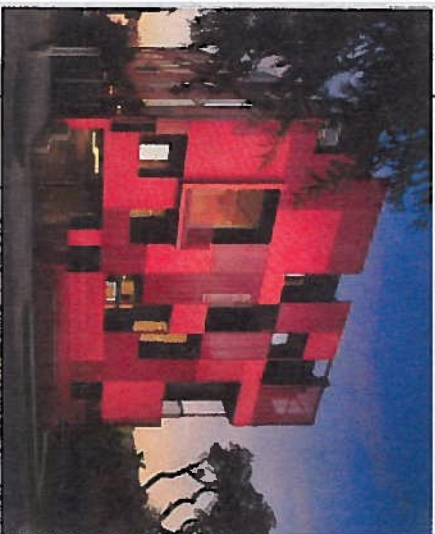


## Metal panels

### transform residential building

When it comes to multi-residential buildings, some developers take a cookie-cutter approach.

But Lorcan O’Herlihy Architects in Los Angeles came up with a metallic facade for the new Formosa 1140 multi-residential building in West Hollywood, Calif. The project uses 12,900 square feet of Metal Sales’ perforated T16-E panels to create a multilayered



Metal panels from Metal Sales were used to create a geometric design on the exterior of a multi-residential building in West Hollywood, Calif. The project team said the design was chosen for its visual appeal and sustainability.

checkboard of sustainable materials. The new 11-unit housing project employs texture, color and shape to create an ordered geometric pattern

that literally pops from the underlying frame. Perforated cladding is used to create a translucent effect that also serves to shade the facility without inhibiting views to the outside. The corrugated lines of the panels are juxtaposed in alternating horizontal

and vertical directions, creating an intricate patchwork out of just two colors. Various-sized cutouts frame the balconies, windows and walkways for additional dimension and openness. The Metal Sales panels are a custom polyvinylidene fluoride in colors called Coronado Red and Raucous Orange. The architects on the project said the panels not only provide the main focal point of the facility, but they also offer architectural benefits beyond their obvious aesthetic value: They are durable, sustainable, and heat-reflective — all critical considerations for the building’s warm West Coast location.

“Metal Sales embraced our design, creating a nonstandard wall panel just for this project,” explained Lorcan O’Herlihy, principal of Lorcan O’Herlihy Architects. “The striking nature of the panel, with added benefits of durability, recyclability, and shading creates a smart, stand-out building exterior.”

The 36-inch T16-E panels feature 90-degree vertical box ribs with 4-inch centers and an exposed fastener. Offering highly customizable profiles, the product can be made of stainless steel, copper, or aluminum with multiple finishing options.

“This is a truly outstanding application of our exceptional product,”

said Steve Lentric, vice president of sales and marketing for Metal Sales. “We are proud to be able to provide custom solutions for such a creative design in terms of profile and color, and the end result is awe-inspiring.”

## Pa. contractor adds fabrication to services

Stouffer Mechanical Contractor in Chambersburg, Pa., is like many HVAC, mechanical and plumbing companies across the country.

Family-owned and operated since 1999, it specializes in the design and installation of commercial and HVAC systems, as well as custom sheet metal and ductwork projects.

And like other mechanical contractors, the current economy has made business as usual quite difficult. But the team at Stouffer has been trying new things to make sure the future of the business is solid. So far, it is paying off and the company has not had to sacrifice its commitment to making every project the best it can be.

Shane Stouffer founded the company with his father, Jere D. Stouffer. Jere’s other son, works there as project manager. All say the company’s goal is for every system they create to meet every performance requirement.

“We’re in a super-competitive business but we’re looking a couple of years ahead,” said Shane Stouffer.

The men recognized that one missing ingredient to their future bottom line was sheet metal fabrication — they bought the majority of their ductwork. This would have to change.

“To successfully get through this recession, we needed to be more competitive with our bids and to do that meant we needed to become our own duct supplier,” said Jared Stouffer.

Jared Stouffer added that the company could save on money and time by doing its own sheet metal fabricating.

“We believed that if we could produce it for far less than we could buy it,” we would save money “by fabricating (it) ourselves,” he said.

### ‘Interoperable’

Although Stouffer Mechanical had computer-aided drafting estimating software and a Trimble Total Station robotic unit, Shane and

Jared Stouffer had the vision to create a sheet metal shop that was “interoperable” — the software and machinery connectivity would be completely seamless.

They began their search at the 2011 AHR Expo in Las Vegas, where they learned about the new program from QuickPen called the Trimble Design Link. It extends the functions of designs created in AutoCAD that are used in the virtual design and construction process. It adds standards-driven detail that allows data from the finished design to be used in estimating, collision avoidance and collaboration applications, field layout and fabrication.

The brothers learned that QuickPen had a partnership with Mestek Machinery, and recognized the manufacturer’s familiar brand names in the sheet metal fabrication trade. Lockformer, Iowa Precision, Engel and Lion.

“We were given rave reviews about their equipment,” Shane Stouffer said. “Integration was critical, and Lockformer, Iowa Precision and QuickPen understand that communication between all of the software and equipment is vital for us.”

As a business that generates \$10 million annually, the brothers said that interoperability between the design software, the cutting system and the coil line could not be taken lightly.

“We analyzed all the numbers and calculated our payback,” Shane Stouffer added. “With the economy the way it is, the return may not be as quick but not having to rely on suppliers’ schedules and having the control over our own project management, we had to get started.”

### Equipment

In April, Stouffer Mechanical placed orders for QuickPen’s AutoBid estimating and Trimble’s Design Link programs. Mestek’s Iowa Precision division was commissioned to manufacture the Productionmatic coil line, the Whisper-Loc Pittsburgh seam closing machine, and a Corner Cadet for automated corner insertion. Lockformer earned the orders for their TDC V roll forming machine and the VulcanPlus cutting system, which will



Stouffer Mechanical Contractor in Chambersburg, Pa., worked with Mestek Machinery in setting up its sheet metal shop, which included equipment from Mestek’s Lion and Lockformer brands. Stouffer also purchased Trimble Design Link and QuickPen software to create its computer-aided drafting designs (inset).

include the Vulcan software, coil line download program as well as their CAD-transfer program. Lion Machinery provided the Pneuma-Wrap brake specifically designed to bend the TDC duct.

Stouffer Mechanical said it is already recognizing the benefits on their bottom line.

“The equipment is working great and we have significantly less waste,” said Jared Stouffer.

Officials said the machinery acquisition helped the company substantially expand its manufacturing capacities. The brothers said that doing their own ductwork fabrication and supplying its own sheet metal on jobs has been a big boost.

“We have so much more control over our job management and having all of the duct labeled is a real plus,” said Jared Stouffer. “And getting the right duct made and not so many extras showing up on the site is another good thing.”



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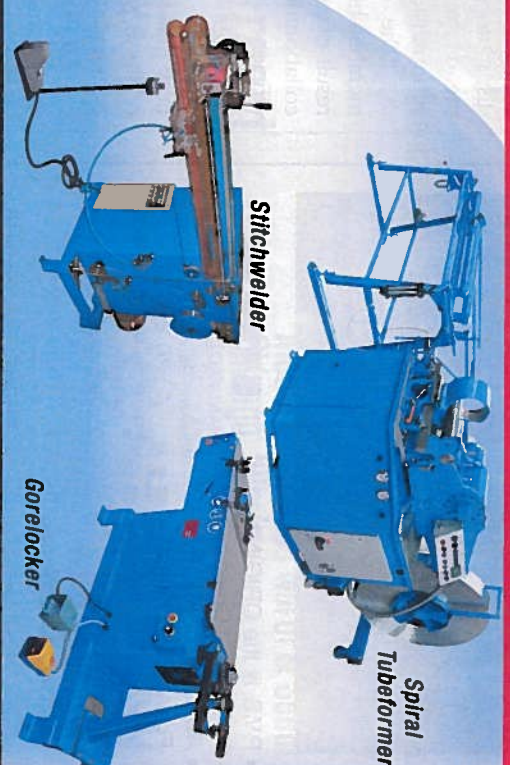


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