

Two Major Acquisitions in the Construction Industry

On Oct. 10 two simultaneous announcements revealed that Aluma Systems and its mother company, Brand Energy and Infrastructure Services, had each expanded its reach with an acquisition.

Aluma Systems, Canada's largest concrete formwork systems company with 30-plus branches worldwide, bought Vancouver Island's largest concrete forming and shoring company, West Coast Cranes. The Victoria, B.C. firm has 25 years in the industry.

This strategic move positions Aluma Systems as the number one supplier of concrete forming and shoring in the region. "The addition of West Coast Cranes is a great acquisition in terms of our continued growth in western Canada," says Stephen Tisdall, president of Aluma's Concrete Construction Division. "It confirms our commitment to expansion across North America as well as in the global marketplace, and allows us to service more clients from more locations. We look forward to similar acquisitions in the future."

At the same time, Brand Energy and Infrastructure Services, North America's largest industrial scaffolding company with more than 95 branches worldwide, acquired Interstate Scaffolding, Inc., of East Hazel Crest, IL.

With eight locations throughout the United States, Interstate Scaffolding has served clients for 30 years with scaffold services to industrial and commercial clients.

With this strategic acquisition, Brand strengthens its position in the industry, serving more customers in more locations with economies of scale that it contends permit the best services at the best prices. The company says the move is aligned with its business objectives and growth initiatives.

"Interstate's strong operating team, as well as its established relationships with major industrial and commercial customers, enhances Brand's existing capabilities in the U.S.," says Dave Witsken, vice president of business development. "It expands our reach across the continent with a wealth of knowledge in the industrial market." ■



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