

May 19, 2011

Subject: Personnel Work Platform Policy

Subject to the terms and conditions of this letter, Genie Industries Inc. authorizes the owners of Genie and Terex branded telehandler models (636, 644, 842, 844, 1048 and 1056) to use the Star Industries Work Platform, Models 1204G, 1206G, 1208G, and 1210G, based on the requirements hereinafter.



Warning:

Failure to comply with all restrictions, instructions and warnings contained in this letter, the Operators Manual and the applicable Star Industries Safety Manual, could result in death or serious injury.

Owner/Employer/User/Operator Requirements:

- 1) No modification to the Genie/Terex telehandler, or use of it outside the proposed application, is permitted outside the approval criteria contained hereinafter.
- 2) A copy of this letter, and the applicable Star Industries Work Platform Safety Manual, must accompany the telehandler operator's manual, at all times, in the weather resistant storage compartment located on the equipment and at the job-site where this modification/application is approved and authorized by the user/employer.
- 3) Operators must be trained and qualified how to safely operate the telehandler, when using the work platform, and be familiar with the specific model of telehandler as follows:
 - a) Be familiar and comply with the operating and safety manuals of both the telehandler and work platform.
 - b) Understand all control functions, load charts, decals, and warnings.
 - c) Be aware of and understand all safety devices specific to the telehandler and work platform being used.
 - d) Be instructed regarding the specific hazards associated with using the telehandler, with the work platform, and utilize all means, including those provided by the user/employer, to avoid them.
- 4) The user/employer and the operator shall further investigate, and comply with, all applicable jobsite, local, state, provincial, or federal rules, regulations, and standards related to the use of the telehandler and the work platform.
- 5) All occupants must wear approved personnel fall protection equipment and must attach the lanyard to the anchor provided in the platform at all times.
- 6) Do not enter or exit the platform unless the machine is in the stowed position and the platform is at ground level.
- 7) Do not sit, stand or climb on the platform guardrails. Maintain a firm footing on the platform floor at all times.
- 8) Prior to use, both the telehandler and work platform must be in proper working condition and configuration.
- 9) Do not travel with occupants in the work platform.
- 10) The combined weight of the work platform, occupants, tools and materials shall not exceed one-third the maximum allowable load capacity on the applicable load chart. Example: If the standard load capacity, within a particular zone, allows 8,000 lbs of capacity, the new maximum load capacity is $8,000/3 = 2,667$ lbs.
- 11) When equipped, always use outriggers.



In consideration for Genie's authorization herein, the equipment owner hereby agrees to indemnify and hold harmless Genie Industries Inc. and its parent and affiliated companies against any and all liability, claims, suits, losses, costs and legal fees caused by, arising out of, or resulting from the approved modification/application of the Genie equipment; any negligent act in the operation of the equipment by the owner, user and/or operator; the failure to comply with the criteria set forth in this letter related to the modification/application; the design, manufacture and installation of any modification; the safety rules and operating instructions in the Operator's Manual; the design and placement of any safety decals; the operation of the equipment by the owner, user and/or operator; and any negligent act or omission related to the equipment, its use or its modification.

BY PROCEEDING WITH THE MODIFICATION/APPLICATION AUTHORIZED HEREIN, YOU AGREE TO THE CONTENTS OF THIS LETTER AND ITS CONDITIONS. IF YOU DO NOT AGREE, DO NOT PROCEED WITH THE PROPOSED MODIFICATION/APPLICATION.