



INDUSTRIES SERVED

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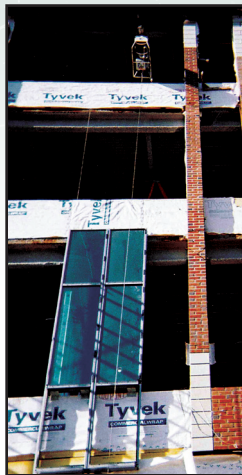
Many, if not most industries and contractors are under pressures from deadlines, safety precautions, budget allowances, and an immediate need to have all necessary equipment and materials readily available.

Hoists provide time saving, safe and independent working ability for all these needs. No need to risk the imposed work stoppages associated with shared lifts, or cranes on a job site. Simplified and expedited material lifting solutions cut man hours, save time, and enhance safety at the work site with a hoist that has been engineered with these trades in mind. Here are just a few examples of how your customers already successfully use Beta Max Hoists on their job sites.

**Ready,
Reliable,
Recognized,
BETA MAX**
*Elevating the
industry for over
25 years*

<p>MASONRY</p>	<p>Block and mortar inherently come with several obstacles that every contractor must contend with. Block and mortar are heavy, physical delivery of these materials means increased risk of physical injury and pulley systems can be risky to operate. A Beta Max hoist is designed to alleviate down time from labor exhaustion.</p> <ul style="list-style-type: none"> o Delivery of block and mortar at a higher rate of speed. o Increased efficiency and safety by eliminating a pulley system.
<p>STUCCO</p>	<p>No one knows better than a frustrated contractor, who just lost money in materials and unnecessary overtime paid, how crucial it is to have the ability to have an uninterrupted flow of materials to workers for stucco application.</p> <ul style="list-style-type: none"> o Stucco mud has a short shelf life and batches of the mud are wasted if waiting for other lifts/cranes to get the materials to the stucco crews. o Use of a Beta Max hoist allows the stucco crews to bring up a continuous supply of mud that results in more efficient work flow and less waste of materials, saving time and money.
<p>RESTORATION</p>	<p>Design elements and the tools to assemble, adhere, and install them are incorporated in many of today's restoration projects. Many need to be handled with precision and care, and delivered in varying quantities. Often, there is wasted time in repairing damage to these very same projects and buildings because of the mounting required for higher heights, and heavier materials and/or equipment.</p> <ul style="list-style-type: none"> o Deliver exterior finishes like EIFS, tools, waterproofing, architectural panels from the ground to really high heights. o The least invasive mounting options available protect structural and historical integrity of buildings.
<p>DEMOLITION</p>	<p>Cities and metropolis centers are bustling with pedestrians and traffic. Smaller areas are available for mass removal of debris without increased risk of unintended injury to the public passerby. Using a Beta Max hoist of lifting solution allows for multiple floors to be accessed, reached, and serviced daily. No more waiting to complete one floor before going on to the next.</p> <ul style="list-style-type: none"> o Perfect for confined, metropolitan environments, especially for buildings still in use . o Allows for removal of debris that would be too cumbersome for a debris shoot when contractor is overhauling several floors of a building.
<p>GLAZING</p>	<p>Every facet of a glazing project, including its budget is built in with expected material loss from breakage. Reduce and eliminate these costly losses with smooth gliding precision start and stop features built into a Beta Max product. Why count on losses when you can count on control to prevent them?</p> <ul style="list-style-type: none"> o 25% faster installation of curtainwall. o Extreme control over placement of panes of glass when locking into position. o Smooth start and stop feature protects fragile, delicate materials from breakage.

You may already have a long list of customers, or maybe you're interested in finding out how many potential clients are missing from that list. Take our fast and easy 5 point Q&A to find out. Beta Max supports our family of dealers with aids such as this quiz to help quickly identify and pre-qualify potential customers who are most likely to rent or buy a hoist.



Question 1: Yes No

Does the customer's budget preclude the ability to rent or buy a crane or forklift?

Crane or forklift rental rates can range anywhere from thousands of dollars per day, to tens of thousands of dollars to purchase. Contractors substantially enhance their profit margins in the long term when they are able to make a small investment now on the rental or purchase of a portable hoist.

Question 2: Yes No

Is the project in a confined space?

Many metropolitan areas have buildings that were built too close together to allow access via a forklift or crane. This is the perfect opportunity to utilize a hoist. The compact size of a hoist allows for access to heights up to 400 vertical feet in areas where other lifting options just won't fit.



Question 3: Yes No

Is the work level or scaffolding more than 30 ft high?

For your customers who own or rent scaffolding for those higher heights, a hoist is the perfect jobsite companion. Reduce delay and injury on the job. Construction materials are heavy, and bulky. Replace delay from worker exhaustion with effortless ease.

Question 4: Yes No

Would your customer benefit from controlling their own workflow and budget?

There is no better example of frustration than a contractor who just lost money in materials and overtime. Hoists are essential jobsite partners that provide uninterrupted flow of materials to every work level AND save time and money doing it.

Question 5: Yes No

Has your customer ever had a headache over lifting and placing fragile materials?

Contractors can reduce and eliminate costly losses with a hoist that features a VFD controller. This type of hoist allows for smooth gliding precision start and stop features built in for precise placement. This can save upwards of 25% on a project timeline as well as protecting delicate materials from breakage.



If you have answered yes to ANY of these questions, you've got a great jump start on being able to quickly address viable consumer potential and need. And, as you can already see from taking this short quiz, the avenues of approach are almost as unlimited as revenues generated by simply finding the need and filling it.