

## **BRIAN W. CRANDALL**

**When Brian W. Crandall managed a heavy highway construction company that installed water and sewer lines in New York City, where conventional shoring methods were used -- resulting in high costs of labor and time -- he searched for alternatives. Visiting projects in Germany, he discovered a shoring system called "slide rails," which reduced total shoring costs by 40 percent over conventional sheeting for water and sewer lines. He saw there were many more applications for the equipment and introduced slide rail sheeting to the U.S. market in 1980.**

**From there, he incorporated ICON Equipment Distributors, Inc., in East Brunswick, N.J., in 1982. With four locations, ICON is a multi-shoring product company that designs, manufactures, rents and sells excavation support systems in North America and overseas. ICON is known as an innovator in the industry for being the first shoring distributor to receive engineering approval for the slide rail system from the City of New York, the NY/NJ Port Authority and many transportation departments throughout the U.S. The company provides safe shoring solutions for small and large construction projects, and some of the most difficult excavations were completed easily due to the modularity of the system.**

**Crandall graduated from Union College with a bachelor of science degree in civil engineering.**