

Malco®

ROAD Map

Quarterly Newsletter

Quality Meets Performance

New time-saving innovations from Malco

7-in-1 C-RHEX® Flip Bit Series



MTP2
#2 Phillips

MTS2
#2 Robertson
(Square)

MTT252
T25
(Star)

Featuring our popular, easy-to-clean reversible and stackable sockets with an ultra-powerful magnet for secure fastening, the 7-in-1 C-RHEX® Flip Bit is a must-have for any toolbox! With a durable design and versatile driver head options that can be changed with ease based on what you need, when you need it, this tool excels on every job site. Choose from three different driver head options along with six color-coded stackable hex

driver sizes, designed to fit sockets snugly on the driver shaft for more secure operation and storage. It's never been easier to get the job done with the 7-in-1 C-RHEX® Flip Bit! Compatible with any drill or Malco's Connex3 handle.



SCAN THE QR CODE FOR MORE INFO

Mechanical Lock Hand Seamers & Progressive Profiler Set



Malco's new Mechanical Lock Hand Seamers in 1-1.5" (FSHS), and 2" (FSHS2) sizes are Malco's recommended seamer for closing mechanical lock panels by hand. Designed for seaming both the first (90°) stage and second (180°) stage locks of a mechanical seam, these are the perfect addition to any job site.

The Progressive Profiling Bender

Set from Malco Tools is a time-saving innovation for installing mechanical lock standing seam roofs. Trade professionals can create both male and female profiles for 1.5" standing seams with ease and speed, enhancing their productivity and eliminating rental tools.



SCAN THE QR CODE
FOR MORE INFO

An Update from Malco President and CEO Rich Benninghoff

What a great first half of the year at Malco! Our company has earned several special recognitions over the past few months that not only validate the quality of our work, but more importantly, recognize the hard work and commitment of all 160+ associates in making Malco the great place that it is today.

In May, we had the great honor of being named Medium Manufacturer of the Year by the Minneapolis/St. Paul Business Journal. This was an important recognition for our team as we've been making many significant and positive changes to our business to become a destination company in central Minnesota while also focusing on driving measured and strategic growth while strengthening the brand as we expand our product lines.



In June, Malco was named a Top Workplace by the Star Tribune—an especially significant recognition as it reflects direct feedback from our team and how they think we are doing when it comes to not only running a successful business, but also about the culture at Malco. This recognition validates the journey we are on as a company, and it measures one of the most important factors of our business: our employees' belief in the company and the direction we are headed.

And finally, we were awarded two of the state's top safety recognitions: Minnesota STAR (MNSTAR) certification from the Minnesota Occupational Safety and Health Administration (MNOSHA), and the 2024 Governor's Safety Award, given by the Minnesota Safety Council. Malco is one of just 36 MNSTAR-certified facilities in the state! We're incredibly proud of the safety program we have built here at Malco, and the many ways our team goes "above and beyond" to ensure our employee-owners are working in a safe environment.



While being recognized for our efforts is always great, these awards are proof that we're doing something right. My hope is that this commitment to our team is reflected in our products and in the way we do business with you, our partners. There is an exciting road ahead with much more to come, so thank you for trusting in us and supporting our team along the way!



Regards,

Rich Benninghoff
President and CEO
Malco Products, SBC

Malco's Award-Winning Safety Culture

At Malco, safety isn't just something we do – it's an essential part of our work environment. Our philosophy and goal is to weave it into every aspect of our work, involving all of our associates in the process.

This strong focus on safety has helped us earn several safety awards and recognitions over the years that we are really proud of, including the coveted Minnesota STAR (MNSTAR) designation from the Minnesota Occupational Safety and Health Administration (MNOSHA).

We hosted a flag-raising ceremony August 7th to celebrate our MNSTAR certification, with several public officials from the state and local government in attendance.



Malco Provides Tools for Elite Trades HVAC National Championship

We're excited to partner with the ServiceTitan Elite Trades Championship Series (ETCS) to sponsor the 2024 ServiceTitan HVAC National Championship.

ETCS is a showcase for the top tradespeople from across the U.S. to go head-to-head in a series of challenging and skill-testing events throughout the year. The contest culminates in one final round of competition at the championship for the top 10 HVAC professionals and top 10 HVAC apprentices in West Palm Beach, Florida, in September.

Malco will provide tools for the finalists to use during the championship, where they will prove their skills in a custom-built arena by installing equipment in a short timeframe while being judged on their workmanship, proper tool usage and safety. Check your local CBS Sports schedule for broadcast information.



Malco on the Go

We enjoyed catching up with customers, trade pros, educators, and students at our recent trade shows across the country. Thank you to those who stopped by, and if we missed you, we hope to see you soon!

Florida Roofing Expo – Kissimmee, Florida

This year, the Florida Roofing and Sheet Metal Contractors Association (FRSA) hosted their 102nd Florida Roofing Expo in Kissimmee, Florida. While there, RoofersCoffeeShop® crew member Karen Edwards sat down with Malco's own Shane Norman for a live interview. Shane is one of Malco's product managers and oversees their "portfolio of roofing, siding and gutter tools."

He explained that Malco's goal at the FRSA expo was to highlight the wide variety of tools designed for standing seam metal installation and fabrication. Shane went on to list what some of these tools can do, stating, "Really any type of fabrication that the trade pros might have to do on-site for metal bending, creating open and closed hems and so forth." All these tools are designed to give professionals in the field a high-quality experience and Malco has proven their value over the last 75 years. Attendees of the expo got to see this firsthand at the Malco booth with live demos.



Scan this QR code to watch the video!

Post-Frame Builder Show – Branson, Missouri

We had a blast visiting the Branson Convention Center. It was buzzing with industry experts, suppliers, and builders – all ready to connect, learn, and maybe even swap a few construction stories over coffee.

SkillsUSA TECHSPO – Atlanta, Georgia

Malco Tools was spotted at the SkillsUSA Championship 2024! The SkillsUSA Championships philosophy is to reward students for excellence, involve the industry in directly evaluating student performance, and keep classroom training relevant to employers' needs. We were honored to be involved again this year.



See You at METALCON! Don't forget to stop by the Malco booth #707 at METALCON, Oct. 30-Nov. 1 in Atlanta!

METALCON

Malco Wins Big!

We're honored to have recently earned a number of industry awards for our innovative tool designs, like the new Impact-Rated "Gold Standard" Cutter Bits for our Hole Cutters and portfolio of Benders products.

Here's a snapshot of some of the recent accolades we've added to our trophy case:

- **ACHR News Dealer Design Award – Bronze**
- **Rural Builder Gold Key of Excellence**



Malco Promotions

- **Tootsie Roll Promotion**



Effective: Oct. 21-Nov. 15, 2024

We like the way you roll!

Free Large Pail of Tootsie Rolls!

Treat your customers to some Tootsie Rolls when you purchase just 25 tubs of Zip-in® & Bit-Tip® screws! **One Hefty 5 pound counter-top pail filled with Tootsie Rolls.**

- **Register Your Malco Tool Promotion** – Trade pro end users can register their Malco tools throughout the month of September to receive a Malco tumbler!
- **Counterperson of the Year Contest** – Thank you to all those who submitted a nomination! Our team is reviewing applications and looking forward to announcing the winner soon.



Malco in the News



The June issue of Fine Homebuilding featured an article about Malco's TurboCrimper Impact (C5A2) for round-duct installation!



Check out this residential project in Saratoga Springs, New York, that features an upgrade to a beautiful standing seam metal roof. This project was done by our friend Tony Blue from @SquaredAwayContracting and was installed using Malco Tools, Inc. new Metal Benders! Thank you Roofing Magazine for the great story and real life example of how our tools are helping trade pros get the job done!



Malco Reaching Out

Rep Council Meeting

Thanks to the Malco Rep Council for traveling to Minnesota! We enjoyed lively conversation & field feedback plus an outing to top golf. Left to right:

- **Jeff Hyvarinen**, Danko
- **Peter Gould**, Forrest L. Gould Co.
- **Rob Gunder**, Gunder Associates
- **Jack Courington**, Kasco
- **Andy Benedict**, R. A. Benedict Sales Co.
- **Stacey Wocken**, Malco Director of Sales
- **Tyler Decker**, Malco Sales Support Representative
- **Trevor Dehmlow**, Leone Green & Associates



Jeannette Rieger-Borer Scholarship Recipients

We presented scholarships to several recent graduates from high schools in our area who are pursuing careers in the trades. Congrats!

Adopt-A-Highway Cleanup - May 15th

Malco's ESOP Committee gathered to clean our stretch of Highway 55.

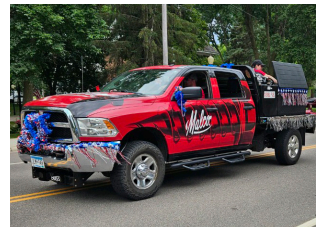


MS150 Bike Ride - June 8-9

Malco's TurboTeam covered 150 miles over two days to raise more than \$10,000 for the National MS Society! The trek started in Proctor, MN and ended in White Bear Lake, MN.

Annandale Fourth of July Parade

We celebrated freedom as part of the Annandale Fourth of July parade, featuring our newly wrapped Malco truck!



Don't Forget! Malco Discounts for Students

With another school term starting up this fall, don't forget that Malco offers a 10% discount to trade school instructors purchasing tools for the classroom, as well as students in trade programs who show their student ID.

FOLLOW MALCO ON SOCIAL MEDIA!





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QUALITY MEETS PERFORMANCE.

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Cleanable, Reversible, Stackable:
Easy maintenance and versatile storage



Secure Precise Fit:
Reduced screw wobble, slipping, and tip-out



Ultra-Powerful Magnet:
Ensures a secure hold for hassle-free fastening



Secure Socket Storage Retention:
C-RHEX® sockets stay securely stored on the shaft



Color-Coded Sockets:
Quick socket size identification



Impact Rated:
Works with any driver or can be used with the CONNEXT3® handle by Malco

