

**“A Man Will Only Give You So Much Work In a Day.
You Can’t Make Him Lay Brick Any Faster.”
That’s True, but There’s More To The Story...**

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If you’re like most masonry contractors, you have a good, hard-working crew that’s putting out all they can for you. If your men are on frames, however, they have built-in, unavoidable periods of time when their work is very slow and strenuous, or it stops all together - like when they hop boards. It’s just the nature of the beast.

Non-Stop doesn’t claim to make your men work faster, and definitely not harder, it just makes it possible for them to lay brick or block all day long, without stopping, and makes their work a lot easier by eliminating the stooping down low and reaching up high - the things that wear a man out and slow him down.

Think about how your men are going about it now:

1. How long are your bricklayers idle when they hop boards? Contractors using frames almost always underestimate this. One of our customers actually timed it and discovered what he thought was a quick 10-minute pause to hop boards, was in fact a 25-minute break to gather tools, clean off their trowels, have a smoke, go to the porta-potty, get a drink of water, and BS about hunting while the laborers were raising the boards and leftover materials. When we were in the masonry business, it consistently killed between 20 and 30 minutes, every time they stopped.

2. How many times a day do your bricklayers stop to raise their scaffold boards? Contractors using frames say on average their men stop about 4 times a day to hop boards, give or take. At best, that’s an hour and 20 minutes out of a bricklayer’s 8-hour day that he’s *not* laying bricks.

3. How would your daily counts change if you had Non-Stop and your men never stopped to hop boards? Our customers tell us their daily counts are way up, an average of about 25% per man. That’s because of two reasons:

a.) All the time you wasted hopping boards, is now spent putting units in the wall. It’s like having your men work 9½ hours a day, but you only pay them for 8.

b.) All the units your men lay are now waist-high. Laying block down around your ankles and up around your shoulders wears you out. Eliminate that, and it’s waist-high easy-work all day long. Your men are less tired, and put in more units, because you eliminated all the strenuous work that slows your men down.

4. How much money would it add to your bottom line if your counts went up 25% a day? About \$2100 per week per 100 feet of Non-Stop. On average, our customers say that 4 bricklayers on 50 feet of Non-Stop put out the same amount of work as 5½ bricklayers on frames. In terms of dollars, they used to pay 5½ men on frames, but now they only pay 4 bricklayers on Non-Stop, and get the same production.

Now, you get paid the bid price no matter how many men you pay. Since you're getting the same production with fewer men, you keep the unspent labor money when you pay fewer men.

The national average cost for a bricklayer is **\$4200** a month (at \$19/hr + taxes). Pay one less bricklayer and the unspent \$4200 goes in your pocket. Pay two less bricklayers - which is a **low** average for 105 feet of Non-Stop - and you pocket **\$8400** per month.

When your men never stop working during the day, you have the choice of cutting your crew size back and do the job in the same amount of time; or, keep the same crew size, and finish the job faster. Most people cut their crew size back, but it's up to you.

5. How much time does it take you to move a set-up of frames 105 feet long by 26 feet high from one wall to another? Usually that's a day's work for 3 laborers. If you have Non-Stop, you move the 8 towers with your forklift in 10 minutes per tower. That's 80 minutes for 2 laborers and a lift driver to move the same amount of scaffolding. That's an 80% reduction in scaffold erection and dismantle costs. You only build Non-Stop **one time** per job. That's all! You get to keep 80% of the money you allowed for scaffold E&D.

Just by working your men differently, with more efficient equipment, you can expect to:

1. Cut your labor costs by a minimum of 20%.
2. Cut your scaffold erection and tear down costs by 80%.

How much of a competitive edge would that give you?

We have rent-to-own and lease-to-own plans that will let you own that 105-foot long by 27-foot high set-up for about \$1200 a month (3 years, \$1 buy-out). Put out \$1200 a month, get back \$8400 a month. Makes good sense.

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