALL MEDIA STAFF.

DeVos Place in Grand Rapids, Michigan, was the host venue of the fifth annual Construction Rollforming Show, which was held September 18-19, 2024. This trade show is the only event fully dedicated to forming light gauge metal for the construction industry. This year's event was the largest yet, with nearly 70 exhibitors filling the show floor and a record-setting number of attendees.

Once again, exhibitors and attendees benefited from the tightly focused expo. Brad Wasley of AceClamp said, "I very much prefer the intimate setting of a smaller regional show that gets to the contractors that don't care to participate in the international shows that are much larger."

Acu-Form's Wayne Troyer shared his goals for the show: "Meeting new and existing customer, making friends, and selling machines. The CRS was a great

place to do just that! The show was made up of a lot of quality people."

Noah Oberholtzer of Hixwood had similar goals: "My main goal for the show was to meet new customer prospects and I believe we succeeded in doing that; however, we were also overwhelmed with how many existing customers were there that we got to meet and talk with. For some of them, it was the first time we got to meet them face to face. Overall the show was a great experience!"

It was the first time Lin and Neil Warner exhibited the SteelGrip SAMM. Neil had this to say about the experience: "Our SteelGrip SAMM crew met so many nice and friendly people at the 2024 Construction Rollforming Show. It was a fun and informative experience to have conversations face-to-face with people committed to being better skilled in the steel building supply and construction industry."



AkzoNobel's Brad Shreve's presentation focused on Coil Coating Warranties.

(RIGHT) The Variobend was put through its paces in the Hershey's Metal Meister booth.



MWI Components recently debuted its Metal Wrap, which was created to protect metal roofing and siding materials while being transported from the roll forming shop to the job site.



A delicious complimentary breakfast was available both days of the show.

“My wife, brother-in-law, and I were able to show ‘hands-on’ — or rather ‘feet on’ — our new Safety Assist Magnetic Mats-SAMM mats. Attendees were actually able to lift, place, and walk on an 8/12 pitch steel ramp using SAMM. Patrons realized safer footing and time savings were possible. Thanks to all those who put the show together.”

Also new this year was the Construction Industry Forum. Moderated by Source One Marketing's Randy Chaffee, this inaugural panel consisted of professionals who are experts in various

aspects of the construction industry. The panel consisted of Ben Schmidt, The Bradbury Company; Steve Swaney, Mid South Aluminum; Bob Kula, Mill Steel; and Mike O'Hara, Levi's Building Components. The group has combined construction-industry experience of more than 200 years, which attendees could take advantage of throughout the open forum session. The panel addressed several important questions and issues that construction metal forming businesses face, providing invaluable advice



Liberty Painted Products of North Jackson, Ohio, is a distributor of bare and repainted steel coils for the metal roofing and metal building industries.



The Little Harveys booth displayed samples of its specialty steel coil.

for those just starting and seasoned business veterans. (See sidebar.)

Returning features favored among attendees were the educational seminars, complimentary breakfast, and the Rest Stop Retreat. This year, the Rest Stop Retreat area was sponsored by Acu-Form

and AkzoNobel. Acu-Form providing seating and AzkoNobel supplied coloring bags for all the children in attendance. Shield Wall Media recognizes that a large part of the construction roll forming industry is made up of regional, family-run shops; we are dedicated to supporting

this important segment of the industry by welcoming family participation.

All proceeds from attendee entrance fees from the 2024 Construction Rollforming Show were donated to the Independence Fund. The Independence Fund is a 501(c)(3) organization that helps catastrophically wounded veterans by offering programs and services that promote the health and independence of American servicemembers, combat veterans, and their caregivers and families. The organization's initiatives include mobility and adaptive technologies, suicide prevention, caregiver and family support, and advocacy for veterans with agencies at the federal and state levels. (Learn more about the Independence Fund at <https://independencefund.org/>.)

The next Construction Rollforming Show will be held at the Dayton Convention Center in Dayton, Ohio, on October 1-2, 2025. Watch the pages of Rollforming Magazine and constructionrollformingshow.com for show updates as they develop. **RF**



Attendance at the 2024 Construction Rollforming Show surpassed all previous Shield Wall Media events.



"Make Rollforming Great Again" hats and commemorative T-shirts were free takeaways available (while they lasted!) at the Shield Wall Media booth. The hats were especially popular.

(BELOW) An always relevant topic and engaging speaker, the only seats available were at the front of the room during Thomas Schwarzer's (ASC Machine Tools) seminar "Factors To Consider When Selecting Rollforming Equipment." As always, seminars are included with the cost of admission.



Visitors could try out the SteelGrip SAMM (Safety Assist Magnetic Mats) for themselves and see how it improves footing on a metal roof.



Attendees check out what leading supplier Graber Post Buildings has to offer.



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Show Brings Out Roll-Forming Business Advice From Industry Experts

■ By Karen Knapstein

The 2024 Construction Rollforming Show, produced by Shield Wall Media, featured the tried and true elements event-goers have come to expect. It also featured some new ones, including the Rollforming Industry Panel. This new show feature was held the morning before the expo floor opened so attendees would not have to choose between meeting exhibitors and participating in the panel discussion.

Moderated by Randy Chaffee, Source One Marketing, the panelists included Ben Schmidt, who has been with The Bradbury Company for 19 years. He has served as industry sales manager for the metal building, trim, and decking industries since 2020.

Credit is due to Steve Swaney of Mid South Aluminum. After giving a talk at the Post-Frame Builder Show, which is also produced by Shield Wall Media, Steve suggested hosting a panel discussion so whatever questions attendees had could be



New to the show this year, the Construction Rollforming Industry panel proved to be a popular feature. The panelists included, from left to right: Ben Schmidt, Bradbury Co.; Steve Swaney, Mid South Aluminum; moderator Randy Chaffee; Bob Kula, Mill Steel; and Mike O'Hara, Levi's Building Components.

addressed.

Steve followed his father into the industry and has spent 42 years in the prepainted metals sector. Throughout that time, he has worked for mills, coil coating companies, and service centers.

As mentioned earlier, Randy Chaffee served as the panel moderator. He has more than 40 years of experience in the metal roofing, post-frame, and metal building industries. He owns Source One Marketing, a manufacturers' rep agency, and is the host of Building Wins Live, a weekly vlogcast and podcast for the building materics industry.

Panelist Bob Kula is the sale manager for Mill Steel's Building Products business unit. Hailing from Houston, he's been in steel for 33 years, 28 of which have been with a service center and five were with National Steel (now known as United States Steel).

The final panelist was Mike O'Hara, who is the national sales manager at Levi's Building Components. Mike has 27 years of construction sales and marketing experience in a variety of professional trades.

Show personnel gathered questions ahead of the event to get the conversation



The Star 1 Felt Applicator always draws attention when it's demonstrated.



Metal Rollforming Systems' Rich Boegli (right) presented the talk "Rollformer & Associated Equipment Maintenance."



Dutch Tech Inc. manufactures Therma Guard reflective thermal insulation in Tennessee.

started. The first question asked what are the questions that rollformers should be asking suppliers as they start lining them up for their business. O'Hara advises that you should make sure you understand lead times. "I think an important thing regardless of what you're buying from your suppliers is to understand their lead times. Is there seasonality in that service. You'll probably know your competition to begin with. You might want to reach out to a fellow rollformer in the area and talk to them about who they're working with. And then once you decide, try to get a sales rep out there right away. A lot of these sales reps have a lot of experience and they understand the market and they can really help you build your business."

Bob Kula adds, "My biggest thing,



Top quality service is a top priority for United Steel Supply, which offers steel coil products for metal roofing or siding, including Galvalume®, galvanized, and prepainted steel coils.



A newcomer to the Construction Rollforming Show, Central Wood Products offers "stickers," which help protect finished metal components throughout the delivery process.

being a coil supplier, would be the financial end of it. Talk to your suppliers. Normally when you go into roll forming, you were either an installer or you used to work for a former company and you're starting your own business. You probably don't have any credit. If you were an installer, you have some credit, but it's not enough for a truckload of steel or multiple truckloads of steel.

"And and be honest with the credit people on the on the supply side," Kula continues, "whether it's the components or the steel. Tell them 'I'm new' and most times they'll work with you and grow that

credit line."

Steve Swaney advises you know what your immediate objectives are before you begin. "Some of the main questions to ask suppliers would be, when you're looking at a new business as a roll former, are you going to be a component supplier, or are you going to be a turnkey building products supplier?"

"Are you going to have your own your own crews? Are you going to sell wholesale? Are you going to sell to the contractor sector? I think those things are very important. It's hard to be a blended company and do those without



Stoll Metal Works exhibited a “salesman’s sample” press brake. Normally the brake would be 21’ long.



Equipment manufacturer Van Mark is celebrating its 60th year in business this year. The company manufactures portable metal bending and forming tools for use in the siding and metal roofing industries.

somewhere in the not-too-distant future, having some conflicts and issues.

“And then line up your supply chain based on where you think you’re going to be if you’re a component guy. You’re going to, obviously, focus on panel and trim. If you’re going to sell turnkey buildings, then you obviously have to supply a number of things, including fasteners, insulations, skylights, things of that nature. So, have a good concept and an idea of what you’re looking to do going into your business

and also know your competition in your region to know where your niche may be.”

Ben Schmidt addresses equipment considerations: “As far as the equipment side of things, equipment suppliers are gonna be selling you folders and roll formers. But probably the biggest thing is when you’re talking to somebody, you wanna make sure you understand when that machine’s in there, its job is to produce parts. So if you’re not making parts, you’re

not making money. Right? So the big thing is to understand the equipment supplier’s ability to support you — the end user. And specific to that point, find out: 1) Do they have technicians that travel? And then, 2) How many of them are there?

“And so it means if you have just one or two guys out there, then you don’t want to be waiting weeks upon weeks as we come in and fix your machine.

The other thing Ben recommends is asking them about the service capabilities. “I’d ask them about if they can dial in and support you remotely from a home base, from a headquarters area. That’s very important. And then also ask where the parts come from because machines break. It doesn’t matter whose machine it is. The goal was always ‘How do we get that machine back up and going quickly.’ And if you can go to Grainger versus having to wait for a part from wherever, that’s very, very important.

“And then as far as questions to ask or a question that I’m going to want to know if you’re talking to me,” he continues, “and it’s probably the biggest the biggest challenge and the same thing for the guys on the steel side, is volume ... are you currently buying out X number of truckloads a week, a day, what have you, so we can make sure we provide you a quote for the appropriately sized equipment.”

Another important point the panel addressed is common mistakes newcomers make and how they can be avoided.

Mike says, “Well, I’m sure that some of the equipment folks will say buying subpar equipment isn’t probably going to help your overall product.” He adds, “Customers like options. They like unique colors. I think as we drive towards premium products, we can help each other improve our margins, our reputation. I think it’s really important that we attempt to elevate this industry.”

Bob cautions, “Don’t try to be everything to everybody. If you were an installer before and now you’re gonna roll form a certain panel, roll form one panel. Don’t try to roll form 10 like McElroy

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Metals does, or 20 panels. You're gonna go broke. Offer six or eight standard colors and then everything else offer as special order. If you're good and you have service, people will come to you eventually. But if you overpromise and underdeliver and you don't have the funds to buy the coils or the material needed to make the panels, you're gonna be in trouble."

Steve adds to the advice: "Make sure you have enough business to substantiate a roll former. I mean, if it's only running five to 10 hours a week, it's probably not the right investment for you at that point in time.

"Know your business going in.

"Know your competition in the market as far as what you're going to do.

"Make sure you research your supply chain. I mean, find out who are the good suppliers that are heavily invested into the markets that you plan to serve and utilize them because they can definitely help you with reducing your inventory, bringing stock in. ... And look at the products that you plan to make and where you seem to have demand and then direct your business in that direction going forward."

Ben shares sage advice regarding equipment and shop layout: "As far as on the equipment buy side, before you have the equipment, the one thing that we always encourage people to do is whatever model of equipment, whoever you're working with, go see that piece of equipment making product in the field before you make that financial commitment because it doesn't matter if you were looking at a \$1.5 million high-speed, highly automated ag panel line or an \$80,000 one from overseas. If it's not making a product that you can sell that's consistent with what you're currently using and then reselling, even at \$80,000 it's an expensive paperweight. Go see the machines making the product and feel comfortable on that side.

"After you have the equipment," he continues, "probably the [newcomer mistakes] that we see would be plant flow. As you put your plant together, there's a lot to it, but it's not rocket science. What you want to have is all your raw product, your coil at one end and your finished product at the other. And it flows through so the material doesn't have to move back on itself.

"Now, of course, the world's not perfect. Sometimes you gotta start with a facility that may not be the perfect size, but if you can go from raw to finish in a linear motion, it's a big deal.

"The other thing is when you're talking about facilities, no matter what equipment it is, you need a proper foundation. If you don't have a proper foundation for a flying shear, for example, it's gonna eat up your concrete. If it's an uncoiler that's gonna rotate, it's gonna eat up your concrete. So having proper anchoring is huge.

"You'll spend more on the foundation, but it's important because this equipment, if it's not leveled in, it won't make product the way it needs to, the way that you expect it to.

"And then probably the last thing that I would say is as you're looking at your plants, having a way to store finished bundles, because roll formers will make a lot of panel. But the key is how do you get the finished product away from the line?

If you wanna go after, if you wanna do shrink wrapping, if you're gonna block and band or what have you, but having a way to stage those finished bundles is a huge deal as far as being able to get product out the door.

Several more important questions were addressed during the session. You'll find a continuation of the discussion in a future edition of Rollforming Magazine. **RF**



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Metal Handling Challenges

Decoilers, Tippers, and Recoilers

■ By Linda Schmid

With the demand for metal going up all the time, an important aspect of the job for the rollformer, whether in the shop or on a jobsite, is the time it takes to run the panels. Of course, rapidity does no one any good if the panel quality is not there. When it comes to panel condition, the first thing that may come to mind is the roll former and its controls, and, of course, sometimes that is the problem, but just as important is the coil handling equipment: uncoilers, tippers, and recoilers.

DECOILER DILEMMAS (AKA UNCOILER COMPLICATIONS)

Ruffled Coil

If your panel is “ruffling” or “rippling” on the edge, often the problem is oscillation, side-to-side movement of the coil, or the metal is pushed into the separation disks with enough force to damage the coil’s edge.

The first thing to check is the alignment. Align the coil with the entrance guides on the roll-forming machine.

Also check the distance between a portable roll-forming machine and the decoiler. Often experts advise leaving four to six feet between the two. Of course, space may be an issue, but give it more space, align the coil and see if that resolves it.

If the stationary uncoiler is not aligned with the shear, you do not want to adjust the shear since that would affect the alignment with the feed table and roll former. The uncoiler alignment was set during installation, and you should consult the manufacturer before trying to adjust it.

Once the decoiler is aligned, it should be fastened down. Drill holes into the concrete and use anchor bolts to hold the machine in place. Otherwise someone will bump it and mess up the alignment.

Decoiler Tension and Feed Rate

On the jobsite, roll formers tend to run slower than in the shop. Forty to fifty feet per minute can be a nice clip for panels to roll off the line when installers are moving the panels to the roof’s edge. Usually tension problems do not come into play at these slower speeds. If they do, contact the manufacturer for help.

Faster and bigger machines, are where you are more likely to experience tension problems. When working with coils, whether three, five, or ten thousand pounds of coil, the decoiler needs to be kept at the same feed rate as the machine it is feeding. If this has become an issue, perhaps it is time to upgrade your decoiler. Single speed or on/off decoilers should only be used for low speed, low volume jobs.

Decoilers are built to go with specific roll-forming machines, so there is a machine out there that is specifically built to go with the roll former that you have. These machines can sometimes be mixed and matched, but check into whether the machine can be reconfigured to work with the roll-forming machine you have. Don’t try to reconfigure your roll former to work with coil handling machines. Always allow the roll-forming machine to be the “master” machine that other machines are configured around.



Coil Car and Single Mandrel Decoiler.
PHOTO COURTESY OF BRADBURY

Usually tension on the decoiler is handled by the sensor eye or demand arm. A bit of a coil loop between machines is a good thing. If eye or arm aren’t performing properly, coil can slip, torque and become damaged.

The problem people usually have is that the decoiler is running too slow. Speed it up. If it is electric, use the variable frequency drive to increase the speed, if it is hydraulic, turn up the pressure. For a mechanical machine, speed up the line shaft or change the pulleys.

Incorrect braking or acceleration on a decoiler can cause too much slack or too little between the shear/roll former and

the decoiler, this can cause damage to coil or affect the lengths of the coil. It is properly adjusted when the material loop just touches the ground during the idle or shear time. The coil should never become taut during full line acceleration and production. Not only is it important to properly adjust infeed rolls on a pre-cut line, but also gap adjustments must be correctly adjusted to ensure engagement and drive to feed the material into the machine.

Inconsistent feed rates may require readjustment of in-feed rolls on a pre-cut line or gap adjustments on a post-cut line.

TIPPING TRIBULATIONS (AKA UPENDER UPSETS)

Tipper problems are rare according to the experts. However, a tipper can jam if the chain is loose or breaks. Check to see if trash got under the tipper or got caught up in the chain. Finally, check to see if something is jamming the electric eye so the coil is unable to decoil.

RECOILER TROUBLES

Deformed Panels, Wrinkles, and Such

These problems are about trying to channel the metal into the machine without it telescoping. Wrinkling can be caused by being “trapped” by side pressure. Stop the machine and reposition the coil. Check the space between the machines and make sure you have 4-6 feet between them. That lag usually allows the coil to find its center.

Scratched Panels

When panels are getting scratched in the recoiler it is usually because there is debris of some sort on the tensioning system. Resolve this situation by stopping the machine, unplugging and cleaning it.

Remove any visible debris with a soft bristle brush or scraper; do not use anything that could scratch the rollers. Then wipe with a soft cloth, gently and methodically cleaning all surfaces. If this is not doing the trick, you can use acetone to clean away more stubborn dirt, but take care not to bring acetone in contact with rubber seals on the bearings or you will likely damage them. Then take a clean, damp, soft cloth to remove the acetone or soap residue. Finally wipe the rollers with a soft dry cloth, making sure every surface is dry before resuming machine operation.

Depending on the tensioning pads, cleaning processes can change, but if you have the common felt-style pads, follow the manufacturer’s instructions for safety protocols and lock out procedures. Then use a coarse brush to clean them with the grain, and/or compressed air to clean the surface. Do not apply any chemical solutions.

Another item to check is whether a tensioning arm’s disc or something is riding atop the coil. For example, if a neoprene

roll rides on top, the coil can get burrs or pick up dirt, either of which can scratch the metal.

Tensioning adjustment is not pure science, it’s an art. No two coils are exactly the same. You may run one coil, and it’s fine, and the next reacts differently. With experience, roll formers learn how to react to the coil’s “behavior.”

Coil Slipping

Check that the coil core is tightened appropriately. Make sure slits are tightened equally.

Ask yourself is the core really slipping or are the slits just coming out different lengths? Slits tend not to be the same after they are recoiled.

Variable Lengths

Slight variances in thickness or “crowning” can occur in coil as it is processed. This is generally just a few ten thousandths of an inch, but it takes up just a tiny bit more length on each of the recoiler rotations. However, the effect is cumulative; over hundreds or thousands of feet during the recoiling process, the difference becomes noticeable. Secondary processing such as leveling helps even this out.

Another issue could be that the slitter is not set properly or the tension adjustment stand is set incorrectly. Coil has memory, so tension is required to keep it from rolling back up. If one slit looks longer than others, less tension is required. If slits are curling up, more tension is needed. **RF**

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Coil Upender
PHOTO COURTESY OF ACU-FORM

Equipment Independence

Taking A Look At Low-Tech Equipment Strategies

■ By Karen Knapstein

Many manufacturers can provide low-tech equipment when a metal shop doesn't want or need high-tech, computer-operated metal forming machines. Users who don't want to rely on an outside power source can work with the equipment manufacturer to configure a machine that suits their needs.

If someone wants to adhere to a low-tech tradition of operating without power from the outside, it's important to convey what the needs and restrictions are to the equipment manufacturer. According to Acu-Form's Wayne Troyer, rollformers will often ask, "How does this work?" when they should be asking, "Can you make it so we can run it this way or this way?"

EQUIPMENT OPTIONS

The rollformer should provide the equipment manufacturer with information about features they can and can't use, including if they're able to use electricity, or 12-volt, or hydraulics. "What a lot of manufacturers will tell them is what they can do for them," Wayne says.

What the outcome may look like is the manufacturer can build the machine, put a sprocket on, and tell the rollformer what RPMs the sprocket should be running at. And then it's up to the rollformer to make it work. "Often times, someone in the Community can set up the drive and powertrain to run it in a way that's feasible for them to run it. Rollformers will convert machines themselves, too."

Wayne says about Acu-Form: "We're here to do whatever somebody wants, regardless of what they want and how they

want it set up. We work with customers to give them what they want."

Wayne explains the various control and power options that Acu-Form offers. Using an ag panel roll former as an



In a mechanical setup, levers operate the panel direction and shear. PHOTO COURTESY OF ACU-FORM

example, if you decide to operate with electricity, it's fully automated. You wire it in to your controller, hit line start and run. "If you go with hydraulic," he says, "with a 12-volt-powered controller, it's the exact same thing. You can fully automate it but now you have a power unit with a diesel and hydraulic pump so instead of bringing electric to the machine you're bringing hydraulic to the machine. But when you're ready to run it, you have to start the diesel power engine first. You program into the controller what you need, hit line start, and you're good to go. Both electric and hydraulic are very efficient; one will work as good as the other."

Sometimes the setup includes a diesel that powers a hydraulic pump. The hydraulic pump and tank create hydraulic pressure. The pressurized hydraulic oil goes in one side of the motor on the roll former and out on the other, which turns

the motor. A 12-volt battery sitting by the controller controls screen. The same control panel that is used on an electric machine can be used on a hydraulic machine.

"There are some places where their tradition only allows them to run a smaller controller and it can't be touch screen," Wayne continues. If someone is allowed to have hydraulic but no control with a screen, Acu-Form offers a thumb wheel controller to set the length and the number of pieces. One set of wheels sets the length, and another sets number of pieces, up to 99 pieces. The thumb-wheel controller lets the machine roll out, stop, and cut "just like fully automated machines but it just doesn't have a screen."

On a mechanical machine, you have to have diesel power with a line shaft coming into the building. "In a mechanical setup, as it comes into the building, you'll have gear boxes, belts, and pulleys running different things." A cable clutch is pulled to engage the line shaft; a lever on the roll former runs the machine forward and reverse. In some setups, the operator has to measure with a tape measure, pull out the piece, and trip the shear, making it a slower process.

While lower-tech machines don't always operate at the same speed as high-tech machines, there are things that operators can do to make the most of their setup. Learning how to operate machines efficiently should be the first step. Wayne sees a lot of people "use brute strength to make things go." He advises, "Work smarter, not harder. Heed the directions that your equipment manufacturer supplies – they know best how to operate

the machines efficiently.”

Machine features that boost efficiency include upcut shears. “If you use upcut shears (versus down cut or precut) you can slide the material over the next piece. You don’t have to walk every piece out and come back.”

Cable clutches also help speed things up. “What a lot of people do with mechanical machines is they have to walk back to the end of the machine to start the diesel or motor. We install cable clutches on the front of the machine where the infeed is so you pull the lever, that engages the clutch and the machine starts running.” The speed and efficiency is close to that of an electric button. “That’s a big thing to boost efficiency so you don’t have to walk back and forth. Let the motor run on the front end, pull the lever to engage the clutch, and it’s almost like hitting the start button — yet it is still mechanical.”



A cable clutch engages the line shaft.

PHOTO COURTESY OF ACU-FORM

There are some common challenges that can crop up when running non-electrical machines. If the belts are loose, there may not be enough power to operate the machine effectively. Additionally, Wayne cautions of potential hazards: “Fumes in the shop can be a big thing if they’re running engines inside the shop where they’re working. Either have a separate diesel room or make sure all motors have

exhaust going to the outside.”

Due to its weight and bulk, moving coil is also a challenge. “Mechanical guys don’t have forklifts. They might use a chain hoist and move coil by putting a pipe through the eye. If they’re using a chain hoist to move coil, they need to be very, very careful. If anything is not exactly right, the coil can drop down and be damaged or cause severe injury.” Caution and safety should always be top of mind.

Regardless of the power or control options a shop chooses to use, Wayne offers advice that everyone should follow. “If you’re running mechanical, keep all belts, pulleys, and shafts covered and make sure everyone knows where the running parts are. Also, never reach into a running machine. And ALWAYS shut down machines for cleaning.” When it’s machine versus man, the machine is always going to win. **RF**

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Other than listings, you will find information on products, services, and more. These are listed in pages 70-73.

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Venture Metals: End-to-End Solutions

Make Employees Your Partners In Growing the Business

■ By Linda Schmid

BEGINNINGS

Internships are wonderful things; they provide work opportunities to young people and sometimes they find their life's work through that experience. Mike Uhrick, for example, interned at Okon Iron & Metal while in college, and in 1986 he bought a recycling company, renamed it, and Venture Metals was born.

Uhrick's background in chemistry proves useful as the company collects waste metal including steel, alloys, copper, stainless steel, and aluminum among other things, and breaks them down to be reused. Thanks to Uhrick's experience with internships, Venture has now implemented its own internship program and as a result has successfully hired several full-time employees.



The small shop was challenged in their original property as it was small, and collecting and sorting all of the material while selling at the same time was not easy. However, over time they were able to relocate to a much larger facility to accommodate growth.

TAKING CARE OF BUSINESS

Mark Chazanow, whom Mike worked with at Okon Iron & Metal, joined the company in 2011, and together with their industry relationships, contacts, and experience, they have expanded the business greatly. The company is now global, servicing construction, manufacturing, demolition, HVAC, fabrication, machining, energy, aerospace, utility and many more industries.

Mark Chazanow, Vice-Chairman, described the Venture Metals mission like this: "We capture scrap at the source, collect it, process it, and send it to a place that melts it down to make it into a new product to complete the loop. It's a circular economy; we are an end-to-end solution provider."

Kelly Fairchild, Vice President of Business Development, explained that they purchase industrial-generated scrap metal





waste and post-consumer scrap including rebar, plate and beam, structural copper and copper alloys, high temperature alloys, aluminum alloys, precious metals and more from large industrial manufacturing companies and metal service centers. They sell it to mills and foundries so they can make new products.

ACHIEVEMENTS

The company has received numerous awards for outstanding supplier and customer service. They achieved the ISO 9001 in 2015, and they take pride in their first-in-class safety program. Venture Metals is expanding, developing corporate accounts all over the world, no doubt in part because of their emphasis on care.

A sign of growth: The company that started with five employees now has over four hundred.



WE'RE ALL IN THIS TOGETHER

These days everyone wants to know how to attract — and keep — quality employees. Venture Metals has definite views on this. They believe in making employees part of the company's plans so they can become a partner in a growing culture. That means giving employees access to the principals and others who can teach them the business and assist them in becoming an important part of the team. It also means showing employees that you are willing to make a substantial investment in their training to help them be successful.

"The culture is very relationship-based," Chazanow said, "with great support and communication both internally and externally."

Of course, this type of company culture is highly attractive to many would-be employees. It's also difficult to maintain during periods of great growth. The company grew steadily for many years; now it grows at a pace that is almost inconceivable, Chazanow indicated.

WHERE IS VENTURE METALS GOING?

Some advice that the company could have used five to ten years ago is to bring in and develop more talent to prepare for



all this growth.

The rapid growth is likely a sign of the industry's future. Chazanow believes that the industry will continue to be very important as we strive for a sustainable future and make more and more components from recycled materials.

Not only does Chazanow expect the industry to grow, he also sees great expansion for Venture Metals — in every direction across the map. **RF**

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MWI COMPONENTS PROTECTIVE METAL WRAP

MWI Components has announced the launch of its latest product: Metal Wrap. Designed with customers and the industry in mind, Metal Wrap provides a unique solution for protecting valuable building materials during transportation from the production line to the job site.

Metal Wrap can be easily placed and secured over roofing, siding, or other metal materials. It is crafted from a coated, polybutylene material featuring advanced woven technology, offering enhanced durability. This intricately woven and coated material forms a protective barrier, effectively preventing moisture, dirt, dust, and rocks from penetrating and damaging your materials.

Additionally, Metal Wrap offers the option for personalized branding, thereby ensuring that while building materials are protected, a company's brand is also gaining visibility and recognition.

www.mwicomponents.com



PETTIBONE EXTENDO 1044X TELEHANDLER

Pettibone's Extendo 1044X telehandler is a value-driven machine that provides up to 10,000 pounds of load capacity. The new telehandler was designed to offer ample lifting power and stability without the need for outriggers, significantly reducing maintenance requirements and enhancing operational speed for users

working in construction, masonry and rental applications.

The Extendo 1044X is powered by a 74-horsepower Deutz Tier 4 Final diesel engine that features a DOC muffler and requires no diesel exhaust fluid (DEF). Mounted on a side pod, the engine offers easy service access while allowing excellent curbside visibility. The telehandler delivers maximum lift capacity of 10,000 pounds and a max lift height of 44' 6".

The elimination of outriggers from the design results in faster setup times and improved maneuverability on the jobsite. It also reduces the number of components in need of periodic maintenance, thereby cutting down service time and costs. These efficiency gains are complemented by exceptional lifting performance that allows the 1044X to compare favorably with competitive outrigger-equipped units in the same weight class.

The 1044X features a three-section boom comprised of formed plates that offer greater strength while reducing weight. Boom deflection is minimized for better accuracy when placing loads. Abundant boom overlap provides smooth operation and reduces contact forces on wear pads, thereby extending service life. A bottom-mounted external extend cylinder further reduces the load on wear pads.

The Extendo 1044X comes standard with X-Command®, a Pettibone telematics program that offers real-time access to machine data, saving time and money for equipment owners and service technicians.

The operator cab features ergonomic seat, pedal, joystick and steering wheel positions, while optimizing line of sight in all directions. An analog/LCD gauge cluster comes standard. An optional 7" digital display with integrated back-up camera is also available. The cab also offers enhanced climate control, flat bolt-in glass, split door design, openable rear window, lockable storage under the seat, and water-resistant components for easy interior washdown.

www.gopettibone.com



GRAY TOOLS INSULATED HAND TOOLS

Gray Tools has released a full line of insulated hand tools to meet the growing needs of commercial and residential electricians, industrial maintenance professionals, mobile/field service technicians, and electric vehicle (EV) mechanics. The assortment consists of more than 275 products, including both sets and loose tools, with new tools continuing to be added as Gray expands the line. Each tool goes through a lengthy, labor-intensive process to ensure maximum protection for the operator up to 1,000 VAC.

Gray's insulated line includes ratchets, sockets, wrenches, screwdrivers, nut drivers, pliers, hex keys and hacksaws, as well as a selection of uncommon tools. Various styles and sizes, including SAE and metric, are available to meet a range of jobsite requirements. Each tool features a dual-colored insulation that serves as a visual safety indicator. If the outer orange layer of insulation becomes damaged, an inner yellow layer alerts the user that the tool is no longer safe for use.

Gray's rigorous multi-step insulation process is designed to meet or exceed ASTM F1505 standards for insulating adhesion, dielectric properties, flammability and durability. When the process is completed, each tool is charged with 10,000 volts of energy for 180 seconds to ensure its insulation resists potential electric shock. Other tests are performed to verify the flame resistance and durability of the insulating material.

Gray's full line of insulated tools is manufactured in North America and backed by a limited lifetime warranty.

www.graytools.com

RF

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It is almost time for our Annual CSI Survey release. Our magazines go to the printer several weeks before they mail to you. As I write this column, the election is over and we will be sending the survey before you receive this in the mail. This URL provides access to the survey: <https://www.surveymonkey.com/r/2025CSISurvey>

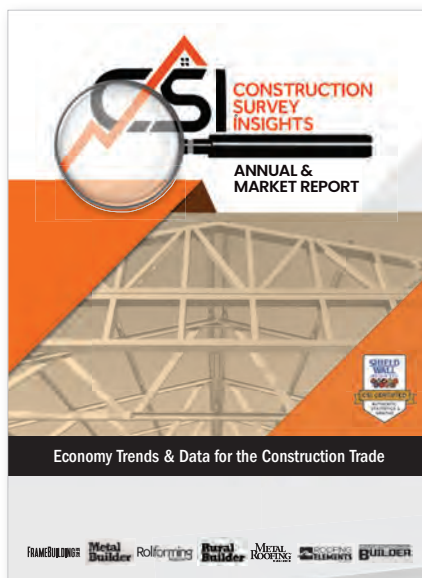
Or you can access the results through any of our magazine websites.

The intent of our survey is to gauge market sentiment for the coming year. As the choice of President will have a huge effect, we are holding off releasing the survey until after the election and the emotion returns to normal. With that in mind, we plan to release the survey the week of November 11.

Please complete and share the survey. The number of responses is critical for usable data. Most market reports are sold as proprietary and cost recipients several hundred to several thousand dollars. We are providing the *CSI-Annual & Market Report* to all our subscribers free of charge.

We believe data is necessary to make good business decisions. If you see value in data for our markets and use this information in any way, there are a few simple things you can do to help:

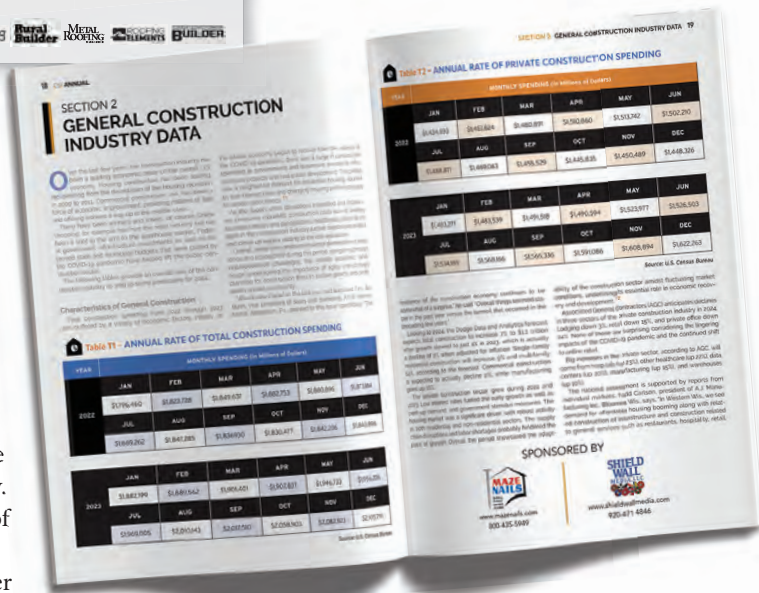
- First and foremost, take the survey. The more responses we have, the more complete the data.
- Tell people and share this information. The more people who know about this, the more people who will take the survey. The more people who take the survey, the better the quality of the data we can provide.
- If you are a dealer, distributor, or manufacturer, consider



sponsoring a section. If you look at the metrics, this *CSI-Annual & Market Report* (and our Directory) are the most cost-effective products we have to reach our audience.

Thank you for your confidence and support as we continue to grow and support the industries we serve. **RF**

Please complete the survey at <https://www.surveymonkey.com/r/2025CSISurvey> and share it with your colleagues. A larger survey sample generates more reliable information.



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