

OVER 60,000 BRIDGES IN THE UNITED STATES ARE IN DISREPAIR-AND WE CAN ASSIST IN THE CURE !

Engineers give America's infrastructure a near failing grade!

and we know how to fix them !

There are approximately 600,000 + bridges in the Continental United States.

Federal law mandates that each of these bridges receive an inspection at least once every two years (Biennially) or annually if they exceed certain deficiency criteria. Approximately 10% of these bridges exceed the minimum

We are starting an equipment rental service company specializing in underbridge aerial machinery.

We will utilize the latest equipment to assist the engineers & contractors in analyzing / repairing our nations bridges.

WE WILL UTILIZE THE LATEST EQUIPMENT TO ANALYZE OUR BRIDGES FOR REPAIR.

NO ONE HAS THE COMBINED EXPERIENCE AND REPUTATION OF OUR TEAM

These units are available in various sizes; the smallest has a horizontal reach under the bridge of 32 feet and the largest contains a horizontal reach of 75 feet. (See attached specification

sheets)

The Competition:

There are currently less than ten rental companies that offer this type of equipment and most are located in the Northeast and New England areas.

The largest competitor has twenty working units ranging in various sizes and the smallest competitor has two working units.

The remaining competitors have between three and five units each.

Who we are:

Principal 1:

Since 1987 P1 has worked his way through the industry from a position of laborer in the NYSDOT Bridge Inspection program to becoming a Bridge Inspection Assistant Team Leader for a number of engineering consultants.

P1 is currently working for one of the largest engineering firms in the world with 46,000 employees worldwide.

In addition, P1 created and successfully operated a bridge access

service's company during the late 1990's, which he grew from one truck to a fleet of four in three years' time.

After six years in business, the company was sold to a competitor and P1 became a Regional Manager for the company for the next six years.

P1 has built many relationships throughout his years in the industry and will deliver the client base that this company will need to succeed.

Principal 2:

P2 has worked in the underbridge access rental industry for the last seven years and brings an uncompromised level of operational skills to the table.

His current employer is a bridge maintenance contractor that does work throughout the Southeast and Mid-Atlantic States.

Over the last three years he has won 80% of the submitted bids in six different states.

In addition, P1 has built a sales database of over 3,000 contacts and has an 81% rental use rate for his current employer.

P1 has also established relationships with all of the industry's major manufacturers, fleet fuel companies and national hotel chains, which will serve the company well from an operational perspective.

Together, P1 & P2 have 35 + years of experience in the bridge access industry and will apply that experience to build SWARM Rentals into an industry powerhouse with customer service and safety reputations second to none.

How Swarm differs from the competition:

P1 and P2 plan to place SWARM Rentals in the middle of the industry by purchasing a minimum of four new UBIU's (UBIU (UnderBridge Inspection Unit)).

As a result, SWARM will be in a strong market position initially, allowing for very aggressive sales and marketing while servicing a larger number of clients.

To differentiate itself from the competition, SWARM will focus on four important elements, including (a) Direct Sales and Marketing, (b) Appropriate Pricing, (c) Customer Service and (d) Safety.

- Sales and Marketing will be driven by the many relationships that P1 and P2 have built with numerous engineering firms and bridge contractors.**
- As a result of their reputations in the industry, sales will be home grown and will require little to no advertising.**

- **Pricing will be driven by knowledge of certain industry contracts.**
- **That is, SWARM will obtain bid information from previous contracts and base its proposals accordingly.**
- **In non-bid situations, P1 and P2 will use their experience to price accordingly, without compromising margins.**

- **Customer Service will be maintained at the highest levels and will be reflected in the condition of the equipment and the quality of its personnel.**
- **SWARM will hire operators that will be factory trained and certified and will ensure a high level of customer service, which is sorely lacking in the industry.**
- **Courtesy and professionalism will be the hallmarks of SWARM's employees.**

- **Safety will be at the highest levels in the industry and will be insured by the implementation of annual certified equipment inspections and quarterly training of all operators.**

The Equipment:

SWARM's plans include the purchase of new units manufactured by Aspen Aerials, the leading manufacturer of underbridge access equipment.

Aspen is located in Duluth, MN and has a stellar reputation for

service and reliability.

SWARM's purchase plan includes four Model A62 units and one Model A75 unit, which will allow flexibility in use and guarantee its competitiveness in the industry.

Growth Potential:

The growth potential for a new player in the industry is phenomenal. Most of the current competition has old, worn out equipment and is failing to focus on the importance of safety and employee training and adherence to safety standards. Because of principals, reputations and experience, there will be no end to SWARM's growth potential.

Initial marketing efforts will focus on the states located in the Northeast,

New England and Mid-Atlantic regions.

SWARM's strongest contacts are located in these regions and due to the age and condition of current bridge infrastructure, initial marketing to these regions will be successful.

Thereafter, SWARM's focus will be on adjacent market areas, which will allow an appropriate transition from an operating perspective.

SWARM's target market's will be consulting engineering firms, heavy highway / bridge contractors, and federal, state and local municipalities.

Investor Return:

SWARM's projections anticipate an investment of \$3.0M with an annual investor return of +20%, including an exit in year eight. See attached projections.

RARE- NO OTHER COMPANY EXISTS WITH THESE QUALIFICATIONS.