

Malco[®]



Building A Legacy Of Quality & Innovation

~ SINCE 1950 ~

[®]

Quality & Innovation: Longstanding Traditions

In 1950, Mark Keymer, a young steel supply salesman, manufactured and marketed a pipe crimper he had invented for installing metal ductwork in heating systems. He insisted on quality construction, setting the benchmark for the new company. More innovations followed:

- The first hand seamer, or hand brake, featuring compound-leverage handles
- The time-saving hand notcher, for a V-shaped cut in one motion
- The hand-operated snap-lock punch

Just the right tools for crimping, bending, folding or seaming metal.

Today, Malco continues the tradition of quality and innovation, and distributes thousands of products from its Annandale, MN headquarters to trade professionals in the U.S. and around the globe via industry wholesalers and retail home centers. A proud heritage for a promising future.

Malco®

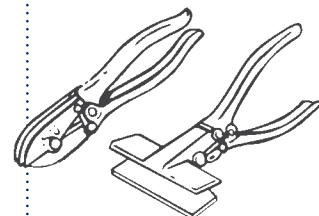


Mark Keymer, Malco's Founder
2007 Minnesota Inventors Hall of Fame

Mark Keymer founded Malco in 1950 and established a legacy of innovation, efficiency and quality. He retired in 1978. His family and Malco employee owners carry on his proven business approach today.

1950's

Mark Keymer develops unique compound leverage hand tools for job-site metal fabrication.



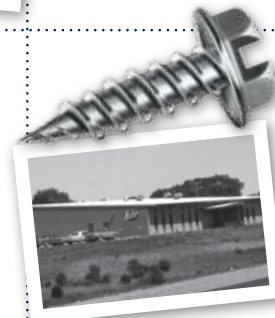
1960's

Early Malco Tool Schools are conducted by Mark Keymer.

1970's

Zip-In screws are a huge success.

Operations move from Minneapolis, MN to Annandale, MN.



1980's

Malco uses pegboard templates to promote full-line displays and self service concept.

1990's

Web site launched.
www.malcotools.com



2000's

Compound leverage tools redesigned as Redline™.



Better ideas for the real world



Trade professionals know anything less than top quality just won't cut it. They ask for Malco-brand products. A name they trust.

The Malco Brand: Smarter, Faster, Safer

TurboShear®. Zip-in®. Andy® snips. Max2000® snips. Customer brand loyalty, carefully cultivated since 1950, reflects Malco's commitment to innovative, dependable, high-performance hand tools and accessories for specialized markets in the heating, ventilation, air-conditioning, and refrigeration (HVACR) industry and the exterior remodeling field, including roofing, siding, and gutter

installation. Emerging market opportunities include fence, deck and rail installation, and auto body repair. We manufacture work saving products that make the tough jobs easier. The pros do more. You sell more.



RedLine Handles By Malco

We reinvented our signature compound leverage tools with the addition of high-performance, ergonomic RedLine Handles.



Fencing Tools

An all-new family of Malco hand tools addresses on-the-job performance needs for installing chain link and vinyl fencing.

Better ideas



World-Class Manufacturer

Malco thrives as a lean enterprise with a strong planning culture and an entrepreneurial marketing philosophy. We offer order fulfillment and field expertise to effectively grow existing business and to pioneer new markets.



Product Innovation: Features That Function

Every Malco-patented technology, product component or design feature traces its inspiration to real-world challenges. Nagging repetitive motions. Cranky installation angles. Stubborn materials. Or all-new applications for existing products in markets such as auto body repair. Malco's product development team continuously evolves and updates our tools and accessories based on customer

feedback and distributor insights. Both product re-designs and aggressive line extensions combine to tap emerging market potential and expand existing business. And we're there, sweating the details. Field testing to build more functionality—more productivity—into each Malco tool or accessory.



Andy™ Snips

Malco expanded marketing opportunities for light-weight, aluminum-handled Andy™ snips by making innovative line extensions. Now there's an Andy™ snip to tackle everything from sheet metal and vinyl building materials to an ever-growing range of user-discovered applications including vinyl landscape edging, floor tile, rubber, and leather.

Quality Assurance Testing

Every aspect of the company emphasizes quality output, from the production floor to the shipping door.

TurboShear

The original TurboShear grew from a tool for cutting sheet metal to an extended line for even greater applications—from fiber cement siding to backerboard and asphalt shingles.





Zip-in®

Professionals ask for Malco's sharp screw by name. Zip-in® remains the top sheet metal fastener thanks to consistent quality, performance, and value. A best seller year after year.



Yes: Our Customer Service & Support

Yes. The simple answer for outstanding customer service and support. Trust Malco's knowledgeable in-house service representatives and hands-on field agents in the field for product and marketing expertise and materials targeted to your needs. Catalogs and packaging in five languages, a multilingual Web site, and an international sales force reach beyond the U.S. to Canada, Europe, Japan, Korea, Australia, New Zealand and several other countries. Malco produces and ships all of its tools, fasteners and accessories from its distribution center in Minnesota, backed by a maverick guaranteed sales policy that allows distributors to return any current inventory

without restocking fees or prior authorization. Really. No fees. No questions asked. We also offer same-day/next-day shipping, break-pack quantities, drop ships, and local distributor-based customized promotions to end-users. With a strong market presence, Malco leverages high visibility in the marketplace for you.

Merchandising

Attractive display systems, attention-getting packaging, and a planagram service reinforce impulse sales. Malco can also customize displays and packaging to fit your special sales floor needs with optional header colors, logos and messages, co-branded packaging, and bundled products.

Full Warranty

All Malco tools and accessories carry a Full Warranty against manufacturing defects in materials or workmanship.



Custom Kitting Service

Customized Malco tool kits can be easily specified for your contractor trade or trade school customers.



Malco supports technical school programs and union apprenticeship training with ongoing student recognition programs.





An Easy Partnership: Working With Malco

Malco Products, Inc. manufactures the world's leading brand of professional-quality hand tools and accessories for contracting and aftermarket trades, including heating and air-conditioning, roofing, siding, gutters, fencing, and auto body repair.

Yes, Malco has a tool for that.

- ✓ Metal ductwork
- ✓ Flexible fiberglass wool duct
- ✓ Duct board
- ✓ Polyethylene cross-linked tubing (PEX)
- ✓ Asphalt shingles
- ✓ Metal roofing and building panels
- ✓ Vinyl siding
- ✓ Fiber cement siding
- ✓ Aluminum gutters
- ✓ Backerboard
- ✓ Vinyl and chain-link fencing
- ✓ Auto body panels

Top-quality specialized and customized products and services for better productivity, efficiency and bottom-line results. Your customers. Our tools. A partnership for success.

**Learn more online at
www.malcotools.com or
contact us at 800-328-3530.**

**International customers may
call 320-274-2376.**

In Canada call 800-219-1085.

Professional & Industry Recognition:

- **Preferred Supplier Award**
ABC Supply Co., Inc.
- **Top Supplier Award**
GENSCO Distributors
- **Corporate Team Award**
PDMA (Product Development and Management Association)
- **Class A MRPII User**
Manufacturing Resource Planning
- **Company of the Year Award**
Central Minnesota APICS Chapter (American Production and Inventory Control Society)
- **MNSHARP Certification**
(Minnesota Safety and Health Achievement Recognition Program)
Minnesota Department of Labor & Industry, OSHA
- **Outstanding Achievement Award**
Minnesota Safety Council

Professional & Industry Memberships:

- **AFA** (American Fence Association)
- **AHMA** (American Hardware Manufacturers Association)
- **Center for Quick Response Manufacturing, University of Wisconsin**
- **HTI** (Hand Tools Institute)
- **HARDI** (Heating, Air-conditioning & Refrigeration Distributors International)
- **STAFDA** (Specialty Tools and Fasteners Distributors Association)

Malco Has People Talking...

TSHD Metal-Cutting TurboShear Drill Accessory

"This tool works better than advertised. After years of hard use these things are still going strong. I wish I could meet the guy who invented this amazingly simple piece of ingenuity."

- D. Troyer, Cleveland, NC

FCG2 Overlap Gauges for Fiber Cement Siding

"Instead of two men installing and one man cutting, these gauges allow one man to install full length pieces alone without having to juggle the siding and a nailer. It's a great product."

- David A. Loehlmoos, Paullina, IA

M12 "Andy" Aluminum Handled Snips

"I have been using these snips to make copper-clad chimney caps. They are terrific. The handles provide plenty of cutting power and are quite comfortable over long periods. The blades are just long enough to control across long cuts."

- B.R. Kmack, New Orleans, LA

TSF1 Fiber-Cement-Cutting TurboShear Drill Accessory

"After using a circular saw, this product is superb. Easy to attach and remove, a great price/performance ratio. I love it."

- Robert B. Schindler, Jupiter, FL

"The Beast" Shingle Remover

"The Malco shingle beast is just what it says. It is a beast that loves to eat shingles and nails. The only way to go for fast and heavy shingle removal. Great tool I will use over and over."

- George T. Nash, Milwaukee, WI

"Max2000" Aviation Snips

"I value highly all of Malco's hand tools. These snips work beautifully cutting straight or left in 20-gauge steel stud and track. I highly recommend these snips."

- M.H. Weltzien, New York, NY

SRT2 "SideSwiper" Siding Removal Tool

"Slip it on the end of the siding and give a little tug, and your siding is loose. For pieces that go into J channel around windows and installing narrow pieces this tool works great for installing. For anyone who does siding, this is a must-have tool."

- Josh Shipton, Spring Valley, MN

A Trade Educator's View

"I tell my students that all you really own is your tools and your reputation. Selecting good tools like Malco makes your job easier and the quality of work better."

- Robert Johnson, Amarillo, TX