

MEEVER USA

Global producer and supplier of steel piles expands its presence in the USA

By Barb Feldman

Since Jan van Meever began selling sheet piles as a one-man operation in the Netherlands, Belgium and Germany 23 years ago, the Meever Group has evolved into a worldwide business. The company now sells and rents a wide range of foundation and steel construction materials and equipment and has manufacturing facilities and nine stock locations around the world.

“And we’re still expanding,” said Jeroen Koelewijn, Meever USA’s co-owner and president, responsible for all daily operations in the U.S.

“Our main products are still hot- and cold-rolled sheet piling for seawalls, bulkheads and cofferdams, but we also have a wide range of other steel sections and pipes in stock or available from production,” said Koelewijn. “We prefer to sell to end-users – general contractors, subcontractors or project owners instead of other distributors – which is what we did all over the world except in the USA.”

In North America, Meever sold its products through distributors until 2013, when it was able to hire staff and find local partners to stock inventory, do fabrication and coating jobs or ship materials and enter the market directly.

“If you want to keep growing, you sometimes have to rethink your business strategies and that’s what we did,” he said.

By early 2014, Meever USA was fully

operational. “Now that we’ve established the basics, we’re up and running, ready to serve piling contractors all over North America.”

More stock locations, shorter delivery times

The company has a head office in New York City, a stock and distribution yard in New Jersey and employs six sales managers, with sales offices in New Orleans and Oakland, Calif.

“We had the most sales activity in our first year in these areas. But it’s been easier to find the real needs and anticipate the demands of our customers now that we have our own American sales operation, and we can offer a wider range of services,” which has already led to more sales and rentals. “Nowadays, we sell in most coastal areas in the U.S.,” said Koelewijn, and he has plans to establish more American stock locations within the next two years to keep delivery times as short as possible.

“We also offer the option to buy back materials when they aren’t needed anymore,” at a previously agreed-upon price, he said, with Meever transporting all rented or repurchased materials to and from the project location. And when a project requires a temporary retaining wall, he said, “You can considerably reduce construction costs by renting sheet piling, steel tubes or beams from Meever instead of buying them,” for shoring protection or when trenching for sewers, for example. The company also rents vibro-hammers, cranes, excavators and other equipment.

A project in Brooklyn, New York



Photos courtesy of Meever USA

“Joining PDCA was the obvious way for our company to get its name known here.”

– Jeroen Koelewijn, President, Meever USA

Free “Sheet Pile” app helps users quickly find information they need

The company’s engineering department is available to solve customers’ technical problems and to “design projects, or to redesign them to find the best and most cost-effective solutions,” said Koelewijn. “People in our business usually have a lot of things going on at once and can’t afford to waste time,” he said, and Meever’s free “Sheet Pile” app, which can be downloaded from the App Store or Google Play, helps users calculate the dimensions of sheet piles and beams and weights of tubes and pipes in either metric or U.S. standard units. “Having access to all sorts of sheet and pipe pile information on a simple app allows estimators, engineers, purchasing managers, project managers or anyone dealing with steel piling products to find the information they need quickly and easily,” he said.

“Buy American” provisions aren’t a problem

Although most of Meever’s manufacturing facilities are in Europe, the Middle East or Asia, “Buy American” provisions aren’t a problem for us,” said Koelewijn, explaining that trade agreements negotiated between the U.S. and many of its international trading partners have exempted a range of foreign-made steel products. “Luckily, most European countries are in this agreement, and we also have several options, including American partners, to provide materials for these projects.”



A project on the northeast coast of the U.S.

Their next step was further establishing their foothold in the U.S. market by joining an industry association.

“Joining PDCA was the obvious way for our company to get its name known here,” said Koelewijn. “As a distributor and leaser of steel sheet piles, pipe piles and H-piles we want to connect with everyone in the North American piling business. ‘Meever’ is a big name globally but ‘Meever USA’ is still a new name in the U.S. steel market. We hope to change that.” ▼



**splice piles
in 3 minutes**

line up pile segments

connect the splice

drive in locking pins



For pile jobs over 65’, save time and \$ with **Emeca 3-Minute Splices.**

Available for 12”, 14”, & 16” piles. Rock points, too. 18” & 24” coming soon.

Contact us at (302) 245.1421
www.emeca-speusa.com

**EMECA
SPEUSA**
The Future of the Pile Driving Industry

COMPANY WRENCH

Experts in construction and demolition machinery

Submitted by Company Wrench

Company Wrench is an Ohio-based company focusing on the manufacturing, sales, rentals, parts and service of scrap, demolition and construction equipment. Headquartered in Carroll, Ohio, Company Wrench operates major markets in 10 locations across the U.S., including locations in Ohio, Tennessee, North Carolina, South Carolina, Florida, New Jersey and Kentucky. Each branch offers Company Wrench's high standard of customer service with fully staffed service and parts departments. Company Wrench's large equipment inventory includes Kobelco equipment, Terex Fuchs material handlers, Gehl compact equipment, Stanley and Labounty attachments and much more.

This year, Company Wrench teamed with MKT Manufacturing to offer a new, fully integrated excavator-hung pile driving system with upgraded functionality. Company Wrench offers the machine for rent as a package with no assembly required, allowing it to begin work immediately upon delivery. This new adaptation of the industry-proven MKT V5-ESC and V2-ESC vibratory hammer saves on fuel and manpower, and is more environmentally safe.

Company Wrench began as a measure of vertical integration by owner Brad Hutchinson. He created a truck repair company to service his main construction company. They were having difficulty finding local repair shops that could fix their trucks so they decided

The name Company Wrench came to Hutchinson from a conversation with a stranded truck operator where he told the client that he would send over his “company wrench,” which refers to an on-staff mechanic.

