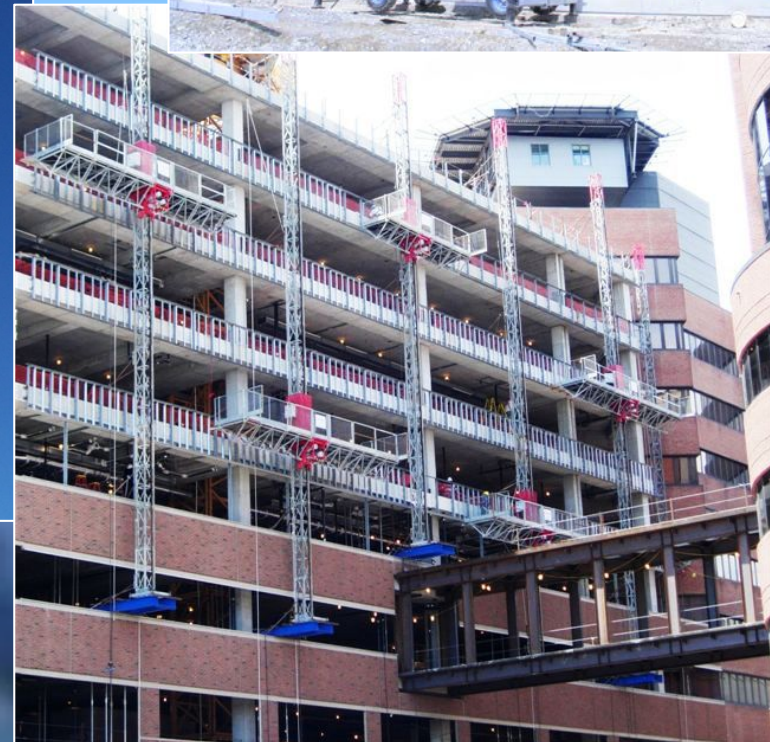
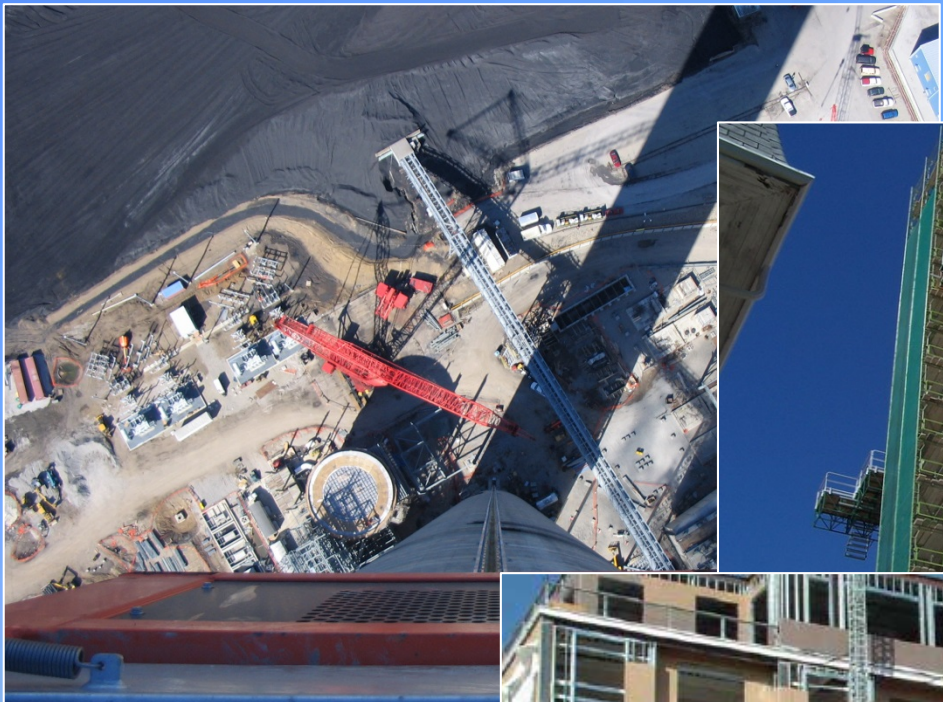


Mast Climbing Work Platforms



THE OTHER SIDE OF POWERED ACCESS

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HIGH CAPACITY WORK



IT'S THE SAME EQUIPMENT:

**SAME MASTS
SAME PLATFORM
SAME DRIVE UNIT
SAME CHASSIS
SAME OPERATOR
SAME REGULATIONS**

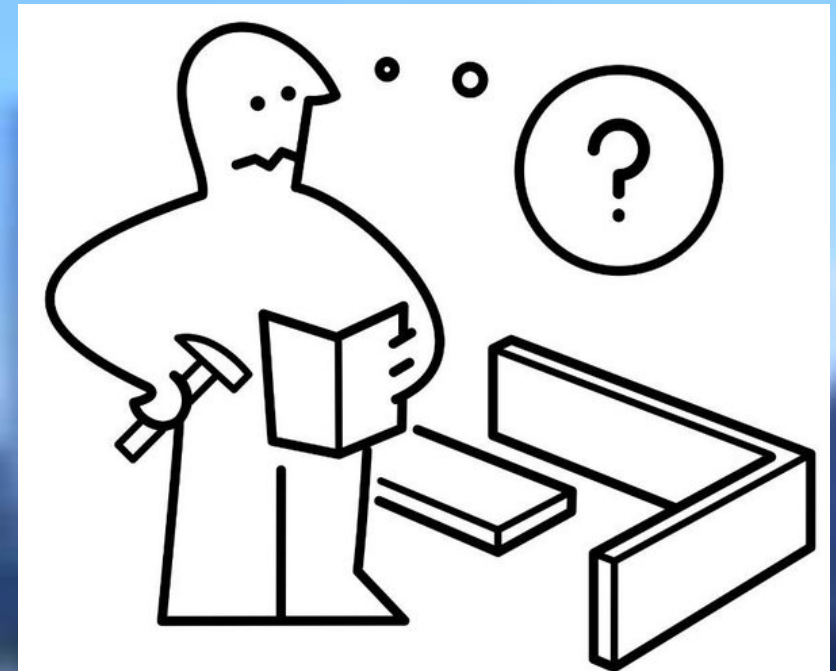
KEY:

FLEXIBILITY

Mast Climbing Work Platforms SO....WHAT MAKES THEM A SUCCESS ?

SCAFFOLDING	BOOMS/SCISSORS	MAST CLIMBERS
<u>FOR: AGAINST</u>	<u>FOR: AGAINST</u>	<u>FOR:</u>
Flexibility	Less Flexible	
Long Erection Time	Rental Ready	
Profiling Ability	Can't Profile	
Fixed Levels	Variable Height	
High Capacity	Low Capacity	
Large Footprint	Minimal Footprint	

SOME ASSEMBLY IS REQUIRED



ROBUST AND COMPREHENSIVE INDUSTRY TRAINING

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US MARKET ESTIMATES ON POPULATION AND USE

Est. **15,000** units in US, at average 70% utilization

Average height 150'

Average of **4** 'users' per unit.

40,000 - 42,000 'users' each day

Erect/dismantle:

Each unit averages **4** jobs annually

Average job duration, **2** months

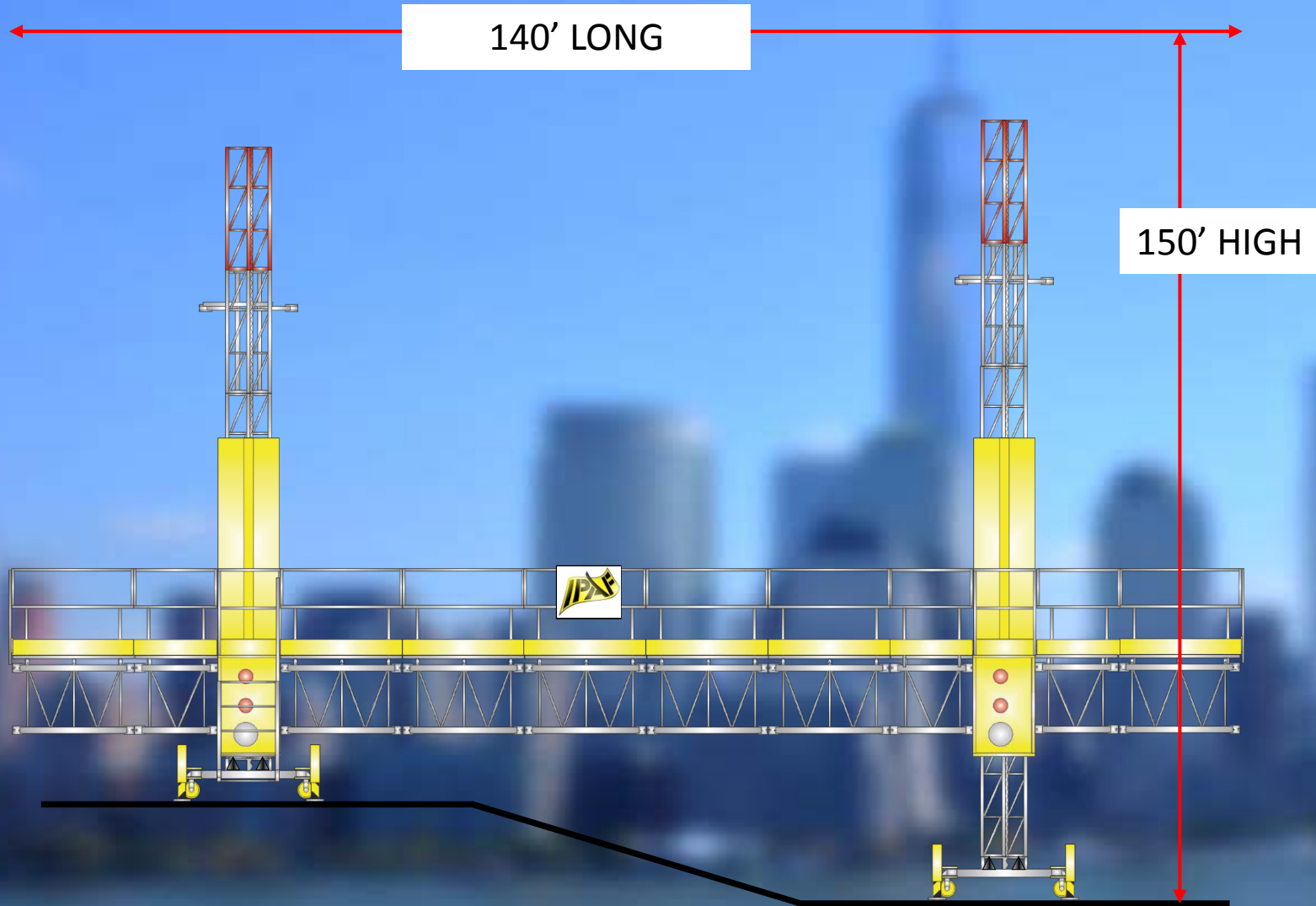
Average dismantles/erects/repositions per unit per job is **5**

Each unit is erected or dismantled **20** times each year

Each move (150' unit) on average takes **30** working hours

6.3 million working hours spent annually on erecting/dismantling/repositioning

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140' LONG

150' HIGH

21,000 SQ. FT. OF ELEVATION
COVERAGE IN LESS THAN TWO
DAYS

PLUS THE ABILITY TO LIFT UP TO
16,000 IN CAPACITY.

PRODUCTIVITY
VERSATILITY
CAPACITY
SAFETY

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TUCSON
CONTROL
TOWER



PERCEPTION THAT
MAST CLIMBING WORK
PLATFORMS ARE
TECHNICALLY
DEMANDING:

SOME ARE

But

MOST WORK DAY TO
DAY IN A MORE
MUNDANE
ENVIRONMENT.....

OHIO RIVER
BRIDGE



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MANY APPLICATIONS
BETWEEN 50 – 75 ‘

BRICK
BLOCK
GLASS
STUCCO
STONE
REFURB

FREE-STANDING:

WALMART
TARGET

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TOTAL ENVELOPE
COVERAGE

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8,000 – 10,000 FOKLIFTS

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TECHNOLOGY TRANSFER -

COMBINING TECHNOLOGIES/IDEAS/PRODUCTS TO ACHIEVE GREATER PRODUCTIVITY OR SAFETY OR BOTH

EARLY 80's – THE ENTREPRENURIAL YEARS



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TODAY'S TECHNOLOGY TRANSFER IS A LITTLE MORE SOPHISTICATED:



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ENTREPRENURIAL PHASE OF AN INDUSTRY :

MOST EXCITING

MOST DANGEROUS

A LOT OF GREAT IDEAS COME TO MIND, AND ENTREPRENURES WHO HAVE IDEAS, FAITH AND NO MONEY PUSH THESE IDEAS FORWARD RELENTLESSLY UNTIL THEY SUCCEED OR FAIL

ATTENDED : WASHINGTON DC – TECHNOLOGY TRANSFER CONFERENCE

H&S PROFESSIONALS, GOVERNMENT SCIENTISTS AND REGULATORS LOOKING FOR SAFETY GAINS THROUGH TECHNOLOGY TRANSFER - FASCINATING

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ONE EXAMPLE – QR TAGS

SCAN THE QR TAG ON THE BOOM OR SCISSOR OR MAST CLIMBER:

SAFETY AND OPERATIONAL REVIEW OF THE EQUIPMENT
AND
A VIDEO OF A DAILY INSPECTION.....ON YOUR PHONE.

THE IPAF 'SMART' PAL CARD

IF YOU DON'T HAVE THE REQUISITE LEVEL OF TRAINING TO OPERATE THE
EQUIPMENT IT WONT START

SO.....THE IDEAS ARE STILL OUT THERE

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GOT ME THINKING.....A MORE RUDIMENTRY FORM OF TECHNOLOGY TRANSFER

NOT COMBINING SOPHISTICATED CONTROL SYSTEMS AND SCIENCE BUT,

SAVING LIVES IN A TRADITIONAL INDUSTRY BY COMBINING ACCESS PRODUCTS IN NEW WAYS.....

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HOW DO WE IMPROVE SAFETY FOR STEEL
ERECTORS BY TECHNOLOGY TRANSFER?



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2015:
364 DEATHS DUE TO FALLS FROM
HEIGHT (38.8% OF THE TOTAL NUMBER
OF FATALITIES)

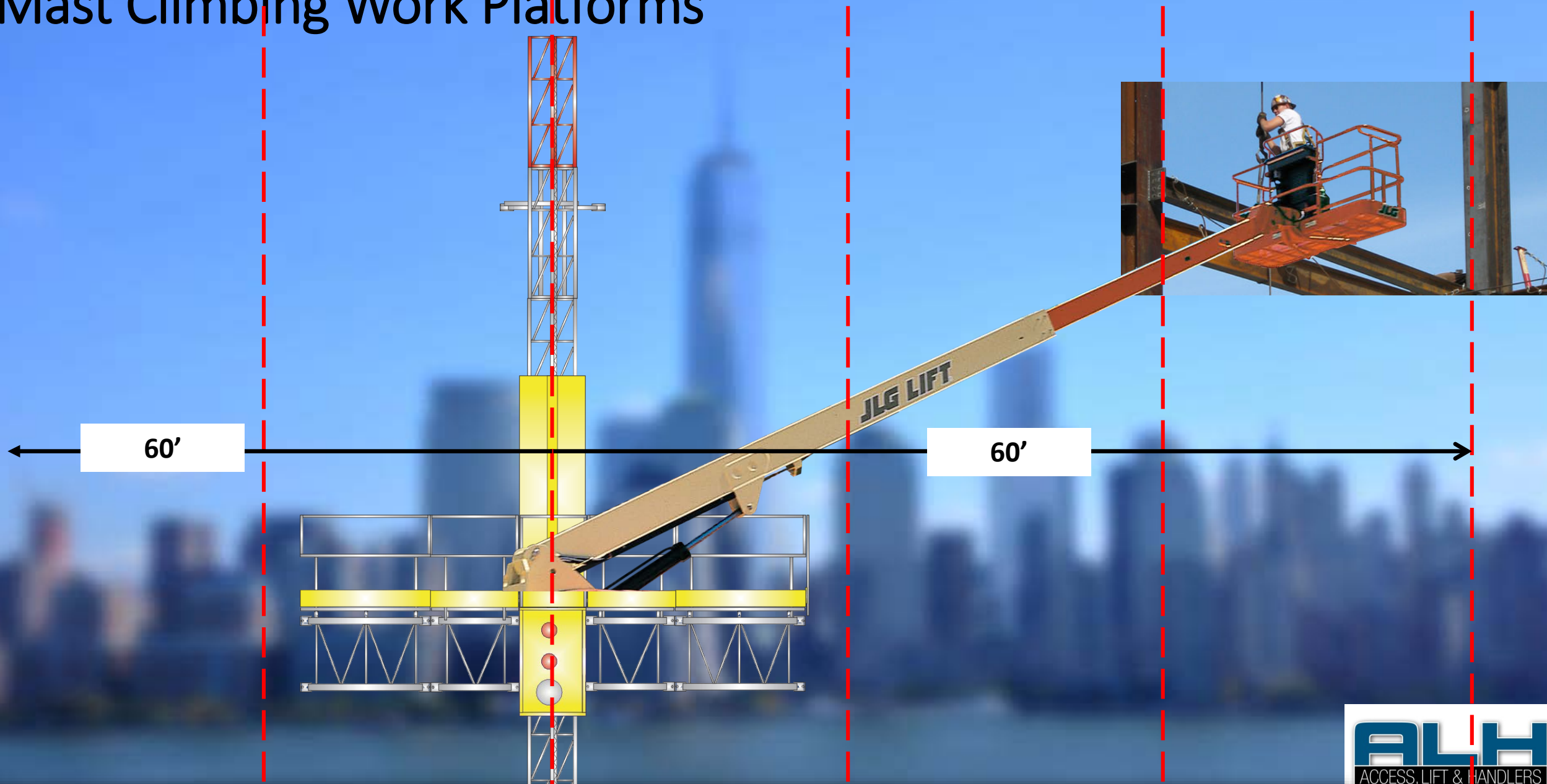


NOT HIGH ENOUGH



TOO EXPENSIVE
TOO SLOW TO ERECT

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BOOM PROVIDES ACCESS ABOVE THE MAST CLIMBER TO FIX BEAMS IN POSITION SO THEY CAN BE TIED TO