

Manufacturer **F**OCUS

Rotofast Anchors Its Position in the Fasteners Market

By *Bill Spilman*

New CISCA member Rotofast, Inc. realizes the value of CISCA's Power of Partnership. As part of its launch of the Rotofast Panel Anchor, Rotofast hopped on board as a CISCA member and allowed Interior Construction to be the first in the United States to view their new acoustical panel fastening system.

"Most of our potential customers are probably CISCA members," said Rotofast president

Macdonald Gillis. "The Manufacturer Focus in Interior Construction is a great opportunity to introduce Rotofast to the membership. CISCA's Power of Partnership works."

Gillis recognized a need for a better method of installing acoustical wall panels through hands-on experience.

"I've been involved in the acoustical panel industry for 20 years, with experience in the manufacture and installation of both prefabricated and site-fabricated panels and systems," said Gillis. "I recognized a number of limitations with existing panel fastening systems. What we've done is design a fastener that offers high strength and independent positioning without the need for adhesives. Panels can also be removed easily."

The Rotofast Panel Anchor's develop-

ment, similar to the product's shape, took many twists and turns along the way.

"We began to design the Rotofast panel anchor about two years ago," said Gillis. "The original design doesn't look much like it looks today. The design process included computer generation, prototyping, testing and retesting. The result is a fastener that combines the best features of existing fasteners into one system.

"Originally designed as a fastener for wall panels, Rotofast also has obvious advantages for ceiling panel applications," Gillis continued. "The Rotofast panel anchor is also being used for baffle fabrication and for ceiling cloud installation."

Gillis set several goals that the product needed to meet before its release.

"Panels installed with Rotofast panel anchors had to be removable," said Gillis. "The fastener also had to be independent, not something installed during panel manufacture, and it had to be easy to use and economical."

So, what has been the reaction to the product so far?

"Contractors who are using Rotofast panel anchors find that their installation times goes way down," claimed Gillis.

"During a recent panel installation to a gymnasium block wall the contractor cut his time on site by 40 percent."

"Contractors like not having to deal with the cost and mess of adhesives," Gillis continued. "Panels can also be easily adjusted to deal with uneven wall conditions. Manufacturers also like offering their customers a product that holds securely without the factory clip installation. Money can be saved in the factory and on the job site."

Rotofast has a number of fastening products in development. One may contact the company by calling (888) 545-7444. For a walk-through of the Rotofast Panel Anchor System and step-by-step installation instructions, visit www.rotofast.com. 

