



FORUM

www.westernforms.com

Volume 13 Issue 2

For the Progressive Concrete Forming Contractor

Fall 2002



A redesign with you in mind...

Western Forms has always been on the forefront of bringing the latest in forming technology to the poured wall market and this month that tradition continues with the introduction of our new form families. Western Forms understands that each customer has different needs and expectations when it comes to forming requirements. A variety of complete forming systems allows you to choose the equipment that best meets your needs, environment, and budget. However, all forming systems from Western Forms continue to provide you with high quality forms manufactured with the latest innovative technologies. Contractors often mention the advantage of having choices among quality products when considering a new purchase and the new families of forms builds on this foundation.

When creating new forming system lines, Western Forms looked at the current form offerings to discover the features that you, the end user, deemed most beneficial. These became the new standards for all new panels.

For example, contractors using the Flagship™ panels enjoy the time and labor savings offered by the Western Forms Flat Siderails. These eliminate unnecessary concrete buildup and simplify cleaning. Cleaner forms reduce your set-up and stripping time, extend the life of your equipment, and are lighter than forms with buildup. Owners feel this is a sig-

nificant advantage, and in response, we've included the Western Forms Flat Siderail on ALL new panels.

In this spirit, we continued to review our current form families and identify common aspects of forming systems that save time, labor, and money, while still meeting the budgets and requirements of all contractors.

As a result, we are pleased to introduced to you the next generation of forming solutions from Western Forms:

FLAGSHIP ELITE

The new benchmark in aluminum forming systems, the Flagship Elite offers the latest technological innovations for maintaining high performance standards in longevity, durability, ease of use, and wall finish. Standard features include Pan-L-Cure™ pre-seasoning, gaskets, and three-hole bushings. Also available in Vertex™ Brick.

FLAGSHIP 94 & FLAGSHIP 125

The Flagship 94 and Flagship 125 Series give you a choice of face sheet thickness, and provides the options of pre-seasoning and gaskets. The family provides a great way to customize to your needs, while still obtaining the superior quality and cost-effectiveness you've come to expect from the Western Forms Flagship products. Also available in Vertex Brick.

PATRIOT™

A lightweight, economical form, the Patriot makes sense to contractors on a smaller budget who still want the performance of a Western Forms system but aren't looking

for a wide array of extra features. Also available in Vertex Brick.

VALUE

8•8 hole pattern users choose the Value forming system to easily form smooth walls over and over again. Designed with the same attention to detail and contractor needs as the other Western Forms systems, this line even features inset facesheets to reduce the risk of facesheet peel and increase the stability of your forms.

For more information on each new forming system family, contact your local Western Forms representative.

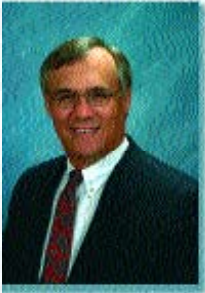


Flagship Elite

Flagship Vertex Elite

A Slowing Economy - More Good News?

It appears that the robust business levels that we have all enjoyed may be slowing a little. This is not just the seasonal slowdown that we are all accustomed to, but a slowing in the overall housing industry. A recent article in the Wall Street Journal reported the following:



Lavon Winkler, Western
Forms President

“Cracks are spreading in the foundation of the U.S. housing boom, as evidence mounts that the long run-up in home prices can’t be sustained. For the

past several years, a rare confluence of factors — including low interest rates, low unemployment, easy credit standards and tight housing supply — have combined to stimulate an unprecedented surge in home sales, sending prices rocketing up. The result: housing has been one of the most important bulwarks of the U.S. economy, even as it gets buffeted by plunging stocks, business scandals and the war on terror.

But now some of the factors behind the housing boom show signs of fading, and indicators that traditionally foretell weakness in the market are emerging.”

-Wall Street Journal, October 3, 2002

In the midst of what may be less-than-encouraging markets, I do have some really good news for the users and distributors of Western Forms equipment. In anticipation of a slowing of the market and a greater need for competitively priced, high performance products, the Western Forms engineers have been diligently working on several new products that will be introduced prior to year-end. These products will also be showcased at the World of Concrete in February 2003. Although I can’t give you the details (because I don’t want to spoil the surprise) I can tell you that you will have a greater selection of forming products that will greatly improve your competitiveness in your market.

I am proud of the products that our Research & Development Team has designed. We will continue to work diligently to develop the forming solutions that you need to keep you a step ahead of the rest. Thank you for your loyalty and support of Western Forms and stay tuned for some really good news.

-Lavon

Colder Weather is Coming!

Prepare your equipment; protect your investment

or some of you, Winter temperatures have already visited your area despite the fact it’s still Fall. Others are enjoying continued mild temperatures, but know that a chill might not be too far away. Are you prepared to deal with seasonal temperature changes?

KEEP YOUR FORM RELEASE SPRAY TANK WORKING

You may experience trouble spraying your form release, even if you are using a product designed to meet the temperature extremes encountered in your area. If moisture from condensation or other contaminants gets into your spray tank it may cause your spray system to fail. Don’t get caught with concrete on the road and a sprayer that won’t spray.

Take these steps to reduce the chance:

1. Keep dirt, snow, and ice from falling into the tank when filling it.
2. In late Fall, pour a can of HEET® or other non-combustible water remover in your tank to clear out any condensation that may have accumulated during the warmer months.
3. Compressed air can contain a significant amount of moisture! Use an air dryer with your compressor to avoid introducing water into your sprayer.
4. Periodically drain your compressed air tank in your shop or on your truck (refer to your owners manual for instructions).

AVOID CONCRETE “PULL-OFF” BY CHECKING BEFORE YOU STRIP

When temperatures drop, concrete cure times go up. If you are concerned that your concrete wall is not ready to strip, start by removing just one outside corner. If your form releases from the wall cleanly with no concrete sticking to the form you can proceed to remove hardware and strip forms. If concrete adheres to the form in heavy patches you should allow more curing time.

Do not remove hardware if your wall is not ready to strip. Removing hardware allows form to “pop”, effectively releasing the form from the wall. “Pull-off” will occur at this time. Also, leaving the forms in place with hardware removed will allow condensation to develop between the concrete wall and the face of the form, which will quickly freeze, making form removal difficult.

KNOW YOUR LOCAL BUILDING CODES

Many local building codes require special measures to be taken for cold-weather concreting. These can include leaving forms in place for a specified period of time, use of curing blankets, “tenting” and heating, and other precautions.

For more tips, tricks, and ways to protect your investment during the cold weather months, contact Jonathan Pizey at Western Forms with a toll-free call to 800-821-3870.



New ideas & opportunities are waiting for you

ark your calendars! Western Forms will be exhibiting at the 2003 World of Concrete. This year's show will be held from February 4th - 7th at the Las Vegas Convention Center, Las Vegas, NV.

WESTERN FORMS BOOTH # 5811

In its 27th year as a show exhibitor, Western Forms' participation in the World of Concrete provides you the opportunity to see products firsthand and get a wide variety of information about Western Forms products, services, and resources.

This is your best chance to meet with Western Forms Regional Managers and Product Managers from all over the country. Ask them your questions about Western Forms forming systems, get their point of view on trends in your area, or just share your ideas for the industry.

New products will also be on display in the Western Forms booth at this year's show, including the Gasket Form (featured in the Summer issue of the FORUM), an expanded line of Flagship™ forms, a new series of forms, and an exciting development in PinLock™ Attached Hardware.

World of Concrete, together with The Producer Center and World of Masonry, is the ultimate showcase for the equipment, products and technology in the construction industry

More than 1,700 manufacturers and

of all, there is no minimum purchase required. Whether you've been thinking of a whole new set, or just need to get a few forms to complete your equipment needs, this is the offer you've been waiting for to fit your budget and give you a head start.

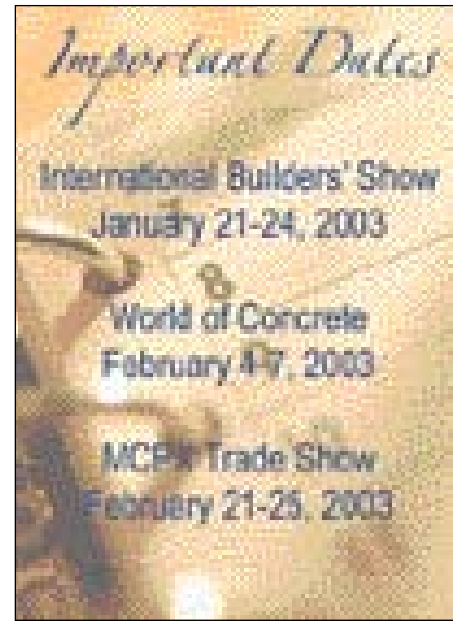
How can you qualify? Simply place an order for new forms before January 31, 2003 for regularly scheduled delivery. Mention this offer and you're on your way to saving money while still getting the best forming system equipment on the market*. It's that easy!

Western Forms is committed to

exclusive distributors will display equipment, tools and accessories for concrete construction, concrete repair, masonry construction, and ready mix, precast and prestressed production. Search the Exhibitor Directory at www.worldofconcrete.com for complete company and product information.

Nearly 60,000 professionals, including concrete contractors, general contractors, specialty contractors, masonry contractors, architects and engineers, concrete producers and distributors will attend-representing the United States, Canada, Mexico and more than 100 other countries.

To discover more about the World of Concrete and how you can make a visit to Las Vegas an important productivity tool, contact a local Western Forms representative or visit the Western Forms Web site at



Welcome New Distributors!

SERVING NORTHEAST OHIO
Lakewood Supply Company
4901 West 150th St.
Cleveland, OH 44135
Phone: 216.251.5620
Fax: 216.251.6062
Toll-Free: 800.860.2650

SERVING TOLEDO METROPOLITAN AREA
Home Builders Supply
2939 Douglas Road
Toledo, OH 43606
Phone: 419.475.8647
Fax: 419.475.2808

Have you tried Blue Ribbon, the premium form release agent available only from Western Forms? Designed exclusively for use with aluminum forms, it cleans your forms and reduces your maintenance costs, all with a pleasant odor! See the article on page 4 for information on how to choose the release agent that's right for you.



purchase required. Whether you've been thinking of a whole new set, or just need to get a few forms to complete your equipment needs, this is the offer you've been waiting for to fit your budget and give you a head start.

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Offer Expires January 31, 2003!

money while still getting the best forming system equipment on the market*. It's that easy!

Comments?

Compliments?

Fill out an online feedback form on our Web site for an easy way to let us know how we can serve you better!



- www.westernforms.com
- Customer Satisfaction Form
- Customer Complaint Form
- Customer Inquiry Form



Form Release Agent Questions...And

Discover how to find the right release agent for your projects

Choosing the right release agent that meets your needs can be confusing. You may feel that making your own is better than purchasing from a supplier, or be unclear about the different agents available on the market. You're not alone! Contractors like you have the same questions about these products.

Why use a form release agent at all?

As the name implies, you want to release your forms from something. In the poured wall industry, this something is the concrete wall itself. Release agents create the barrier between your clean forms and the concrete that's being poured against them. This prevents concrete stickage, resulting in smoother walls while also maintaining the integrity of your forms. Dirty forms are heavier to lift and don't last as long as those without build-up. Beating forms with a hammer daily to clean them slows down your crew and could damage your forms and hardware.

Is purchasing a form release agent cost-effective?

Unless you have the resources to create a quality agent, most contractors agree that buying makes more sense. Mixing used motor oil with diesel fuel is not only illegal (subjecting you to fines), it doesn't produce the same results and can be hazardous to the work crew. Using a less-

than-optimal release agent can cause extra expense in time and money for the cleaning labor.

What's the difference between barrier and chemically active form release agents?

The older technology of barrier-type agents creates a barrier between the concrete and the form with its presence. Chemically reactive agents actually work with the concrete itself, mixing with the calcium to create a soapy film that allows the form to release easily.

What should you look for in a form release agent?

- *Is it safe for your employees?* Your crew deserves a safe working environment and some release agents provide this better than others. Look for an agent that is VOC compliant, making it safer for your employees to handle and safer for the environment to absorb. Not only will knowing the agent is safe boost crew morale, but you'll save money by limiting your exposure to costly EPA fines.
- *Does the agent work with a variety of concrete mix designs?* Not all concrete is the same, but that doesn't mean you need a special product for each one. Ask your release agent supplier how the agent performs with different mixes and choose the one that performs with all of the variations you encounter on the job.

- *How do different temperatures affect its performance?* Whether you are pouring year-round or in a short season, you face a range of temperature conditions. Release agents are available that consistently perform from below freezing up to 100°. Look for the agent that meets your widest range of temperature requirements.

- *Will the release agent stain the wall?* The quality of your walls is important to your customer, the homebuilder. You need an agent that releases easily to prevent damage to the surface and that won't stain the final wall as well. An agent with a low viscosity can take advantage of a finer coat while retaining the "cling" needed to remain on the wall.

- *How far in advance can you apply the release agent?* Your schedule may not always give you an opportunity to apply right before a job. Choose a release agent that meets your timing and best allocates your crew. Agents are even available that allow you to apply up to two weeks before you plan to use the forms and still produce a smooth wall.

- *What type of form surface is the agent created for?* Form release agents react differently to wood forms than aluminum forms. To keep your aluminum face in the best condition, purchase an agent manufactured only for aluminum forms.

If you are interested in learning more about how release agents work, what types are available, or how to best meet your requirements, contact George Donner or Jonathan Pizey at Western Forms with a toll-free call to 800-821-3870.

Coming Soon!

Looking for the latest information on Western Forms products, accessories, services, and support? Look no further than the new Western Forms product catalog! Set to release this Fall, the new product catalog is filled with useful information on selecting, ordering, and using the equipment you need to get the job done. Reserve one of the first copies by calling today at 800-821-3870, or contact your local Western Forms representative during November.



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