



**ARCHITECT
OF YOUR
SUCCESS**

STEEL STRUCTURES



CLIENT TESTIMONIAL

"Being used to renting cranes, we hesitated getting a Merlo Roto but it really helped our company profitability wise. Our annual cost of \$230,000 in crane rental went down by 60% to reach an all-time low of \$138,000. We also save a lot on labour costs. My foreman uses the Roto, he sets the pace.

- Using the fork attachment, he unloads the trailer near a worker who puts wooden blocks on the ground to ease the unloading. With the crane it cost \$410 per hour and four workers to unload, \$65 per worker and \$150 for the crane. 16 hours per month is spent unloading which costs \$6400. The best part is that the Merlo does it in half to time!! A Merlo that doesn't rotate equipped with a sideshift is enough at this stage. When we are ready to lift materials, we place the Roto in the middle and if it can't reach, we place the steel parts in such a way as to maximize its ability to move and reposition itself in two minutes.
- Installing the pillars only needs one or two workers, which is still reasonable.
- When it's time to set up the girders, we use five workers. We also set up the bracing, the openings, the girts, the steel door frames and the steel deck.

Seeing as the Merlo belongs to us, it is a permanent feature of the construction site, allowing us to eliminate waiting times, for five workers it equals \$2600 in savings! The non-compliant parts, modifications and recoveries do not require extra crane hours or the need to bring it in again, which reduces stress at the worksite. Our team developed efficient work methods and synergize well with each other. The remote control of the Roto is quite a bonus, it allows the foreman to unload materials himself if a worker is missing. This is something traditional equipment could never hope to achieve. The powerful basket can also replace a manlift or scissor lift if it's not being used to lift materials. We are completely self-sufficient on projects up to 15,000 sq. ft. and two floors, which could be a car dealership, school or other such projects. Even if we are slightly slower, the 10% we lose in speed is nothing compared to the global gains. Even when the crane is required for huge parts or for a very high worksite, the time it is needed is limited and controlled. We do a large part of the task with the Merlo Roto using fewer workers. On my last project of 45,000 sq. ft., my Roto did 30% of the work. I can also offer lower prices if times are hard. I can't believe I worked for ten years without it, renting cranes at every project. All the while I was enriching others"

- METCO INC

KEY CLIENTS

QUEBEC / MARITIME

- Structure D'Acier Pépin
- Acier sélect
- Sim-con
- Metco Inc.
- Mometal
- Métal Laurentide

ONTARIO

- Eric Lemire Enterprises Inc
- Alliance Fab
- Northern Reinforcing

SASKATCHEWAN, MANITOBA

- Crane Steel
- Capitol Steel
- WH Welding

ALBERTA, BRITISH COLUMBIA

- ISM
- Fabwell Industries
- Tru Steel
- Vedder Steel
- Sonic Steel
- Whitemud Ironworks
- Modus steel



QUEBEC
100, d'Anvers Street
St-Augustin-de-Desmaures
(Quebec) G3A 1S4

MONTREAL
606, Lionel-Boulet BLVD
Varenes (Quebec)
J3X 1P7

TORONTO
3079, Harrison Court
Burlington (Ontario)
L7M 0W4

CALGARY
111, Centre Street SW
Langdon (Alberta)
T0J 1X2

1 877 641-8355 MANULIFT



**THE BEST
COST OF
OWNERSHIP
IN THE INDUSTRY**



**IN AVERAGE*
\$43 750
FUEL
ECONOMY OVER
5 YEARS**



**MERLO:
20%
MORE COMPACT**

*May vary depending on models

3 STEERING MODES



2 WHEELS

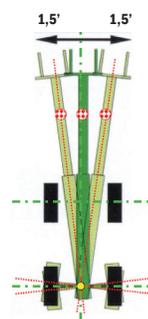


4 WHEELS



CRAB

INTEGRATED SIDE SHIFT



MERLO

IT IS MINIMUM 5%
OF OPERATIONAL GAINS DUE TO:

- 20% more compact
- 20% faster (40km/h vs 25 km/h)
- Boom up to 30% faster
- 20% more precise when it comes to final positioning
- 20% more towing power
- 20% more visibility