

# **“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, they have built-in, unavoidable periods when their work is very slow and strenuous, or 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, 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 bending down low and reaching up high - the things that wear a man out.

Ask yourself if there might be a better way:

**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 found out what he thought was a quick 10 minutes to hop boards, turned into a 20-minute break to gather tools, clean off a trowel, have a smoke, go to the porta-potty, get a drink of water, and BS about hunting, while the laborers were raising boards and leftover materials. It actually varies between 20 and 30 minutes.

**2. How many times a day do your bricklayers stop to raise their scaffold boards?** Contractors using frames say that on average their men stop about 4 times a day to hop boards, give or take. 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 they never stopped to hop boards?** Our customers tell us their daily counts are up an average of about 25% per man. That’s because of two reasons:

**a.)** All the time that was wasted hopping boards is now spent putting units in the wall. It’s like having your men work 9 and a half hours, but you only pay them for 8.

**b.)** All the units he lays are now waist-high. Laying block down around his ankles and up around his shoulders wears a man out. Eliminate that and he works at a faster pace because it’s belly-button-high easy work all day long. He’s less tired, and puts in more units, because you eliminated all the strenuous, wasted motion that slows him down. You’ve turned him loose to lay brick at his best pace all day long.

**4. How much money would it add to your bottom line if your counts went up 25% a day?** On average, our customers say that four bricklayers on Non-Stop put out a little more work than five bricklayers on frames. They used to pay five on frames, but they now pay only four on Non-Stop. You get paid the bid price no matter how many men you pay. The national average cost for a bricklayer is **\$4200** a month (at \$19/hr + taxes). Pay one *less* bricklayer and the leftover \$4200 goes in your pocket.

You can cut 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 the crew size back. Your labor cost is reduced **\$4200** for every 4 bricklayers you work.

**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 eight towers with your forklift at 10 minutes per tower. That's 80 minutes for 2 laborers and a lift driver to move the same amount of scaffolding. 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 bricklayer costs by at least 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 \$4200 a month. Makes good sense.**

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