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By Karin Tetlow

ABOVE: Scaffolding for Discovery Heights, a mid-rise project in Issaquah, Wash., was built by PCI specially to facilitate multiple trade applications.

PHOTO: PERFORMANCE CONTRACTING, INC. (PCI)

What's Inside

INTRODUCTION

Rising Rentals and Global Thinking

SECTOR INNOVATIONS

Enclosing an Entire Demolition Site

Trailer Offers 24/7 Access to Tools

Becoming a Zero-Landfill Facility

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Rising Rentals and Global Thinking

With the economy on the upturn, there is optimism in the construction equipment sector. But failure to secure long-term highway funding continues to impact the industry. “Most contractors would rather see stability than a quick fix with more money,” says Al Cervero, vice president and construction sector leader of the Association of Equipment Manufacturers (AEM). “People can then plan and grow. But a lack of consistency with up and down swings in funding causes a lot of concerns for all—from contractors to manufacturers.”

As contractors weigh their use of capital, they are increasingly opting for renting equipment, which is expected to rise by double-digit growth in the next four years, reports IHS, Inc., for the American Rental Association.

With rental companies rather than contractors making more equipment purchases, the role of equipment distribution companies will be increasingly tested in terms of being of service to end-users.

Rental companies are expanding their online and mobile app services for contractor customers. These include quotes, equipment usage, labor management and time reporting data that can help in billing. Some are enhancing customer access to a wide range of products needed at the jobsite (see Sunbelt’s Gear Box, page E 6) while more and more companies are recognizing that providing value-added IT services is good long-term business.

Meanwhile equipment manufacturers are keeping an eye on the future, in particular the growing use of autonomous vehicles in mining around the world. The first customer for Caterpillar’s autonomous vehicles was an iron ore mine in Western Australia, which started using them in 2013. A total of 45 vehicles will be in operation over the next several years. Timetric’s Mining Intelligence Centre reports that 48% of miners in Europe and the former Soviet Union countries intend to use autonomous vehicles by 2020. Benefits of driver-less vehicles include safer working conditions for miners and lower labor costs.

Global markets are influencing the equipment industry in other ways.



Headquartered in Lexington, Ky., Link-Belt Cranes is a leader in the design and manufacture of telescopic and lattice boom cranes, marketing them worldwide through its distributor network.

Canadian Ken Burke, CEM, the first non-U.S. citizen elected as chairman of the Association of Equipment Management Professionals (AEMP), plans to expand the organization’s global community. “Today we live in a global economy, and there is more to it than just the North American market. More and more contractors in both the U.S. and Canada are beginning to understand how the globe works.” He notes that CONEXPO will have its first Latin American trade show in Santiago, Chile, next October and is scheduling educational sessions on equipment management.

Until recently, exports were the lifeline for manufacturers. Now with the dramatic slowing of China and Russia and changes elsewhere, plus a strong dollar against the euro, the industry faces challenges. AEM has drawn attention to Latin America by sponsoring a webinar on Cuba and arranging a tour of the Panama Canal Expansion, which opened the eyes of members to new business opportunities in Latin America.

One significant challenge is the looming deadlines of complying with EU REACH (Registration, Evaluation, Authorization and Restriction of Chemicals), whose goal is to reduce

human and environmental exposure to harmful chemicals. Currently there are 161 chemicals listed as potentially harmful with another 31 that require authorization to be included in products for export to the EU. One example that requires reporting if it exceeds a regulation threshold is DEHP, a commonly used plasticizer in equipment materials.

A recent opinion on the basis for REACH compliance could substantially elevate financial risks for members and their supply chains. The opinion, issued by the European Union’s Advocate General, states that the basis for REACH compliance is any article incorporated into the fully assembled product; in other words, a bolt, a hose or a gasket is an article. This means that it only takes a bolt, a hose or a gasket made with substances from the candidate list to put the entire machine out of compliance with the regulation. To help companies comply with EU REACH, which reaches deep into manufacturers’ supply chains, AEM has developed a Market Access Pathway (MAP) information and training program (www.aem.org/SRT/ComplianceTraining/REACH/regulatorywhitepaper). ■

A Perfect Enclosure for a Hospital Demolition

On a cold winter day, Safway Project Manager Eric Thacker listened as Scott Naeger, the project manager for Barnes Jewish Hospital in St. Louis, Mo., described the half-finished demolition job towering above them, and the complication that threatened to stall it: A masonry structure slated for removal was directly abutting the neonatal intensive care unit, a modern section of the hospital which was to remain in place. The demolition, which was taking place during the epic winter of 2013-2014, could expose an area where doctors and nurses worked around the clock to heal some of the hospital's most delicate patients.

"Can you protect this area from the elements during the demolition?" Naeger asked. Thacker's response was intended almost as a joke. He recalls saying something like, "Heck, we could enclose the whole building if you wanted." To his surprise, Naeger's response was, "OK, great. Do it."



HAKI enclosure protected the Barnes Jewish Hospital in St. Louis, Mo., during winter demolition.

Thacker may have been surprised, but he knew that with HAKI enclosure systems, supported by Safway's crack crew, he could indeed enclose the entire demolition site—all seven stories of it—quickly and safely.

HAKI offers a highly adaptable enclosure system, which can be quickly assembled, yet is robust enough to handle almost any weather Mother Nature can throw at it. The key is the strength of HAKI's strong aluminum trusses. "We were able to cover the demolition area with no additional internal bracing," Thacker explains. The entire enclosure was erected in 10 days, and the structure enclosed roughly half a million cu ft.

The general contractor for the project was Interface Construction Corp. (ICC). Dan Randolph, the ICC superintendent for the effort, says he was impressed by the HAKI product and Safway's service. "The product worked well for us," he says. "I'd certainly use Safway and HAKI again." ■

PHOTO: SAFWAY



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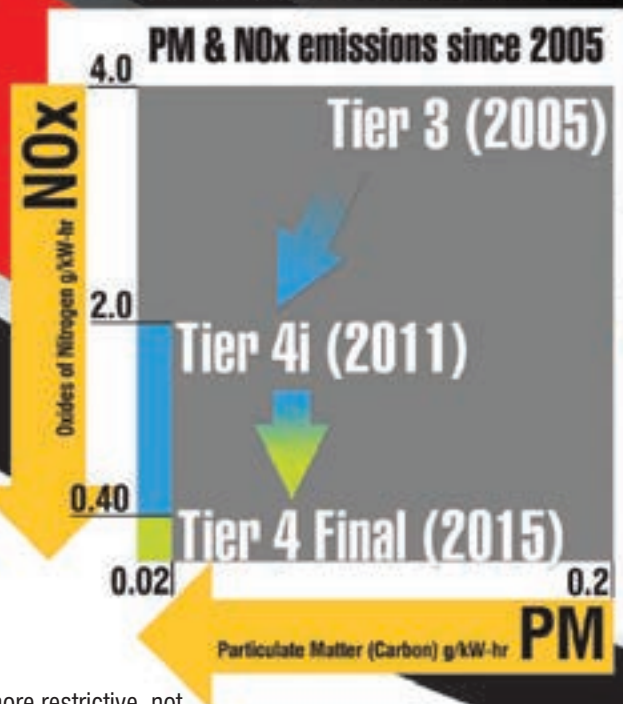
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Trailer Offers 24/7 Access to Tools

Whether it's waiting for deliveries or paying various shipping charges, most jobsite foremen are familiar with the hassles of placing equipment on and off rent over the course of a project. To eliminate these hassles, Sunbelt Rentals introduced the Gear Box, a new rental concept that increases jobsite efficiency, security and productivity.

First launched in 2012, the Gear Box is an automated tool trailer that is delivered directly to a jobsite, fully stocked according to the jobsite's exact requirements. The Gear Box contains not only tools and equipment, but also a merchandise store complete with safety items and consumable products. Best of all, the trailer is accessible 24/7 and is equipped with CCTV for maximum security.

Users gain access to the trailer by swiping an access card to unlock the trailer door. Once inside, the user simply finds the tools needed and swipes a card to exit. Each piece of equipment is electronically monitored and is automatically placed on rent when removed from the trailer.



Sunbelt Rentals delivers a fully stocked and secure Gear Box to the jobsite.

The concept is simple: Get the tools you need, when you need them. Because the Gear Box remains onsite throughout a project, it eliminates delivery and pickup charges that can be especially costly for remote jobsites. 24/7 accessibility is ideal for any project, particularly for those that have multiple

shifts and require equipment outside of normal business hours.

The Gear Box offers the most efficient and eco-friendly way of accessing equipment for projects in any industry. This remote rental solution is revolutionizing the construction industry by maximizing operational and financial efficiencies. ■



The portable wire feeder from Red-D-Arc does not require a control cable.

Welding Reasons For Renting

As the recognized global specialist in welder rentals, Red-D-Arc Welderrentals has over 70 rental centers strategically located throughout the United States, Canada and Mexico, Europe, the Caribbean and the Middle East. Its diverse fleet of welding and welding-related equipment includes electric-powered and engine-driven welders, a full line of weld-positioning equipment, welding-related equipment such as pipe bevellers, electrode ovens, plasma cutters, and automatic girth (AGW) and vertical up (VUP) welders. New products such as diesel-powered electric generators have recently been introduced into the fleet for powering multi-operator welding-paks on remote, or power-limited jobsites.

Red-D-Arc also rents and sells

induction-process heat-treating equipment that offers significant cost savings and operational benefits when compared to conventional resistance-heating equipment. All products are specifically engineered and built to provide extreme-duty performance and reliability in harsh environmental conditions. In addition, the company provides expert product- and process-selection assistance as part of its service. Red-D-Arc offers a variety of financial options providing customers with an optimal capital-solution that includes short- and long-term rentals, Welder-Logistics lease programs, and Tool-Crib fleet-outsourcing. Quality-checked used equipment can be purchased directly from Red-D-Arc, through its eBay store, or through the Airgas dealer network in the U.S. ■

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When you need to access large areas – especially wide expanses above facilities that need to remain open and in use – HAKISPAN provides the ideal solution. Lightweight aluminum trusses offer great strength in relation to weight. Modular components make assembly quick and easy. Recent applications include: commercial construction – from airports and churches to theatres and athletic facilities – as well as industrial job sites. Safway Group and HAKISPAN: It's THE SMART WAY™ to span large areas.

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Performance Contracting Inc. (PCI), the major subsidiary of Performance Contracting Group (PCG), is one of the largest nationwide specialty contractors in the United States. With comprehensive resources and local expertise, the company offers a true “single-source” solution for construction contracting services. Its extensive range of

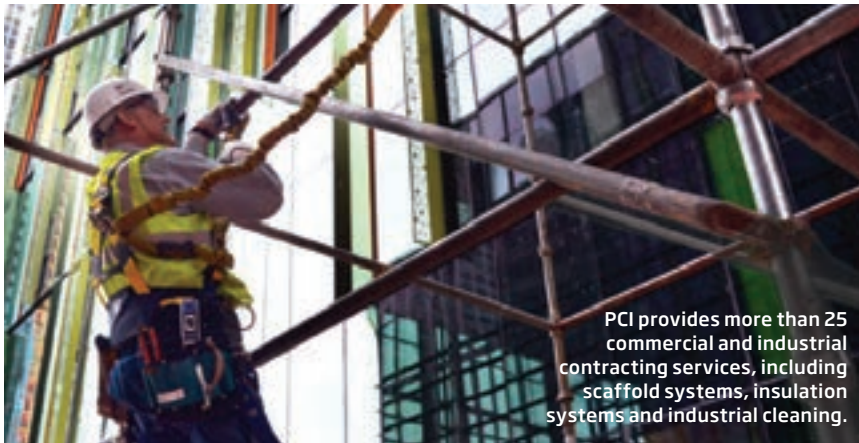
services, experience and knowledge of local regulations gives customers fast, quality service for all their contracting needs.

The number one core value at PCI is safety. PCG’s incident rate, severity rate and experience modification rating (EMR) are always among the best in the industry. The culture of safety starts at the very top with the management

team and permeates to the jobsite. Because of the company’s efforts, it has created an award-winning safety program that consistently exceeds the expectations of customers by providing continuing support, education, training and technical expertise regarding safety. Its several safety awards include the National Safety Council’s Safety Achievement Award, Bechtel Subcontractor of the Year, and the Distinguished Safety Award (Platinum) from the Midwest Insulation Contractors Association.

Customers benefit from PCI’s experience by working with industry experts who provide help throughout the entire project. Being schedule sensitive and using proprietary labor and material control systems, allow PCI to achieve high levels of efficiency. PCI’s goal is always to create maximum value for customers.

In addition, its selective hiring process and active recruiting methods have produced a remarkable team of overachievers. PCI now employs more than 900 salaried individuals and 6,000 skilled craft workers across the U.S. ■



PCI provides more than 25 commercial and industrial contracting services, including scaffold systems, insulation systems and industrial cleaning.

Collaborating for Results

With the recent growth of relatively inexpensive oil and gas feedstocks in the U.S., there may be over \$500 billion worth of potential projects to develop over the next several years within the refining, petrochemical and/or power industries (source: Industrial Info Resources), with many of these projects requiring significant lift and/or specialized hauling capabilities. NCSG Crane and Heavy Haul Services has the experience, resources and commitment to meet this thriving demand.

To ensure success, a service supplier must be effective in the use of limited resources. One concept to achieve this is a collaborative alliance of people, systems, business structures and practices. This method brings project participants (owner, general contractor, building engineers, fabricators and subcontractors) together in a collective approach that allows informed decision making early in the project where the most value can be created. The close collaboration eliminates a great deal of waste in the design, and allows data sharing directly between the design and construction team, resulting in increased productivity and safety in the field.

NCSG prefers collaborative discussion as compared with the traditional “three bid and low bid wins” approach and finds it a more effective way to reduce waste, optimize efficiency and increase safety awareness. ■

RIGHT: NCSG used its Link-Belt HTC86100 crane to assemble a multi-plate river crossing in a coal mine near Tumbler Ridge, BC; 60-ft sections weighed 15,000 lb.



Becoming a Zero-Landfill Facility

Link-Belt sees protecting its surrounding Kentucky Bluegrass region and being a responsible corporate citizen as simply good business with operational and financial benefits.

The crane manufacturer formalized its commitment and provided a strategic framework by creating the Link-Belt Environmental Management System and initiating a company-wide campaign named Re-Think to get employees focused on reducing, reusing and recycling.

From 2013 to 2014, Link-Belt used 6 million fewer gallons of water, 500,000 fewer sheets of paper and reduced volatile organic compounds (in pounds) by 16%. Link-Belt reuses steel pallets from shipment of engines and has generated over 10,000 gallons of reusable solvent each year since 2013.

“We have recycling systems in place



Low-wattage automatic lights and high-volume, low-speed fans used throughout Link-Belt's 740,000-sq-ft manufacturing facility improve HVAC effectiveness.

for by-products like cardboard, metal, batteries, plastic banding, paper and wood. In 2013 we recycled 89% of our waste, last year we recycled 91% and our target for recycling this year

is 93%,” says Ken Johnson, Link-Belt Supervisor of Environmental & Security Management Systems.

An essential component to reducing Link-Belt's carbon footprint is its Energy Management Monitoring Application (EMMA). This Link-Belt designed computerized system monitors energy consumption facility-wide and allows for energy-efficient operation of HVAC and air compressor equipment.

“We are automating utilities to start when work begins in the morning—the machines punch in just like our employees, so to speak,” says Link-Belt Facilities and Maintenance Manager James Bowman.

Over the past decade, Link-Belt has aggressively implemented lean manufacturing principles that include kitting for production and also moving its sheet metal supplier onsite. Link-Belt's Environmental Management System applies to onsite contractors as well. Contractors must communicate environmental policies to their employees; they must also communicate to Link-Belt their methods of maintaining environmental performance and regulatory compliance.

Link-Belt Construction Equipment's vision is to become the first North American crane manufacturer to be a zero-landfill facility. After rigorous effort and widespread involvement from its employees, Link-Belt received ISO 14001 certification in 2011 and was recertified in 2014. ■

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