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TOPLIST

MastClimber20

PREVIEWS

WoC Bauma

INSIDE



Rental Show supplement

Telehandlers



OFFICIAL NORTH
AMERICAN MAGAZINE



Up, up and

The annual MASTCLIMBER20 toplist shows growth across the board, despite some companies dropping off due to inactivity and buyouts. ALH reports.

For our annual MASTCLIMBER20 toplist, gains are occurring in the mast climbing market, from 17+ percent growth for our top spot to 5 percent growth toward the bottom of the list. Few companies reported decreases in fleet size, however, the overall M20 had to be adjusted due to some companies only reporting construction hoist data versus mast climbing

numbers.

That said, our top five companies reported an overall 9.06 percent increase in fleet size, with Fraco taking the top spot (with that 17.64 percent increase.)

Fraco has been working on a large project, therefore has increased its fleet size, says Jacques Laine, director of marketing for the

company.

“The masonry market shows signs of recovery in the U.S. as evident by a significant construction project of residential buildings for university students, a project that is distinguished by the presence of several FRSM-20K units from Fraco,” Laine says. (More on this story later.)

RANK		COMPANY NAME	NUMBER OF DRIVES 2016	NUMBER OF DRIVES 2015	% CHANGE (from 2015-2016)	NUMBER OF DRIVES 2014
2016	2015					
1	1	Fraco Products Ltd.	320	272	17.64%	283
2	2	Klimer Platforms, Inc.	194	186	4.30%	172
3	3	TNT Construction Equipment	184	165	11.51%	123
4	5	Sunbelt Rentals	170*	155*	9.67%	155
5	6	Sun Scaffold & Supply	155	145	6.87%	145
6	7	Bracing Systems	135	130	3.84%	130
7	4	Mastclimbers LLC	125	160	-21.87%	144
7	8	Hydro Rents	125*	120	4.16%	N/A
8	9	Safway Services	110*	100*	10.00%	100
9	11	JD Long Masonry	95	90	5.55%	90
10	11	American Platform & Scaffold	93	90	3.33%	90
11	12	NorthEast Mast Climbers	88	86	2.32%	82
12	13	Masonomics	87	85	2.35%	80
13	15	Dunlop Mastclimbers	85	80	6.25%	80
14	14	Leidal & Hart Mason Contractors	82	82	0.00%	80
15	15	UBS	80	80	0.00%	80
16	16	Calvert Masonry	80	78	2.56%	75
17	17	EZ Scaffold	75*	75	0.00%	75
18	18	CMC Scaffolding	73	70	4.28%	70
19	18	Advanced Scaffold Services	70*	70	0.00%	70
20	19	Marr Scaffolding Company	68	65*	4.61%	65*
21	20	USA Hoist	40	35	14.28%	50
22	21	United Masonry Inc.	35	30	16.66%	30
23	21	Goedecke	32	30	6.66%	30
24	22	Trowel Trades Inc.	30	29	3.44%	92
24	23	Associated Scaffolding Company Inc.	30	28	7.14%	26
25	N/A	Superior Scaffold Services	14	N/A	N/A	N/A



away

The M20's top 10 companies also experienced overall growth with a 5.49 percent increase, from 1,529 units last year to 1,613 units in 2016. Overall, however, and due to adjustments in the M20, the entire M20 saw a decrease of 1.36 percent. Two companies have been removed from the M20 – Alimak Hek and the Millstone Companies – because their reports were strictly based upon construction hoists.

With that consideration, if we tally up the numbers from 2015 without Alimak and Millstone, the M20 saw an increase of 5.48 percent. However, if we include the two companies, it shows the decrease.

Mast climber fleet numbers

	2016	2015	PERCENT CHANGE FROM 2015-2016	2014	2013	2012
TOP 5	1,023	938	9.06%	877	932	940
TOP 10	1,613	1,529	5.49%	1,252	1,506	1,466
M20	2,675	2,712	-1.36%	2,497	2,335	2,267

However, the market does seem poised for solid growth.

“The restoration and construction business

Fraco twin car SHE Series construction hoists at work.



LOCATION	WEBSITE	PHONE
Montreal, Quebec, Canada	www.fraco.com	888-372-2648
Toronto, Ontario, Canada	www.klimer.com	800-494-496
Columbus, WI	www.tntequip.com	800-827-6846
Asheville, NC	www.sunbeltrentals.com	800-667-9328
Carnation, WA	www.sunscaffold.com	800-813-7780
Chicago, IL	www.bracingsystems.com	630-665-2732
Atlanta, GA	www.mastclimbers.com	678-680-6730
L'Assomption, Quebec	www.hydro-mobile.com	888-484-0370
Atlanta, GA	www.safway.com	800-558-4772
Lorton, VA	www.jdlongmasonry.com	703-550-8880
Baltimore, MD	www.scaffoldings.com	800-636-8620
Philadelphia, PA	www.northeastmastclimbers.com	877-435-6224
Richmond, VA	www.masonomics.com	804-714-0095
Boston, MA	www.dunlopmastclimbers.com	617-393-0199
Detroit, MI	www.leidalandhart.com	734-522-2400
New Rochelle, NY	www.ubs1.com	800-582-0070
Manassas, VA	www.calvertmasonry.com	703-335-2128
Nashville, TN	www.ezscaffold.com	800-699-6831
Dallas, TX	www.cmcscaffolding.com	866-692-8591
Passaic, NJ	N/A	973-591-0220
Boston, MA	www.marrscaffolding.com	617-269-7200
Chicago, IL	www.usahoist.com	773-486-6900
Alexandria, VA	www.umcadfw.com	703-971-6840
St. Louis, MO	www.vlgoedecke.com	314-652-1810
Suwanee, GA	www.troweltrades.net	770-271-8825
Raleigh, NC	www.associated-scaffolding.com	800-768-2655
Philadelphia, PA	www.superiorscaffold.com	215-743-2200

The results

Research for *Access, Lift & Handlers' M20* was conducted in the winter of 2015 with the help of industry experts, manufacturers and fleet owners. We would like to thank those who contributed information or responded to our questionnaire. To the best of our knowledge, the list represents the top mast-climbing-fleet owners in North America. If you have any comments or questions, or would like to be included on next year's listing, please contact Editor Lindsey Anderson at (312) 929-4409 or by emailing lindsey.anderson@khl.com

With over 20 years of experience and more than 7,500 mast climbing work platforms sold on the North American Market, Hydro Mobile truly is the leader in the industry



has been increasing,” says Guy Bianchini, chief executive officer of Superior Scaffold Services. “Business has been good [and] the overall market is expanding as mast climbers become more accepted.”

Superior Scaffold Services jumped on the M20 this year, and though the company resides at the bottom of the list, next year might be a different story for the growing company.

“We are undergoing an expansion of our mast climber products,” Bianchini says. “We are looking to add different lines with great capabilities.”

Superior Scaffold Services just completed work at the Harnwell House at 3801 Spruce St., on the University of Pennsylvania campus. The company used a combination of single and double mast climbers as well as “tons of swing stages all over the building.”

“The mast climbers were great because they allowed us to get access to certain parts of the building that suspended scaffolds just couldn’t reach,” Bianchini says. “The 1970-design of the building had several recessed areas beneath the roof and only a mast climber could get



Marr Crane & Rigging provided installation and dismantling services for the Hydro Mobile units, seen here.

Klimer, pictured here, has 194 drives in its fleet this year.

at them for a complete façade and window replacement.”

The Towson University in Maryland

A number of exciting mast climber projects have recently started, including work a site at Towson University for Fraco.

A few months ago, the last phases of construction on the West Village housing (residential projects that add 700 beds to the campus) began.

For this, two nine- and 11-story buildings are being built simultaneously in order to meet the growing demand for residences on campus. These homes will be available this summer.

In order to meet a tight schedule, the general contractor Whiting Turner Contracting Company (Baltimore) and masonry contractor, Banner Masonry (Gwynn Oak, MD) asked Fraco Products to prepare an offer of work platforms capable of accommodating several trades with access to the building envelope.

Fraco’s solution provided 28 FRSM-20K work platforms and two SEH Series construction hoists with a capacity of 7,000 pounds. The SEH Series elevators were necessary because of the impossibility of reaching certain heights with telehandlers. Deliveries and installations were made between July 24 and September 3, 2015.

“Considering the tight schedule and the difficult conditions of the jobsite, Fraco platforms were considered the best solution to allow all exterior trades to work cooperatively to complete the exterior envelope of these two buildings,” Laine says.

One Canal

Marr Scaffolding Company’s mast climber division supplied more than 20 Hydro Mobile mast climbers for façade work at One Canal, a



mixed use development on a 1.5 acre lot near TD Garden. The building, located on the historic footprint of the Big Dig and directly above three transit tunnels – 93 Southbound and the MBTA’s orange and green lines – presented numerous challenges during the pre-construction and construction phases of the project.

Due to site logistics, the tight space and load limitations imposed by the building’s location atop the 93 Southbound tunnel and the MBTA’s Orange and Green lines, mast climbers were the most productive means of getting the work done, enabling six different trades to perform work on the exterior. They included Century Drywall, Chapman Waterproofing, Gleason Powers, Inc., Ipswich Bay Glass, J.F. Stearns and Salvucci Masonry.

The majority of mast climbers were installed on 8-foot by 8-foot bases, made of wood cribbing and steel plates, as instructed by the engineers in order to accommodate load restrictions due to the tunnels below.

Additionally, because of these load restrictions, Marr had to install P-units on the upper decks inside the building’s courtyard using spreader beams. While tight spacing required some units to be installed via tower crane, Marr Crane & Rigging also supplied 50-, 70- and 115-ton cranes to set up and dismantle units throughout the duration of the project.

Since the start of the project, Marr has trained more than 200 tradespeople on a combination of F and P units, both with single and twin configurations.

While it’s been a complicated job due to logistical considerations, Marr says, it has experienced a seamless and safe operation for all units on site. Marr project personnel attribute a great deal of their success at One Canal to JMA’s cooperation, coordination and site readiness. Also integral to the project’s success were the Hydro and Hoist crews who managed a high volume of complex installation and dismantling services. One Canal’s completion is set for spring of 2016.

Customer and dealer support

Almost two decades ago, Hydro Mobile – one of the largest suppliers of MCWPs in North America – introduced the first gas-powered, hydraulic,



This is the first year Superior Scaffold has been on the M20 list.



ratchet type, mast climbing work platform.

"It was, at the time, a huge innovation, almost a revolution," the company says. "From a great idea, the plan grew into something grandiose: Become the preferred MCWP provider in North America."

To achieve this goal, Hydro Mobile established four basic principles that still form part of the company mission today:

- Offer the most advanced and reliable MCWPs on the market
- Provide unparalleled local service through a strong partner distribution network
- Place education on job safety and performance at the forefront of their business
- Have engineering use a "Nothing is impossible approach" to find solutions to complex access challenges

The company soon realized that if its customers' experience with Hydro Mobile was going to be conclusive, it would need local support. This is why Hydro Mobile decided from the start to manage distribution through a wide network of service centers across North America, the company says.

Over the years, people have often asked the company, "Isn't it expensive to have all those independent dealers? Couldn't you make more money if you distributed and serviced your machines yourself?" They answered that the knowledge of the local market and the close relations with customers that its dealer network has is worth its weight in gold, providing evidence to all customers that they are committed to their business partners, and to their product.

"Our business development managers, engineering, marketing and customer service teams have the same philosophy," the company says. "'Our dealers grow, we grow.' We do whatever it takes to keep them going. It ranges from providing a service request system that our dealers will be able to reach right off their smart phones or tablets to taking troubleshooting calls

Hydro Mobile is supplying a number of jobs, including this one pictured here. The company remains as one of the largest in North America.

after working hours or on a weekend."

More than half of Hydro's dealers have been with the company for more than 10 years and many go back to the company's start-up.

With the economy going down in 2008, some manufacturers took the difficult decision to sell directly to customers and bypass their dealers, but Hydro Mobile made a team decision to double-down on its commitment to its dealer network and to honor its distribution agreements.

"We've created a special projects team that hunts for highly complex jobs and that shares its findings, potential sales, rental erection and dismantle opportunities with local dealers," the company says.

All in the family

There is a healthy symbiotic relationship between Hydro Mobile and its dealers.

"Our dealers are personal friends, but we are not reluctant to address supply or performance issues in their territory, and they are not afraid or hesitant, to point out our deficiencies," Hydro says. "Honest give-and-take promotes trust and confidence, and commitment cements it.

"We also strive to keep business in the family and have encouraged many to start up their own Hydro Rents stores. Our business development managers have two distinct functions; keep existing dealers happy, and grow the network in unrepresented markets and territories. Occasionally, when we cannot find the right fit within an open territory, we will consider opening a new rental store. The first right of refusal goes to someone in the Hydro Mobile family. This was the case with our Hydro Rents North West store which opened in Portland in December 2014."

Steve Wobber, General Manager of Hydro Rents North West, was running his own Hydro Mobile service center when growth opportunities presented themselves on the market. He was, like many small company owners, aware of the potential in his local market but was continually frustrated by the challenge of funding growth post-recession.

"I know the biggest challenge for me was cash, and when the opportunity to be a Hydro Mobile dealer came along, it was obvious that the opportunity was more than significant, but the funding to do the opportunity justice was a major concern. Banks would not lend to small companies, especially on items that they didn't know would sell if they had to foreclose on the equipment, and banks don't know the mast climber market.

"It is extremely frustrating to see jobs pass you by because you can't get financing. Hydro Mobile brought tools to the table that I couldn't get on my own. They brought investment, commitment, and a true working partnership. Being a Hydro Rents facility has helped me grow as a dealer, and the partnership has provided a new level of stability, and ability, to my business".

When the Hydro Mobile team made the commitment to become the preferred supplier of MCWPs in the North American market it took the simple but challenging view that, "if you want to be the market leader you have to lead the market." Commitment, quality, innovation, teamwork, loyalty, reliability and leadership are all vital aspects of Hydro Mobile's extended mission to 'raise the game' of the whole of industry for the benefit of the whole of the industry.

Let's see where 2016 takes the industry. ■

