

The Hire & Sales Division. The Division offers a full range of access equipment for hire or sale – everything from tube and fittings, trestles and builders plant, to hydraulic platforms, aluminium towers and ladders. It also provides design and transport services where necessary. The hire and sales division is depot-based.

The Ladder Division, is, together with other group interests, the largest manufacturer of ladders in Europe. The Division makes and sells ladders for the domestic user as well as for industry.

The product range is huge – the largest available from a single supplier.

The Contracts Division offers a specialised scaffolding design and erection service. The Division is depot-based and employs supervisors, surveyors, safety officers, skilled CITB-trained and certified scaffolders and riggers, and, when required, experienced designers to produce drawings and calculations on major projects.

The Suspended Platform (SP) Division operates in one of the fastest growing areas of access. The division is depot based and offers a wide range of both manual and motor powered platforms, backed up with comprehensive installation and servicing facilities.

The Offshore Division. The offshore division is based in Aberdeen and provides access equipment and skilled labour. The Division's success as leaders in the British Offshore Industry is due to the flexibility of their service and the availability of large stocks of materials at short notice.

Permanent Maintenance Access (PMA) Division provide an extension of the suspended platform concept. The PMA platform, fitted to fixed rails on the building roof, gives fast, safe, permanent access to any part of the building.

Overseas activities. Stephens & Carter have for a considerable time realised the importance of developing overseas markets for their products and service.

They are active in Europe and Scandinavia, including Norway, Sweden, Denmark, France and many parts of the Middle and Far East. In future, it is foreseen that overseas activities will play an important part in the company's growth programme. Plans are already well advanced to increase activity through distributors, direct sales and contract operations.

ITEM NO: 80.018.

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& CARTER**

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CLIMA

Looking ahead

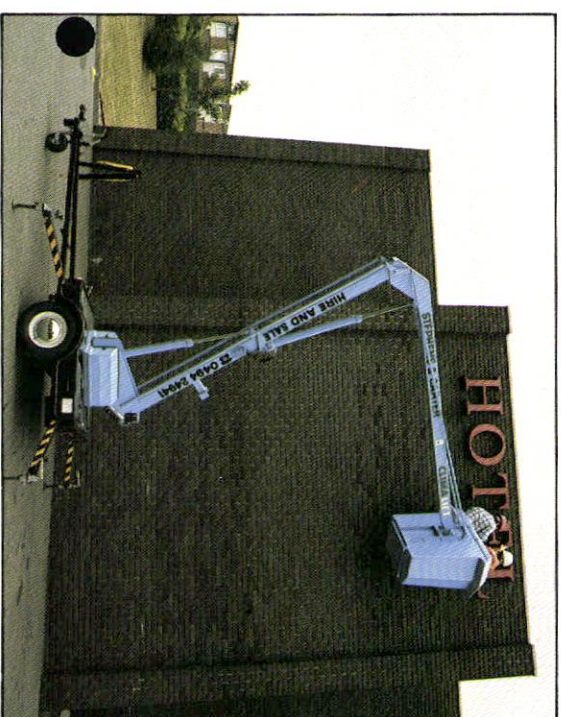
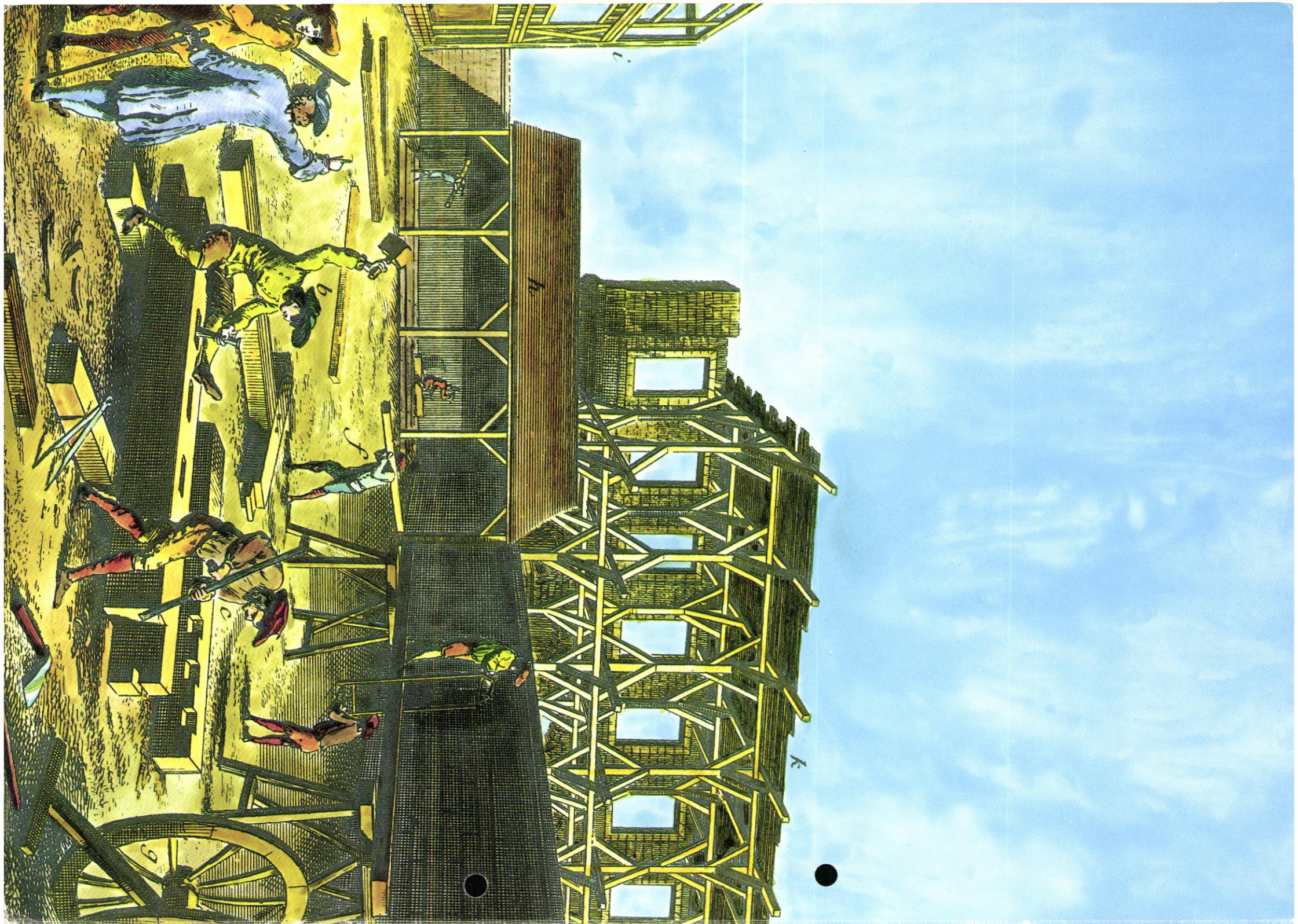
Without a crystal ball it's possible to foresee that in future labour costs will rise, and safety standards become more stringent.

This indicates an increasing demand for low-labour, fast-access equipment – aluminium towers, hydraulic platforms, suspended platforms and so on. Where does that leave the 'traditional' access equipment, such as ladders and scaffolding? The answer, of course, is that these will still be very much in demand – for the majority of jobs for which they are still the fastest and most economical answer.

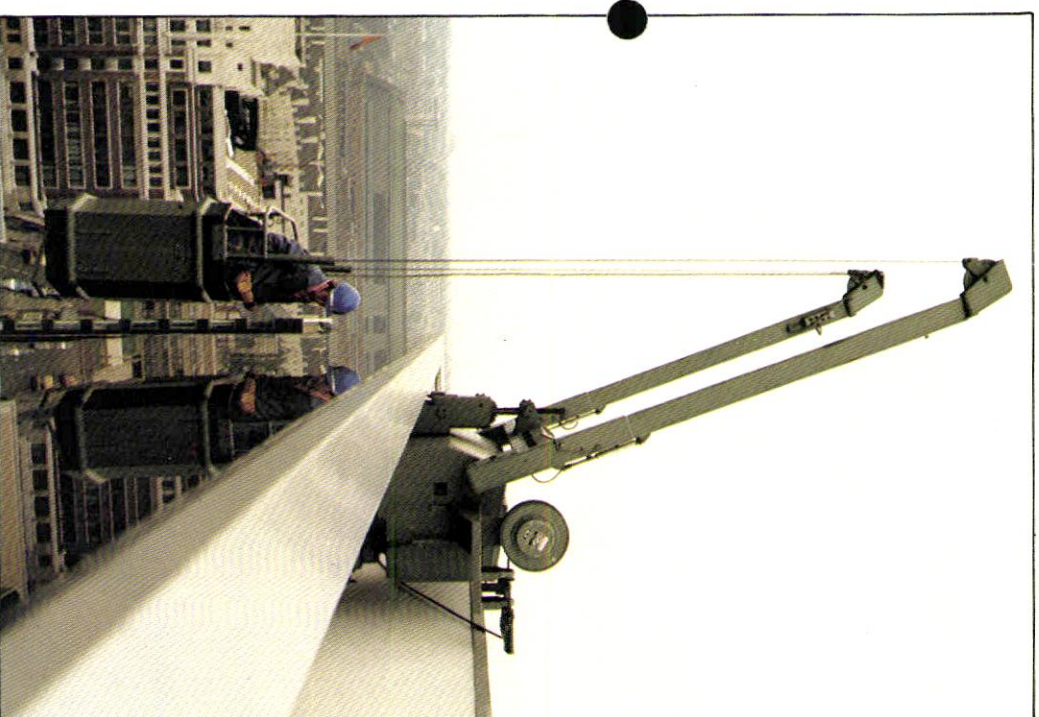
But whatever access needs the customer has, the chances are that Stephens & Carter will have the solution – in the right place, at the right time and at the right price.

STEPHENS & CARTER CLIMA

**130 years old
and growing strong**



Putting up signs on buildings is an ideal job for Climallift. The men can be up and at the task in a very short space of time, and manoeuvrability is excellent.



This application of Permanent Maintenance Access uses the HU2 power machine whose jib moves through a wide enough arc to allow the cradle to be returned to the roof of the building.



Ladders are still, by far, the most popular form of simple, everyday access. One man doing relatively light work can be in action almost immediately. Illustrated is a D1200 aluminium ladder, one of today's most popular models.



The growth of Britain's offshore oil development has created a number of new industries. Among them is the supply of materials and labour for offshore maintenance hook-up and conversion work access.

The Offshore Division

Having been pioneers in the field, Aberdeen Scaffolding (a Stephens & Carter subsidiary) are the leaders in this demanding business. The requirement is not so much for new materials (these are usually standard materials selected or treated to stand the rigour of the environment) as for new methods and techniques.

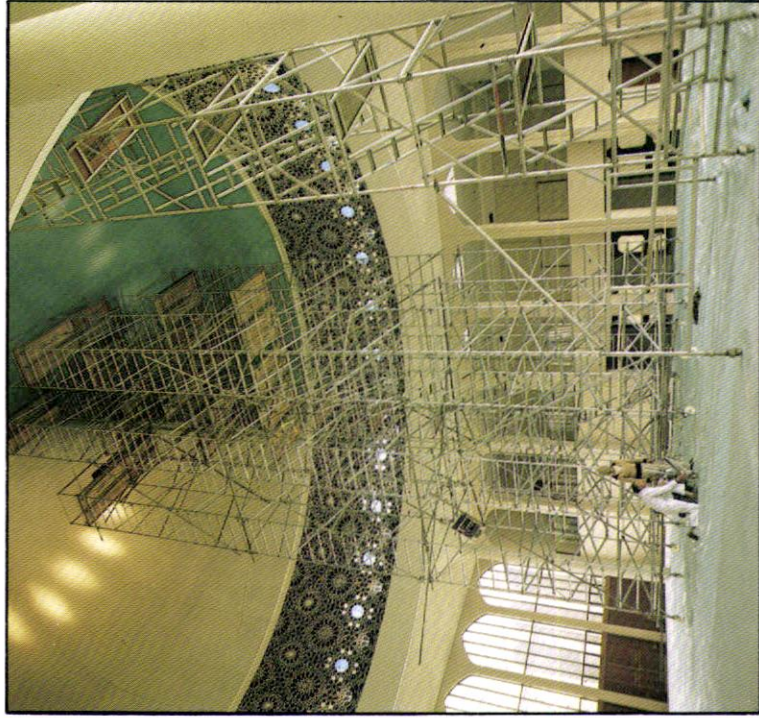
The contractor must be capable of producing detailed designs and calculations. He must have access to large quantities of materials at short notice. He must have the ability to move these to a rig miles out to sea quickly and smoothly. He must have a large pool of suitably skilled and experienced labour, and he must have experienced project controllers.

Aberdeen Scaffolding meet all these requirements abundantly – which explains why they have worked for almost all the companies operating in the British offshore industry.

A few of our applications

Like their products, Stephens & Carter's customers come in a wide range of sizes. Whether the customer is a man decorating at home, a local decorator wanting a trestle for a few days or a giant construction company hiring a million feet of tube for six months, their requirements are basically the same. They want a good, reliable product, that's available now and at the right price.

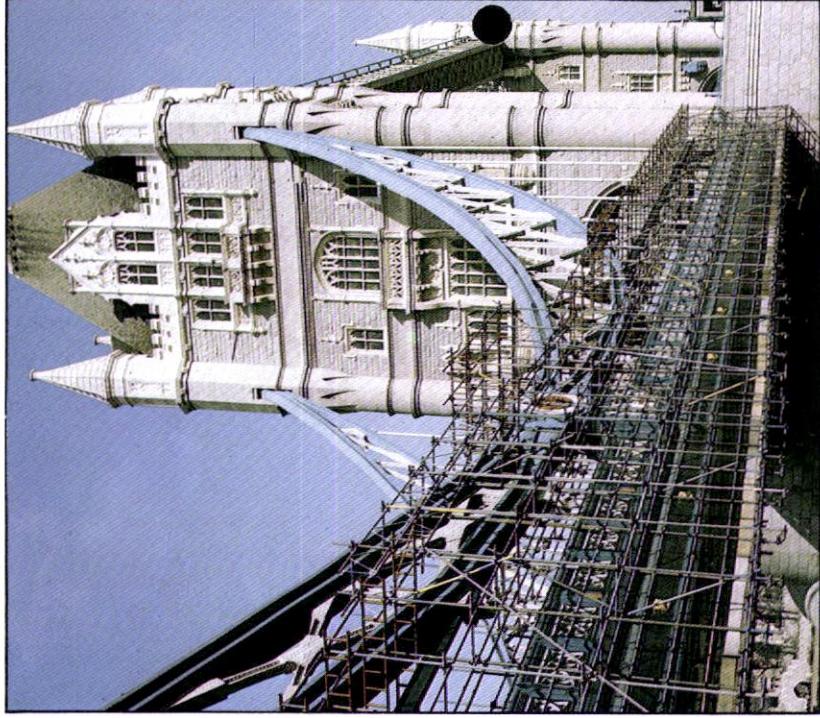
Large or small, it's equally important for Stephens & Carter to ensure that they get what they want. For while a big order is very good for the sales figures, most depots will depend on the small to medium users for the bulk of their business over the year.



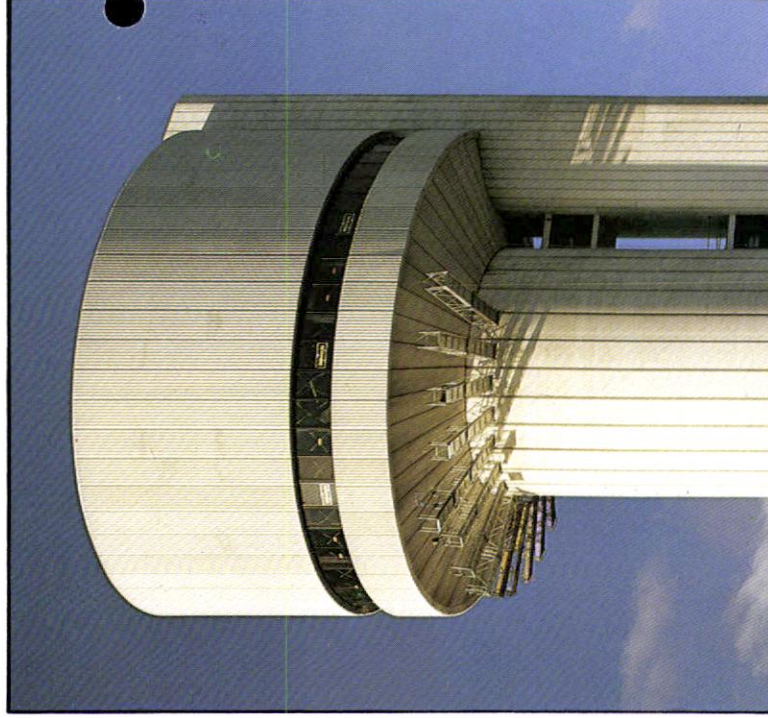
A mobile Climalloy structure 80 ft (24.6m) high, designed and erected by Stephens & Carter at the London Central Mosque, for the project's main contractor John Laing.



A Climalloy structure specially designed to provide fast and continuous access to the front and sides of the power-cars for British Rail's high-speed trains.



General scaffolding providing access for a wide range of maintenance trades to London's Tower Bridge. The complete section was hung under the bridge and repositioned as maintenance progressed.



25 suspended platforms make light work of the grit blasting and sealing operation at the Science Research Council's Nuclear Structure Facility near Warrington.

'How very little, since things were made, Things have altered' in the building trade.

It may have been true in Kipling's day – but it certainly isn't today – either of Stephens & Carter or their business.

Today, Stephens & Carter is a market leader in the business of supplying access equipment and services to the building and other industries. Often the equipment is highly sophisticated, using high technology materials and techniques. Complex logistics are involved in controlling and moving vast stocks, in the right quantities, to the right place at the right time, through a nationwide network of depots. Teams of designers ensure that designs are both safe and economical.

In short, Stephens & Carter is a big and complex business involving thousands of people all over the country.

Rather different from the business started by James Stephens in 1850 for the manufacture of ladders, barrows, steps, trestles and similar articles. Even when the company moved into scaffolding hire some 50 years later, they were still using centuries-old materials and techniques: tapered pine poles, riven birch putlogs and spruce scaffold boards, all lashed together with white manilla hemp.

In those days Stephens & Carter's business was almost entirely within the building industry. Today the building industry is just one of many areas of operation, with a major part of the company's business coming from local and national government, industry and commerce. It means that Stephens & Carter is more broadly based, more versatile and more successful.

There are a number of reasons for this success, including the right mixture of luck and judgement. But the key factor is being able to judge the right pace for progress and anticipate the needs of customers. The access business is no place for experiments in the field, so while the company keeps up a constant search for new and better methods, these are thoroughly tested and proved, made practical and safe, before being made available to customers.

The purpose of this brochure is to show how Stephens & Carter meets the needs of its customers, and to give a picture of the company as it is today – its organisation, its skills, its products – and show what they have done for other customers and what they can do for you.

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SAM/KEB/681 30th Nov; 1922.

Messrs. Brooks, Phillips & Coy.,
PADDINGTON GREEN, W.2.

NATIONAL SCHEME

Steps and scaffolding, trestles and cranes a total service.

Stephens & Carter are in the access business. And so are hundreds of other companies, ranging from one-man outfits upwards.

To be market leaders in the UK, Stephens & Carter have to offer more – a total access service, in fact. That sounds very grand, but what does it mean?

Put simply, it means offering a bigger choice of better products and services economically and conveniently. It means backing up those products with efficient design, delivery and erection services. And it means being organised in a way that suits the customer and not just the company.

The company

The business of the company is the provision of a specialist access service to customers all over the country. This is implemented through a number of general and specialist divisions, operating through a nationwide network of depots.

The depot is the part of the Stephens & Carter operation with which most customers come into contact. On the surface the average depot may not seem an impressive place – after all, the storage in conveniently placed locations of large stocks of access equipment is unlikely to be glamorous. However it's a mistake to see a depot simply as a product warehouse.

A team of product designers is engaged in product innovation and improvement. This involves not only structural engineering skills, but also metallurgy, electromechanics, and hydraulics.

Quality materials, manufacture and design make for inherently safe products. But that's not enough. Stephens & Carter make sure the products stay safe – hire products are subjected to regular and rigorous inspection and testing. Users are given detailed written instruction and formal training, where necessary, in the safe handling of access equipment.

Larger scaffolding contracts will be regularly visited by members of the full time safety team.

A lot of bother just to get a man up to a job? We believe in taking trouble now, to save trouble later.



Ladders are manufactured at Maldon, Essex.



You don't have to come to a depot to do business with Stephens & Carter; our fully-trained representatives will visit your office or site to discuss your requirements.

Quality back-up for quality product towers, putlogs and platforms:

To what extent should the manufacture of the products a company sells be under that company's direct control?

There's no simple answer, of course - it depends on the type of product. Stephens & Carter's policy is to manufacture in-house where this results in a better, more economical product.

Scaffolding tube, though, is bought in from the same sources that everyone else in the business uses; what matters is not so much the product (which is the same throughout the industry) but the quality of the service and product availability.

On the other hand, Climalloy and Climalite aluminium towers and Clima ladders are manufactured entirely in-house. To be assembled and dismantled easily and quickly, an aluminium tower must be precise in all dimensions. To be

reliable and robust, product and manufacturing quality of towers and ladders must be constantly monitored. Manufacturing in-house also has economic benefits, enabling the customer to get more product quality for the same money.

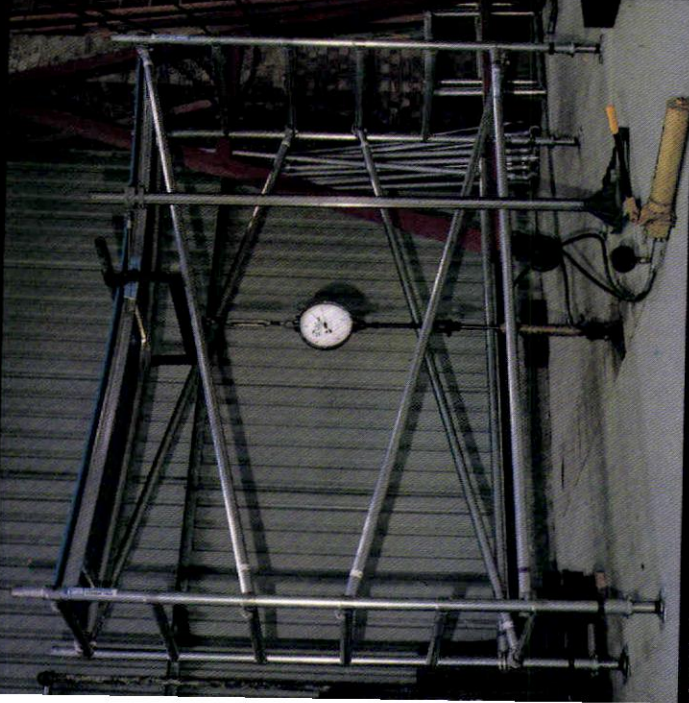
Climalloy, Climalite and all ladder products are manufactured at the factory located at Maldon, Essex.

The basis of quality products is quality materials. Stephens & Carter are in touch with suppliers worldwide, inspecting and checking quality, negotiating the best prices and delivery dates.

The depot is, in fact, an 'access service centre', offering a range of specialised services, such as design, erection and transport. Each depot is supervised by an Area Manager, coordinating the activities of a team of 'problem-solvers', who can visit sites, define access needs, advise on equipment selection and usage, and liaise between depot specialists and the customer.

The depot you deal with is just one of many strategically located around the country - all self contained, but all backed by the central resources of the company.

There are a number of divisions to cater for particular requirements, and some of these 'divisions' are equivalent to substantial companies in their own right. You will find details of these divisions on the back page of this brochure.



Aluminium towers (and ladders) are load tested well beyond their published safe working limits.



Designers work on product innovation and improvement.



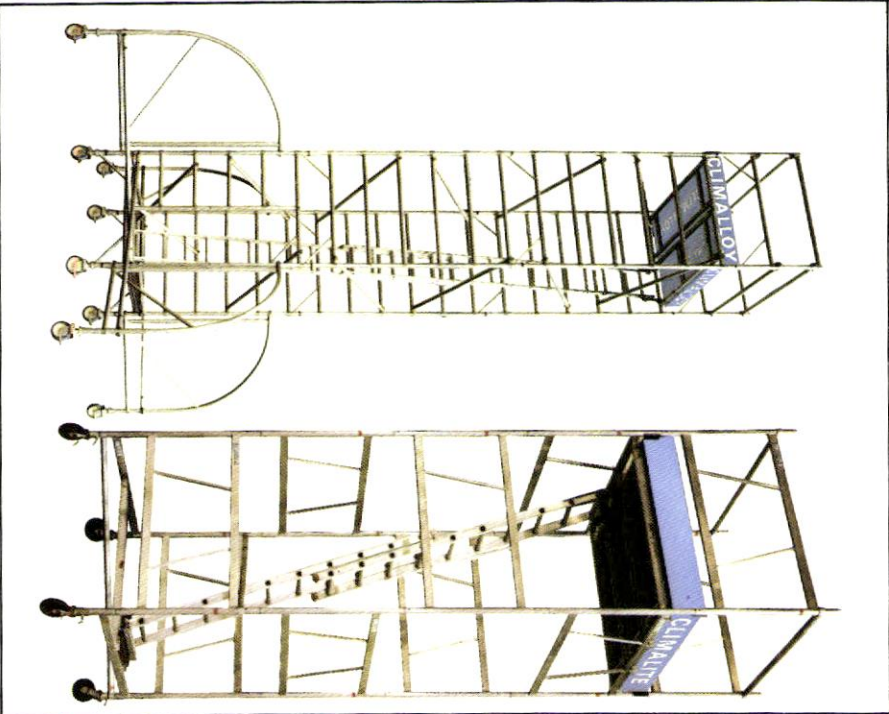
Access products and services for all purposes

Aluminium towers

All access methods have their benefits and shortcomings. The object of product design is to incorporate the advantages while eliminating the disadvantages of other access methods.

Aluminium towers are an excellent example of this process. Ladders are relatively inexpensive, fast and convenient – but provide limited work space. Scaffolding gives excellent working platforms, but is slow to erect.

The earliest attempt to combine the benefits of the two was the knock-down steel tower. Steel towers provided improved working space but were still slow to assemble and couldn't easily be moved.



The culmination of the process was the development of the Climalloy and Climalite aluminium towers. The Climalloy tower is so light that one man can assemble a 22 ft tower in ten minutes, yet it still provides a large working platform up to 48 ft for several workmen. When one job's finished the tower can be easily wheeled to another location.

With the convenience of a ladder and stability of scaffolding, Climalloy towers are increasingly used in the finishing trades and for maintenance work. For other applications such as the building industry, Climalite towers may be more suitable, and with increasingly stringent and effective safety legislation, will become increasingly important.

Suspended platforms

Modern building technology and architecture has created new demands for specialised access equipment. The high-rise building is the most obvious example but others such as power station cooling towers and ventilation shafts also have special requirements.

Suspended platforms or cradles have been around for a long time, but it was not until 1963 that Stephens & Carter introduced a practical, safe, powered platform to the UK, where the idea was an immediate success.



Today, powered suspended platforms are an accepted part of the access scene. The motor units have increased in power, reliability and ease of operation, offering such features as dual line self-reeling, automatic logging of operating hours, minimum maintenance and 'climb up' rope action. A new generation of modular aluminium platforms has greatly extended the scope of the system and made installation much faster and simpler.

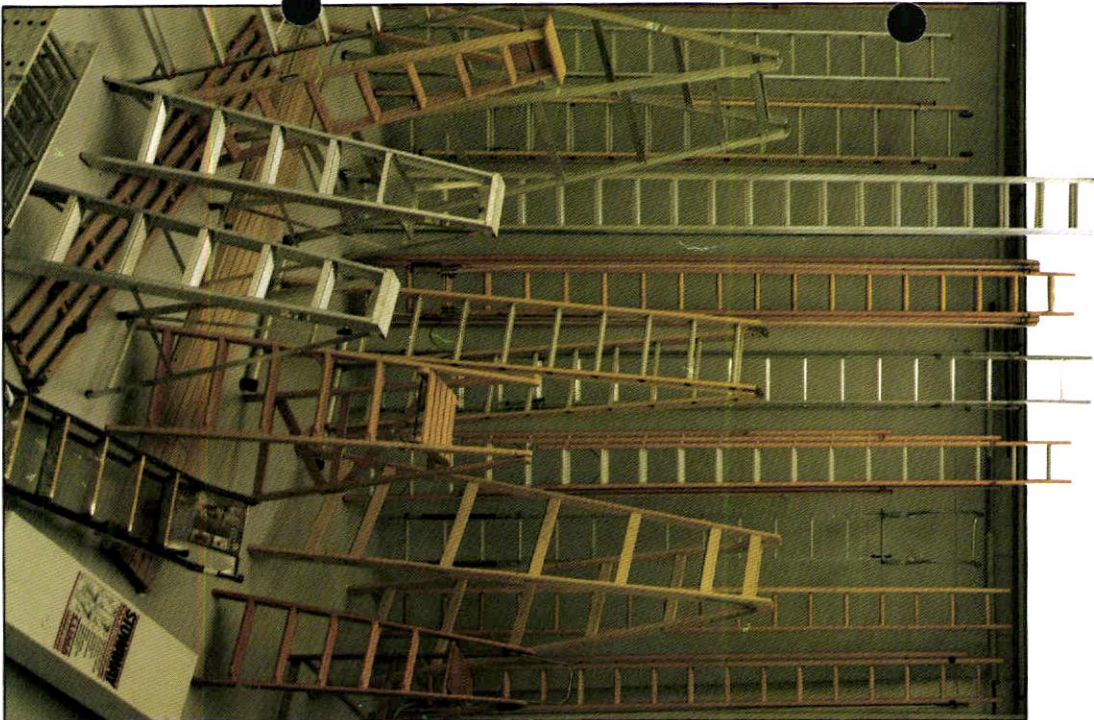
Permanent Maintenance Access (PMA)

PMA is an extension of the suspended platform concept. As more and more high rise buildings are erected, often fitted

with double glazing and air conditioning, there is a need for permanent access to the exterior. The PMA platform, fitted to fixed rails on the building roof, gives fast, safe access to any part of the building.

Ladders and steps

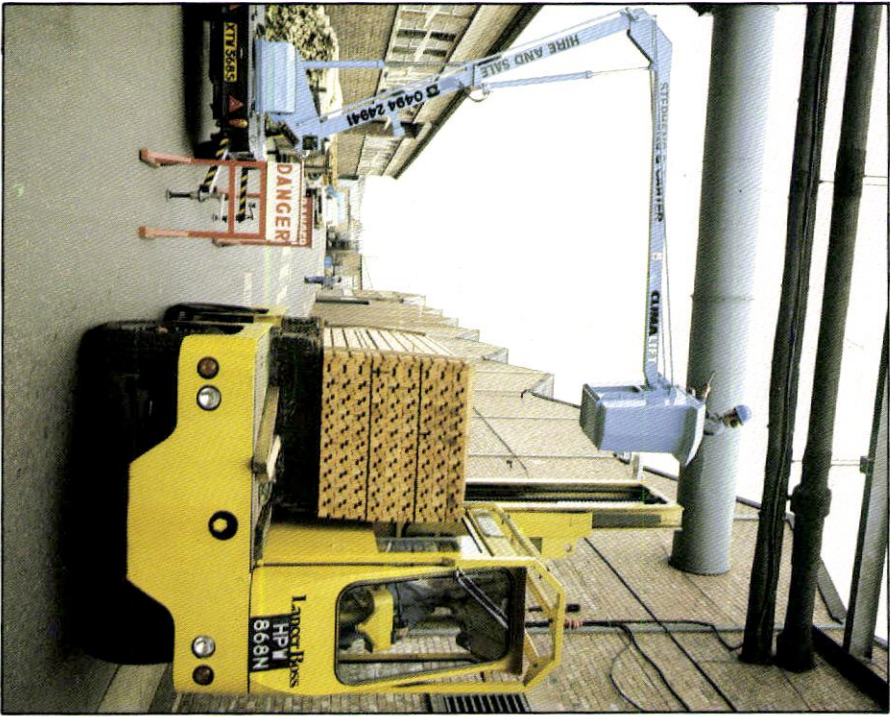
When talking about 'high technology' access, it's as well to remember that ladders are the most widely used form of access by far – and are likely to remain so in the foreseeable future. And ladders best of all demonstrate the response to the clients needs and the exploitation of modern materials.



Today Stephens & Carter manufacture a very wide range of ladders to meet the specialised needs of many different users. They vary from simple pole ladders (widely used in the building industry) to complex 3-part rope-operated ladders, and in size from 8 ft (2.45m) up to 65 ft (20m). However, even the simplest ladder must undergo a thorough programme of inspection at every stage of manufacture to ensure that it meets the stringent safety requirements of end users.

Materials used for modern ladders include timber, aluminium and fibreglass. Although aluminium offers benefits of lightness combined with strength and durability, timber ladders are still favoured for many industrial applications, the non-conductive nature of the material making it suitable for use around electrical installations. Where lightness combined with non-conductivity is an important factor, Stephens & Carter can supply ladders made of glass fibre.

Hydraulic platforms



There are some locations which simply can't be reached quickly and safely by conventional access methods. Examples are overhead lights and cables, and awkward places on buildings.

For such access problems Climalift can provide the ideal answer. Climalift is a trailer-mounted hydraulic platform which gives instant access up to operating heights of over 30 ft, with a two-man capacity. The extensive slew and outreach facilities can be operated from the bucket as well as at the base, enabling it to be manoeuvred into the most awkward, inaccessible locations. Climalift is light enough to be towed behind an ordinary saloon car and can be moved into position by one man.

With its low cost, high level of convenience and speed, Climalift has made hydraulic platforms a practical proposition for a very wide range of industrial users.

Contracts service

Stephens & Carter depots can be used by customers simply as a source of reliable scaffolding materials, for hire or sale, which will be assembled and used by their own staff. And indeed many customers do just that.

However, other customers require rather more than this basic product service, and will find the Contracts Division particularly useful.

The Contracts Division can take responsibility for the whole or part of any scaffolding contract, providing where required, designs, materials, transport, labour, supervision and security on site.

Because it is organised on a depot basis into relatively small units, the Division is able to tender competitively even for small contracts. On the other hand, the extensive combined resources of the Division give them the capability to successfully handle the largest and most complex contracts.