

Ironpeddlers Experiences Growth Due to Partnership

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The Greenville-Spartanburg market was the closest open territory to the dealership's Monroe headquarters at the time, he said, and his company soon began a search for property in the area to set up shop, if only temporarily.

"We found a small laydown yard in Fountain Inn, S.C., southeast of Greenville, and bought a small, prefabricated barn as an office building," Broome said. "Once we painted a sign, we were in business."

Later, after Ironpeddlers and SANY had established a foothold in the market, the manufacturer asked Broome's company to build a larger facility to better care for its customers' needs.

"Now, we have a seven-bay shop with a road frontage along Interstate 85 in Duncan, S.C., between Spartanburg and Greenville," he said, adding that the branch sits on 6 acres.

Depending on their size, several machines can be housed in the service bays at any one time. From the location, Ironpeddlers keeps three service trucks ready for quick dispatch and a trio of resident technicians are on hand to repair any equipment issues.

To date, the largest SANY machines sold by Ironpeddlers in the Greenville market

have been a pair of SY500 excavators, a 120,000-lb. model. Broome noted that Big Mountain Machinery in the Asheville, N.C. area bought them for use in building a large school project.

In eastern North Carolina, Ironpeddlers opened its Raleigh dealership two years ago, capitalizing on the non-stop growth of the dynamic Triangle market.

Back in the Palmetto State, the company is preparing a permanent home for its latest branch, this time in Horry County along the coast. Ironpeddlers is currently leasing a facility in Myrtle Beach, another dynamic region for construction, while it readies a permanent building in nearby Conway. Broome said the new location should be up and running in the fourth quarter of 2023.

That means the Myrtle Beach-area branch, in tandem with the Greenville-Spartanburg, Raleigh and Charlotte-Monroe facilities, will effectively cover almost the entirety of Ironpeddlers' sales territories for SANY products in the Carolinas.

As a result, more heavy equipment made by SANY can now be spotted working on highway and field projects in the two states than ever before.

Broome attributed that to Ironpeddlers placing an early emphasis on lessening the

downtime of its machines once they are on the job site.

"We went heavy in the service end of the business prior to taking on a lot of territory," he said. "That included making sure we had the top technicians on hand to service customers quickly."

The contractors Ironpeddlers serves have responded positively to the significant investments it has been making to open its three branches over the last five years.

"What we found in expanding into the OEM equipment world is that your customers want confidence that you will be there to service them, so having a brick-and-mortar shop provides them with comfort that you are going to fulfill their needs," Broome said.

New, Used Parts Readily Available

Ironpeddlers understands that even the most dependable equipment requires a new part now and then. To be ready for those moments, the dealership has a large repository of new, used and remanufactured parts and accessories in each of its six locations.

Its parts division specializes in high-quality used components pulled from the dealer's yard — one that holds hundreds of

machines. If a part cannot be found at one of its branches, Ironpeddlers also can locate it through a worldwide dealer network.

Lately, the used parts division of Ironpeddlers has proved to be quite successful.

"The parts business has come in well over the past several years because with the down economy, people often work with what they have, so they will buy used parts instead of new machinery," he said.

"Additionally, I would be remiss if I failed to mention the great work our team in Savannah has done in the past year under the leadership of a new manager since January 2021," Broome said. "They have grown our customer base and new parts sales in ways I never would have imagined."

In looking ahead, Broome believes that Ironpeddlers' future will continue to shine bright.

"We want to keep the SANY brand as our main OEM so we can continue to offer excellent service to our Southeast customers."

For more information, visit ironpeddlers.com. ■ CEG

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Business Calendar

To view our Business Calendar online, go to www.constructionequipmentguide.com.

For information on CRANE SAFETY COURSES:

cranesafe@gmail.com 800/654-5640
Address: 224 W. Central Parkway, Suite 1024 Altamonte Springs, FL 32714

ASSOCIATED GENERAL CONTRACTORS (AGC)

AGC EVENTS CALENDAR:

All AGC Web-Eds are scheduled in Eastern Standard Time (EST). Conferences are scheduled using the local time zone where the event takes place.

• AGC EDGE Lean Construction Education Program

(<https://training.agc.org/course/viea221201>)

Date: Monday, December 5, 2022 – 10:00 AM

ONLINE, Virtual

Training/Professional Development

• AGC EDGE Project Manager Development Program

(<https://training.agc.org/course/vpmdp22121>)

Date: Monday, December 5, 2022 – 10:00 AM

ONLINE, Virtual

Training/Professional Development

• AGC EDGE Building Information Modeling Education Program

(<https://training.agc.org/course/vbim221201>)

Date: Monday, December 5, 2022 – 3:00 PM

ONLINE, Virtual

Training/Professional Development

• AGC EDGE Construction Supervision Fundamentals

(<https://training.agc.org/course/vcsf221201>)

Date: Monday, December 5, 2022 – 5:00 PM

ONLINE, Virtual

Training/Professional Development

For further information, contact AGC: Phone: 703/548-3118

Email: info@agc.org

AMERICAN CONCRETE INSTITUTE (ACI)

History of ACI

Always Advancing – The American Concrete Institute is a leading global authority for the development, dissemination, and adoption of its consensus-based standards, technical resources, and educational, training, and certifi-

cation programs. Founded in 1904, ACI is headquartered in Farmington Hills, Michigan, USA, with a regional office in Dubai, UAE, and resource centers in Southern California and Chicago/Midwest. ACI has over 94 chapters, 244 student chapters, and 30,000 members spanning over 120 countries.

ASSOCIATION OF WOMEN CONTRACTORS (AWC)

AWC Holiday Celebration!

Date: Thursday, December 1, 2022

Time: 5:30 PM – 10:00 PM

Address: Leopold's Mississippi Gardens

9500 W. River Road, Minneapolis, MN 55444

Cost: Members: \$100/Ticket

Non-Members: \$125/Ticket

Schedule of Events:

5:30 PM – Doors Open

6:45 PM – Dinner & Short Presentation

Following Dinner – Heads & Tails

8:00 PM – Silent Auction Closes

For more information Contact AWC at 1337 Saint Clair Avenue, St. Paul, MN 55105. Phone: 651/489-2221

Associated General Contractors (AGC)

AGC HOLIDAY PARTY

DATE: THURSDAY, DECEMBER 8, 2022

PLACE: The Machine Shop

300 2nd Street SE,

Minneapolis, MN 55414

Join us on December 8th for the 2022 AGC Holiday Reception at The Machine Shop! This annual event is our chance to celebrate another wonderful year with our peers in the commercial construction industry.

Sponsorship is available during registration! We are grateful to The Doran Group for providing their lot for attendees to park. The surface lot is located directly across 2nd Street SE from The Machine Shop. Spots are available on a first-come first-serve basis. There is street parking, and a garage located a block away at 201 2nd Street SE.

For more information on this event, contact Lisa Larson.

Phone: 651/491-3747. Email: llarson@agcmn.org

AGC address is 525 Park Street, #110, St. Paul, MN 55103-2186

Telephone: 651/632-8929 Email: info@agcmn.org

ILLINOIS EQUIPMENT DISTRIBUTORS (IED)

Mission Statement:

The business and purposes of this Association shall be to safeguard, promote, foster and advance the interests of its members as Distributors of Construction Machinery and its kindred products; to increase the use of these products; to improve the conditions under which the industry is carried on; to encourage fair business methods; to protect the industry against unfair and unjust burdens and exactions; to collect and disseminate pertinent data relative to the industry; and, generally, do such things authorized in its Certificate of Incorporation as may be necessary to the foregoing results.

Business Meetings:

There are six (6) meetings per year: four (4) Business Meetings and two

(2) Social Meetings.

We have one social event remaining for 2022.

2022 Event Schedule

HOLIDAY RECEPTION AND INSTALLATION OF OFFICERS

Date: Thursday, December 15, 2022

Place: Venuti's Restaurant & Banquet Hall

2251 W Lake Street, Addison, Illinois 60101

Phone: 630/376-1500

For more information contact Illinois Equipment Distributors (IED) at P. O. Box 9687, Naperville, Illinois 60567. Phone: 630/417-7879.

AMERICAN CRANE TRAINING & CONSULTING

P. O. Box 760, Claremont, CA 91711

Phone: 805/314-4121

Services We Provide:

Here is a full list of our services. Please contact us for more information.

• NCCCO Mobile Crane Operator Training

• Telescopic Boom Cranes – Fixed Cab (TSS)

• Telescopic Boom Cranes – Swing Cab (TLL)

• Lattice Boom Truck Cranes (LBT)

• Lattice Boom Crawler Cranes (LBC)

• Service Truck Cranes (STC)

• NCCCO Overhead Crane Operator Training (OVR)

• NCCCO Articulated Crane Operator Training (ACO)

• NCCCO Digger Derrick Operator Training (DDO)

• NCCCO Rigger Training – Level I & II

• NCCCO Signal Person Training

• Qualification Rigger Training

• Qualification Signal Person Training

• Crane & Rigging Supervisor & Management Training

• Expert Witness

• Consulting

ASSOCIATED EQUIPMENT DISTRIBUTORS (AED)

WHAT AED HAS TO OFFER:

Associated Equipment Distributors (AED) serves as a valuable resource for machinery dealers around the globe. We are dedicated to supporting the heavy equipment market by helping businesses make connections and stay up to date on the latest industry news. At AED, we offer a variety of services and business development opportunities to our association members at a reduced rate:

Professional Development: Take advantage of tools such as webinars, seminars, certification tests and self-study programs to enhance your skills, as well as those of your employees. Many of these resources are available online for your convenience.

The AED Foundation: Established in 1991 and directed by our members, our foundation addresses workforce development and professional education in the equipment distribution industry. Machinery dealers in every location rely on the AED Foundation for high-quality technical resources, professional development opportunities and recruitment options. This resource is beneficial to employers and employees who want to advance their careers and educational backgrounds. The AED Foundation enhances the success of member companies by encouraging continuous learning, by providing educational opportunities for today's employees, and by improving the availability and quality of equipment industry employees in the future.

Research and Analysis: As a national association for equipment dealers, we have experience conducting trusted research and analysis. Use our informative research and reports (<https://aednet.org/industry-insights/news/industry-reports>), resource guides, magazines and other publications

to keep abreast of industry news and trends that impact your business.

Events (<https://aednet.org/events>): Attending our events such as the annual AED Summit enables you to meet and interact with dealer owners and managers to discuss equipment purchasing opportunities that will boost your company's revenues and bolster the bottom line. We also host symposiums, conferences, and other events throughout the year for our associated distributors.

Advocacy (<https://aednet.org/advocacy>): AED serves as the voice of North American equipment distributors.

Public Relations: We promote knowledge, understanding and enhancement of the continually evolving role of heavy equipment suppliers in the rapidly changing marketplace.

Becoming an AED member and utilizing these services will save time and provide a more enriching and rewarding experience than attempting to access them separately. The unmatched quality of the education and information you will receive will benefit you and your organization for years to come.

What is Legal Call Counsel? Your AED membership provide solutions and options: AED's membership services and benefits are designed to enhance and develop the profitability and continuity of construction equipment dealers by providing tools and resources. When you work in a high demand industry with heavy equipment, it is important to have a legal contact you can trust. At our Machinery Dealers Association, we ensure all our members have access to reliable legal help.

Benchmarking Reports: When it comes to manufacturing or distributing machinery and equipment, performance is too critical to leave up to chance. A reliable way to gauge the performance of your business is by comparing it to the competition, as well as industry best practices. Our benchmarking reports help you view business strengths and weaknesses more clearly – and this provides the insights you need to create new goals and objectives.

Flexible Learning Opportunities: AED is your pathway to flexible learning opportunities that accommodate to every level of dealership employee, from apprentice to executive. Consider taking advantage of our flexible learning opportunities if you want to get ahead in the heavy equipment industry. Our industrial equipment distributors have access to all types of membership resources, including webinars, networking events, seminars and much more. By getting involved in our flexible learning opportunities, you can hold your products and workers to higher standards.

Government Affairs: We establish positive government relations by supporting political figures and policies that have the best interest of our industry at heart. The sole purpose of our government affairs program is to increase our influence, make an impact on the industry and improve your bottom-line.

Networking Opportunities: Building strong professional connections is an important part of maintaining business efficiency. At AED, we host a variety of events that offer rich networking opportunities. AED brings together executives from dealer organizations along with manufacturers and service providers with common interests in the industrial equipment marketplace.

WE BELIEVE IN AND ENCOURAGE

THE HIGHEST BUSINESS STANDARDS AND ETHICAL BEHAVIOR

For more information contact Associated Equipment Distributors at 650 E. Algonquin Road, Ste. 305, Schaumburg, IL 60173.

Telephone: 630/574-0650 Email: help@aednet.org

Events are subject to change, check websites for updates