



A GUIDE TO BUYING & OWNING YOUR FIRST PORTABLE ROOF OR WALL PANEL MACHINE

NTM
New Tech Machinery
A MAZZELLA COMPANY

YOUR GUIDE TO LEARNING ABOUT,
BUYING, AND OWNING A PORTABLE
ROLLFORMING MACHINE

INTRODUCTION

First and foremost, all of us at New Tech Machinery (NTM) want to welcome and thank you for downloading our e-book: *A Guide to Buying and Owning Your First Portable Roof or Wall Panel Machine*.

Are you a metal roofing contractor looking to purchase your first portable rollforming machine? Maybe you're just figuring out if using portable roof or wall panel equipment is the right fit for your business?

Buying a portable roof or wall panel machine is certainly a big investment. It's not a purchase you want to make lightly and without doing research ahead of time. Knowing how portable rollforming equipment can benefit your business, what you can expect when buying a roof or wall panel machine, and how to keep it running for a long time can make all the difference in improving your business's efficiency, productivity, and bottom line.

As you read our guide, we believe you'll find all the information you need to understand:

WHAT YOU'LL LEARN

What portable roof or wall panel machines are and how they function

Why people buy this type of machinery and how it benefits metal roofing contractors or panel manufacturers

How to purchase a portable roof or wall panel machine and what you can expect during the buying process

Machine owner best practices and tips to keep your roof or wall panel machine in top condition

We thank you for your time, and we're happy to help if you have any additional questions about portable rollforming machines or metal roofing equipment. Please give us a call at **1-303-294-0538** or fill out the form on the contact page of our website www.newtechmachinery.com.

Sincerely,



Terry McGuire
Vice President
New Tech Machinery

TABLE OF CONTENTS

4

CHAPTER 1
PORTABLE ROLLFORMING MACHINERY: HOW IT WORKS, TYPES OF EQUIPMENT, AND USES IN METAL CONSTRUCTION

12

CHAPTER 2
7 REASONS TO BUY A PORTABLE ROLLFORMING MACHINE AND HOW IT CAN HELP YOUR BUSINESS

20

CHAPTER 3
WHAT TO EXPECT WHEN PURCHASING A PORTABLE ROLLFORMING MACHINE

28

CHAPTER 4
HOW MUCH DOES A PORTABLE ROOF OR WALL PANEL MACHINE COST?

37

CHAPTER 5
FINANCING MACHINERY FOR YOUR NEW METAL ROOF BUSINESS

44

CHAPTER 6
NTM'S POST-SALES SUPPORT: SHIPPING, UNPACKING, TESTING, AND MACHINE OPERATION BEST PRACTICES

PORTABLE ROLLFORMING MACHINERY

HOW IT WORKS, TYPES OF EQUIPMENT, AND USES IN METAL CONSTRUCTION

If you've been installing metal roofs for a while and want to purchase your own machine, or expand your business to produce panels and sell to others, the best way to accomplish this is to purchase or lease portable rollforming equipment. However, how much do you know about portable rollforming equipment? Do you know the different uses, advantages, and disadvantages this type of rollformer offers?

IN THIS CHAPTER

What portable rollforming is and how it differs from in-plant rollforming

The different machines and available functions

Uses and specific products made with rollformers

Advantages and disadvantages of portable rollforming

WHAT IS PORTABLE ROLLFORMING?

Metal rollforming is defined as the process of feeding metal, whether it's finished, coiled, flat, or otherwise, through a series of rollers where each roller station further manipulates the piece of metal into the desired shape. Portable rollforming is this same metal rollforming idea just on a condensed level and takes everything a typical rollformer does and packs it into a smaller size so it can be transported easily.



HOW IT WORKS

A portable metal roofing rollforming machine operates similarly, if not the same, to an in-plant machine:

1

The metal coil material gets fed into the machine from the decoiler.

2

The drive rollers pull the metal through the inside of the machine.

3

The metal goes through the forming rollers at each forming station, where the panel gradually forms into the desired end product. Depending on the profile, most portable metal roofing machines have around 11 to 14 rolling stations on each side.

4

The panel is cut using a shear or guillotine at the specified length, which is either measured by hand or controlled by a computer (either manual or automated depending on the machine).

WHAT MAKES A ROLLFORMER “PORTABLE”?

You might be thinking that the smaller size of a portable rollformer is the only true difference between in-plant and portable machines. However, other distinguishing characteristics make a rollformer portable, such as:



THE OPTION TO HAVE THE ROLLFORMER MOUNTED ON A TRAILER

Some contractors don't want to haul their rollformers around in their work vehicles or trucks. Instead, they can opt to tow their machine anywhere using a trailer, which can attach to a variety of vehicles.



ABILITY TO TAKE IT OUT INTO THE FIELD

Having a portable rollformer allows contractors to take their machines directly to the job site. Not only is this convenient, but it also helps the contractor continuously install panels without waiting and saves on shipping or other middleman costs.



ALL-IN-ONE UNIT

To complete the entire portable rollforming unit, many machines often come with an attached or stand-alone decoiler for the metal and run-out tables for the finished panels.



PORTABLE POWER OPTIONS

Most in-plant rollformers are electric, but portable metal roofing rollforming equipment comes with the choice of gas or electric as the power source. Gas tends to be more common and convenient for portable roof panel rollforming, but others do buy generators to use for electric-powered machines.

METAL ROOFING PORTABLE ROLLFORMING MACHINES & EQUIPMENT

With metal roofing's growing popularity due to its longevity, strength, options, and colors, metal roofing portable rollformers are in high demand from both contractors and manufacturers. In addition to the panels produced for roofing structures, some machines can make various metal wall and specialty panels.

Below are some of the features of portable roof panel machines:

PROFILES

Snap-lock, mechanical seam, exposed fastener lap seam, tee panel, 5V crimp

FLAT OR RIB ROLLERS

Panels can be rollformed flat or have decorative/stiffening ribs added. Rib roller options include clip relief, bead ribs, pencil ribs, v-ribs, striations, and corrugated

METAL MATERIALS

Steel (Galvalume®, galvanized, stainless, COR-TEN®), aluminum, copper, zinc

ADDITIONAL FUNCTIONS & MACHINES

Notching function, slitting machines, hemming machines, eave-shearing machines, tapered machines

SIZES

LENGTHS OF FINISHED PANELS

As long as the profiles use clips, the maximum length of a finished panel is open-ended. If there's enough coil to feed through the machine, it will run panels. However, fastener flange profiles aren't recommended in over 25' lengths.

Finished panel widths: 10" to 24" depending on machine and profile

GAUGES (DEPENDING ON THE MACHINE)

Painted Steel: 30 ga. to 22 ga. (0.3mm to 0.8mm) (coated galvanized, aluminized)

Painted Aluminum: .027" to .040" (0.7mm to 1.0mm)

Copper: 16 oz. to 20 oz. 3/4 Hard (0.5mm to 0.7mm)

ADVANTAGES OF PORTABLE ROLLFORMING

When determining if a portable rollformer is best for you or your company, it honestly just depends on your needs. Much like any product or service, there are both advantages and disadvantages to using portable rollforming equipment. Below are some of the **advantages** of portable rollforming.

PORTABLE

It's probably pretty obvious, as portable is right in the product title, but one of the most significant benefits is that these machines can be taken to any job site with or without a trailer attachment.

CONTINUOUS WORK

Portable rollformers, while not as speedy as in-plant rollformers, produce enough panels on site so the installers can continuously put panels up without stopping.

BUSINESS DIVERSIFICATION

If your machine is sitting idle, you have the option to run a "cut and drop" operation where you can supply panels to others in addition to your business's installations. This allows you to diversify your business and make extra profits at little cost.

NO WAIT TIMES

Owning or leasing a portable rollformer cuts out the time spent waiting for panel deliveries. Not only does this cut out waiting time, but it also allows you to work on a more continuous schedule rather than adhering to the manufacturer or supplier's timeline.

LESS WASTE PRODUCED

Let's say that you don't own or lease a rollformer, so you order panels from a regional manufacturer. If the manufacturer makes a mistake, delivers the wrong panels/lengths, or damage occurs during shipping, it's a complete waste of both time and materials and can even lead to fines/liquidation damages if too much time is lost. With portable rollforming, you can ensure you make the right panels the first time around with little to no wasted metal.

PROFILE/ROLLER SET (TOOLING) CHANGEOVER

Many portable rollformers offer the option to purchase more than one profile/roller set. These options allow you to provide more versatility to your customers and bid a job knowing that you can easily add profiles. Also, changeovers (or tooling changes) take significantly less time, around 45 minutes or less, than in-plant rollformers, which can take hours in larger machines.

MACHINE ACCESSIBILITY & VERSATILITY

With the proper lifting mechanism, portable rollformers can be lifted to the height of a structure's roof if desired. Also, portable rollformers can fit into many different vehicles instead of on a trailer, especially if you're looking for a more cost-effective solution.

NO SHIPPING NEEDED

Having your own portable rollforming machine cuts out the cost of shipping as well.

DISADVANTAGES OF PORTABLE ROLLFORMING

Much like any product or service, there are both advantages and disadvantages to using portable rollforming equipment. Below are some of the **disadvantages** of portable rollforming.

AN INVESTMENT IS REQUIRED

Easily the biggest drawback of portable rollforming is the fact that an investment of some kind is needed. There are many ways to pay for a rollformer, including paying the entire cost upfront, financing, leasing, or even renting. Either way: You'll be paying for the machine.

TRAINED MACHINE OPERATOR NEEDED

Training is vitally important when operating a rollformer, and it helps to have a trained machine operator on staff, which means there are additional overhead costs to cover. Also, there's traditionally a higher turnover rate in this type of machine operator position.

CARE AND MAINTENANCE REQUIRED

Taking care of and performing regular maintenance WILL make or break a portable rollformer. As a machine owner, it would be your responsibility to properly clean, lubricate, and maintain all of the different parts of your machine. This required maintenance (just like the maintenance of owning or leasing a car) isn't a disadvantage, but more of a consideration to keep in mind.

WIDTH RESTRICTIONS

Depending on the profile and the machine type, most portable roofing rollforming machines have a maximum width of around 24 inches. While this is less of a problem with architectural standing seam panels, some exposed fastener systems have been known to have panels with larger widths, which might not be possible with portable rollformers.

MACHINE PROBLEMS STOP JOBS

If your portable rollformer is having an issue, whether a roller is scratching the paint on the metal or the machine is out of adjustment, it means the job has stopped. When the job stops for maintenance, the installation ceases for a period of time, which could result in a profit loss.

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**HAVING A PORTABLE
ROLLFORMER ALLOWS
CONTRACTORS TO
TAKE THEIR MACHINES
DIRECTLY TO THE JOB SITE.**

A white square containing a stylized orange closing quotation mark.

WHO USES PORTABLE ROLLFORMING MACHINES?

As someone who works in the metal roofing industry, whether you're installing the panels yourself or own a business, you want to know who else uses portable rollforming equipment, right?

**RESIDENTIAL METAL
ROOFING/WALL SYSTEM
CONTRACTORS**

**COMMERCIAL METAL
ROOFING/WALL SYSTEM
CONTRACTORS**

**"CUT & DROP"
(SOMETIMES CALLED
"CHOP & DROP")
PANEL SUPPLIERS OR
MANUFACTURERS**

**FACTORY/IN-PLANT PANEL
MANUFACTURERS**

ARCHITECTS OR DESIGNERS

*Many often want to hire
contractors who own portable
rollforming equipment on
their projects.*

**OTHER CONSTRUCTION
INDUSTRY
PROFESSIONALS**

SO WHAT IS A PORTABLE ROLLFORMING MACHINE, AND WHY MIGHT IT BE MORE BENEFICIAL TO USE THAN OTHER TYPES OF ROLLFORMERS?

- They are smaller in size than in-plant rollformers, and can be taken directly to the job site.
- They have many different applications and uses, such as agricultural or residential.
- You won't be at the mercy of the panel supplier, or have to worry about wasting time or money on shipping.
- You can use this machine to diversify your business by supplying cut & drop panels to others.
- **Best of all:** It produces high-quality metal roofing panels for your customers.

Now that you know what a portable rollforming machine is and how it works, let's talk about the next step: Learning why other people buy this type of machine and how it can improve your own business.

7 REASONS TO BUY A PORTABLE ROLLFORMING MACHINE

AND HOW IT CAN HELP YOUR BUSINESS

So, you think you're ready to purchase a portable metal roof or wall panel rollforming machine, but still have some lingering concerns and questions.

What do you do?

One of the best ways to help you decide is to learn about some common reasons that others have purchased a portable rollformer to see if any resonate with you and your business. That way you can become a more educated consumer and end up making the most logical choice that you feel confident in.

In this chapter, expect to learn the top seven reasons that you might want to purchase a portable rollforming machine. Let's discuss.

IN THIS CHAPTER

7 reasons you might want to buy a portable rollforming machine

#1

YOU WANT TO START A METAL ROOFING CONTRACTING BUSINESS

The construction industry continues to grow, meaning the demand for qualified and hard-working contractors is on the rise. Plus, the buyer's market continues to evolve to where consumers are looking for long-lasting products that are modern, long-term cost-effective, and eco-friendly, while not compromising on durability. These are just a few of the reasons that metal roofing is growing in popularity for nearly all applications, including commercial, architectural, industrial, and residential. This opportunity for constant work is attractive for someone wanting to start their own metal roof contracting business. One of the first things a new contracting business owner will have to decide is where or how they want to get their metal panels; either buying from a factory panel supplier or owning a portable rollformer that produces panels on site.

While some begin by purchasing from a supplier, more and more are now choosing to take control of their new businesses right from the start by buying their own portable roof panel machine.



Another point to mention here is that starting a metal roof contracting business requires significantly less of an investment than other start-up businesses. Since it doesn't require much more than some tools, a few employees, and metal roof installation knowledge in the beginning stages of a new company, it's easier to justify spending the money on a portable rollformer that can be used for many years. Plus, if you do start a business and it doesn't go as planned, you can always sell the machine to another company to make a portion of the investment back.

#2

YOU WANT CONTROL OF YOUR OWN PRODUCTION, INVENTORY, & PROFITS

Owning or leasing your own portable rollforming machine allows you to operate more control of your business and projects. We often hear from contractors who miss out on jobs or are just tired of being at the mercy of others and their schedules to get the supplies they need to complete their projects. Here are some examples of how owning a portable rollformer helps you better manage your company:



YOU DON'T HAVE TO WAIT FOR PANELS TO BE SHIPPED FROM THE SUPPLIER.

In other words, if you need a panel now, you can make it with your own portable rollformer.



YOU DON'T HAVE TO WORRY ABOUT THE COSTS AND ENVIRONMENTAL IMPACTS ASSOCIATED WITH SHIPPING.

By having your own portable rollforming machine, you don't have the added shipping and freight costs to get panels delivered to you. Shipping trucks also emit a large amount of carbon pollutants into the atmosphere, making shipping panels a less ideal option if you're looking to reduce your carbon footprint.



YOU CAN PRODUCE THE PANELS YOU NEED WHEN YOU NEED IT.

If you receive factory-supplied panels that are damaged or the incorrect color, profile, or gauge, you may have to wait weeks for proper replacements to arrive.



YOU CUT OUT THE MIDDLEMAN.

No one cares more about your customers' projects than you do. Portable rollforming allows you to operate the most control over the panels you are installing for your customers. Instead of putting your profits in the factory suppliers' pockets, you'll be increasing your own bottom line. For example, you can take extra care when transporting the panels from the rollformer to the roof to ensure nothing happens to the metal. This is a luxury you lose when freight companies handle shipped panels.



YOU CAN MOVE AT YOUR COMPANY'S OWN SPEED.

Portable rollformers allow for you to move as fast as you need to. Changeovers, or tooling changes, on portable machines, require very little time: about 45 minutes to one hour. This means you don't have to wait long to get finished panels. They also produce enough panels on site so the installers can keep installing without stopping and waiting.

#3

YOU WANT TO DO MORE ROOFING JOBS **EFFICIENTLY**

As we mentioned, owning a portable rollformer can improve your efficiency, especially if your business is growing and taking on more projects. With a portable machine, you're producing the panels or profiles you need, when you need them, and exactly how many you need.



We're not trying to knock factory panel suppliers because these businesses are still great options for many companies. But, we're saying that if you want to improve your efficiency and cut out some of the time spent on ordering and waiting for panels to be run by a supplier, having your own portable rollformer is one way to do this.

#4

YOU CAN AFFORD IT, AND IT'S MORE PROFITABLE IN THE LONG RUN

If you can afford to purchase a portable rollformer and give yourself a little more control over your own business, why wouldn't you? If you find yourself in a position where your business is thriving and you feel comfortable and secure in making a capital investment on a portable rollformer, it's an opportune moment to do so.

We understand that not all contractors are in a place to pay for a machine all at one time, which is why financing options are available with most portable rollforming manufacturers.

Plus, when you purchase, finance, or lease equipment in the United States, you're able to write off the full amount of your equipment purchase with the Section 179 Tax Deduction:

“

ESSENTIALLY, SECTION 179 OF THE IRS TAX CODE ALLOWS BUSINESSES TO DEDUCT THE FULL PURCHASE PRICE OF QUALIFYING EQUIPMENT AND/OR SOFTWARE PURCHASED OR FINANCED DURING THE TAX YEAR. THAT MEANS THAT IF YOU BUY (OR LEASE) A PIECE OF QUALIFYING EQUIPMENT, YOU CAN DEDUCT THE FULL PURCHASE PRICE FROM YOUR GROSS INCOME.

—SECTION179.ORG

”

Also, we want to mention that while owning or leasing a metal roof panel portable rollforming machine is very similar to owning a car, a rollforming machine retains much of its original value and makes your business profitable for many years. This is just another reason that if you can afford a machine, whether it's paid for all at once or financed via monthly payments, you should look into it.

#5

YOU NEED TO PRODUCE LONGER PANEL LENGTHS

Projects are unpredictable and vary quite a bit in size and roof geometry, but if you're a contractor who frequently installs on commercial structures, you may have encountered a project that required longer than average panel lengths at some point. If you buy from a factory panel supplier, one of the most defining limitations is that most standard shipping and freight containers can't transport panels longer than approximately 53 ft (16.2 m), which can pose a problem for projects requiring long, continuous panels.



Portable rollformers allow you to run continuous lengths without ever having to pay extra to get it to the job site. So if you want to avoid paying extra for special shipping, having a portable rollformer cuts the issue of shipping long panels from the equation.

#6

YOU WANT TO **REDUCE ON-** **THE-JOB WASTED METAL**

When you're measuring the roof during the bidding phase of a job, it's easy to get a rough idea of the size and amount of metal panels that you'll need to complete the install (often called a cut list). But things can change quickly on a job site, especially when it comes to sizing and cutting the panels to fit on the roofing structure.



With portable rollforming, you can change the length of the panels on the fly, which helps reduce the amount of metal that gets cut off, unused, and wasted. Many portable rollformers come with computer controllers where you can easily input the desired length between runs. Additionally, with a portable machine, there's no need to overbuy coil that may or may not be used; you can just buy the coil you need when you need it.

If you have panels delivered from an in-plant manufacturer, you run the risk of having significant material "drops" that cannot be used elsewhere. As discussed earlier, there's also the possibility of incorrect or damaged shipments of finished panels that are not able to be used and must be discarded.

#7

YOU WANT TO CHANGE/ EXPAND YOUR BUSINESS TO START MANUFACTURING CHOP & DROP PANELS

Some contracting companies want to just focus their efforts on installing, but there are those that maybe want to branch out and diversify what they can offer by rollforming panels to sell to others as a “chop and drop” operation.

So instead of just rollforming your own roof panels, you could transport your portable machine to another contractor’s job site, run the panels they need, and then move on to the next job. This is just another avenue for making extra profits at little to no cost to you as the machine owner.

Choosing whether or not to buy a portable rollforming machine is an important decision with a lot of factors to take into consideration. However, if you’ve identified with any of the seven common reasons listed above, buying a rollformer might be an excellent choice for your contracting business.

FOR FURTHER ASSISTANCE IN DETERMINING IF BUYING A PORTABLE MACHINE IS RIGHT FOR YOU, ASK YOURSELF THESE QUESTIONS:

- Will I be overextending myself or my business if I were to purchase a machine? Will my business qualify for financing? (For reference: Depending on the features and functionalities, metal panel portable rollforming machines generally cost \$26,000 or above.)
- Is my business able to operate on a factory panel supplier’s schedule? Or are my projects frequently unpredictable?
- Is my business wasting a lot of metal, frequently having to cut up panels, or having ordering issues? Am I okay with that?
- If I were to purchase a machine, is there someone on my staff who can operate it? If not, am I able to hire a new employee?
- Do I want to diversify my business by offering a chop and drop panel service with my portable rollformer? Or am I just looking to focus on installing?

Now that we’ve covered reasons why people buy portable roof or wall panel machines, we’ll talk next about the process of buying a portable rollforming machine and what you can expect going into the purchase.

WHAT TO EXPECT WHEN PURCHASING A PORTABLE ROLLFORMING MACHINE

It doesn't matter if it's your first or fifth machine: Buying a new portable rollforming machine is an exciting step for any contracting or manufacturing business.

That being said, the process of buying a portable rollformer isn't something to take lightly, especially when you're spending thousands of dollars on a machine that your business's productivity and profitability depends on.

IN THIS CHAPTER

Specific considerations to keep in mind before and during the purchase of the machine to help make the entire process easier for you and your employees

WHAT TO KNOW AND DO BEFORE YOU BUY A ROLLFORMER

DO YOUR RESEARCH

You know what they say: An educated consumer is a smart consumer. Doing your research ahead of time, whether it's done online or otherwise, is the best way to prepare for the buying process. This includes looking at and comparing different:

MANUFACTURERS	PRICES	MACHINE SIZES
MACHINE SPEEDS	AVAILABLE PROFILES & SIZES	CHANGEOVER TIME
WARRANTIES	POWER REQUIREMENTS	AUTOMATED FUNCTIONALITY

While you might not be able to precisely determine what machine you want to purchase during the research phase, knowing more about your options can help narrow down your choices.

YOUR BUDGET

Your budget is one of the most important considerations when it comes to purchasing something as significant as a rollforming machine. You should have a comprehensive understanding of how much money your company can afford to spend on a roof panel rollforming machine. If you see that your business might be spread too thin if you bought a machine, you should consider other payment options, such as financing, renting/leasing, buying used equipment, or sticking with a factory panel supplier for the time being. Buying a machine is a significant investment, and we understand that it might not be right for everyone, which is why most manufacturers can help point you in the right direction that will work for you and keep your business profitable.

YOUR BUSINESS NEEDS & ABILITIES

Beyond knowing what is available in the marketplace, you should also have a solid understanding of your business needs and how a rollformer fits in with those needs. For example, some common reasons that a company decides to buy a portable rollformer include:

They want to start their own metal roofing contracting business

They want more control of their own production, inventory, and profits

They want to operate more efficiently on their projects

They can afford to buy one/it makes sense to buy one

They need to run longer panel lengths

They want to expand their business to offer “chop and drop” panels

There are many more needs that might warrant purchasing or financing a rollforming machine, which is why it’s helpful to discover your own reasons before you buy.

HOW YOU WANT YOUR BUSINESS TO CHANGE, OR NOT, WITH THE MACHINE

When you own a portable rollforming machine, your business can change in many ways. For example, if you want to start offering a “chop & drop” manufacturing service for other contractors to buy from, that’s an option. This is why it’s vital to ask yourself some of the following questions about your business:

What does my business focus on today? What do I want my business to look like/focus on in three to five years?

Profit growth

Project sizes & quantities (commercial vs. residential)

Offered products (roof, wall, under-decking, etc.)

Offered services (“chop & drop” panel supplier)

“

**WHEN YOU OWN A PORTABLE
ROLLFORMING MACHINE, YOUR
BUSINESS CAN CHANGE IN
MANY WAYS.**

”

WHAT PROFILES ARE POPULAR IN YOUR REGION

Profile popularity varies quite a bit depending on the location, environment, and weather patterns. It's important to know this because then you know what profiles or roller sets you need to purchase with the machine.

For example, property owners in cold weather environments that experience freezing and thawing tend to choose a mechanically locked system because it performs better than a snap-lock system when the panels expand and contract. If you've been working in the business for a while, you should be able to determine a profile's popularity with ease. If you're new to the industry, do some research and ask around to find out.

QUESTIONS YOU SHOULD BE ASKING MACHINE MANUFACTURERS

When you're contacting machine manufacturers, you should be asking as many questions as possible to gauge each company's capabilities, business practices, and general trustworthiness. These manufacturers want to talk to you about their rollforming solutions and should not have an issue answering any questions you ask.



Here are some examples of questions you should ask in the initial phone call or meeting with the machine manufacturer:

BUSINESS RELIABILITY QUESTIONS

- ✓ How long have you been in business?
- ✓ Are you part of a larger business? If so, what is the name of the parent company?
- ✓ As a business, do you offer any type of assistance after the sale?
- ✓ Do you have references or testimonials that I can read about or talk to?

MACHINE SPECIFIC QUESTIONS

- ✓ What is your lead time for getting this machine to me?
- ✓ Where do you manufacture your machines?
- ✓ Do you offer warranties? What are they?
- ✓ What are my payment options?
- ✓ Do you have a service department? If so, what does service cost?
- ✓ Do you offer training for this machine?

CONSIDER YOUR PAYMENT OPTIONS

After doing your research on various machines and machine manufacturers, there's another important consideration to make: What method of payment is best? Every new metal roofing business has different assets, levels of cash, etc. at the beginning. There are a variety of payment options to choose from to suit anyone's particular situation. These include buying a new machine, buying a used machine, financing equipment, and renting machinery. Weighing the benefits and drawbacks of each option can help you decide what's best for you and your business.

OPTION #1: BUYING A NEW MACHINE

BENEFITS

- You're the original owner of the machine
- You receive the original warranty
- New machines are often offered with machine training
- Variety of accessories and add-ons available for machine customization

DRAWBACKS

- Higher initial cost (potential sticker shock)
- Responsible for all maintenance, adjustments, and repairs

OPTION #2: BUYING A USED MACHINE

BENEFITS

- It's less expensive than buying a brand new machine
- It's a good alternative for those without a lot of initial cash flow
- Used machines get the job done (if still in good condition)

DRAWBACKS

- You're not the original owner of the machine, and you don't know what it has been through
- Warranties on used machines might not be transferable
- Necessary parts or accessories may not be available or included with the purchase

OPTION #3: FINANCING A MACHINE

BENEFITS

- Allows you to manage your initial cash flow
- You can get financing on a brand new machine
- Most financing terms are "lease to purchase," meaning you will eventually own the machine
- You can receive the Section 179 Tax Deduction
- Financing can help you determine your company's profitability

DRAWBACKS

- You might not be able to finance if you're a new business and have bad personal credit
- You end up paying more in the end with the interest payments

OPTION #4: RENTING THE EQUIPMENT

BENEFITS

- There's no significant investment required, just the rental cost
- Low risk, i.e. you don't have to do maintenance, repairs, or anything beyond the rental cost
- Allows you to rollform the products you need to do a project

DRAWBACKS

- You don't own the machine
- Subjected to availability restrictions, meaning that a machine you need to rent may not be available when you need it
- There can be limited machine options, which is especially true with metal roof panel machines

WHAT TO EXPECT DURING THE PURCHASE OF A MACHINE

Once you've asked all of your questions, learned about different machine options, considered how you want to pay for your machine, and examined your own business needs, you're ready to start the purchasing process.

The process we are about to dive into applies to buying a rollforming machine directly through New Tech Machinery. Make sure you understand from the machine manufacturer how their buying process works, and what you can expect when purchasing a machine from them.



HOW THE ROLLFORMER BUYING PROCESS TYPICALLY WORKS

Luckily, buying a portable rollforming machine is generally straightforward and not too complicated.

- 1** The buyer will talk with a knowledgeable salesperson (either via phone or in person) about the machine(s) they're interested in purchasing.
- 2** A formal quotation is issued to the customer for the desired machine(s).
- 3** The salesperson thoroughly reviews the quote with the customer to make sure everything included is correct: such as profiles, add-ons, options, special requests, etc.
- 4** Once the customer is in agreement with the formal quote, they can issue us a purchase order (PO) number, or send the signed quote back to us to indicate they are ready to submit a payment.
- 5** From there, we can issue the buyer an estimated build date, which gives them a better idea of when the machine will be ready for delivery or pick-up.

PAYING FOR YOUR MACHINE

After the official quote and agreement between both parties on the price and quoted products, payment is the next step of the process. As mentioned, there are many avenues available for purchasing a machine, including:

Paying for the entirety of the machine at one time (cash, credit, or otherwise)

Paying for the deposit and then funding the remaining balance before the shipment

Financing the machine through a financing company (get the machine now and pay it back later)

Leasing or renting the machinery (some companies even offer lease-to-own programs)

At NTM, to start production on a machine, the deposit (25% of the total cost) must be collected from the buyer. After it's received, our team begins to assemble the rollformer and prepare it for use. The final payment, including any freight cost, is due prior to shipping or at the time of pick-up at the factory.

Make sure you check with the machine manufacturer about their required deposits before they can begin making your machine, and what is required before shipping and receiving your portable rollformer.

A new portable rollforming machine can be the addition your business needs to take your production, profitability, and reputation to a whole new level.

IT'S IMPORTANT TO EDUCATE YOURSELF BEFORE MAKING ANY BUYING DECISIONS, AND REMEMBER THESE KEY POINTS:

- Always do your research and ask yourself/the manufacturer the hard questions before you put down any money.
- Make sure you pay for the machine in a way that works with your business plan. If you feel like it might be too expensive to pay for outright, look into financing, leasing, or other payment options.

Knowing how the purchasing process works can help make buying a new portable rollforming machine easier on any contracting or manufacturing business. But understanding the machine's price, and what to look for in a new or used machine can help you make a decision in the best fit for your business and customer's needs.

HOW MUCH DOES A **PORTABLE** ROOF OR WALL PANEL MACHINE COST?

How much something costs is easily one of the most prominent factors to know when you're purchasing a portable roof or wall panel rollforming machine for your business. Especially because owning or leasing a portable rollformer allows you to take control of your own production, cut out unwanted costs, and enables you to diversify what products/services your business can offer.

In other words, It's an important investment. That being said, the price tag isn't everything. There are many other factors, attributes, and functions that you should look for in both new and used roof panel machines before you put down any money.

IN THIS CHAPTER

The cost of some portable roof/wall panel machines

What factors affect the price of a rollformer

Common machine accessories and add-ons you can choose from

What to look for as you purchase a new or used machine

COST OF A PORTABLE ROOF OR WALL PANEL ROLLFORMING MACHINE

So what is the cost of a portable roof or wall panel rollforming machine? **Well, it depends.** In fact, it depends on numerous factors.

Base prices for portable roof and wall panel rollforming machines will vary depending on the machine manufacturer, features that the rollforming machine can offer like different profile options, or the various mechanical or electrical components inside the machine.

For example, at NTM, our base pricing on portable roof and wall panel machines are as follows:

**SSQI™ MULTIPRO
ROOF PANEL
MACHINE:
\$63,000**

**SSR™ MULTIPRO
JR. ROOF PANEL
MACHINE:
\$30,875**

**5VC-5V CRIMP™
ROOF PANEL
MACHINE:
\$46,200**

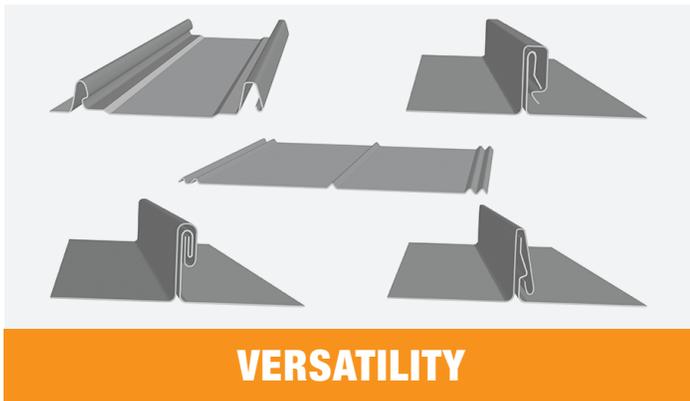
**WAV™
WALL PANEL
MACHINE:
\$151,000**



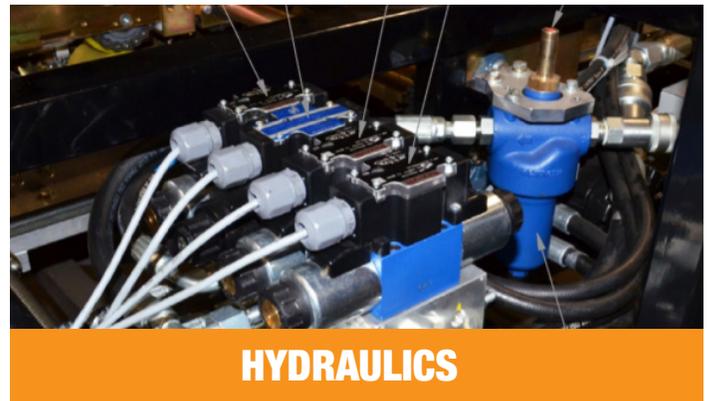
Keep in mind, **base prices for roof and wall panel machines may NOT account for accessories and add-ons offered at the time of purchase.** For detailed information about these machines and how they differ from one another, it may be best to contact the machine manufacturer and request more information on each machine's individual functions, features, and options available.

COMMON FACTORS AFFECTING THE PRICE OF A MACHINE

You might be asking yourself: What makes one portable roof or wall panel rollforming machine cost more than another machine? The answer lies within the unique features, functions, and additions that a machine does or doesn't offer. For example, here are some items that tend to make a rollformer cost more:



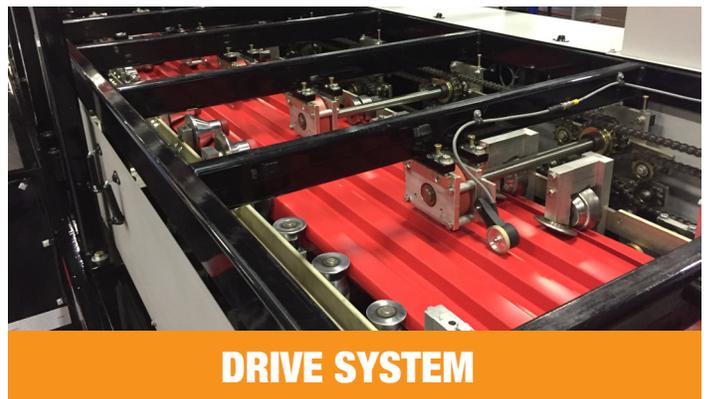
Roof or wall panel machines that can produce more than one panel profile are going to be more expensive.



If a machine is hydraulically driven, which increases speed and automates the shear, it will also increase the cost. Plus, the larger the machine, the more likely it is to have hydraulics to keep the machine continuously running, while smaller entry-level rollformers will be electrically driven with manual shears.



Machines that include computer-operated controllers that automate the panels to desired measurements, usually cost more. Controllers can also be offered as optional equipment.



Another defining factor in regards to price revolves around the drive roller system within the machine. The number and type of drive rollers used determines the thickness and gauge of material that can be run through it, which raises the price tag.

ROOF AND WALL PANEL MACHINE ADD-ONS & ACCESSORIES

Beyond just the standard rollforming machine, many options and functions can be added that will increase the price.

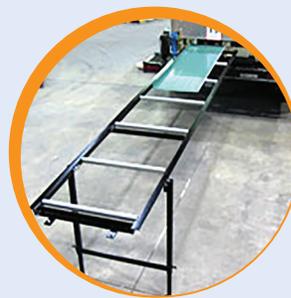
SOME OF THE MOST COMMON ACCESSORIES AND ADD-ONS



**OVERHEAD REEL
RACKS/EXPANDABLE
REELS**



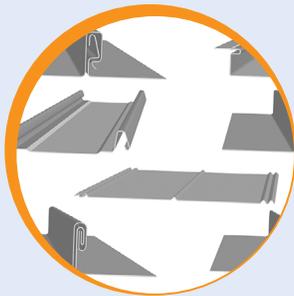
**COMPUTER
CONTROLLERS**



RUN-OUT TABLES



TRAILERS



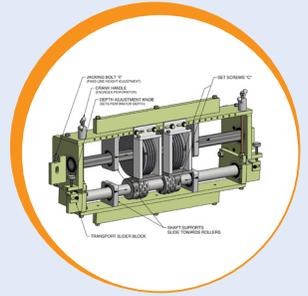
**ADDITIONAL PANEL
PROFILES
(ROLLER SETS)**



**ADDITIONAL
POWER PACK
(GAS OR ELECTRIC)**



CUSTOM COVER



PERFORATOR

Keep in mind, you can purchase any portable roof or wall panel rollforming machine without any of these add-ons. However, some of these items may be a necessity in your specific business situation, while others might be considered “nice-to-haves” or options to explore in the future.

WHAT TO LOOK FOR IN A NEW PORTABLE ROOF OR WALL PANEL MACHINE

The best way to make sure you purchase the right portable roof or wall panel machine is to be an educated consumer right from the beginning, as this equipment is a significant part of your business and production, In other words, it directly affects your profits.



You don't necessarily want to buy the first new portable roof or wall panel rollforming machine you look at. It's important to compare and contrast attributes among the ones you're interested in. Head over to the next page to find out what to check for when looking at your options.

THINGS TO CHECK FOR

HOW MANY PROFILES THE MACHINE RUNS

If you want to offer many different profile options to your customers, you'll want to make sure the new machine can accommodate tooling changes for the profiles you want to buy. You may also want to verify that the offered profiles are capable of passing the engineering and testing requirements that you may need.

SERVICE, PARTS AVAILABILITY, AND TRAINING

No one wants their new machine to run into issues, but it's imperative to know what to do if it does occur. This is why you should always ask the manufacturer if they offer service and training for the machines they sell. Plus, check how quickly they are typically able to get service or replacement parts when a machine goes down.

MACHINE SIZE

The size of the machine (length and weight) can make a difference for some contractors, especially if you don't plan to purchase a trailer for the rollformer because you may already have another form of transportation that might have size restrictions.

SEPARATE DRIVE AND FORMING ROLLERS

The best rollforming machines tend to be ones with separate drive and forming rollers. Separating the two results in less stress on the metal because the rollers aren't trying to form and drive the metal at the same time.

MACHINE SPEED

Most portable rollformers run fast and consistent enough so that panels can be continuously put up on the roofing structure. That being said, some machines may run slower or quicker depending on the use of hydraulics, so be sure to verify how fast it can run panels.

WARRANTIES

Before you buy new equipment, always make sure you know about the warranties on the machine or the various parts that are offered with the purchase.

“

THE BEST WAY TO MAKE SURE YOU PURCHASE THE RIGHT PORTABLE ROOF OR WALL PANEL MACHINE IS TO BE AN EDUCATED CUSTOMER RIGHT FROM THE BEGINNING.

”

POST-CUT OR PRE-CUT

There's a noticeable difference between cutting the metal before it enters the forming stations (pre-cut) and after it exits the forming stations (post-cut). What option to choose depends on your personal preference and individual business needs. Here's a further description of how the two differ:

POST-CUT

The metal part is formed first in the forming stations and cut AFTERWARD. One benefit of cutting after forming is complete is there are no length restrictions. Products can be cut as small as one foot long or shorter without any issues.

PRE-CUT

The metal is cut BEFORE it goes through the forming stations at the entry of the machine. Conversely to post-cut, there are short length restrictions on pre-cut machine shears. However, pre-cut offers a cleaner cut than post-cut machines.

WHAT TO LOOK FOR IN A USED PORTABLE ROOF OR WALL PANEL MACHINE

Let's say you're not quite ready for a brand new rollforming machine, which is very common for new or smaller businesses, so you want to look into purchasing a used portable rollforming machine.

Buying a used machine comes with its own set of precautions. To get a better idea of the quality of the used rollformer, check out the following attributes (in addition to the items mentioned in the new machine section):

VIEW AND TEST THE MACHINE IN PERSON

A problem consumers run into time and time again is buying a roof panel machine without ever looking at it and/or checking the machine's capabilities in person. Running metal through the machine is easily the most essential task to do when looking into used equipment, especially before any money is exchanged. We can't stress this point enough: **It's up to you as a buyer to make the seller run material through the machine to create panels for EVERY profile and size to prove the machine functions correctly.**

CHECK THE INSIDE AND OUTSIDE

Outward appearances on a portable roof or wall panel machine aren't everything, but if you find a machine that looks really bad on the outside, it also could mean that the inside might not have been maintained either. You could even run into a situation where the outside of the machine looks great, but the interior has issues. This is why it's vital to check the quality of the rollers to ensure they are still in good working condition.

MACHINE LOCATION

There are specific environments, such as those on the coast, that can cause a machine to prematurely rust. In most cases, the rust can be cleaned off, but still look for it before you buy so it doesn't continue to degrade.

AGE OF THE MACHINE

Luckily, if the machine is maintained and taken care of, it can last for years without severe signs of wear and tear. However, if the rollformer is older and it looks unmaintained, it might not be worth purchasing.

INCLUDED PARTS

Depending on the seller, the components, accessories, and add-ons included with the used machine can vary dramatically. Always make a point to ask about:

Tooling/roller sets	Decoilers
Computer controller	Run-out stands
Trailers	Power packs
Reels	Machine covers

FACTORY WARRANTIES AND ARE THEY TRANSFERABLE

Warranties are a huge selling point for new machines, but that doesn't mean that a used machine isn't warranted. Always ask the seller beforehand if:

- A** There are one or more warranties still valid on the machine
- B** The warranties are transferable from owner to owner

BUYING A PORTABLE ROOF OR WALL PANEL MACHINE CAN GIVE YOU THE COMPETITIVE EDGE IN YOUR REGION AND TAKE YOUR BUSINESS TO THE NEXT LEVEL. HOWEVER, YOU WANT TO MAKE SURE YOU'RE BUYING THE RIGHT MACHINE, NEW OR USED, WITH THE ACCESSORIES AND OPTIONS THAT YOU NEED. KEEP IN MIND:

- The base cost of a roof or wall panel rollformer normally doesn't include many accessories or add-ons, which increase the price, but adds more functionality, ease-of-use, and end-user satisfaction.
- Many variables affect the cost of a rollformer, including versatility, hydraulics, technology, and drive systems.
- Make sure the **new machines** you're looking at offer the features you want, such as profiles (roller sets), pre- or post-cut shears, speed, etc.
- When purchasing **used equipment**, always go see the machine in person and run material in every panel profile and size the rollformer can produce.

As important as it is to understand how much a portable roof or wall panel rollforming machine costs and the factors that affect the price, it's also critical that you consider what payment options are available to you that can help preserve your business' cash flow. Next we'll talk about financing your portable rollforming equipment and the pros and cons of financing options for contractors, manufacturers, and business owners.

FINANCING MACHINERY FOR YOUR NEW METAL ROOF BUSINESS

WHAT TO KNOW ABOUT FINANCING OPTIONS FOR YOUR BUSINESS

Whether you're starting a new business in metal roof contracting, supplying "chop and drop" panels, or you own an existing business in this industry: Cash flow is vitally important.

That said, some varying degree of investment is required for your business to have the roof panel machinery needed to complete projects. One of the best ways to ensure you have the necessary tools while still preserving your cash flow is to finance the equipment. So, what is financing, what are the pros and cons, and how does it work when purchasing portable rollforming equipment? Let's discuss.

IN THIS CHAPTER

What is machinery and equipment financing?

Why finance your machinery if you're a start-up business?

The process of applying for and receiving financing

WHAT IS MACHINERY & EQUIPMENT FINANCING?

We're sure everyone has an idea of what financing is. Specifically defined, financing is the process of providing funds for business activities, making capital purchases, or investing. Financial institutions such as banks and third-party lenders are in the business of providing capital to companies so they achieve business growth and manage their cash flow.

As it applies to the portable rollforming world, nearly all financing options are lease-to-own, meaning that the machine will be owned by the initial borrower when all the loan payments of the agreed term are paid in full.

IN 2016, OVER \$1.5 TRILLION WAS SPENT ON EQUIPMENT FINANCING IN THE U.S.

Of that amount, \$1.02 trillion was financed (approximately 68%).

85% OF U.S.-BASED COMPANIES FINANCE THE EQUIPMENT NEEDED FOR THEIR BUSINESS.

89% OF THE COMPANIES THAT DID FINANCE EQUIPMENT SAID THEY WOULD FINANCE AGAIN.

HOW IT WORKS

Here's a quick run-down of how new business machine financing works:

1

The borrower will complete a one-page application and share information about their experience in business generally and/or any prior experience in rollforming. For reference, start-ups are defined as zero to two years in business.

2

The borrower's approval will include the terms and an interest rate matching their personal credit and business experience (some down payment may be required in the zero to one year category). Financing terms are commonly anywhere between 36 to 60 months.

3

The lender will pay the manufacturer on their required terms to have the machine(s) ordered or built.

4

The borrower can take the Section 179 tax deduction for the purchase of capital equipment.

THE PROCESS FOR APPLYING & RECEIVING FINANCING

At New Tech Machinery (NTM), we partner with a company called Apex Capital Group, Inc. that can provide new business owners with financing options. Make sure you understand from your machine manufacturer if you'll have access to financing, and who you should contact to discuss your options. Here are the steps you should take as a new business owner to receive financing through Apex Capital Group, Inc. (as it applies to NTM). Please note that you will need a quotation or at least a price range for the equipment you are interested in to begin this process.

1

COMPLETE THE ONE-PAGE CREDIT APPLICATION

To begin the financing process, you'll need to fill out **Apex Capital's one-page equipment finance credit application**. Once this has been completed in its entirety, email the document to Apex Capital. This document does not require a fee and is obligation free. Apex Capital can help discuss your options and programs at any time.

2

PROCESS AND DISCUSSIONS WITH APEX CAPITAL WILL BEGIN

Once the application is received, Apex Capital will begin working on getting your financing approved. An employee may also reach out to you to discuss the details of the application.

3

APPROVAL DECISION IS MADE BY APEX CAPITAL

Although still much faster than traditional bank loans, new business approvals generally take four to five business days. Established businesses are often approved within 24-48 hours.

4

WORK TOGETHER TO DETERMINE TERMS OR ANOTHER PATH

Once approved, Apex Capital will review all terms, rates, and options. They will answer all of your questions and be available to you as your business grows. If not approved, they can still help you by discussing other routes you might be able to take to improve your likelihood of future credit approvals.

5

IF APPROVED, SEND DOCUMENTS AND APEX CAPITAL WILL PAY NTM

If your financing is approved, documents will be sent over, which you will need to sign before payment is released to New Tech Machinery. You will receive confirmation that the payment has been received and can start tracking the progress of your rollforming machine.

WHY FINANCE YOUR MACHINERY IF YOU'RE A START-UP BUSINESS?

Surprisingly, the most common challenge for new businesses in their first two years is keeping enough working capital on hand to operate and grow their business. That's why financing is available to help alleviate some of those woes.



Let's go through some more of the benefits and drawbacks to think about when you're determining if financing machinery is right for you.

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**85% OF U.S.-BASED
COMPANIES FINANCE THE
EQUIPMENT NEEDED FOR
THEIR BUSINESS.**

A white square containing a stylized orange closing quotation mark.

BENEFITS OF FINANCING EQUIPMENT & MACHINERY FOR NEW BUSINESSES



MANAGE YOUR CASH FLOW

As we mentioned, control over the cash flow is vital for a new business. Securing funds from a lender for capital equipment and other hard assets keeps your cash available for materials, overhead, business development, and payroll. Financing is a good option for keeping the cash flow strong.



FIXED RATE

Equipment Finance Agreements (EFAs) are all fixed interest rate for the duration of the term. This helps to budget and prepare for all future payments. Also, fixed rates will never change and are unaffected by rumblings in the economy or the stock market.



TAX ADVANTAGES

There are several tax write-offs available when purchasing capital equipment, regardless of whether you pay cash or finance. This should be discussed with your accountant, as many situations are unique to the individual business structure, location, and profitability.



FINANCING HELPS DEVELOP CREDIT FOR BUSINESSES

After you receive your first loan, your business starts building the credit that may be needed as your business grows. Financing is predominantly reported to business credit reporting agencies, such as Dun and Bradstreet, PayNet, Experian Business, etc., as opposed to being classified as personal debt.



NO ADDITIONAL COLLATERAL REQUIRED

A bank will likely cross-collateralize your loan and secure it with what is known as a blanket lien on your business. Equipment Finance Agreements and \$1 Buy Out Capital leases often use only the machine you are financing as collateral. This is known as an asset specific lien.

DRAWBACKS OF FINANCING EQUIPMENT & MACHINERY FOR NEW BUSINESSES



JUDGED ON PERSONAL FINANCES

Loans for new businesses are based on the personal credit standing of the business owner/borrower, as there is not a past business credit history for the company.



EARLY BUYOUT LIMITATIONS

New businesses often don't have the flexibility to pay off the financing early without any penalty.



HIGHER INTEREST RATE

Typically, the interest rate for a start-up company is higher due to the lack of business history and business credit.



BORROWING LIMIT

Start-up approvals are also often limited to a maximum borrowing amount of \$100,000.

ALTHOUGH YOUR BANK MAY HAVE SAID NO TO YOU, FINANCING CAN STILL BE AN OPTION TO PURCHASE THE MACHINERY AND EQUIPMENT YOU NEED TO GROW YOUR BUSINESS. TO GAUGE IF FINANCING IS RIGHT FOR YOU, START BY ASKING YOURSELF THE FOLLOWING QUESTIONS:

- What machinery and equipment do I need for my business to be profitable?
- How much working capital do I have to start with? What categories will it cover?
- Am I able to afford to buy a machine outright? Would that stretch my cash too thin?
- Do I know what my credit situation is?
- Do I foresee my business having enough work to cover monthly payments after all overhead costs?

Now that you've purchased your portable roof or wall panel machine, reviewed financing options, what happens next? As a new machine owner, it's important that you understand the shipping process, how to get the most out of your machine through training, and how to keep your machine running a long time with routine maintenance.

NTM'S POST-SALES SUPPORT

SHIPPING, UNPACKING, TESTING, AND MACHINE OPERATION BEST PRACTICES

So here we are, you've done your research into portable roof and wall panel machines, figured out which one is best for you and your business needs, and made a deposit. What happens next?

There's so much that goes into getting your machine to you, preparing to be a new machine owner, and understanding best practices of using portable rollforming machinery.

If you choose to buy your machine with New Tech Machinery, here's the level of service and support you can expect as a portable rollforming machine owner and user.

IN THIS CHAPTER

The shipping process

Receiving and unpacking your machine

Getting set up with machine training

Best practices of maintaining your roof or wall panel machine

WHAT TO EXPECT DURING SHIPPING

After you've decided on a portable rollforming machine, and made any necessary final payments or deposits, next comes shipping. Let's get into what you can expect during the shipping process including what goes into shipping costs and how we prepare machines for shipping.



Shipping can vary from manufacturer to manufacturer, so it's essential to inquire about the details ahead of time. At New Tech Machinery, we use certain methods to ship our machines, and there are some details, like cost, shipping locations, and unpacking methods, that are only applicable to our machines.

SHIPPING PRICES AND METHODS

Typical shipping costs may depend on a few factors: distance, size, speed, and weight. Pricing varies depending on the equipment, where it's going, and the transportation method used. At New Tech Machinery, we price our shipments by volume (cubic feet). We do our best to try to combine our customer's shipments to help keep the price of shipping down.

“

AT NEW TECH MACHINERY, WE PRICE OUR SHIPMENTS BY VOLUME (CUBIC FEET). WE DO OUR BEST TO TRY TO COMBINE OUR CUSTOMER'S SHIPMENTS TO HELP KEEP THE PRICE OF SHIPPING DOWN.

”

The price of shipping varies depending on which method you use like airfreight or trailer. Some methods of shipping will be more expensive than others, which is often based on finding the best carrier for shipping the equipment and how to best take that equipment to its location, especially if it's going overseas.

COMMON METHODS USED TO SHIP PORTABLE ROLLFORMING EQUIPMENT



AIRFREIGHT



CONTAINER SHIPPING



INSIDE A TRAILER



ON A FLATBED TRAILER

For international deliveries, it's usually a more expensive process since more documentation is required, and it usually takes longer. You can always reach out to one of our rollforming specialists for specific details on international shipments and machine purchases. Also, please note that international customers will also be responsible for any additional taxes, duty fees, and destination charges incurred during the shipping process or when processing final receipt.

PREPARATION AND PACKAGING OF ROLLFORMING MACHINES

To make sure your rollforming equipment and add-ons make it to you as safe as possible, we shrink-wrap the machine, including boxes of machine materials and accessories, and put padding around them during transportation.

After it is shrink-wrapped, the shipping labels go onto the machine. If you ordered your machine trailer-mounted, we'll also include instructions on how best to get the machine out of the enclosed trailer, as well as place tags for the correct lifting points.

There are some different options offered for machine packaging. Typically they're shipped using:



A PALLET/SKID

The sides of the rollforming machine are wrapped with cardboard, and then the whole machine gets shrink-wrapped and set on a pallet for shipping, usually inside commercial-type trucks. This method helps for easy lifting and moving of the rollforming equipment and should only be used for shipping purposes, not as a permanent base or foundation for the machine. If you will be loading the machine onto your trailer, it's recommended not to use a pallet, as the machine gets mounted directly to the trailer's deck.



A CRATE

Shipping roof or wall panel machines via a crate allows for better protection and less of a chance for damage to occur. All crates will have a built-in pallet or skid on the bottom, for easy unloading with a forklift. Check with the machine manufacturer if there is an additional or extra charge for shipping via crate.



A CONTAINER

Container shipping is a common option for international clients. Containers are available in either 20' or 40' lengths depending on the size and amount of equipment to be shipped.

HOW TO RECEIVE & UNPACK YOUR MACHINE

After preparing, packaging, and shipping your machine, there are a few important things for you to know about picking up and unpacking your portable rollforming machine. Here's what we recommend:



BRING CORRECT PAPERWORK

When you pick up your shipment at the freight terminal, you'll want to have the proof of shipment paperwork that distinguishes you as the machine owner or purchaser. Other paperwork that may come in handy includes documentation of purchase, tracking labels, or container seal verification papers.



MAKE OFFLOADING ARRANGEMENTS

Once the machine arrives at the specified destination, you'll need to make sure that someone is there in person to unload the machinery and transport it to the place where it will usually be used. Having someone present to help unload the machine also helps to inspect the rollforming equipment for any possible damage. You'll also want to make sure you have a loading dock located at the shipping location, or make arrangements to use a flatbed tow truck.



BRING PROPER EQUIPMENT

For overseas shipments, if it's shipped inside a crate or a container, you'll want to make sure you have the proper equipment to get it out of the container or crate. Equipment you may need includes proper hand tools, unloading equipment like a forklift, and transportation to take the machine to its final destination.

CHECKING FOR DAMAGE

Freight companies are notorious for damaging items during shipments or when loading items in and out of the container. This is why you need to inspect the packaging and the machine for visible and hidden damage before you sign for the package and before the delivery driver leaves.



We recommend noting any noticeable damage on the shipping document before signing for the delivery. If small to moderate damage has occurred, take photos of the problem areas and notify New Tech Machinery immediately so we can file a freight claim to replace the pieces/parts of the machine. If the machine appears to have sustained significant damage in shipping, you can notify New Tech Machinery and reject the shipment if needed. The equipment will then be returned to the shipper for repair/replacement and re-shipment.

UNPACKING YOUR MACHINE

Once you get the machine and ensure there's no damage to it, there are some recommended steps to take as you unpack your portable rollforming machine.



- 1** Remove the packing slip and keep it nearby for reference.
- 2** Unwrap the machine and take off any remaining packaging.
- 3** Verify everything listed on the packing slip has been received/included, such as the manual, the package of supplemental documents, and any accessories and add-ons.
- 4** Remove the items and accessories from the top of the machine.
- 5** Take the top covers off and inspect the inside of the machine to check for any foreign material, loose parts, or anything else that doesn't look like it belongs.
- 6** If everything is in order, reinstall the covers.

TESTING YOUR MACHINE

Once you've looked over the machine and verified the rollformer is how it should look, it's time to test it out and make sure it functions properly. Follow these steps for testing your new NTM rollforming machine:

1

BEFORE YOU TEST THE MACHINE

We strongly recommend that you read the manual and understand the "ins and outs" of your new machine before you use/test it. If you have any questions or need help understanding something, call New Tech Machinery or your nearest distributor.

2

HAVE AN EXTENSION CORD READY (IF NEEDED)

Have a 10-gauge extension cord ready for testing (12-gauge cords work too—refer to the machine manual for specifications on extension cords you can use). An extension cord is only needed for SSR Roof Panel Machines, as larger machines will have either gas or 220V power.

3

PLUG IN THE MACHINE

Plug the machine in and try all of the functions without any material in the machine: forward, reverse, jog, and run.

4

PREPARE A METAL SAMPLE

If everything looks to be working, prepare a sample piece of metal coil. Specific instructions for the coil size depends on the machine, so please refer to the rollforming machine's manual.

5

FEED THE COIL

Once you've prepared the coil, feed it into the machine and JOG it through the machine until it exits the shear. Be very careful and jog the material all the way through the shear, as it could hang up on the shear and jam the machine.

6

CHECK FOR IMPERFECTIONS

Finish running out the piece and check it for straightness, marks, scratches, or other imperfections. If there is a problem, refer to the troubleshooting section of the manual first. If that doesn't solve your problem, please contact NTM.

7

PUT THE MACHINE AWAY

Remove the rollformer from the skid, place the machine where it will usually be used (trailer, platform, etc.), and be sure to secure it using the specified instructions.

8

ALL DONE

The machine is ready to go!

TRAINING AND LEARNING ABOUT YOUR MACHINE

Depending on your experience, size, and ability to hire new employees, you might want to get some training on your new rollforming machine, which is commonly offered by the machine manufacturer. We offer one free initial training session with the purchase of a new machine, held at our facility in Colorado, but we can also do field training upon request.

If you are going to be operating the portable rollforming machinery on a day-to-day basis, training can be very beneficial, especially for people who are new to this industry or are unfamiliar with using portable rollforming machinery.



Training sessions include learning about:

**SAFETY PROCEDURES
WHEN USING YOUR
PORTABLE ROLLFORMER**

**HOW TO OPERATE
YOUR ROLLFORMER**

**THE ENTIRE SCOPE OF THE
ROLLFORMING PROCESS**

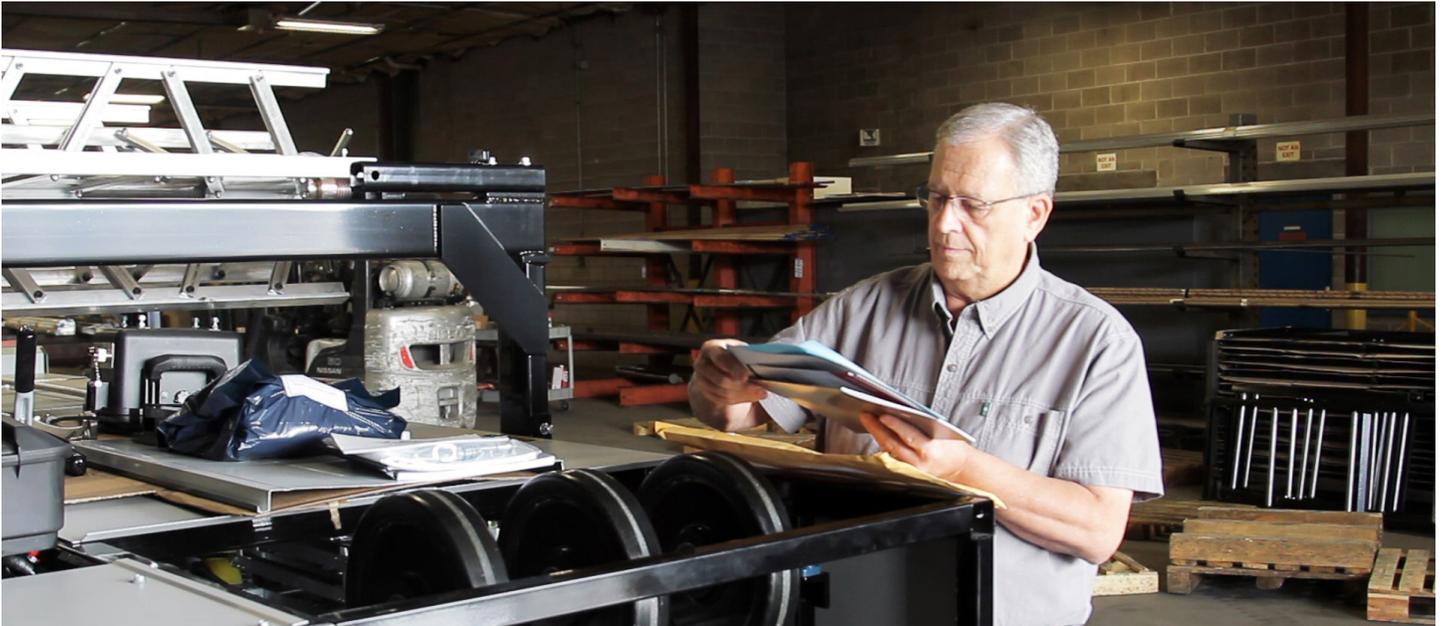
**DIFFERENT TYPES AND
GRADES OF MATERIALS**

**WHAT EACH
ROLLFORMING MACHINE
COMPONENT DOES**

**BEST PRACTICES TO
KEEP IN MIND WHEN
MAINTAINING YOUR
MACHINE**

REGISTERING YOUR WARRANTY

Register your machine warranty, either by filling out the paper you receive in the document packet with your machine or on our website.



“

WE BACK OUR MACHINES WITH THREE YEARS LIMITED PARTS (INCLUDING ELECTRICAL)/THREE YEARS LABOR WARRANTIES. OUR INTERNATIONAL WARRANTY ALSO COVERS THREE YEARS LIMITED PARTS (INCLUDING ELECTRICAL) BUT EXCLUDES FREIGHT. WE ALSO OFFER LIMITED LIFETIME WARRANTIES ON OUR DRIVE ROLLERS AGAINST SEPARATION.

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We back our machines with three years limited parts (including electrical)/three years labor warranties. Our international warranty also covers three years limited parts (including electrical) but excludes freight. We also offer limited lifetime warranties on our drive rollers against separation.

MACHINE MAINTENANCE

One of the best ways to keep your portable rollformer running at its best is to keep it cleaned, inspected, and properly maintained. Not only will your machine last longer, but it also improves the quality of the finished panels.

If you're using your portable roof or wall panel rollforming machine daily, you'll want to make sure you check your machine weekly and clean it regularly. This can help keep your portable rollforming equipment in great condition so it won't need major service or repairs later. Making maintenance a part of your routine can help save you time and money in the future and ensure you catch any issues before they become bigger problems.

Here are some common maintenance actions and machine owner best practices to keep in mind:

**KEEP THE MACHINE FREE
OF DUST AND DEBRIS**

**INSPECT PARTS ARE
WORKING CORRECTLY**

**CHECK FOR FLUID OR
OIL LEAKS**

**INSPECT ELECTRICAL
COMPONENTS**

**LOOK FOR SIGNS OF
DAMAGE INSIDE THE
MACHINE**

Refer to your machine manual for the specifics involved in maintaining your portable roof or wall panel machine. They include routine and common maintenance procedures you can do on your own, timelines to perform each maintenance action, and recommended tools and lubricants.

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FOR NEW MACHINE OWNERS, TRAINING IS THE BEST WAY TO GET HANDS-ON EDUCATION ON HOW TO SAFELY USE YOUR ROOF OR WALL PANEL MACHINE.

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MACHINE SERVICE

Depending on how you use your portable rollforming equipment, prompt service and/or repair on your machinery can extend its life, and maintain high-quality products. While there are some common problems you can troubleshoot using the manual or calling a service technician, there are certain situations where you need the expertise of a service technician for assistance.

Common signs that your portable roof or wall panel machine may need service include:

Machine won't start

Machine won't drive metal coil

Machine won't cut material

Issues with the controller

Noises or vibrations are coming from the machine

If you think your machine needs service, contact our facility. Send us pictures or videos of the problems so we can see the issues you're experiencing. If it's one of our manufactured machines, we'll ask for the serial number and model number of your portable rollformer.

YOU ALREADY KNOW THERE'S A LOT THAT GOES INTO RESEARCHING THE VARIOUS TYPES OF PORTABLE ROOF AND WALL PANEL MACHINES THAT CAN HELP YOUR BUSINESS, WEIGHING THE PROS AND CONS OF USING SUCH A MACHINE, AND FINALLY MAKING THE PURCHASE. REMEMBER:

- Shipping processes vary from manufacturer to manufacturer so find out the differences between prices, what documentation you need to have upon picking up your machine, and how they package the machine prior to shipping.
- Check for damage that may have happened during shipping before unpacking your machine, and follow any recommended manufacturer guidelines on how to safely unpack your roof panel machine.
- Test your machine prior to operating it at a job site to ensure it's in good working order, and check for any signs of hidden damage.
- For new machine owners, training is the best way to get hands-on education on how to safely use your roof or wall panel machine, troubleshoot common problems, and change profiles.
- Keep up with maintenance on your roof panel machine, and understand the signs of when your machine may need service to ensure your machine lasts a long time and produces quality panels.

FINAL THOUGHTS

If you're interested in learning more about purchasing one of our portable roof or wall panel machines contact New Tech Machinery today to get a quote. So we can better serve you, it's helpful to have already done the following:

IN ORDER TO HELP US BETTER SERVE YOU



READ

Read and research content and videos on our site pertaining to what machine and add-on options you would use the most and would like to purchase.



RESEARCH

Research your market on what profiles are popular, and what customers in that area would use.



TALK TO US

Talk to our rollforming specialists with any questions you have, or for help in buying the right roof panel machine for your business needs.



GET FUNDING

Have funding in place, either through financing options or pay all at once. You'll want to be sure you pay with a way that works with your business plan.

For more information on portable rollforming machinery, and the metal construction industry, check out our resources section with [blogs](#), [videos](#), [downloads](#) and [more!](#)