

# Recession Busting Super-Hero?

Commentators in all the media have been reporting the demise of our various economies for 12 – 18 months or so. Sadly and perhaps even unwittingly, while they so diligently went about their business, they have fuelled the gathering momentum of the global economic situation. Certainly no western economy has escaped without damage.

Now that we're in it, the commentators (the 'Recession Gurus'), are saying that we must improve efficiencies, reduce overhead, change wasteful practices, develop new methods or implement new technology or all the above! That's easy to say if you know how and it is usually expensive!

Well, every now and then, a new method arrives on the scene like a comic book super-hero with a genuinely new and efficient process-breaking benefit to your business – a benefit so significant that **you simply must put down your morning brew and take a closer look.**

### Background

For many years now AppliCad has been developing a waste reduction process for metal roofing. This process has been in the AppliCad Roof Wizard software for more than 7 years and in commercial use at several roll forming companies in Australia for 3+ years, very successfully. So this process is proven and waste reduction by re-use of off-cut material works – it really works!

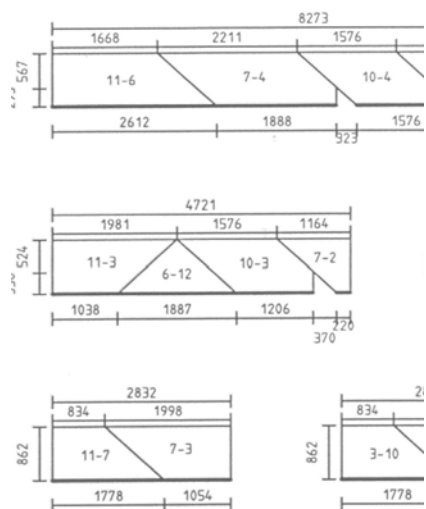
The best results are achieved on 'cut-up' metal roofs which are usually steep pitched residential, but any 'cut-up' commercial roofs also benefit.

### 5% to 15% Waste Reduction

The waste reduction is achieved by an AppliCad development called 'linear nesting' panels. The angle cuts of the

panel where the panels meet a hip or valley on the roof are partnered up to give two panels with a single cut and no waste (refer to picture below). Multiply this process over the whole roof and you can see how it works. Off-cut waste reduction of between 5% and 15% is achieved depending on the style of roof and the roofing material used.

Let's say 10% for argument's sake and stop and think for a second. **Ten percent of metal that would otherwise have gone into trash is now saved!** Ten percent of your job margin is now in the bank! Will that impress the "Recession Guru"? I think so.



**Pic 1. Panel cutting details of 'nested' panels – details may be Metric or Imperial units.**

*Note panel designation eg. 11-7 indicates roof plane 11, panel 7 nested with roof plane 7, panel 3.*

The process may not suit all panel profiles, but most roof categories and most roof profiles will benefit. The panel cut-list and the panel placement drawing are generated automatically and the package is complete.

Now, on its own this is pretty cool, but this isn't 'Super Hero' stuff. AppliCad needed a partner in the process to take full advantage of the technology. A partner that was able to bring other tools to bear that, when combined, achieved hero status – almost two plus two equals five!

With the appropriate melodramatic entrance music (dub your favourite in about here) – enter the **Swenson Shear Snap Table Shuttle!**

If you have a roll forming business and your typical jobs include hips and valleys then you just have to stop and look, and wonder.....



**Pic 2. Swenson Snap Table 7000 Shuttle mounted at exit of roll former.**



**Pic 3. Close up of Swenson Hemmer attachment.**

The Snap Table Shuttle can be used as a stand-alone panel processing station or in conjunction with a portable rollformer. The Snap Table Shuttle has a remote interface kit as an option for Newtech rollformers. The operator who stands in front of the Snap Table calls for each new panel by pressing a button on the end of a cord that connects to the rollformer controller. Please enquire if the interface kit is available for other brands of rollformer.

Now, take a typical scenario – You have a steep pitched, hip and valley roof that you will install standing-seam panels onto. Panels go all over the place. You have bid the job using AppliCad Roof Wizard. **You already have a roll former** and you have just invested in a

Swenson Shear Snap Table. You have now won the job and you're itching to start.

These are the easy steps to greater efficiency on site:

1. Check measure the job verifying critical roof features - to make sure that it is built as you bid it. (Modify details if required.)
2. Load the coil onto your machine and set the Swenson Snap Table at the exit of your roll forming machine (Optional Shuttle version).
3. Start forming panels according to the printed Panel Cut List supplied by Roof Wizard. If you have a smart controller, transfer the list using a USB memory stick.
4. Following the Panel Cutting list and Panel Cutting Details supplied by Roof Wizard – notch and shear each panel to the specified dimensions.
5. On each hip or valley cut, the matching nested panel can be installed immediately or set aside for when you get to that part of the roof.
6. Continue until the roof is covered.
7. Pack up and go home.

Very efficient, very quick, improved quality, little or no waste.

**And simple to implement!**

OK, so the marching band didn't appear around the corner when you looked up at the completed task, but you could hear the music in your ears! You can improve your bottom line as the "Recession Gurus" are suggesting you do and without breaking the bank.

**You use your existing roll former**, anything up to 22gauge, learn how to drive an estimating program and you're set. The savings achieved from reduced waste, improved efficiency on site and accuracy in estimating could give you a **pay-back in just a few jobs.**

And the best news is the cost – a fraction of what you have invested already in your machines and your employees already. **This is real recession busting, Super-Hero stuff if ever we saw it.**

What we know as a fact is that estimating can be difficult because of the complexity of roofing systems in use today. What we also know is that estimating errors are expensive to rectify and usually not discovered until the cost to rectify is the highest. That is why good quality estimators and automated estimating systems are usually worth their cost.

**Automation = Efficiency**

With AppliCad you have an automated system that provides the tools that achieves the objectives of reducing waste, improving efficiency, improving accuracy and reducing errors. Once set up, such an automated system will also enable less experienced estimators to complete more complex estimating tasks most reliably and just as effectively as their more senior colleagues. No manual calculations, no missed items or missed areas, no pen and little paper.

Further, training installers to a higher level of consistent quality will also be easier with the implementation of the Swenson Shear Snap Table. Notch and shear straight or angle cuts, fold a perfect radius hem on eave panels – stand alone or inline with your roll former up to 22 gauge material. No burr, no paint damage, no denting or scratching. Simple.

AppliCad Roof Wizard provides additional value that is included in the software – functions such as shadow analysis, solar planning, automatic generation of workshop details for trim, a full function 3D CAD system, user defined reports, digitising satellite or aerial imagery to generate a roof quote and much more.

Investment in AppliCad software and a Swenson Shear Snap Table will ensure your company survives the recession by making it a more efficient company with better services well into the future – a roofing 'Super-Hero' in the making.

Just add your own music!

For more information about your unnamed Recession Busting Super-Hero, contact AppliCad manager, Mr Chas Wilson – Direct line: 561 319 8822 or Swenson Shear President, Mr Jon Lindskoog – Direct line: 209 632 9928.

[www.appliacad-USA.com](http://www.appliacad-USA.com)  
[www.swensonshear.com](http://www.swensonshear.com)

**Key points for your company**  
 - **AppliCad Software/Snap Table**

- State-of-the-art Efficiency
- Cost effective
- Easy to implement
- Reduced overhead
- More accurate estimates
- Complete job documentation
- Automatic workshop details
- Panel cutting details
- Supplier order forms
- Works with any roll forming machine
- Reproducible quality
- Reduced waste
- Clean, square edges
- Consistent angles and hems
- Dramatic labor savings
- Safer job site

**At work in 35 countries!**

**appliacad**

**Reduce overhead**  
**Reduce waste**  
**Reduce errors**  
**Make More Money!**

*The most advanced estimating software for roofing and cladding in the world today. Call - AppliCad USA Inc. - toll free - 1800 966 1698*

**[www.appliacad-usa.com](http://www.appliacad-usa.com)**