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EDITOR’S COMMENTS

WORTH REPEATING

By Cathee Johnson Phillips

These comments were originally featured in the September/October 2019 issue of the Scaffold & Access (SA) Magazine. By repeating them, we’re hoping to hear from even more women in the industry.

Since 1996, women have comprised about 9% of the construction labor force, according to U.S. Department of Labor statistics. There are many other statistics about women in construction or in other fields that rely on the scaffold industry for safe access – but what’s the story behind the numbers? How do women begin working in the scaffold and access industry? And, how can the industry can draw more women into the workforce?

Over the past several months, the SA Magazine has been seeking women in the scaffold and access industry who are willing to help answer these questions. Their profiles will be featured in the May/June 2020 issue. We are very grateful to those women who have already been interviewed. We’d like to feature as many women as possible, and it’s not too late to participate.

Simply type up a few sentences (as many as you like) in response to the following questions and email them to cathee@saiaonline.org. Every person will have the opportunity to review their portion of the article before it goes to press.

1. How long have you been working in the scaffold & access industry?
2. Please tell us how you became involved in the industry.
3. What challenges have you experienced as a woman in the industry? How did you meet those challenges?
4. What have you enjoyed the most about working in the industry?
5. Do you have any advice for women seeking to join the industry workforce?
6. On a side note, have you found it difficult to find appropriate attire to wear on the job? If so, how have you dealt with that?
7. Finally, please give your name and title as you would like it to be used in the article. We’ll follow up with everyone who sends in responses. Gentlemen, we don’t want you to fill left out. We invite you to share comments, too.

We so appreciate all those who are willing to be interviewed or who write articles and columns for the magazine. All of us at SA Magazine hope you enjoy this issue and find the content relevant for your own career or company.

The SA Magazine is currently interviewing women in the SAIA and the industry for an upcoming special feature. We would like to explore how women begin working in the industry and how the industry can draw more women into the workforce. To participate, contact the editor via email, cathee@saiaonline.org.

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A RELEVANT VOICE

By James L. Holcomb

The Scaffold & Access Industry Association (SAIA) was well represented at the 2020 World of Concrete (WOC). SAIA staff and members visited with attendees at the association’s booth, and, as a result, the SAIA is welcoming several new members. Additionally, 26 persons attended the Competent Person Training (CPT) in both Frame and Suspended Scaffold.

In order to have a relevant voice in the industry, the SAIA must invest time and resources to participate in WOC and other industry-related events. We must work diligently to stay in touch with an ever-changing industry, change that was evident in many exhibits and sessions at WOC. We must do our best to anticipate the future resources, education, and training that will be needed to ensure safe practices in the industry.

The SAIA Councils play a major role in identifying and developing these resources. This collaborative work requires the willingness to put in countless hours behind the scenes, and new volunteers are always needed. Two of the objectives of the SAIA’s newest council, APEX, are to prepare the next generation of SAIA volunteer leaders and to diversify and expand the member demographic. APEX member Chris Kelley, featured in this issue, believes that APEX provides a valuable forum where new and long-time members can meet and where knowledge can be passed on and new ideas can be heard. That is crucial if we are to maintain a relevant voice.

The best opportunity for contributing to the councils’ work is the SAIA Committee Week, where current issues and emerging trends are discussed. This year, SAIA members and friends will meet April 27-30 in Kansas City, Missouri. Please consider this your personal invitation to join us. Your input and expertise are needed, and I am sure that your participation will benefit you and your company.

I also invite you to submit a nomination for the 2020 SAIA Association and Project Awards, which recognize members for their service, dedication, and contributions to the association and successes within the scaffold and access industry. The 2020 awards will be presented during September’s Annual Convention & Exposition in Phoenix, Arizona. The deadline for nominations is May 31, 2020. You can find more information at saiaonline.org/annualawards.

I look forward to seeing you in Kansas City!

The SAIA Councils play a major role in identifying and developing resources that will be needed to perpetuate safe practices in the field. This collaborative work requires the willingness to put in countless hours behind the scenes, and new volunteers are always needed.
LET YOUR VOICE BE HEARD
Collaborate with peers. Discuss industry issues. Gain knowledge. Help us shape our future.

- **Council Updates**
  get information on current projects, emerging trends, and upcoming programs and initiatives

- **Best Practices**
  gain and share knowledge that will help you and your fellow members on the job or in the office

- **Training Classes**
  sign up for Train the Trainer Facilitator Skills Workshop or one of the Competent Person courses – Frame, Suspended, or System Scaffold

- **Networking Opportunities**
  build valuable new relationships and strengthen old ones during evening receptions and social events

- **SAIA Leadership**
  meet the leaders of the Association and learn more about how you can get involved

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TECHNICALLY SPEAKING

By David H. Glabe, P.E.

Have a technical question for SA Magazine you’d like to see answered here? Let us know! Send an email to dhg@glabeconsulting.com with your question.

Over the years, I have wondered about the scaffold industry and, more pertinently, have asked questions regarding the business of temporary structures. Additionally, throughout the training I have conducted, I have also been asked questions—some that have no answers and some that lack the requisite reliable substance (whatever that means). So, herewith are a few questions for which you may have answers—or not.

1. Who taught you about scaffolding?
2. If a scaffold is left standing for ten years, is it still temporary?
3. Does the use of light-emitting-diode (LED) bulbs affect a light-duty scaffold?
4. How do you comply with the Occupational Safety and Health Administration (OSHA) regulations regarding the 4-to-1 safety factor if you don’t know how strong the scaffold is?
5. Why aren’t there more women in the industry?
6. Why is a scaffold side bracket called an outrigger?
7. Why isn’t an outrigger called a side bracket?
8. When does a side bracket become a knee-out?
9. How come nobody calls the scaffold component what the manufacturer calls it?
10. Why does a coupling pin have so many names, some not printable in this magazine?
11. Why do some people call a sill a seal?
12. Why do people who shouldn’t use an automatic door do so, and those who should don’t?
13. How many names are there for a tubular-welded frame?
14. Who taught OSHA about scaffolding?
15. How do manufacturers get away with not publishing (or knowing) scaffold capacity?
16. If a permanent-installation suspended scaffold falls off the building, does it become a temporary scaffold?
17. What effect does elevation (not height) have on the capacity of a scaffold?
18. Why do people think the OSHA regulations are instructions?
19. If a systems scaffold has ten times the bracing it needs, is it ten times safer?
20. What’s the land speed record for a boom-lift?
21. When is a board a plank?
22. Who decided a 2-inch by 10-inch by 10-foot plank was the perfect size for scaffold use?
23. Can you get bored installing plank?
24. What exactly is a buck?
25. Are x-braces the same as cross-braces?
26. Why does OSHA think a scissors lift is a mobile tower?
27. Where did the term frog come from, as it is used in railroading?
28. Speaking of railroads, how does that relate to train-the-trainer?
29. What does that have to do with scaffolding?
30. Why does New York have the “scaffold” law?
31. Why does California only require you to tie the scaffold to keep it from falling away from the building but not into the building?
32. Why does California OSHA require single wrapped #10 or double wrapped #12 wire for ties, no matter the conditions (such as an earthquake or Santa Ana winds)?
33. How come different states, and provinces, too, have different scaffold regulations?
34. Where do OSHA compliance officers receive their scaffold and work platform training?
35. Are OSHA compliance officers required to have scaffold training prior to climbing onto a scaffold platform?
36. Where did the name “ringlock” come from? And “pin-lock”?
37. What’s the secret to life?
38. Who erected the scaffold Michelangelo used to paint the Sistine Chapel?
39. Since suspended scaffold suspension ropes must have a 6-to-1 safety factor, why do they break?
41. Where did all those YouTube videos come from telling you how to incorrectly erect scaffolds?
42. Since scissors lifts have guardrails around the platform (so you can’t fall off), why do you have to utilize personal fall protection equipment?
43. A lot of scaffolding is manufactured each year; where does it all go?
44. Same thing with motorized elevating work platforms?
45. What would happen if we got rid of the OSHA regulations?
46. How many people have read the American National Standard Institute (ANSI) scaffold standards?
47. How can it be that you can erect a steel building 12 stories tall without any engineering as long as the steel components are scaffold components?
48. If a scaffold falls over in the forest, and no one is there, does it make a noise?
49. What is the land speed record for a manually propelled rolling tower?
50. Who cares?
51. Why do people think scaffolding is dangerous?
52. Since workers who install scaffolding are called erectors, how do scaffolds get dismantled?
53. How come there are so few minorities in scaffold industry management?
54. Who came up with the scaffold safety factors?
55. Is there any scaffolding in Antarctica?
56. If so, is it upside down?
57. Can you use a boombox on a boom-lift?
58. How many mobile towers are there in Mobile, Alabama?
59. Does Mobile, Alabama, ever move?
60. How will they get scaffolding to Mars when the time comes?
61. If you climb a mast, are you a mast-climber?
62. Is a ladder-jack the same as carjack or hijack?
63. If so, which regulations apply?
64. If you don’t speak the same language, how can you communicate?
65. When is a scaffold stairway a construction stairway?
66. Is a construction stair tower constructed with scaffold components a steel structure or a scaffold?
67. Is deconstruction the same as destruction?
68. Why does Michigan think the federal OSHA regulations are inadequate and add their own stuff?
69. Will supported scaffolding, that is, frame, systems etc., exist in a hundred years?
70. Do you need to be a competent person to determine if someone else is a competent person?
71. If safety is your goal, what happens when you get there?

If you actually read this far, you obviously have way too much time on your hands. And, if you answered all these questions, correctly or incorrectly, perhaps you need to see a doctor. Better yet, ask others these questions and see what happens!

About the Author
David H. Glabe, P.E., is President of Glabe Consulting Services Inc. and serves as SAIA’s Regulatory Liaison. Contact him at dhg@glabeconsulting.com.
ACROSS
2 Accurate calculation 19 Before each use
6 I got a lay 20 Ten three
7 Scrape protector 21 Stop me safely
9 Uses air 23 Collector
13 Splitter 24 Step down
14 Tighten correctly 25 Way to grip
15 Hanging out
16 Slow me down
17 More than two
18 Stop the drop

DOWN
1 Sectional
2 Save me
3 Squeezed on
4 Second stop
5 Hoist connector
8 In between guard
10 I’m about fifty
11 No power aid
12 Slang for stage
17 More than two
18 Stop the drop
20 T en three
21 Stop me safely
22 Fatal twist

About the Author
Harold Gidish is a member of the Scaffold & Access Industry Association (SAIA) Board of Directors and Chair of the Suspended Council. He is General Manager of Sky Climber Access Solutions, LLC in California. Contact him at hgidiish@skyclimber.com.

View the answers on page 38.

Word List
BOOSTER
CONTROLLED_DESCENT
COUNTERWEIGHTS
FALL_ARREST
FORMULA
KINK
MID_RAIL
MODULAR
MULTI_POINT
OUTRIGGER
OVERSPEED
P-WER_CORD
PNEUMATIC
PRE_USE_INSPECTION
ROLLER_BUMBER
ROPE_GRAB
SHOCK_ABSORBING_LANYARD
STIRRUP
SUSPENDED_SCAFFOLD
SWEDGE
TORQUE_WRENCH
TRACTION
TRANSFORMER
WIRE_ROPE
WIRE_WINDER
YOKE

Hint: Many of the answers have spaces in them, as indicated by the underscores in the Word List.
Chris Kelley started working for his dad in the scaffold industry when he was 15 years old. He said, “It was very hard work at that age, but I learned many life lessons from it.”

He continued to work off and on for his father’s company, Bilt Rite Scaffold, as he balanced the pursuit of his academic goals with the company’s needs. In 2012, he decided to focus on the company, and over the next three years he worked diligently. He became the General Manager in 2015, and then he and his brother purchased the company.

The opportunity to own the company was a driving factor in his choice to pursue a career in the access industry – and his hard work has paid off.

“We have seen continued growth and success from our team in the Central Texas Region,” he said. “Having been in the industry for over a decade has helped build a strong client and vendor base. Customer service is engrained in our culture, and much like APEX we have a nice mix of young talent working with an experienced team.”

SAIA Connections

Not long after purchasing Bilt Rite, his company became a member of the Scaffold & Access Industry Association (SAIA), which Kelley has found very beneficial to his career and company.

He said, “My favorite SAIA event was the first Annual Convention I attended in 2018. It was an absolute blast, and it opened my eyes to a part of the industry I had never seen before. The 2019 Convention was just as amazing, and I reconnected with several peers and friends that I had met at the previous one.”

Shortly after the 2019 Annual Convention, he visited with Cameron Boots, co-chair of the APEX Council. Their conversation led him to join the council.

“The mission statement and objectives of APEX are right in line with what I’d like to see in the industry,” he said. “I knew that participating with a like-minded group would be a great duty and honor – and fun, of course.”

An Industry Think Tank

Kelley has found that APEX provides a forum where participants can openly communicate, collaborate, and influence ideas, policies, and long-term strategies. He values the members and participants who work to get something off the ground and then to maintain traction.

He believes that APEX will help the SAIA and its members become early adopters and innovators, which is crucial to keep up with evolving access demands.

“Bringing in new members and connecting other leaders in the industry can create a healthy think tank, with new and old ideas being challenged,” he said. “Having diverse participants can help drive the growth this industry needs.”

APEX PROFILE: CHRIS KELLEY

CHRIS KELLEY IS CEO OF BILT RITE SCAFFOLD, AND AN ACTIVE MEMBER OF THE SCAFFOLD & ACCESS INDUSTRY ASSOCIATION (SAIA) AND THE SAIA APEX COUNCIL.
IT’S IN DA HOLE!

THIS ARTICLE DISCUSSES QUESTIONS TO CONSIDER WHEN PROVIDING SAFE ACCESS TO A TANK APPLICATION. IT’S NOT AS SIMPLE AS GETTING EQUIPMENT AND WORKERS THROUGH THE TANK ACCESS HOLE.

BY JIM BOUDREAU
've got a job in a tank!'

When there is a job in a tank, several questions come to mind. First and foremost, what is the access? How big is a hole it? Can I get my platform in there? Is it square, rectangular, oval, or circular?

**Physics of Getting into the Tank**

Remember the Pythagorean Theorem in basic trigonometry class? The theorem states that the area of the square whose side is the hypotenuse (the side opposite the right angle) is equal to the sum of the areas of the squares on the other two sides. The equation is: \(a^2 + b^2 = c^2\).

The platform may fit, as the hypotenuse is always longer in a square. Using this equation, a 28-inch x 28-inch square will have a hypotenuse of 39.6 inches.

*The title of this article is a reference to the 1980 movie Caddyshack, when a greenskeeper, played by actor Bill Murray, says "It's in da hole!" as he pretends to win the Masters Tournament.*
What to Look for in the Tank
Consider the diameter of the tank. Are you working outside or inside?
Do you want a circular platform? If so, are there any obstructions that will stop you from closing the circle? This is often overlooked. There is usually a ladder or a pipe of some kind to prevent closing the circle.
A half circle or quarter circle may work better. Not all crews work at the same pace, and splitting the stage up allows faster crews to keep going.

Worker Safety in Confined Spaces
In May 2015, OSHA issued a new standard for construction work in confined spaces that became effective in August 2015. The OSHA website provides a multitude of information about confined spaces in construction, including definitions and requirements. There are answers to 72 frequently asked questions about confined space online (https://www.osha.gov/confinedspaces/faq.html). OSHA defines a confined space as a space that (1) is large enough and so configured that an employee can bodily enter it; (2) has limited or restricted means for entry and exit; and (3) is not designed for continuous employee occupancy” (see 29 CFR 1926.1202). All three criteria must be met in order for the space to be considered a confined space and to be covered by the Confined Spaces in Construction Standard.
If the tank meets these three criteria, it is a confined space. But is it a permit-required confined space? Before you start moving gear “in da hole,” ask: Is the atmosphere safe?
A permit-required confined space or permit space means a confined space that has one or more of the following characteristics: (1) contains or has the potential to contain a hazardous atmosphere; (2) contains a material that has a potential for engulfing an entrant; (3) has an internal configuration such that an entrant could be trapped or asphyxiated by inwardly converging walls or floors that slope downward and taper to a smaller cross-section; or (4) contains any other recognized serious safety or health hazard.
Welding in the tank is done quite often. Therefore, further precautions are required, as found in the Occupational Safety and Health Administration (OSHA) guidelines, 29 CFR 1926.451 (f) (17). Many articles have been written to deal with this subject and published in the SA Magazine.
Do you need to protect the suspension wire rope from abrasion above? There are many products and ways to protect the rope available. Fall protection is still required and must be independent to protect the workers.
Unfortunately, injuries and fatalities have occurred. In October 2010, two workers were painting inside a water tank when the suspended platform anchor fell through the hole, causing one side of the scaffold to collapse. Both workers fell approximately 25 feet, and both were seriously injured. OSHA cited the contractor $69,168.
It is important to remember that tanks are usually made of steel. If workers are using metal tools in a metal tank, noise may be an issue. The OSHA confined-space FAQ #62 addresses this topic and states that “in order for noise to constitute a physical hazard triggering the permit-required confined space requirements...the noise must be so extreme that it could impede an entrant’s ability to safely exit the space without assistance.”

**OSHA Online Resources**

OSHA’s website has a magnitude of information to provide some guidance to protect both employees and employers. Though a lot is geared to the petroleum and petrochemical industries, the website can provide guidance in such topics as:

- Preplanning;
- Training and rescue;
- Setting up equipment for tank entry and cleaning;
- Tank isolation;
- Vapor and gas;
- Atmospheric testing;
- Cleaning;
- Working inside de-isolation; and
- Recommissioning.

Careful planning is required to provide safe access to a tank. It’s not as simple as: “It’s in da hole!”

**About the Author**

Jim Boudreau is Technical Specialist at Tractel. Contact him at jim.boudreau@tractel.com.
ON THE COVER
BY KIT CARROLL

INSIDE-OUT AND TOP-DOWN
THE EXOSKELETON OF AN “IMPOSSIBLE BUILD” GETS SUSPENDED-ACCESS TREATMENT.

MARCH/APRIL 2020
One Thousand Museum Tower is a 62-story ultra-luxury condominium tower overlooking Biscayne Bay in Miami. Featured on “Impossible Builds” by the Public Broadcasting Service (PBS), the building garnered considerable attention before and during construction.

The tower is the brainchild of the late architect Zaha Hadid, the name behind iconic buildings such as the Dubai Opera House, the BMW Central Building in Germany, and the Guangzhou Opera House in China. The residential building is the first tower in the Western Hemisphere to be designed by Hadid.

One Thousand Museum is meant to usher in a new generation of modern architecture in Miami with its unprecedented glass-fiber-reinforced exoskeleton and ultra-luxurious amenities. The curvilinear exoskeleton lends a sculptural quality to the tower, and, while the design allows for fewer interior columns and better views throughout the 709-foot tower, it meant serious challenges for crews tasked with glazing, painting, and stucco work. During the construction of this remarkable building, Sky Climber Access Solutions provided a full suspended-access system with Sky Climber roof rigging, material hoist, and suspended-access platforms.

This 62-story skyscraper features a unique concrete exoskeleton where thirty-two rolling roof rigs and beams supported 16 Sky Stage Ultra (SSU) suspended access platforms around the crown of the tower, with three on each side and one on each corner.
cladding casings themselves become part of the structure – a system not implemented at this scale until now. The permanent formwork is made up of more than 4,800 glass-fiber-reinforced concrete (GFRC) pieces that were shipped from Dubai and assembled on-site. Once installed, the formwork pieces were filled with concrete and left in place. Later, each section was covered with cladding to streamline the overall look of the structure. Upon completion of the 30th floor in 2017, Sky Climber began installing rigging elements for use in installing
windows, caulking, and other tasks associated with “drying out” or sealing each floor. During this phase, rigging was installed on individual floors to launch suspended-access platforms below. Glazing teams also utilized a 1500-pound material lift to carry and maneuver thousands of glass panels into place. These glass panels form floor-to-ceiling windows on every level, allowing for amazing views of Biscayne Bay and the Atlantic Ocean.

The complete roof rigging system was installed once the tower topped out at 62 stories in February 2018. The complete suspended-access system included 32 rolling roof rigs and beams which were erected on the roof of the tower. The rolling roof rigs supported 16 Sky Stage Ultra (SSU) suspended-access platforms around the crown of the tower, with three on each
side and one on each corner. On three sides of the tower, additional scaffolding was constructed two floors below the roof on the penthouse-level balconies to provide additional rigging beam support.

Each suspended-access platform required 700 feet of wire rope and 800 feet of power cords, which presented a challenge due in part to the coastal location. High winds and extreme drop lengths meant that thousands of feet of cords and rope needed to be carefully managed, ultimately necessitating dedicated staff to safely manage ropes every day.

The platforms used at One Thousand Museum ranged from 20 to 30 feet long and were each outfitted with LNX-1000 three-phase (3PH) hoists. The 3PH feature of these electric hoists makes them well-suited for suspended-access applications with tall drops. Generally, a 3PH motor draws less current than a single phase, is more efficient, and less likely to overheat when moving long distances up and down. The overall voltage required by the hoist is also reduced, so potential voltage loss over the length of the drop cords is more easily accommodated by a 3PH hoist.

Careful measurements were critical to ensure that each time a platform descended along the building, it would safely clear structural elements while still providing the necessary access. Platforms were also outfitted with extra wall rollers to help navigate exoskeleton sections.

To further complicate the use of suspended-access platforms, no balconies protrude from the
tower’s facades aside from the penthouse-level balconies. This meant that if platform users experienced any issue with tangled lines, there were no balconies available to temporarily land a stage. Rescue or repair would have to come in the form of another platform lowered in parallel. To minimize these risks, Sky Climber Access Solutions’ Miami branch provided daily on-site cord management and regular operational training.

Throughout the remainder of construction on One Thousand Museum, several crews used Sky Climbers suspended-access systems. Glazing and caulking teams relied heavily on the system to install and seal windows on every face of the tower, revisiting them late in the construction process to remove protective films from every pane. Stucco crews and painters made cosmetic repairs to the exoskeleton sections in preparation for the tower’s much-heralded grand opening.

Throughout this multi-year project, Sky Climber Access Solutions provided consulting, on-site support, and operational training. One Thousand Museum officially opened in July 2019.

About The Author
Kit Carroll is Marketing Manager for Sky Climber, LLC. Contact her at kcarroll@skyclimber.com.
LIGHTING UP AN ATLANTA ICON

THE 2019 SCAFFOLD & ACCESS INDUSTRY ASSOCIATION (SAIA) SUSPENDED ACCESS PROJECT OF THE YEAR WENT TO SKY CLIMBER FOR THE LED SIGN INSTALLATION AT 100 PEACHTREE STREET IN ATLANTA.

BY MARK WIGGINTON
Atlanta residents prepared for Super Bowl LIII in many ways, and building owners around Mercedes Benz Stadium were no different. Savvy owners made use of facades with new signage, with none more noticeable than the freshly re-branded Georgia’s Own Building.

This suspended-access project took place in Atlanta, Georgia, atop the building at 100 Peachtree Street formerly known as the Equitable Life Insurance Building. Located in the downtown Fairlie-Poplar neighborhood, this international-style skyscraper rises 453 feet (138 meters) with 32 stories of commercial office space. Since its completion in 1968, the building has been widely recognizable due in part to the 16-foot-tall (4.9-meters-tall) glowing letters spelling out the name of the building’s first major tenant/owner.

When new owners envisioned a massive remodel for 100 Peachtree Street, the rebranding plan included new signage. A massive digital sign comprised of two 174-foot (53-meter) light-emitting diode (LED) panels would cover much of the original lettering, which was inset into the building’s face. The LED displays would allow for dynamic messaging and branding, significant energy savings, and, if completed in time, a chance to capitalize on publicity surrounding Super Bowl LIII at the nearby Mercedes Benz Stadium. Although there are some electronic billboards in metropolitan Atlanta, there were no digital signs this large, at this high an elevation, or with as much exposure as the signs installed at 100 Peachtree Street.

Sky Climber Access Solutions and Sky Climber LLC teamed up, supplying critical equipment to erect Atlanta’s first large building-top digital sign. The Sky
Climber teams were challenged to provide the equipment and services necessary for work crews to make the new displays a reality.

**Roof Anchors, Hoists, and Suspended Access Platforms**

To begin, Sky Climber engineering teams developed a design for installed roof anchors to serve as equipment and operator safety line tie-off points. Load limitations of the building itself made initial designs unusable, and several design revisions were necessary. The final design included 68 roof anchors with 18-inch-high tubes attached to 14-inch by 14-inch plates manufactured by Sky Climber LLC and installed by Sky Climber Access Solution teams. After installation, Sky Climber tested each anchor to ensure they met the 5000-pound load rating requirements.

With anchor designs and installation complete, engineering teams could focus on the plan for personnel hoists and suspended access platforms. With a façade span of 174 feet (53 meters) on each side and multiple crews requiring access, a total of 10 trolleyed swing stages were necessary. Each 40-foot-long trolleyed platform utilized two hoists, 500 feet of wire rope, and two trolleys. The trolleys allowed front to back access around the structural building beams. This platform configuration allowed teams to decommission the old electronic sign elements and repair façade areas as needed.

Sky Climber LLC engineering teams then designed a system of material lifting rigs to position large steel outriggers to be embedded into the face of the building. The material lifting system consisted of two 1250-pound capacity electric hoists synchronized with a central control box (CCB) mounted to beam and weight assemblies. Each CCB operated two material hoists simultaneously, keeping the loads level and weight evenly distributed. These material lifting systems allowed for very technical, precise positioning of loads weighing thousands of pounds each, often despite wind and other environmental factors. In several areas, the beams of the material lifting kits stretched up to 48 feet to clear existing mechanical structures on the roof. Once the steel support beams were attached to the building, then a helicopter crane lowered the catwalk sections on to the support beams.

After demolition teams retired the EQUITABLE lettering and steel erectors installed the steel outrigger beams, the material lifting system was used again to raise multiple 26-foot-long by 6-foot-tall electronic sign sections. These 6-foot sections were assembled at height to comprise the 174-foot-long and 20-foot-tall signs on two sides of the tower.

**Challenges**

One of the primary challenges with this project was scheduling – hammer drills could not be used during regular business hours. As such, all anchors had to be installed after hours so as not to disturb employees in the occupied building.
Another challenge with this phase involved the limited use of a single freight elevator that would reach the roof of the building. Thousands of pounds of rigging equipment had to travel via this freight elevator, which could only be accessed at night due to contractors build-out of the top three floors for the new tenant, Georgia’s Own Credit Union. Sky Climber teams worked with other contractor crews on-site to schedule elevator time to complete the installation phase without delays.

Safety Innovation
An important Sky Climber contribution to this project was solving the need for both a more efficient rescue system and the right solution for safety lifelines. On a typical suspended access project, PolyDac 5/8-inch/16-mm rope is anchored to a tie-off anchorage and run to the ground. In the event a worker falls and is subsequently suspended from his or her safety line, the only way to rescue that worker would be a fireman’s ladder. During the development of the rescue plan, the general contractor estimated a fire department intervention would be twenty or more minutes away. If the worker were unconscious and unable to stand in the trauma straps of his or her safety harness, suspension trauma could take effect in a matter of minutes with potentially deadly consequences.

To address these concerns, the Sky Climber teams suggested an Assisted Rescue Safety Rope System. Used in rope access projects for wind turbine maintenance, this system provided both a more efficient rescue system and the right solution for safety lifelines. On this roughly 500-foot building, 1000 feet (305 meters) of “kernmantle” rope was used for each worker at height, with 500 feet of the rope suspended and the additional 500 feet stored on the roof. In the event of an emergency, an operator on the roof could use the stored length of rope to lower the worker to ground level with special descent devices. The 7/16-inch (11mm) kernmantle rope used in this application is superior to the standard 5/8” PolyDac lifeline due to much-reduced elongation, which is critical on a building of this height.

Successful On-time Completion
The project finished on schedule and was under budget with Sky Climber’s customer. The electronic sign was illuminated in the second week of January 2019 and was fully functional in time for Super Bowl LIII on February 3rd, 2019. Together, Sky Climber Access Solutions and Sky Climber LLC were able to provide the equipment, services, and expertise necessary to make this high-profile project a success. By operating efficiently, increasing safety factors, and being flexible throughout the process, the teams helped to make a positive impact on the city of Atlanta with a career-defining project they will remember for years to come.

About the Author
Mark Wigginton is Vice President of Engineering & Operations at Sky Climber, LLC. He can be reached via email at mwigginton@skyclimber.com.
RAISE THE GAME AT COMMITTEE WEEK

THIS ANNUAL EVENT OFFERS INDUSTRY PROFESSIONALS ONE OF THE BEST OPPORTUNITIES TO VOICE THEIR CONCERNS AND SHARE THEIR EXPERTISE AS THE ASSOCIATION PREPARES FOR EMERGING TRENDS IN THE INDUSTRY.

BY CATHEE JOHNSON PHILLIPS
The Scaffold & Access Industry Association (SAIA) 2020 Committee Week will be held April 27-30 at the InterContinental Hotel in Kansas City, Missouri.

Committee Week is open to all SAIA members and industry professionals who are interested in becoming members. The meeting focuses on the work of the SAIA’s 12 councils: their current projects, goals, and objectives; issues facing their respective industry segment; emerging trends; and any new programs, initiatives, or activities for the coming year.

Kevin O’Shea, chair of the Mast Climbing Council, expressed the importance of the councils’ work during Committee Week. He said, “For many years, SAIA members have taken a leadership role in the industry. The council will discuss ways to ‘raise the game’ of the whole industry while simultaneously creating a level playing field. We welcome ideas from members on the future steps towards progress.”

Begin the Week with Training
The Train the Trainers Facilitator Skills Workshop will be offered on Sunday, April 26, and Competent Person Training in Frame, System, and Suspended Scaffold is slated for Monday, April 27. Course
materials have been developed by experts within the scaffold and access industry and are designed to educate workers on the safe practices of using, erecting, and dismantling scaffold and access equipment. They are taught by SAIA members who have been approved by the Accredited Training Institutes (ATI) Committee.

SAIA Council Meetings Slated for Tuesday and Wednesday

The APEX Council meeting will start the day at 8 a.m., followed by meetings of the Permanent Installation, Suspended, Supported, Fall Protection, and Industrial Councils. On Wednesday, the remaining councils will meet, including the International, Construction Hoists, Shoring, Plank and Platform, Aerial Work Platform/Mobile Elevating Work Platform (AWP/MEWP), and Mast Climber Councils. Committee week participants are encouraged to attend all council meetings.

The councils have ambitious agendas, as follow:

- The **APEX Council** will discuss “Reach & Access,” a series of career development days to be held at SAIA member locations. APEX and SAIA members will work with each other to plan these days. Reach & Access will provide students at local high schools, trade schools, and colleges the opportunity to learn about the industry at a scaffold company. Other contributors can be manufacturers, distributors, industry technology companies, and industry insurance professionals. The program’s slogan is: “Together we can Reach the next generation of the scaffold industry and provide them the Access to be successful.”
- The **AWP/MEWP Council** will work on its gaps analysis between the Occupational Safety and Health Administration (OSHA) regulations and industry standards, including a review of the remarks and submissions from other council’s members.
- The **Construction Hoist Council** will discuss the status of the American National Standards Institute (ANSI) A10.5 Standard for Material Hoists; creating an industry awareness document titled “How the New A10.5 Standard Will Affect the Industry”; and creating guidelines on the basic requirements for operator training for personnel hoists and material hoists. The meeting will close with a discussion on the process to update and revise the ANSI A10.4 Standard for Personnel Elevators and Construction Hoists, including suggestions for changes that could be brought to the standard’s subcommittee.
- The **Fall Protection Council** will be discussing fall protection for tools and incorporating them into everyday tasks and the best ways to incorporate rescue procedures and equipment into the workplace, creating best practices. Industry-wide input is needed, and the chair and co-chair invite everyone to attend.
- The **Industrial Council** will build on the progress made at the last meeting regarding the use of retractable lanyards for scaffold ladder safety devices, the council
may also discuss using plank and other access options in industrial applications.

- The International Council will present on the reporting methods used by various government organization and scaffold associations around the world to collect data on incident and fatality reporting methods in the construction and scaffold industries. They will compare the United States’ data collection efforts and ranking to that of other countries and industries.

- The Mast Climbing Council will discuss ways to encourage industry-wide safety improvements in all aspects of maintenance, installation, and use of mast-climbing work platforms and address the challenge of making equipment owners aware of their duty-of-care responsibilities.

- The Permanent Installation Council will work on an article on product identification as there are so many projects that use the wrong terminology for the equipment they are showing.

- The Plank and Platform Council will discuss the development of visual-inspection videos for each of the four types of planks, laminated, solid sawn, composite, and metal. Members will be asked for suggestions on the video content so that consistent scripts can be created. The council hopes to have the videos available for presentation at the 2021 Committee Week.

- The Shoring Council will follow up on the outline for a shoring design guide that outlines topics from engineering requirements to best practices; discuss the status of the SP4 letter sent to the American Concrete Institute in 2018; and review the checklists on the SAIA website.

- The Supported Council will review sample build-scaffold inspection forms; look at the current component inspection training and seek input on needed updates to this training; and receive an update on the SAIA scaffold-inspectors course that is in development. There will be a presentation on a failed cantilever scaffold installation, after which the council will discuss developing tip sheets, possibly one for bracket and system cantilevers, one for beam and putlog cantilever, with cautions covered, and one for cantilevered debris nets and personal safety nets.

- The Suspended Council will check in with members for feedback on the Suspended Scaffold Pre-Operation Inspection Checklist, samples of hoist tags that will be handed out at the meeting, and the visuals for the Codes of Safe Practices. There will also be a quick talk on the Seminole Hard Rock Hotel & Casino Hollywood project.

Council work will also take place during networking opportunities, another key component of Committee Week. The SAIA Café provides the optimal space for attendees to casually gather between meals and breaks, take a meeting, or just relax with new and old friends! Evening receptions give attendees a chance to continue the work – or to relax after a long day of work to enjoy food, drink, and camaraderie with each other in an informal setting.
Enjoy Kansas City, Missouri

There is a lot to see and do in the city that is home to the 2020 Super Bowl Champions, the Kansas City Chiefs. The city is also home to the Kansas City Royals, who won the World Series in 2015 and are beloved by area residents.

Kansas City has many other claims to fame, including its jazz, visual and performing arts, barbecue, and beautiful fountains. The fountains flow from the second Tuesday of each April through October, and there are several that are walking distance from the hotel, so be sure to visit them. Learn more at kcfountains.com.

Known as the place “where jazz grew up,” Kansas City offers great venues to hear jazz, including the American Jazz Museum. The vibrant visual arts community is supported by the Nelson-Atkins Museum of Art and the Kemper Museum of Contemporary Art, as well as the eclectic Crossroads Arts District. The Kauffman Center for the Performing Arts, a major not-for-profit center for music, opera, theater, and dance serves as a cultural cornerstone for Kansas City and has been honored as one of the World’s 15 Most Beautiful Concert Halls.

The metropolis offers a wide array of culinary delights but is best known for its barbecue, with a sweet and tangy sauce, and delicious, mouth-watering steaks (after, all it’s the third-largest beef capital in the world). There’s a strong craft brewery culture, and residents can enjoy a local brew with possibly the best New York Strip Steak in the world.

Two essential Kansas City experiences include the National WWI Museum and Memorial, the only American museum solely dedicated to preserving World War I objects, history, and personal experiences, and the 100-year-old Union Station, which features national exhibits, Science City, access to Amtrak train service, and more.

Plan Your Visit and Register Today

It’s not too early to plan your visit so that you can help with the important council work and enjoy the city. Register for Committee Week on the SAIA website. For more information, call the SAIA office at 816-595-4860. For more information on the training, contact Daphne Reitz at 816-595-4840. To be a sponsor, contact Brandi Fox at 816-595-4833. To be a sponsor, contact Brandi Fox at 816-595-4833. For a complete listing of all active councils and more information on each, please visit their individual page on the SAIA website at www.sai- aonline.org/councils.

The InterContinental Hotel

The InterContinental Kansas City at the Plaza is an iconic 371-room hotel located on the corner of Kansas City’s Country Club Plaza. Offering world-class dining, shopping, and entertainment, the Plaza is fifteen blocks of Seville-inspired architecture and the site of quiet courtyards and stunning sculptures and fountains.

Getting There

Those that prefer road trips will be glad to know that several interstate highways, I-29 and I-70 to name two, intersect with Kansas City, plus I-435 and other bypasses offer quick access to different areas of the city. Be sure to avoid the morning and evening rush hours, when traffic can come to a standstill.

Fly nonstop to the Kansas City International Airport (MCI) from 54 cities throughout the United States, Canada, Mexico, and Iceland. Major airlines flying into MCI include Air Canada, American, Delta, Frontier, Southwest, and United. MCI is easy to navigate, and the current construction on its new terminal should not impede travelers.

Ground Transportation

The InterContinental Hotel is about 25 miles from MCI and does not provide shuttle service to and from the airport. Taxi service runs about $60 one way, and Uber or Lyft average $30. Get fare estimates at www.ride. guru/airports/MCI. There are also several shuttle and private car services; visit www.flykci.com and click on “Getting To/From” for more information.

Weather

Pack a sweater and an umbrella – just in case. In April, daily temperatures will range from an average low of 47°F to an average high of 67°F, and the average rainfall is 2.23 inches, with rain usually falling five or six days out of the month.
The great “American Dream” is to start a business, make it successful, and either sell it or pass it along to your children at some point and time. The fulfillment of this dream usually begins when an individual or individuals who have worked for a large scaffold company decide to go out on their own. This generally is due to some type of management, job position, or territory change or the belief that they have enough experience for the challenge.

**OWN IT!**

**SUCCESS IN SCAFFOLD SALES**

**STEPS TO GROW YOUR BUSINESS**

**THIS ARTICLE IS PRIMARILY FOR THOSE SCAFFOLD COMPANIES THAT HAVE BEEN IN THE MARKETPLACE FIVE YEARS OR MORE BUT ALSO HAS RECOMMENDATIONS FOR THOSE WHO ARE THINKING OF VENTURING OUT OR HAVE RECENTLY INCORPORATED A NEW BUSINESS.**

**BY MIKE THOMPSON**

**IF IT WERE EASY, ANYONE COULD DO IT.**

When starting a business, entrepreneurs should identify obstacles to success, avoid assumptions, and plan carefully. Non-compete clauses could be a stumbling block to success for an individual or individuals starting a new business, and their limitations and impact should be carefully researched.

The assumption is that key people may come aboard once the company is established. There would be no issue with non-salaried employees, but issues may arise with salaried individuals. Consider building a team structure with a group of partners (key salespersons, supervisors, and project managers) who become shareholders in the business. Call it skin in the game but be sure to maintain a 51% majority.

Incorporating the business as a “Woman-Owned Small Business” (WOSB) would open a lot of doors. Each year, 5% of the $500 billion that the government allocates for contracts is obligated for prime subcontracts for WOSB. One could research as well, other types of minority participation.

Also consider these other factors when planning:

- **Safety First.** As described in the first article in this series, safety is the key factor that can make or break a business. A good safety program and sufficient liability insurance is critical – companies
He Owned It and Sold It

The author’s success in starting his own business, Scaffold Concepts, centered on the way he structured his original team. While maintaining his 51% majority, he was able to put together a group of partners who became shareholders in the business. In 2007, when he was approached by Performance Contracting Inc., all the boxes for a successful sale were checked. Performance Contracting was not in the scaffold business; Scaffold Concepts had a product and customer base that they also served; and lastly, Scaffold Concepts was able to bring a lot to the table. The company had a scaffold safety program, an asset base of equipment, good financials, a good performance record with their customers, and personnel that had been in the business for 20-plus years. Moreover, there was an exit strategy. It was a perfect fit.

will require minimum limits before they will do business with you.

• Debt. There will be plenty of it. Where will the funds come from? How much cash will be needed to operate? Vendor and bank relationships are critical, especially for start-ups.

• Materials and Equipment. A company needs a facility, trucks, forklifts, and, of course, the biggest asset, scaffolding and or/related access products.

• Software. Purchase a system or systems that can provide payroll, customer billing, accounts receivable aging, and inventory control.

• A niche service/product. Find yourself a niche in the marketplace. Although the work may be more difficult, the competition will be less as well.

• Liability. Last, but not least, is the overall liability side. It is not for the thinned skin or the weak of heart. You can throw the weak of heart out the door. Remember, “If it were easy, anyone could do it.”

TO SELL OR NOT TO SELL – THAT IS THE QUESTION.

Flash forward, four, five, six years or longer – you look back, and all the boxes have been checked. And while you still have a fair amount of debt and overhead (as one can never have enough scaffolding), life and success are good.

Now that your company is growing and expanding and getting attention from a number of larger firms, what comes next?

You may be approached by a branch manager, general/territorial manager, or even an outside broker, expressing interest in possibly acquiring your company. The first question to ask is: Who is the suitor? Is it a firm you would consider being aligned with?

Assuming that on your end, the union is worth pursuing, the following will and should take place. If you don’t have one already, attain the services of a good business lawyer. Whether the deal goes thru or not, you will want someone to protect your interests at all times.

A confidentiality/non-disclosure agreement should be signed by both parties to limit exposure to competition. While initial conversations may take place off site, key employees should be advised in a timely manner, as word often gets out too early and causes confusion and concern about change.

Discuss whether the acquiring entity will present an exit strategy to you, the owner of the scaffold company. It is best to have as many “i”s dotted and “t”s crossed as possible prior to any conversation of valuation. The following information should be in place and easily attainable:

• The safety record, including the Experience Modification Rate (EMR) and the Occupational Safety and Health Administration (OSHA) Total Recordable Incident Rate (TRIR).

• Liability insurance limits.

• The scaffold and access inventory valuation, included but not limited to scaffold, shoring, swing stage, material or personnel hoists, and accessories.

• Properties/facilities owned or leased.

• Trucks, vehicles, forklifts, and furniture owned or leased.

• A minimum of three years of audited financials.

• Accounts receivable aging, including the terms and percent-ages at 30, 60, or 90 days, and over 90 days.

• The revenues and profits generated by each branch location for a minimum of three years.

• A two-to-three-year projection of revenue and profits for each location.

Be forewarned that the sales contract is an “asset purchase agreement” with valuation based upon representation of “seller to buyer.” It is usually voluminous in nature, ranging from 100 to 150 pages or more, with each party having agreements and protections. The importance of having a good business lawyer cannot be over-emphasized.

One could write forever about the experiences of starting and selling businesses. There are so many factors that impact the decision to sell and to whom to sell, including but not limited to:

• Is the purchaser a current competitor already in the scaffold business?

• Again, what is your exit strategy? There must be one. Have you discussed this with the purchaser?

• Is family involved in the business, and, if so, what are their advancement possibilities?

• Which employees will be retained? While the purchaser may profess that they want to proceed with your management and business philosophy, at the end you will still have to play by their rules.

• What exactly are you bringing to the table? A customer base that the purchaser currently doesn’t have? Skilled sales force or skilled workers? Certainly, equipment and money aren’t an issue.

Every situation is different and should be thoroughly analyzed before making a decision to sell or not to sell. There are all types of entities out there looking to grow their business models. As an owner, always strive to be the “Best of the Best.” Opportunities will come along in time, and there will be decisions to make. Again, make sure you dot the “i”s and cross the “t”s in your daily business.

About the Author

Mike Thompson is owner of Scaffold Consulting, LLC. Contact him at mwthompson1@aol.com.
HY-BRID LIFTS INTRODUCES LEAKGUARD SYSTEM

Hy-Bríd Lifts now offers their LeakGuard integrated system for surface protection, providing 110% hydraulic fluid containment. LeakGuard presents users with an alternative to inconvenient and messy containment methods, including commonly used diapers. The single-tray system offers a more convenient option than competitive models’ three-or-four-tray designs.

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Michele Farinaccio,
Eagle Scaffolding Services, Inc.

"I have never, never had communication with the field like this before."
**FracO Innovation Improves The Daily Lives of Masons**

The new Fraco Exoskeleton reduces fatigue and the risk of injuries associated with handling concrete blocks on construction sites and helps to counter the lack of labor force in the construction industry. Developed in collaboration with Mawashi Science and Technology Inc., located in St-Jean-sur-Richelieu, Quebec, the Fraco Exoskeleton is a device attached to several members of the human body to restore its mobility and reduce its effort. It is the result of an adaptation of the UPRISE exoskeleton developed by Mawashi for the military sector and is in fact one of the first civilian applications of this model.

For Armand Rainville, founder of Fraco, this device is a revolution for the masonry industry. He said, “During my career as a mason, I have known so many workers who have had to leave the profession around the age of 40 because they jeopardize their health by handling concrete blocks. We developed the Fraco Exoskeleton with all these workers in mind.”

**Call For Entries: 2020 SAIA Awards**

The Scaffold & Access Industry Association (SAIA) is now accepting entries for its 2020 Association and Project Awards. These awards will be presented during the SAIA 2020 Annual Convention & Exposition to be held September 14-17 in Phoenix.

Each year, the SAIA bestows awards upon association members who have contributed their time, devotion, passion, and expertise to the overall growth and mission of the SAIA. The Project Awards recognize member companies who have gone above and beyond on a work project by contributing to its overall success, raising the level of safety, demonstrating an innovative way to use an existing product, and/or delivering a new product to the industry.

The submission deadline is May 31, 2020. For more information, visit https://www.saiainline.org/annualawards.

**Brandsafway Acquires AGF Access Group, Inc.**

BrandSafway has signed an agreement to acquire AGF Access Group, Inc., headquartered in L’Assomption, Quebec, with two manufacturing sites in Canada and 24 branches across North America. Focused on renting, selling, and manufacturing vertical access products through its own branches and an independent dealer network, AGF Access Group provides turnkey solutions for both small-scale as well as multibillion-dollar commercial construction and refurbishment projects.

AGF Access Group includes four divisions, two world-class product groups, Hydro Mobile and Winsafe, and two successful rental units, AGF Access, which includes recent acquisitions IEQ, Jamco Construction and Noxent, and Hydro Rents.
SAIA WEBSITE OFFERS VALUABLE RESOURCES

The Scaffold & Access Industry Association (SAIA) website, www.saiainline.org, has valuable resources that can be accessed by both members and non-members.

When users click on “Resources” at the far right of the top navigation bar, a drop-down menu allows them to select a scaffold/access category and then download Codes of Safe Practices, guides, technical bulletins, and other helpful tools. Users can also find downloadable resources by going to www.saiainline.org/councils and selecting the appropriate council page from the left-hand navigation bar. Users may need to scroll down to see the resource links.

Jim Boudreau, co-chair of the SAIA Suspended Scaffold Council, said: “The resources answer many questions asked by those in our industry. When I get calls about swing-stage questions, I guide people to the appropriate resource on the SAIA website, and we review it together. There is a wealth of information on the website.”

SUSPENDED CROSSWORD ANSWERS

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