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Scaffolding best in industry for innovation, quality



Layher's quality Allround modular scaffolding systems offer users adaptability and flexibility.

Layher, one of the largest system scaffolding manufacturers in the world, continues to develop innovative products and provide top-tier customer service. The company manufactures a wide-range of modular scaffolding systems and products. Their products meet the scaffolding needs of contractors completing asbestos clearance, sandblasting, weather protection, pedestrian protection, noise insulation and various other projects.

It's hard not to be impressed by the production and growth of the German modular scaffolding manufacturer. Every year Layher processes about 66 million feet [20 million meters] of steel tubes and ships 140,000 tons [130,000 metric tons] of material. At any given time, about \$86.5 million [€60 million] of inventory is waiting for dispatch. It has been known for the company to ship 60 trucks of product in a single day. Approximately 7,200 trucks were dispatched last year.

Layher is a family-owned company that has been in business since 1957. Managing Director Dr. Helmut Kreller said the company's family-ownership allowed it to maintain investments through the economic crisis and make a quick recovery. "It is because all our shareholders are close to the business that we can make long term decisions," said Dr. Kreller.

Layher has a policy of continual investment in equipment, innovation and customer service. Every year the company spends between \$14.5 and \$21.5 million [€10 and €15 million] on

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new equipment. The company holds a large stock so that orders can be delivered immediately upon request.

Layher has 31 regional depots in Germany and 31 wholly-owned subsidiaries around the world serving its global markets. The company's exports are on the rise and now account for 60% of the company's turnover, according to Dr. Kreller.

Company executives wouldn't divulge exact calculations, but estimated their turnover for the year ending March 31, 2011, is somewhere between \$576.2 and \$720.2 million [€400 and €500 million]. Dr. Kreller is confident that business will continue to grow over the next two to three years.

"Once a company chooses a modular scaffolding system it's expensive to change, so they need a reliable partner that provides more than just product," Dr. Kreller said.

Contractors should consider the following before investing in a modular scaffolding system, according to Layher. The supplier must be a reliable company which will remain in business and be able to continue to supply you for years to come. The company must be in tune with the industry to develop new components to meet the changing needs of the market. Finally, new components must be compatible with the original systems already in place.

Layher can help customers finance purchases by either connecting them to suitable lenders or by directly backing businesses that they know will be successful. Customers also receive free technical support from Layher specialists who develop the best solutions to complex scaffolding problems.

Layher's modular systems are lightweight and consist of fewer pieces than other modules. According to Layher, assembly-time for their modules is about 30% faster than comparable structures using individual standards and ledgers.

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New modules and products are developed through customer feedback, observing trends in construction and team brainstorming. Layher has developed custom products to meet challenges on job sites, including a console bracket to bridge the gap between the scaffold deck and building, as well as the Shoring Frame TG60 which works with the Allround system for support scaffolding.

For more information, visit www.LayherUSA.com or call 866.300.0904.

Layher is the winner of the 2011 Competence Prize for Innovation and Quality Baden-Württemberg.



For further information on the company and on the versatile scaffolding systems made by Layher, visit www.layherusa.com.