



2010 STAFDA Liaison Committee Report

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As a manufacturer of wheelbarrows, mortar pans, boxes, and boards, many of our competitors are foreign-based manufacturers. Because of this, many distributors and end users realized that along with a drop in costs came a shorter product life, missing parts, and parts that don't always assemble easily. A good domestically-produced wheelbarrow can last three to 10 times longer than the life of a low quality import. Professional contractors don't want down time on the job so when selling to the professional contractor, distributors want something better and different than what's offered in big boxes or at mass merchandisers. Freight costs are a significant portion of our market's overall costs and most distributors want to purchase products in a freight prepaid manner. Freight costs can vary from \$8 to \$20 per wheelbarrow in skid load quantities depending on where they're shipped. There are very few domestic wheelbarrow manufacturers as compared to importers.