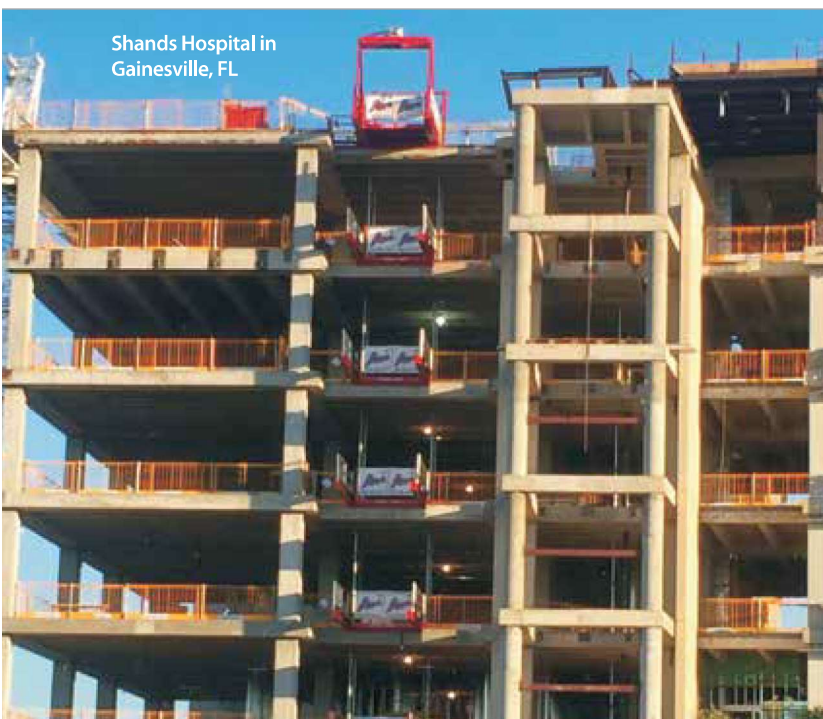


A NEW NAME IN THE DISRUPTION GAME

Airo® Industries set to transform material movement with new lifting system

BY MIKE CHALMERS

Based in Ft. Myers, FL, Airo® Industries (Airo) is changing the game in high-rise construction by providing a solution to one of the industry's most common dilemmas: lost time in the handling of material. Their solution? The LTD® SERIES (LTD®)—Load Lifting Transfer Decks.



Shands Hospital in Gainesville, FL

Available in load capacities of 2K, 4K, 6K, 8K, and 10K pounds, Airo's objective is to manufacture LTD systems for distribution around the world, bringing resolve to the biggest problems in high-rise construction: safety risk, budget, and time schedule.

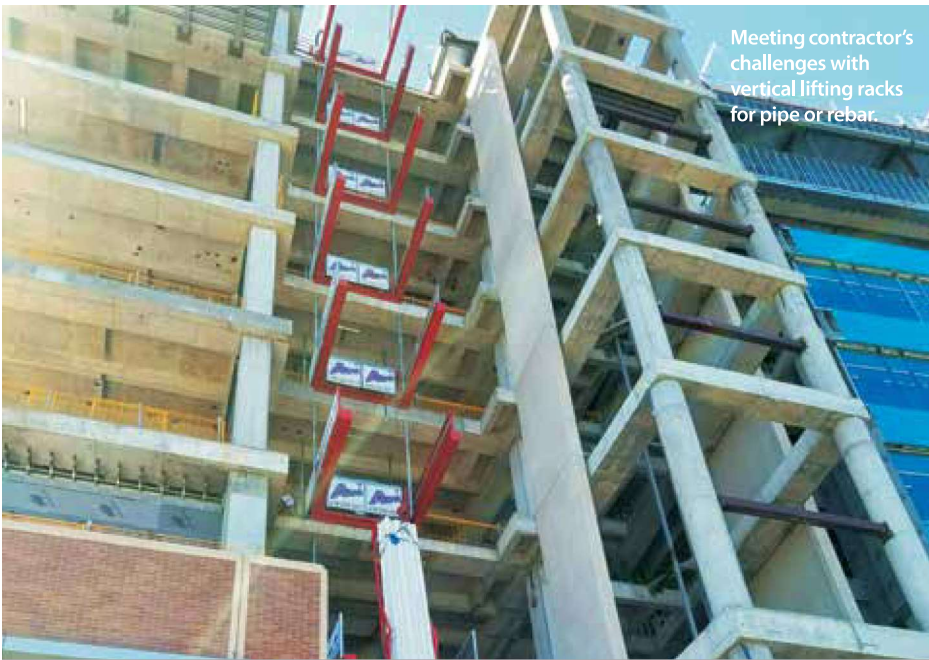
Simplistic in design, the LTD essentially frees up any onsite tower cranes(s) and other lifting equipment from having to perform mundane lifting tasks. Invaluable in this regard, the equipment is easily transportable, environmentally friendly, cost efficient, single-lever controlled, light in weight, and small in stature.

Started in 2012, Airo was developed with a specific mission: to build a better mousetrap. "The biggest problems plaguing the construction industry were all centered around the bottleneck created by the tower crane trying to move material safely and timely," explained Vice President Pat LaMantia. "First came the LTD, and second came the name [Airo]. We felt Airo was appropriate because the original Greek transliteration is to raise up, lift, elevate."

Easily navigating its way up and down a high-rise via wire rope and an electric-powered hydraulic winch, the LTD lifts 17.6 times (approximately—numbers vary by job size) faster than a tower crane at a cost of 3.2 percent of a tower crane doing the same job. Airo is confident that no other means of material movement compares in relation to convenience, efficiency, time, safety, and cost savings.

"Since it lifts straight up and down, it only requires a small safety area that is easily marked off," added LaMantia. "This makes the LTD extremely economical and safe, while lowering the labor cost by delivering construction material to the workforce faster, which significantly reduces lost labor hours waiting for construction material. Sites that have used the LTD have finished construction 33 percent sooner than they would have without it."

By its very nature, the LTD boasts an automatic safety benefit. Unlike conventional cranes and tower cranes, the loading zone area is centralized—a designated (roped off) lifting area. Any loose material that may fall while in motion would be confined to the "drop zone." In contrast, over the course of the job, a conventional or tower crane's hook and load continuously blankets the jobsite overhead, creating a hazardous work area throughout.



Meeting contractor's challenges with vertical lifting racks for pipe or rebar.



The LTD can be roof mounted, also delivering material to the roof. University Medical Center, New Orleans, LA

Additionally, the ability to secure a qualified operator is greatly increased as a result of the simple up/down—in/out movements. The complex moves and forces associated with combined swing and boom actions are not present with the LTD, and thus, the operator can spend more time concentrating on safety.

Operationally, loads are moved onto the building's rooftop or various floors to be safely unloaded by workers inside the building. At the same time, the LTD is free to lift another load into position on the same or lower floor—something no other material mover or crane is able to do.

“Our mission at Airo is to be the world leader in the innovative LTD products that revolutionize high- and mid-rise construction material moving, while also teaching others how to do it,” said LaMantia. “Airo envisions bringing a new level of success to construction projects around the world.”

Changing the Landscape

Started as a family business, Airo is now moving toward a global market. But that hasn't changed the company's core commitments: But that hasn't changed the company's core commitments to innovation and excellent quality of product, providing the safest workspace for end-users, exceeding expectations, and constantly under-promising while over-delivering.

“Typically after just one use, customers are convinced that there is nothing better for material movement,” LaMantia pointed out. “Every project we've been associated with—customers have hailed the LTD for bringing them from a behind-schedule timeframe to a finished-before-scheduled deadline. Seeing truly is believing: the LTD can actually lift over a hundred picks a day, and can cut the material movement budget drastically.”

LaMantia reiterates that what might seem complex, or even profound, at first, is a piece of cake. “It's literally up and down—in and out. And it can be operated remotely within a three hundred-foot line of sight. LTD operates with a hundred percent duty cycle, requires almost no maintenance, and is environmentally friendly (by using electric power and bio-degradable hydraulic fluid).”

“NOW THAT THIS PRODUCT HAS BEEN EXPOSED, WE KNOW IT WILL SOON BE ON EVERY MID- AND HIGH-RISE PROJECT, AS WELL AS WITHIN PLENTY OF OTHER CREATIVE APPLICATIONS.”

Airo not only manufactures the LTD, but they also provide service and training to distributors. Ultimately, the return on expense for a contractor is immediately recognized upon installation and operation. On average, the cost per load for a tower crane to move material sits at approximately \$100–\$125/hr per load... versus barely more than \$6.50/hr per load for the LTD (which doesn't take into account time savings and safety).

And turnaround time couldn't be easier. From delivery to setup to installation to operation takes a few hours at most—benefitting not only projects underway, but projects on the horizon. “You would call Airo if you are planning any mid- or high-rise building project,” LaMantia asserted. “The problem of tradesmen waiting for their materials on various floors is gone. The problem of scheduling a window of valuable time away from the tower crane is gone. The problem of getting materials to the roof is gone. The problem of the entire construction



An LTD Series Load Lifting Transfer Deck and multiple auxiliary decks can be placed on a single trailer.

site being a hazard zone while a load is being flown overhead is gone.”

Highly adaptable, the LTD is also great for renovation projects that require movement of material from one floor to another and/or then to the ground—as well as mining projects, where the hoist can straddle the mine opening.

Extremely simple to operate, anyone can be trained on the LTD, and in most cases, it doesn’t require a licensed operator. It’s also a master multi-tasker—easily lifting one load while another is being unloaded on another floor or the roof. The equipment can be used within hours of delivery onsite, and can be moved to different floors within a half-hour. Additionally, the LTD comes with a remote option—one remote can operate the hoist from 300 feet away. And if lengths or widths or heights are greater than the standard size Airo provides, they’ll engineer to accommodate.

“The leaders at Airo get pretty excited about how the LTD is going to change the landscape of material moving,” noted LaMantia. “Now that this product has been exposed, we know it will soon be on every mid- and high-rise project, as well as within plenty of other creative applications. It’s also exciting to receive feedback from customers that have used it, who themselves are excited that it continually outperforms all expectations.”



An accessory vertical lifting rack handles up to 10,000lbs of pipe or rebar. Airo also offers a rack for drywall.

A better mousetrap being what it is, Airo is inspired to serve their customers in whatever capacity is needed to complete the job. And additional R&D developments verify the mission. “The vertical lift racks for rebar, pipe, and drywall are the beginning of a line of accessories that will be introduced for the LTD—a direct result of meeting customers’ material needs,” confirmed LaMantia. “Airo is a global company; however, we’re early in the launching phase of moving the product internationally. Ultimately, we welcome the challenges of the end-user to allow us to solve their specific problems.” ■

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