



# ALUMINATION

*Winter 2016*

## ***President's Message***

By Tom Dowd



2015 has come and gone. I feel the amount of energy and participation of the board members last year is only going to grow stronger in 2016. Many new faces will be chairing committees this year and the fresh ideas they will be bringing is exciting. I would also like to welcome Jeff Briar to the executive committee and look forward to the enthusiasm he will surely bring.

Last year we started to shift the focus of the AAF from mostly engineering to the actual members themselves. Although I don't want to dismiss engineering all together, I feel as an organization we should continue this trend for 2016. We became a much more inclusive group and more open to opinions on a wide array of topics. We ask people to join the AAF so they have a voice in the industry and I believe we are doing a better job of allowing that to happen. I've noticed that our newer members are getting involved during the meetings by joining the conversation and putting forth their own ideas. The comfort level they feel in order to do such is exactly what this organization should be about.

Moving forward this year we will also be focusing on building up our website to attract new members. The ideas to sell banner ads and have featured contractors is a great start. The new mission statement that a few members worked very hard on will also be placed in a spot that attracts the eye and invites people to read it and get a better understanding of what we are about. At the next meeting I encourage anyone with good ideas about how to enhance our website to speak up during the committee report. The only bad ideas are those that never get shared!

I am excited about what 2016 is going to bring. I would like us to continue to be proactive in the industry as well as in the association. Any thoughts on how we can run the table top event better? Bring them on now. Thoughts on increasing membership? Let's hear them. As I wrote earlier, I want as many voices heard as possible and the sooner the better. We have a strong group of committee chairpersons who I know will act on them with enthusiasm.

On a final thought (This is for you, Wanda). Please RSVP to all board meeting invitations as early as possible. This helps us in determining the seating and food situations better.

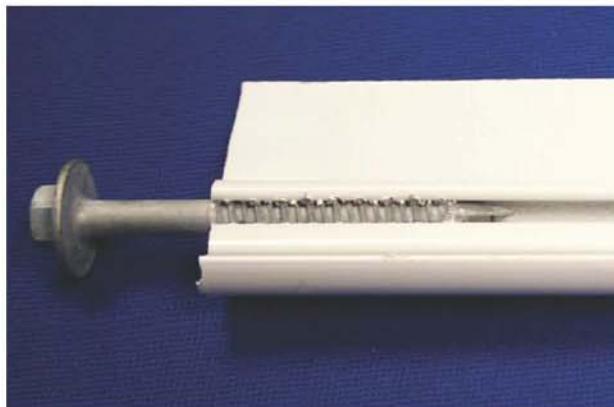
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## Save the Date! Upcoming AAF Events

April 30, 2016

### State Board Meeting

[Safety Harbor Resort & Spa](#)

\$119 per night (resort fee waived)

Make your reservation by calling the Safety Harbor Resort & Spa directly at 1-888-237-8772.

Mention Aluminum Association of Florida to receive the discounted room rate.

**Reservation deadline is April 1, 2016.**

**After this date room rate and availability cannot be guaranteed.**

Meet & Greet with ADFORS on Friday, April 29. [Click here for details.](#)



August 13, 2016

### State Board Meeting

[Sandcastle Resort at Lido Beach](#)

\$109 per night

Make your reservation by calling the Sandcastle directly at 800-225-2181.

Mention AAF to receive the discounted room rate.

**Reservation deadline is July 29, 2016.**

**After this date room rate and availability cannot be guaranteed.**

Meet & Greet with Town & Country Industries on Friday, August 12.



November 18, 2016

### AAF John DeCosmo Golf Tournament

Shingle Creek Golf Course



November 19, 2016

### State Board Meeting

[Rosen Shingle Creek](#)

\$119 single/double

Make your reservation by calling the Rosen Shingle Creek directly at 866-996-6338 or 407-996-6338.

Mention Aluminum Association of Florida to receive the discounted room rate.

**Reservation deadline is October 28, 2016.**

**After this date room rate and availability cannot be guaranteed.**

Meet & Greet with Aluminum Specialties Wholesale and Unique Technologies on Friday, November 18.



Keep up-to-date on all of these events on the [AAF website](#).

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## ***Eastern Metal Supply Bolsters Marine Division with Tigress Acquisition***

Eastern Metal Supply (EMS) a national distributor of aluminum extrusions and sheet products, has purchased Tigress Trading Company, Inc. and Tigress Specialty Metals Products Manufacturing, Inc. EMS has a long term commitment to manufacturing and distributing marine products including anodized pads, hardware, BDA pipe, rod holders, electronic boxes and lights. The acquisition will further strengthen EMS' foothold in the saltwater sports fishing industry as the company continues to bring a high quality and diverse product line to their marine customers.

"We are very excited about the acquisition of Tigress and the opportunities it gives us to expand our rapidly growing marine markets as well as our manufacturing capabilities for the marine industry," said Co-General Manager of EMS Florida Craig Lightle.

With facilities in the Fort Lauderdale, FL area, Tigress manufacturers and distributes a diverse product line including rod holders, outriggers and accessories, kite fishing tackle, antenna mounts, lighting, chair accessories and precision engineered sports fishing equipment. This acquisition will allow EMS to increase their marine based product offerings and enter new retail markets. Tigress products are currently sold in local West Marine and Bass Pro Shops, online, and through additional marine distribution outlets.

"This acquisition will be helpful to our customers by allowing them to be able to fulfill more of their overall marine requirements with just one trading partner," said Co-General Manager of EMS Florida Dan Madden.

### **About Eastern Metal Supply**

Eastern Metal Supply (EMS) provides just-in-time delivery of aluminum extrusions, hurricane shutters, sunshades, decking, fencing, sign extrusions, and marine extrusions and accessories. This allows customers to order materials as they need them—without having to pay storage fees and tie up their cash flow. With various warehouses throughout Florida and the capability to cut, drill, and polish various aluminum products, EMS saves customers time and money—thereby helping them to improve their bottom line. EMS has a 30-year reputation as a first class supplier of aluminum products and is headquartered in Lake Worth, FL. For more information on Eastern Metal Supply, please visit [www.easternmetal.com](http://www.easternmetal.com).

### **About Tigress Trading Company**

In business for nearly 25 years, Tigress' mission has been to raise the bar for innovation, quality, ease of use, and convenience on their products offered to the saltwater sports fishing enthusiast. The Tigress product line of outriggers and gear set the standard of quality and excellence in the industry. To learn more about Tigress and their diverse product line, please visit [www.tigressoutriggers.com](http://www.tigressoutriggers.com).

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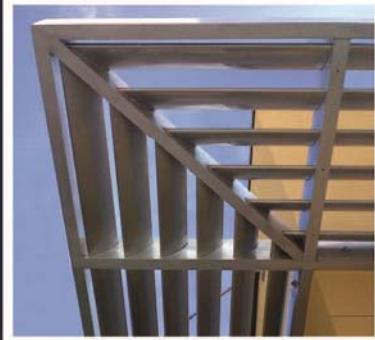
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## **Corrosion Can be Overcome**

Mike Withers of Axalta coating systems, formerly known as DuPont, sponsor of Jeff Gordon and the rainbow warrior, gave a presentation on corrosion for aluminum extrusions at the Suncoast Chapter Meeting in February. The following is some of his information that can help the Aluminum Industry deliver a better product to the end consumer.

To stress the size and depth of knowledge on industrial coatings Mr. Withers mentioned that Axalta has over 120,000 customers, 3,900 distributors, 35 manufacturing centers, 42 training centers, and seven facilities dedicated on research and development.

The process of manufacturing an industrial coating is broken down into formulation, pre mix, extrusion, brittle or chip, grinding or pulverizing, sieve, and packaging.

Formulation is done behind the scenes with each application designed by engineers and chemist who develop the recipe.

Premixing begins when dry materials are blended at

high speed to create a homogenous mixture. Materials remain in their original state.

During the extrusion process the material is heated to the temperature specified in the recipe and then pushed from the machine by twin screws onto chilled rollers and a cooling belt.

The cooled material is then grinded or pulverized into fine particles that are ready to be put on the final product using a corona charging system.

The Corona Charging System is application method which uses ionized air mixed with the colorant particles fired at an aluminum extrusion that has been grounded. The electrons are then imbedded on the aluminum surface to provide improved aesthetic appearance and reduce corrosion.

The most common types of aluminum corrosion are galvanic corrosion, pitting, and crevice corrosion.

Continued on next page...

## **Welcome New AAF Members!**

**Direct 1 Chapter (South Central Region)**  
American Aluminum of Winter Haven, Inc.  
(Winter Haven)

**Direct 2 Chapter (North Central Region)**  
Titan Sunrooms  
(Gulf Breeze)

**Gulf Coast Chapter**  
Fabri-Tech  
(Fort Myers)

Gulf Coast Aluminum  
(Estero)

Hendry Aluminum, Inc.  
(Lehigh Acres)

Landis Aluminum  
(North Fort Myers)

**Gulf Coast Chapter (continued)**

Prism Contracting Group, Inc.  
(Cape Coral)

Upright Aluminum  
(North Fort Myers)

**Suncoast Chapter**  
Plant City Awning & Aluminum Products  
(Plant City)

**Treasure Coast Chapter**  
Pioneer Screen  
(Stuart)

**UMDA Members**  
Cage Aluminum

Suntech Doors

**We want to welcome YOU in the next issue!  
Visit the AAF website to join today.**

Stress corrosion, which leads to crack formation, is a more special type of corrosion. It occurs primarily in high-strength alloys (e.g. AlZnMg alloys) where these are subjected to prolonged tensile stress in the presence of a corrosive medium.

This type of corrosion does not normally occur in common AlMgSi alloys.

### Galvanic corrosion

Galvanic corrosion may occur where there is both metallic contact and an electrolytic bridge between different metals. The least noble metal in the combination becomes the anode and corrodes. The most noble of the metals becomes the cathode and is protected against corrosion. In most combinations with other metals, aluminum is the least noble metal. Thus, aluminum presents a greater risk of galvanic corrosion than most other structural materials. However, the risk is less than is generally supposed.

Close-up of galvanic corrosion in an aluminum rail post (25 year's use). The rectangular hollow profile was held in place by a carbon steel bolt. The contact surfaces between the steel and the aluminum were often wet and attack was aggravated by wintertime salting. Galvanic corrosion of aluminum occurs:

- Only where there is contact with a more noble metal (or other electron conductor with a higher chemical potential than aluminum, e.g. graphite).
- While, at the same time, there is an electrolyte (with good conductivity) between the metals.

Galvanic corrosion does not occur in dry, indoor atmospheres. Nor is the risk great in rural atmospheres. However, the risk of galvanic corrosion must always be taken into account in environments with high chloride levels, e.g. areas bordering the sea. Copper, carbon steel and even stainless steel can here initiate galvanic corrosion.

Problems can also occur where the metallic combination is galvanized steel and aluminum. The zinc coating of the galvanized steel will, at first, prevent the aluminum being attacked. However, this protection disappears when the steel surface is exposed after the consumption of the zinc.

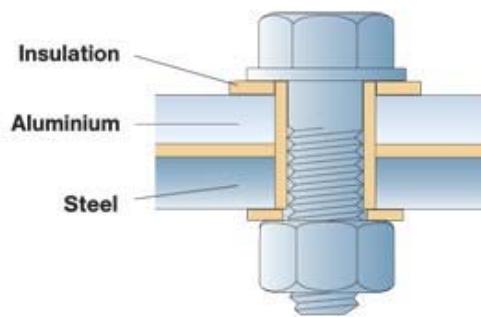
As it has a thicker zinc coating than electroplated material, hot dip galvanized material gives longer protection. Thus, in combination with aluminum in aggressive environments, hot dip galvanized material should be used.

### Preventing galvanic corrosion

The risk of galvanic corrosion should not be exaggerated – corrosion does not occur in dry, indoor atmospheres and the risk is not great in rural atmospheres.

### Electrical insulation

Where different metals are used in combination, galvanic corrosion can be prevented by electrically insulating them from each other. The insulation has to break all contact between the metals. The illustration shows a solution for bolt joints.



### Crevice corrosion

Crevice corrosion can occur in narrow, liquid-filled crevices. The likelihood of this type of corrosion occurring in extruded profiles is small. However, significant crevice corrosion can occur in marine atmospheres, or on the exteriors of vehicles. During transport and storage, water sometimes collects in the crevices between superjacent aluminum surfaces and leads to superficial corrosion ("water staining").

**Corrosion Can be Overcome**  
...continued from previous page

### Preventing crevice corrosion and aluminum corrosion resistance

Using sealing compounds or double-sided tapes before joining two components prevents water from penetrating into the gaps.

In some cases, rivets or screws can be replaced by, or combined with, adhesive bonding. This counteracts the formation of crevices.

### Corrosion Checklist

Environments	
Rural atmosphere	Aluminum has excellent durability.
Moderately sulphurous atmosphere	Aluminum has excellent durability.
Highly sulphurous and marine atmosphere	Superficial pitting can occur. Nonetheless, durability is generally superior to that of carbon steel and galvanized steel.
Corrosion problems can be overcome	
Profile design	The design should promote drying, e.g. good drainage. Avoid having unprotected aluminum in protracted contact with stagnant water. Avoid pockets where dirt can collect and keep the material wet for protracted periods.
pH values	Low (under 4) and high (over 9) values should, in principle, be avoided.
Galvanic corrosion	In severe environments, especially those with a high chloride content, attention must be paid to the risk of galvanic corrosion. Some form of insulation between aluminum and more noble metals (e.g. carbon steel, stainless steel, copper) is recommended.
Closed system (liquid)	In closed, liquid containing systems, inhibitors can often be used to provide corrosion protection.
Severe, wet environments	In difficult, wet environments, the use of cathodic protection should be considered.



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## **Why Should I Belong to a Trade Association? By Jeff Briar, AAF Membership Committee Chair**

Membership in a professional/trade association can be rewarding in many ways. **The decision to join is one that should not be taken lightly.** When you become involved with an association such as the Aluminum Association of Florida, the decision is an **investment** in your professional credibility and will send a positive message to your current and future clients. In times of industry changes or challenges, your input/ideas can also help direct the future of your industry.

As most of you are aware, the sunroom and screen enclosure industry would most likely be non-existent in Florida if it were not for the efforts of the AAF and its leadership. Over the past two decades, our industry has faced many challenges. Design methodology, both in terms of spans relating to engineering and the obsolescence of the master file system have altered the plan submittal and permitting process drastically. I realize this area has been a subject of major controversy over the years and has created some division amongst members, non-members and industry leaders alike.

Now is not the time for division; NOW is the time to band together to reach common goals. Now is the time to put our egos aside and help our clients receive the best products possible at a fair price and help our co-workers support their families and make our industry great again. We saw the need to create a vision for our association and after a few weeks of discussion, we finalized our Vision Statement:

### **"MAKING ALUMINUM SPECIALTY CONTRACTORS BETTER THROUGH EDUCATION, PRODUCT RESEARCH AND INNOVATION"**

Here are some benefits that you will gain when you join or re-join:

- **You will meet like-minded people.** This will allow you to enjoy the topics of conversation, learn from those you meet, and help you keep informed with up-to-date changes that could directly affect your business.
- **You will enhance your network of contacts.** In the competitive world that we live in, it is important for you to spend time building relationships with business professionals and people that can introduce you to new business methodologies. A professional organization puts a large number of people at your fingertips that you might not otherwise have access to. Our Code Consultant Joe Belcher is a valuable resource and is someone that is ready, willing and able to help our members.
- **You will increase your knowledge.** You have goals for your company. Attending professional meetings gives you access to new ideas, resources, best practices and even the ability to meet experts in the field – speakers, other members, and sponsors.
- **The power of a collective voice.** Members enjoy the benefit of an association (a Brotherhood if you will) to work along with local building departments, state agencies and legislative initiatives, rather than tackle it alone.

**By taking the initiative and time to join,** this shows a commitment to your field of expertise and to your customers. In this economy, most customers want to do business with only the best in the field.

Position yourself to be one of them!



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- Complete Hardware Kit (push button latch, closure tube kit)
- 18 x 14 Fiberglass Screen (others optional)
- Kickplate (optional)

### DESIGNER GRILLES

- Solid Aluminum Castings & Scrolls
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- Welded Construction
- Amplimesh® Security Grill
- Powder Coat Paint

### HARDWARE OPTION

- Double Keyed Deadlocking Security Lock

## ELITE WELDED SERIES FEATURES

### HEAVY DUTY WELDED CONSTRUCTION



For added security with architectural enhancement.

- Double Keyed Deadlocking Security Lock
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- Piano Hinge w/expander channel
- Adjustable Bug Channel w/sweep
- Weather-stripped 1/2 Z-Bar
- Closure Tube Kit
- 18 x 14 Fiberglass Screen (others optional)
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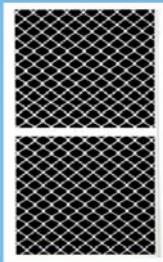
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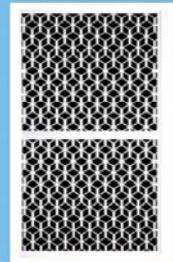


## ELITE WELDED COLLECTION SECURITY SERIES

\* Welded Security Series has a 2" Center Bar. Designer Collection Security Series does not have a Center Bar.



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by visiting the [AAF website](#).*

### ***Aluminary Award Presented to David Johns***



David Johns was presented with the AAF Aluminary Award at the November 2015 Board Meeting, held in conjunction with the 2015 AAF John DeCosmo Golf Tournament. David A. Johns has been in the aluminum business for over four decades. He is the second of seven sons and has valued and cherished the opportunity to learn from and work with his father and brothers throughout the years. At one time or another all seven of the Johns Boys have worked in the aluminum industry and four of them have made aluminum their life long careers. Today one of David's daughters is also in the business; learning from one of the best, just as he did.

In 1971 David began working with his father Carl Johns Sr. at Climatrol in Cocoa, FL in the shop. The owner at the time was Emory Findley, the man known for work on the development of snap connections, flat spline, and screw grooves that the aluminum industry uses yet today. During his years of employment with Climatrol David married his beautiful and supportive wife Patricia in 1978, had his first of four daughters in 1979, and studied at UCF receiving his bachelor's degree in 1981. After getting married David did take a short leave of absence from Climatrol to accompany his new bride back to Germany while she completed her enlistment in the Army. In 1991 Climatrol closed its doors and David became a Certified General Contractor, partnering with Neil Williams to open Action Aluminum Products, Inc. This coming year Action Aluminum will celebrate their 25<sup>th</sup> year in business. David has been a contributing member of the Aluminum Association since 1983 and has strong beliefs and regard for the work that the association does. He served the AAF as the Mid Florida Chapter President for two terms as well as President and Treasurer at the state level.

David is a God fearing man who loves football (and pretty much every other sport), enjoys spending quality time with his ever growing family and traveling (as long as it doesn't interfere with football). Those who know David appreciate his insight and integrity. His wife, children, and grandchildren were extremely proud and glad to be present when the AAF presented David with the 2015 Aluminary Award on November 7, 2015. The grandchildren stormed the stage in exuberating congratulations. We love you Grandpa!

### ***Coleman Award Presented to Mike Moberley***

Mike Moberley was presented with the AAF Coleman Award at the November 2015 Board Meeting, held in conjunction with the 2015 AAF John DeCosmo Golf Tournament.

Mike's family has been in the window business in Florida since 1949 and he has been in the business for 42 years. He was the president of the AAF in 2006 and 2007 and past president for the local chapter in his area.

