



Airo[®] Industries, Inc.

FREQUENTLY ASKED QUESTIONS

LTD[®] SUPER HOISTING SYSTEM

ELEVATE YOUR EXPECTATIONS[®]

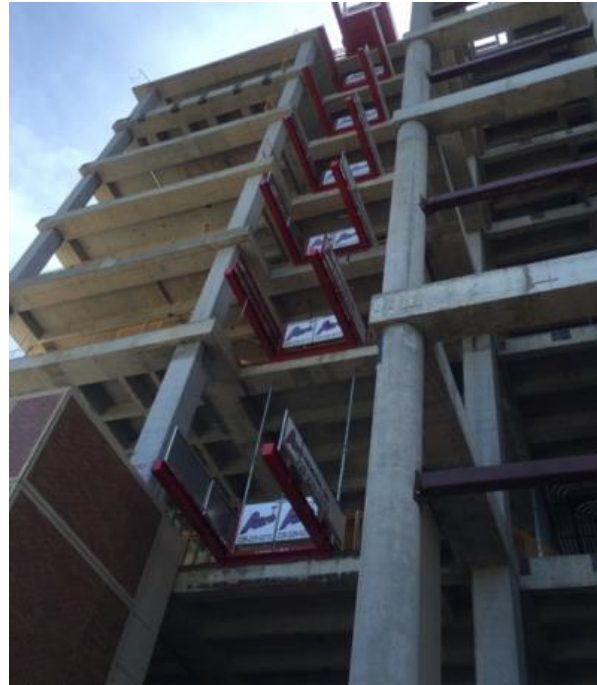
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What does LTD® stand for?

- Airo®: The LTD® stands for Loadlifting Transfer Deck.



What is the major challenge facing high rise construction?

- According to Richard Guy, Worldwide Structural Engineer, one of the biggest problems in construction of a skyscraper is planning. To build a skyscraper you need a critical path schedule. Usually a tall building is built in a high density area and street traffic has to be taken into consideration for delivery of materials and erection of scaffolding and cranes. In a city like New York the scheduling of material delivery has to be precise to the day and the hour in the critical path i.e. when trucks can pull up and be offloaded by cranes. All inspections have to be scheduled and carried out with as much accuracy as possible.

- Airo[®]: The LTD[®] is the solution for planning, close quarters, scheduling and accuracy. Because the LTD[®] is retractable, it is stackable and reduces the “entire job site hazard zone” down to a small 20’ x20’ area. Trucks can pull right up to the loading zone on many construction sites, allowing the unloading, rigging and lifting process to be quick and smooth. Retractable decks also permit loads to be safely unloaded inside the building, allowing the hook to immediately go after the next load, resulting in a 5 times faster per pick time. The LTD[®] can work a 100% duty cycle, which means the tower crane does not have to be “scheduled” for material picks and the LTD[®] can continually load to all floors and the roof, minimizing the potential for laborers waiting for materials.
- Michael Hess, Construction Expert says that without question the single greatest challenge of constructing high rise buildings is getting materials and waste up and down.
- Airo[®]: The LTD[®] moves materials both up and down faster than any other material moving method. Because the rigger can also be the operator, there is only one other person needed and that is the unloader on the receiving floor. Materials can literally be lifted and lowered all day long without interruption with the LTD[®].
- Jubal Green is an architect student. He believes the biggest challenge in high rise construction is cost.
- Airo[®]: Not only is the LTD[®] the fastest and safest material moving method, but it is also the most cost effective. While the most commonly used previous method was the tower crane, costing anywhere from \$150 to \$300 per pick, the LTD[®] cost remains at less than \$10 per pick! (See “Do Things Differently” comparative article, attached.)

What are other common load transferring methods?

- Airo[®]: The other methods that are load transferring options include the use of a scaffold platform, a rack and pinion drive hoist, static platforms, mast climbers, tower cranes, spider cranes, lulls, etc. Several of these options are discussed at length in the Do Things Differently article provided. Features, Assemblies, Required Times, and Costs are all compared with the LTD[®] and in all cases, the LTD[®] proves to be the most efficient, fastest and most cost effective of all.



Scaffold Platform



Rack and Pinion Drive Hoist



Static Platform



Mast Climber



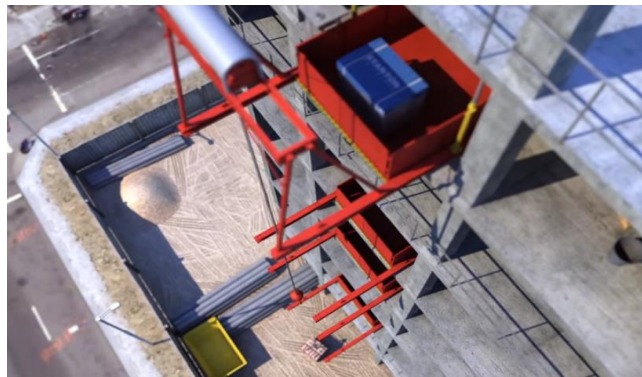
Tower Crane



Tower Crane

How does the Risk Factor compare with other methods?

- Another factor that must be taken into consideration is the element of risk. The risk of damage to the load increases with every time the load is handled. By reducing the handling, the risk of damage also reduces. With the mast climber or scaffold hoist systems, the load is broken down, often transferred to a holding compound, and then transferred into the scaffold hoist or climber, with a final transfer to the floor level. Compounded with this is the fact that using equipment such as forklifts etc., to transfer materials around a construction site has a high risk factor. The multiple handling means increasing the risk factor several fold as against the single lift from delivery truck to floor level. Reducing risk reduces wastage and thus reduces project costs.
- Airo[®]: The LTD[®] is designed to minimize material handling. In most cases, the load can be rigged and lifted right from the delivery truck and, with an electrically powered deck, moved into the building. Because the decks are retractable, they stack above each other, reducing the “hazard zone” to a small 20’ x 20’ loading zone, causing a safer environment because the tower cranes are not flying loads overhead, making the LTD[®] process the safest material movement means available.



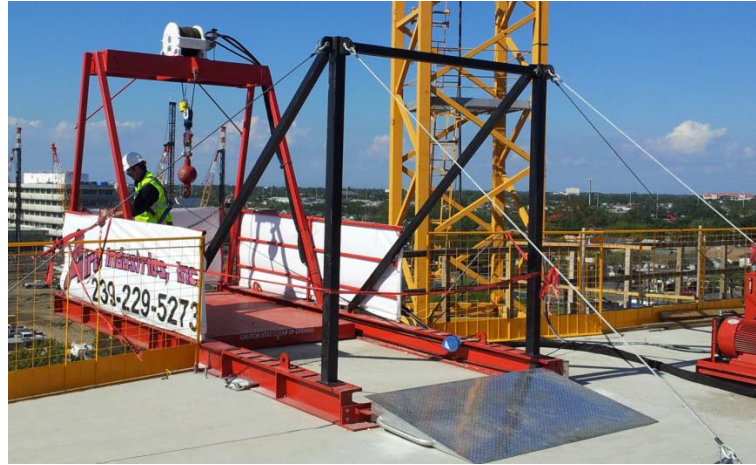
Is the LTD[®] difficult to operate?

- Airo[®]: The LTD[®] is incredibly easy to operate. The hoist is operated by a simple remote with up and down buttons. The decks electronically move “in” and “out” using the same handheld remote. If the remote option is not desired, the hoist operates on the top floor with a simple up/down lever and the decks with a simple in/out pendent.



What floors can the LTD® service?

- Airo® : The LTD® can be installed between floors with simple shore jacks or mounted on the roof with our patented roof mount application. Loads can be delivered to any floor, including the roof.



Has the LTD® been validated by any outside sources?

- Airo® : The LTD® was featured as one of the Most Innovative Products of the Year at the International ConAg Expo the first year it was presented.

Are there any testimonials or endorsements from actual end users of the LTD®?

- Airo® : The LTD® has been endorsed by experts in the field including Senior Project Manager from Skanska, one of the top 5 constructions firms in the world, (Chuck LeFevers) National Safety Director, Abell Elevator Owner and board members from the New York Department of Cranes and Derricks Unit. (See reference letters attached.) View the video testimonial from the LTD® operator (from Horus Construction) on the University Medical Center project (largest hospital in the nation) Link: https://www.youtube.com/watch?v=muWKydB_Yhc



Is the LTD® product Patent Protected?

- Airo® : The LTD® has secured patents in the United States, Canada, Australia, New Zealand and Europe. The LTD® name, Airo® and our tagline “Elevate Your Expectations” are all registered trademarks. Copies of filings are available upon request.