

Market expansion

The annual MASTCLIMBER20 list is larger than it's ever been, with acquisitions fueling growth. ALH reports.

Market resilience and company acquisitions are two main factors behind this year's massive MASTCLIMBER20 growth. Our data reflects a 20 percent increase over 2020's figures, with a total of 4,702 drives being reported across North American rental fleets.

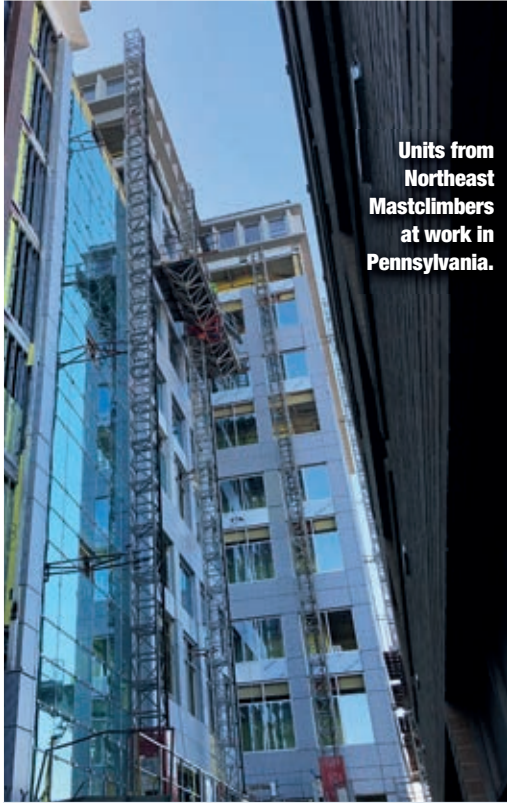
That's quite an eyebrow-raising increase, but looking at our number one company listed, we'll see why. In early 2020, BrandSafway finalized its acquisition of former top-spot leader, AGF Access Group, which included more than 24 of AGF's North American rental locations. But that



RANK 2021	RANK 2020	COMPANY NAME	NUMBER OF DRIVES 2021	NUMBER OF DRIVES 2020	(% CHANGE) 2020-2021
1	3	BrandSafway	1,750	265	560.38%
2	2	Fraco Products Ltd.*	660	660	0.00%
3	3	Mastclimbers LLC*	265	265	0.00%
4	4	TNT Construction Equipment	185	180	2.78%
5	5	Dunlop Mastclimbers	170	165	3.03%
6	6	Sun Scaffold & Supply	145	142	2.11%
7	7	Bracing Systems*	140	140	0.00%
8	8	JD Long Masonry	110	110	0.00%
9	8	Klimer Platforms, Inc.	102	110	-7.27%
10	9	Sunbelt Rentals	100	100	0.00%
11	10	UBS*	97	95	2.11%
12	11	Masonomics*	93	90	3.33%
13	12	Leidal & Hart Mason Contractors	95	85	11.76%
14	13	Calvert Masonry*	85	83	2.41%
15	18	Lynn Ladder	84	60	40.00%
16	17	CMC Scaffolding	80	70	14.29%
17	15	Advanced Scaffold Services	77	75	2.67%
18	16	EZ Scaffold	75	72	4.17%
19	14	Northeast Mast Climbers	72	78	-7.69%
20	19	Marr Scaffolding Company*	60	55	9.09%
21	25	Trowel Trades Inc.	49	28	75.00%
22	20	Northern Mast Climbers	43	39	10.26%
23	21	USA Hoist	35	35	0.00%
23	24	United Masonry Inc.	35	30	16.67%
24	22	Goedecke*	32	30	6.67%
24	23	Associated Scaffolding Company Inc.	32	32	0.00%
25	26	Superior Scaffold Services	31	22	40.91%

*Denotes estimate





Units from Northeast Mastclimbers at work in Pennsylvania.

Mast climber fleet numbers

	2021	2020	(% CHANGE) 2020-2021	2019	2018	2017
TOP 5	3,030	2,145	41.25%	2,154	1,459	999
TOP 10	3,627	2,812	28.98%	2,859	2,114	1,626
M20	4,702	3,891	20.84%	4,013	3,142	2,694

wasn't BrandSafway's only big buy last year; the company made a number of acquisitions – including Bowline Construction LLC in late 2019 and Big City Access in December 2020. It also expanded to the West Coast in early 2020 with the expansion of SafwayAtlantic.

That's why BrandSafway sits at number one this year with 1,750 drives in its rental fleet, an increase of more than 560 percent from last year's 265 units.

Outside of BrandSafway, the **M20** shows a resilient market with little changes dotting the data – aside from three companies that heavily invested in their fleets.

Independents rise

Lynn Ladder, number 15 on the **M20**, increased its fleet 40 percent this year from 60 units to 84, while Trowel Trades saw a 75 percent increase to 49 units. Another 40-percent grower is Superior Scaffold Services, which grew its fleet from 22 to 31 units, a 40 percent increase.

Anthony Pini, Superior Scaffold's top estimator who handles mast climbers and transport platforms for the company, says MCWPs offer customers flexibility, which in turn makes the machines suitable for a range of applications.

"Everyone is looking for a new cost-effective access solution and mast climbers and transport platforms fit the bill as an alternative to traditional scaffold," Pini says. "And of course, if it can save a little money, they'll love it even more. With the Covid restrictions on construction it's been an interesting year but most of our machines have been rented. So, I think the market should remain stable through the year and if business gets back to normal maybe even a little growth."

It's a sentiment most in the industry have uttered – machines are on rent, work is being completed, and, there's a possibility for the market to expand.

LOCATION	WEBSITE	PHONE
Atlanta, GA	www.brandsafway.com	800-558-4772
Montreal, Quebec, Canada	www.fraco.com	888-372-2648
Atlanta, GA	www.mastclimbers.com	678-680-6730
Columbus, WI	www.tntequip.com	800-827-6846
Boston, MA	www.dunlop-mastclimbers.com	617-393-0199
Carnation, WA	www.sunsccaffold.com	800-813-7780
Chicago, IL	www.bracingsystems.com	630-665-2732
Lorton, VA	www.jdlongmasonry.com	703-550-8880
Toronto, Ontario, Canada	www.klimer.com	888-526-3262
Asheville, NC	www.sunbeltrentals.com	800-667-9328
New Rochelle, NY	www.ubs1.com	800-582-0070
Richmond, VA	www.masonomics.com	804-714-0095
Detroit, MI	www.leidalandhart.com	734-522-2400
Manassas, VA	www.calvertmasonry.com	703-335-2128
Lynn, MA	www.lynnladder.com	800-225-2510
Dallas, TX	www.cmcscaffolding.com	866-692-8591
Passaic, NJ	www.advscaffold.com	973-591-0220
Nashville, TN	www.ezscaffold.com	800-699-6831
Philadelphia, PA	www.northeastmastclimbers.com	877-435-6224
Boston, MA	www.marrscaffolding.com	617-269-7200
Suwanee, GA	www.troweltrades.net	770-271-8825
Skaneateles, NY	www.northernmastclimbers.com	800-321-9002
Chicago, IL	www.usahoist.com	773-486-6900
Alexandria, VA	www.unitedmasonry.com	703-971-6840
St. Louis, MO	www.vlgoedecke.com	314-652-1810
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 2020 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 25 years of experience and more than 8,000 mast climbing work platforms sold on the North American Market, Hydro Mobile truly is the leader in the industry

