



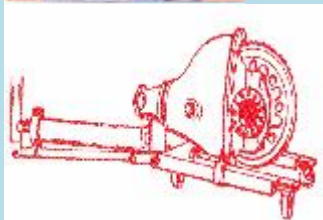
SHAIRON INT'L TRADE CO. SM
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28" MIDGET HOIST - World's SMALLEST HOIST

World's Best And Only Vehicular Maintenance Tool Which Enables ONE MAN To Replace 15 Parts Of A Vehicle Alone, Without Lifting The Trucks On Air.

BUSINESS OPPORTUNITY - BUY IT OR BECOME A PARTNER



GENERAL:

Revolutionary World's Smallest Hoist Replaces 15 Parts Of Heavy Trucks And Buses By One Person; Triples Productivity, Prevents Injuries; Made In The USA.

U.S. DEFENSE GRANTED NSN # 4910-01-368-7623

proceed



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28" Midget Hoist™
Universal Automotive Vehicle Parts Puller
Replaces 15 parts by one man without lifting the vehicle



PRESENTATION BOOKLET

AND

PROPOSAL FOR

- A. PURCHASING OF THE BUSINESS; or**
- B. ROYALTY + SMALLER FLAT FEE**

ANY OF THESE OR OTHER IDEAS WILL BE CONSIDERED.

Please contact Joseph Tsiyoni: 480-949-0894

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- 1. Product:** **28" Midget Hoist™**
Height: 5"; with Jack up: 28".
Weight: Total: 65 Lbs.
Base: 33 Lbs; Jack+boom: 22 Lbs;
6 Brackets: 10 Lbs.
- 2. Owner:** **Shairon Int'l. Trade Co., Tempe, Arizona, USA.**
A one-man business, developing new inventions, and manufactures some.
Shairon Stopped manufacturing due to inability of mass-production and marketing, and costs.
- 3. Specialties:** **THE 28" MIDGET HOIST:**
- A. The only product of a kind.**
 - B. Enables one man to replace 15 different parts of any vehicle over 2,000, **EASIER, FASTER, SAFER**, without lifting the vehicle on air!
Trucks, Heavy trucks, Huge Trucks, Busses, Municipal Trucks, maintenance Trucks, Military vehicles of all kind, Airport vehicles, Mines vehicles, Agriculture Vehicles, Trains, shipyards.**
 - C. No other tool does any of these**
(Except unsuccessful one for brake drum.)
 - D. Prevents bodily injuries**
 - E. Saves vehicle down time!**
- 4. 15 Parts involved:**
- | | |
|---------------------------|--------------------|
| DIFFERENTIAL: FRONT | DIFFERENTIAL: REAR |
| DRIVE LINE | BRAKE DRUM |
| AXLE HOUSING | POWER DIVIDER |
| REAR SPRINGS | STEERING BOX |
| SUSPENSION SPRINGS | BOOSTER WHEELS |
| BATTERY BOX | FLY WHEELS |
| PUSHER WHEELS | WATER TANK |
| TRANSMISSION SPLITTER BOX | |

5. **Users:**
- A. Every truck shop repair
 - B. Every transportation company
 - C. Every company who owns any of the types of vehicles described in section 3-B
 - D. Every shop or company who repairs any of such vehicles
 - E. Every vehicular stop on freeways
6. **Uniqueness:**
- A. There is no such a tool
 - B. This is the only tool of a kind
 - C. The techniques are not known, so the Efficiency has not been exposed
 - D. It was examined, approved and purchased by:
U.S. DEFENSE
U.S. ARMY
U.S. AIR FORCE
U.S. NATIONAL GUARD
U.S. NAVY
It was also purchased by some private companies. All together: About 85 hoists.
 - E. The U.S. Defense granted it a National Stock Number 4910-01-368-7623
 - F. It saves thousands on down time saving and bodily injury
 - G. It pays itself in two weeks (If manufactured in China)
 - H. This is the most revolutionary invention in the history of vehicle maintenance. For the right retail price, every shop repair will buy it, and many others for other usage.

7. Shairon's Proposal: 1. That the buyer manufactures and sale it through its sales channels. No payment is required up front, and compensation will be based on each sale.
Manufacturer:

Or

2. The buyer purchases the rights from Shairon for a flat fee to be agreed upon.

Or

3. The buyer examines the hoist and submits a quotation for manufacturing of the hoist, with signed confidentiality and non-competition agreement.

Upon receiving the quote, Shairon will launch a marketing campaign to raise the capital needed to start ordering the hoist.

INVESTOR: 1. **\$185,000** flat purchasing fee,

Or 2. \$85,000 + 50% share of stocks or royalties.

Or 3. A smaller flat fee and partnerships as we may agree upon.

8. MANUFACTURING COSTS: Estimated: \$110 each (Mass Production);

Shairon estimates the price for a small quantity production: \$130 each.

PREVIOUS U.S. MANUFACTURING COST: \$350 EACH.

14. BRIEF

28" Midget Hoist, The world's smallest maintenance tool, is the most revolutionary hoist, which enables one mechanic to perform work of 2-3 men in replacing 15 different parts of vehicles of all types (over 2000 Lbs) without lifting the vehicles on air, FASTER, SAFER and EASIER, also *saving bodily injury and down time*.

It is also ideal for road and out of shop repairs, yet it weighs only 64 pounds.

The **MIDGET HOIST™** was already purchased by the US Air Force, US Navy, US Army Depot, the National Guard, and private companies such as Arrowhead Water, Burlington Northern and electric companies. The Army of a foreign country had also recently purchased a few units.

The MIDGET HOIST™ enables the mechanic to maneuver the parts he replaces 360 degrees for easy alignment and installation. Also, using the mini hoist, mechanics no longer carry the parts, which perfectly complies with the new safety codes prohibiting mechanics from carrying more than 40 lbs.

15. OLD Vs. NEW TECHNIQUES

A. OLD TECHNIQUE

Currently, because of the weight of the parts, it is necessary to lift the truck on air, and to use over head cranes and/or cherry pickers to physically move the parts. Current hoists and cherry pickers are used for LIFTING and SUPPORTING of truck parts. For most jobs, two or three persons participate in replacing of truck parts.

B. NEW TECHNIQUE

For the purpose of replacing 15 parts of vehicles, *without lifting the truck on air*, and by one person only, the 28" Midget Hoist™ enables ONE PERSON ONLY, to do the works, EASIER, FASTER and SAFER.

Because of its midget size, and being **portable**, it can be placed under any truck or equipment, and to be hooked to 15 parts under the truck or on the sides, using a new technique in maintenance of trucks. While removing or installing these 15 parts, the person does not carry the parts, the 28" Midget Hoist™ does it.

Also, parts can be replaced on the road or out of the shop. The hoist is portable, with two parts of 35 Lbs and 25 Lbs. While the parts are in the center of the hoist, sometimes lowered to the sliding arms, the mechanic is out of the range of the frame, thus safer.

16. EXAMPLE OF USE

Differential (Third Member) (About 320 Lbs), Divider, Axle

Currently, the truck is raised on air, normally by an **overhead crane**. Mechanics bring a floor crane to under the truck, to SUPPORT the differential. removal/installation is difficult & takes considerable amount of time.

The HOIST is placed between the axle housing, then adjusted to the desirable level. A bracket TM 1204 is hooked to THIRD MEMBER, then to the boom, and may be moved forward and be suspended universally. Jack then is lowered to place the third member on the frame, for rolling it on the casters. For installation, including alignment, it is carried in the same manner of removal.

In the current method, without the MIDGET HOIST:

Using A FLOOR CRAIN OR CHERRY PICKER CAUSES:

1. 2-3 PEOPLE TO COMPLETE THE WORK;
2. Damage to hoses and electric wires, which become unnoticed, and causes the vehicle to break down during a trip.
3. Takes a very long time, and is complicated.

Example: Removal of Differential may take up to 8 hours, and with the MIDGET HOIST only 20 minutes.

PRESS RELEASE

FOR IMMEDIATE RELEASE NEWS RELEASE FOR IMMEDIATE RELEASE

REVOLUTIONARY WORLD'S SMALLEST HOIST REPLACES 15 PARTS OF HEAVY TRUCKS AND BUSES BY ONE PERSON; TRIPLES PRODUCTIVITY, PREVENTS INJURIES; MADE IN THE USA.

TEMPE, ARIZONA....Shairon Int'l. Trade Co. has initiated marketing of the "28 Inch MIDGET HOIST" which significantly increases the efficiency of truck maintenance mechanics. It has already been purchased by the US Air Force, Navy, Tooele Army Depot, National Guard and other private companies. A special federal NSN (National Stock Number) has also been assigned to the MIDGET HOIST.

A new technique for heavy truck maintenance is also introduced, by using the 64 pound, 28" high Midget Hoist. It enables one mechanic to perform the task of two or three in replacing 15 different parts under the truck, without having to raise the truck. Therefore, it eliminates the use of floor or overhead cranes for these purposes.

Many major repairs and replacement work can be completed easier, faster and safer by using the Midget Hoist, thereby reducing maintenance costs, vehicle down-time and injuries.

New safety codes prohibit one mechanic from carrying more than 40 pounds. The Midget hoist is an excellent solution to these requirements, since with this hoist mechanics no longer carry any of the 15 parts, such as: DIFFERENTIAL, BRAKE DRUM, SPRINGS, AXLE; DRIVE LINE, etc.

Joseph Tsiyoni, the president of Shairon International, says that every truck maintenance shop or manufacturer definitely needs the Midget Hoist - "It's like providing an extra pair of super-hands for the mechanic. In addition, based on experience from years of development, tests and actual use, the Midget Hoist has been well received by the mechanics and shop managers who claim it makes their job much easier and safer."

Shairon Int'l. Trade Co. develops ideas and markets their own products, and also manufactures and markets products for other inventors. It has the least expensive program for inventors in the USA.

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SUMMARY OF MERITS

1. Prevention of BODILY INJURY to maintenance personnel. It is safer to use the HOIST To replace more than 15 parts.
2. Reduction of workman compensations by millions, and reduction in insurance costs for eliminating injuries and road towing.
3. One man job instead of 2 or 3, saving about 50% manpower per repair.
4. Saving repair time (efficiency), at least 10 hours a month per hoist. More time is saved by eliminating pulling of unnecessary parts.
5. Reduction of towing of heavy trucks and other vehicles to shop by conducting road repair for the appropriate parts.
6. Increases shop repair space, since parts can be pulled by hoist out of the shop.
7. Elimination of use of cranes, floor jacks or cherry pickers, since MIDGET HOIST can also be used as a floor jack. (It can be unfolded even under trucks !!!).
8. Enables WOMEN to function as heavy truck mechanics since they don't have to carry the heavy weight.
9. Makes work for men and women much easier since they don't have to carry parts. Saves money and time by putting vehicles back in duty after quick repair on road or in the shop.
10. Complies with SAFETY CODES, regarding amount of weight personnel .can carry, especially women.
11. Significant contribution to COMBAT UNITS.
12. Prevention of DAMAGE to parts such as WIRES, PIPES and HOSES.
13. Pays for itself in a several months.

MARKETING PLAN – AN EXAMPLE

According to Sections 9, 14, 15, the following revenue may be achieved in reasonable time: **\$50,000 + \$1,875,000+ \$687,000= \$2,612,000** NET before marketing expenses.

1. Re-designing the brochure and printing it in four colors.
2. Sending a new press release, announcing the acquisition of the 28" Midget Hoist manufacturing.
3. Placing an ad in the new government product magazine and one pre-selected truck magazine.
4. Contacting high level trucking and delivery companies sales presentation.
5. Immediately contacting anyone on my mailing list.
6. Reducing the price to \$699 - \$799
7. Exhibition in 2-3 Trade Shows.
8. Giving a hoist to one company in lieu of allowing making a video tape.
9. Presenting a video tape (DVD?) in trade shows. Obviously, people will gather to watch by groups! At this point, sales may be 75 - 150 units. Maybe 100.
100 X \$500= \$50,000
10. After selling about 18 units, applying for a "New Product Introductory" program with the US GSA (General Service Administration) for total exposure of the hoist top the entire governmental agencies.
11. As soon as possible: Making the hoist in China [@ about \$75 - \$130) and reducing the price to \$699 - \$799
12. Requesting a list of stations from the U.S. Defense and sending brochures to all US installations along with the three written recommendations from the US agencies.
13. After increase of sales with the US Defense, requesting a contract.
14. Participation in the "FRUNKFURTE" trade show in Frankfurt, Germany, to hire international dealers, and to make sales.

25 INTERNATIONAL DEALERS X 500 hoists (to begin with) X \$150= **\$1,875,000**
15. Possible of hiring U.S. dealers in every state. 50 dealers X 50 hoist= 2500 hoists.
2500 X \$\$275 (500 - 225) = \$687,000 NET.

A 4-PAGE BROCHURE STARTS HERE

Brochure: Page 1

28" Midget Hoist: World's smallest hoist: 6" with Jack down, 28" with Jack up. Picture below shows the hoist by Photo shows removal of a brake drum curbside, showing its small size (28") without lifting it. The hoist does it.

WORLD'S SMALLEST HOIST FOR MAINTENANCE SHOPS

SCOPE: The 28" MIDGET HOIST@ is a revolutionary new maintenance tool which significantly increases productivity of truck maintenance mechanics. It enables one mechanic to perform the task of 2-3 in replacing 15 different parts under trucks without having to raise the truck. It eliminates the use of floor or overhead cranes and their operators. Thus, the repair and replacement work can be completed easier, faster, and safer, thereby reducing maintenance costs, vehicle downtime and injuries.

FEATURES:

64 pounds (29 Kg), 28" (71 cm) hoist model MH11010. Base with sliding arms and swivel ball bearing caster wheels.

1.5 ton U.S.- made hydraulic jack attached to a telescopic 4-position adjustable boom, which can be pulled down or separated from the base.

6 brackets, #1201-1206 make the hoist adaptable for use on hundreds of types of trucks weighing more than 2,000 pounds (917 Kg.).

More brackets can easily be designed by users to replace more parts not listed.

"SUPERHANDS":

The 28" MIDGET HOIST is used as "Superhands" for the mechanic, enabling him to maneuver 15 parts 360° for easy and quick alignment and replacement.

Mechanics do not carry any parts.

Mechanics can also use the hoist to transfer parts to and from the shop.

The differential and other parts can be placed on the sliding arms attached to the base, for safety.

OFF-SITE REPAIR:

Being portable, separated into two lightweight parts, it is ideal for emergency road repair or out-of-shop repair. Thus, it saves costly towing, loading/unloading and puts the truck back in service immediately.

SUPERSAVER :

The 28" MIDGET HOIST pays for itself within a few months, and can be used for years. It can save shops, truck companies and manufacturers hundreds of thousands of dollars.

TESTIMONY:

A Maintenance manager, after many years of using the Midget Hoist :

"Since I received the hoist, there have been no injuries in my shop. I'll never work for any truck company which does not leave this hoist."

Mechanics have purchased hoists for themselves when relocating to different shop.

The hoist has been sold to the U.S. Army, Navy, National guard and the U.S. Air Force, as well as to some private companies.

SPECIFICATIONS:

28" Midget Hoist

MODEL MH 11010:

HEIGHT: 28" (71 CM).

WIDTH: 22"

LENGTH: 24.5" (62 cm)

JACK LOWERED DOWN: 13" (33 CM)

MAXIMUM ELEVATION: 49" (124 CM)

4-POSITION BOOK EXTENSION:

12"; 14"; 16"; 19" (In cm: 30,33,35,42,48)

JACK CAPACITY: 1.5 Ton

(Before installation and limitation);

(All parts weighs no more than 350 Lbs)

WEIGHT: Hoist: 64 lbs; Brackets :10 lbs.

UNIQUENESS and SPECIALTY

The 28" MIDGET HOIST enables one mechanic to replace the following parts within minutes:

DIFFERENTIAL, FRONT; DIFFERENTIAL, REAR; DRIVE LINE; BRAKE DRUM;
AXLE HOUSING; POWER DIVIDER; REAR SPRINGS; STEERING BOX; SUSPENSION
SPRINGS; TRANSMISSION SPLITTER BOX; BATTERY BOX; BOOSTER WHEELS; FLY
WHEELS; PUSHER WHEELS; WATER TANK; RELOCATION:

NEW TECHNIQUE

The 28" MIDGET HOIST' is designed so that one mechanic is able to perform these jobs in and out of the shop or on the road.

Boom is thin and extendible, and is permanently attached to the hydraulic jack. Therefore, it can be pulled down for free access under the truck. The thin, long boom can also be placed easily between many parts along the side of the truck.

The small size of the hoist makes it very simple and easy to use in the shop, such as between two trucks, especially when the shop is crowded.

It eliminates lifting trucks, using floor cranes, or carrying parts by mechanics, thus reducing injuries.

Since the 28" MIDGET HOIST' is a handling tool, the mechanic attaches the boom to the parts he intends to remove or replace. This allows both of his hands to be free, and protects him from injury.

PAGE 4 OF BROCHURE IS ONE WITH PHOTOS!!!!

(See photos below)

28" MIDGET HOIST: OVERALL DIMENSIONS:

POWER UNIT: 1.5 Ton, 21" Portable Hydraulic standard Jack (By Lincoln).

MAXIMUM USE

LOAD ALLOWED: 350 LBS. in full BOOM extension. That complies with US Army safety range.

HEIGHT: 28" from floor to top of BOOM.

13" Jack lowered down to lowest carrying position. 15 15 3/4" from floor to the top of PIVOT.

7 3/4" when Jack and Boom LOWERED to floor.

WIDTH: 22"

LENGTH: 24" front to back

BOOM EXTENSION: Extended positions of Boom (telescope):

a: 11 1/2" b: 13 3/4"

c: 16 1/4" d: 18 1/2"

MAXIMUM ELEVATION AT BOOM PIVOT WITH BOOM

MAXIMUM EXTENSION 4911 from floor.

WEIGHT: 63 LBS.

WEIGHT of BRACKETS: 10 LBS.

ACCESSORIES SUPPORTING BRACKETS:

BD 1201 PD 1202 RR 1203

TM 1204 SC 1205 SB 1206

MATERIALS: The hoist is made of MILD STEEL, a standard Hydraulic Jack, 2111, 1.5 Ton, pre-manufactured, TUBES, BOLTS, NUTS, COLD ROWS, WASHERS, etc.

FABRICATION: Cutting parts from mild steel, square tubes, pipes and rectangular tubes.

ASSEMBLY: Welding of major parts; BOLTING of a few parts.

Hydraulic Jack

SPECIFICATION: A standard portable 21" Hydraulic Jack, 1.5 ton. 21". For more details, please see the drawings.

Note: Each of the 15 part of vehicle weighs not more than 350 pounds!

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PURCHASING INCLUDES: (Price: \$85,000)

1. Transfer of the business, exclusively, solely, without any competition from the seller.
2. All units in inventory at the time of the transfer of business rights. Currently there are about 7 units, parts, some tools, hardware, brackets, etc.
3. Copyrights of the " 28" Midget Hoist" User's manual ".
4. Trademark " 28" Midget Hoist" User's manual ".
5. Trademark " 28" Midget Hoist "
6. Transfer of all transferable rights of the U.S. Defense National Stock Number 4910-01-368-7632, including transfer of manufacturing name, all within the Defense rules, and all as legally possible.
7. All art work, photos, negatives and PMT's.
8. Camera ready-print shop art work of brochure and all existing copies (not many).
9. All copies of User's Manual;
10. All existing mailing lists, discs, fliers design, etc.
11. CAD professional manufacturing drawings of all parts.
12. Manufacturer contact, with possibility of making the hoist in the Far east.
14. All WEB information and design, and name, pending buyer's handling of all transfer charges.
15. 15 hours of telephone consultation, to ensure assistance to the buyer and response to obvious questions at the early stage of transfer of business

FREQUENTLY ASKED QUESTIONS

1. "High clearance": This term is wrong. The hoist is good for everything: Any vehicles and trucks over 2,000 pounds, including the heaviest: waste trucks, busses; mines vehicles; agricultural vehicles, airport; railroads, some machine shops and factories; cement trucks, etc.
2. Can the hoist be used for general heavy truck repair...semi tractors, heavy duty dump trucks and the like...."? YES, ABSOLUTELY
3. Is there any competition for the hoist? NO, AND IT CAN'T BE. There could be one maintenance tool that helps replace brake drum, but its price is extremely high. this hoist is used to replace 15 different parts, and there is no tool like this anywhere.
4. Do you have a patent of any kind for the hoist? If not, is it or any portion of it patentable? While the original patent, which has expired, related only to the "differential", we have expanded the use to 15 parts. By the years of developments, we have established the name "28 MIDGET HOIST", along with a copyrighted "Midget Hoist Users Manual"; The US Defense issued Shairon a specific National Stock Number (NSN) for our hoist, and there is a Defense file whereby every government agency is allowed to purchase the hoist per the NSN specification.
5. NEW UNITS AVILABLE: THERE ARE A FEW LEFT, AFTER WE SHIPPED THREE TO AN army of a foreign country. This may change if we sell more. However, we have a working prototype, a manufacturing book, and it will be easy- using our know how, to make more. In fact, we may still have the sub contractor to do so, but it can be done anywhere.

We developed and have copyrights for the "Midget Hoist User's manual". While technically the official patent has expired, I would suggest that the new owner will file for a modification, to get temporarily a "patent Pending" for some time.

Also, while starting more commercial production in the far east, any possible competition should fail due to names, copyright, federal recognition and prices. (see # 5). 5. Margin profit:

The current official price is \$1,390. The US federal agencies have 12% discount. However, sales price is varies depends on the time and the customer.

The target should be price reduction to sell many.

PHOTOS - A

THE FOLLOWING PHOTOS DEMONSTRATE

THE EFFICIENCY AND FLEXIBILITY OF THE HOIST
TO BE PLACED UNDER EVERY VEHICLE
TO REMOVE 15 PARTS. THIS CHANGES THE METHOD OF REPAIRING EVERY
VEHICLE OVER 2000 LBS.

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HOIST, JACK (& Book) Up and Down

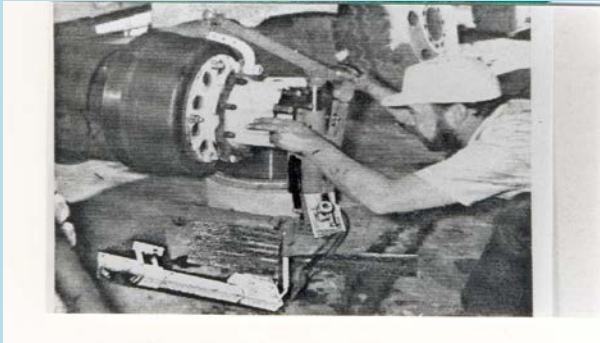


Note: When the Hydraulic Jack (Attached to Book Extension) is lowered down, the HEIGHT of the hoist is only 4"!!!!!!!

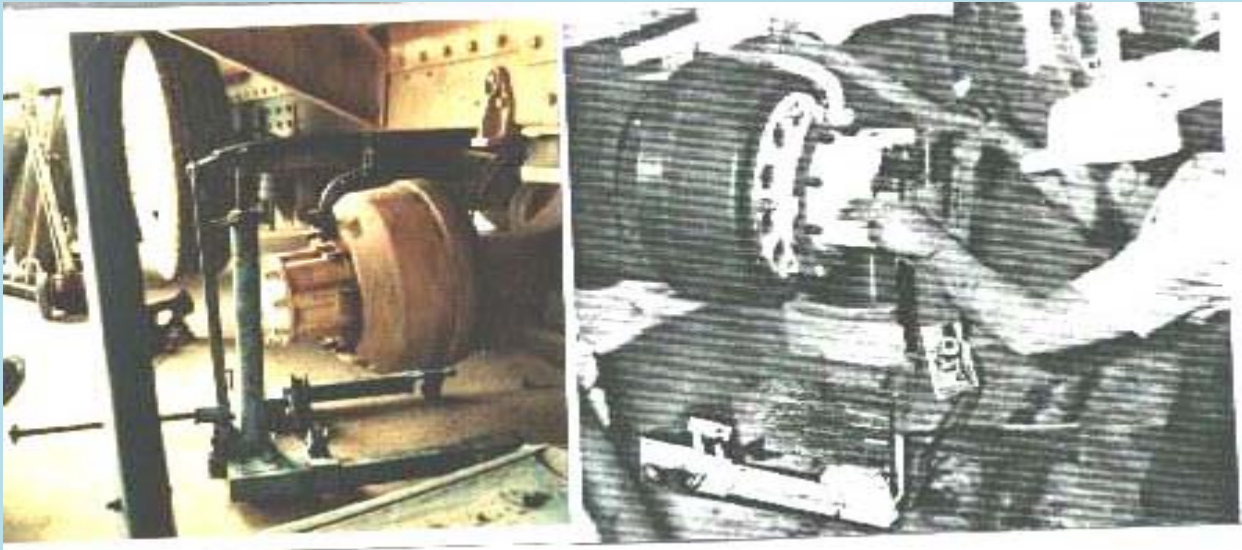
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PHOTOS- B

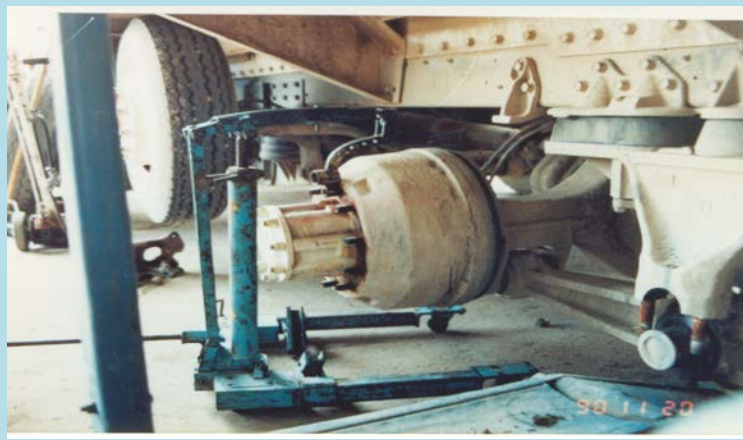
REMOVAL OF A BRAKE DRUM: A



REMOVAL OF A BRAKE DRUM -B



HOIST HOOKED TO BRAKE DRUM



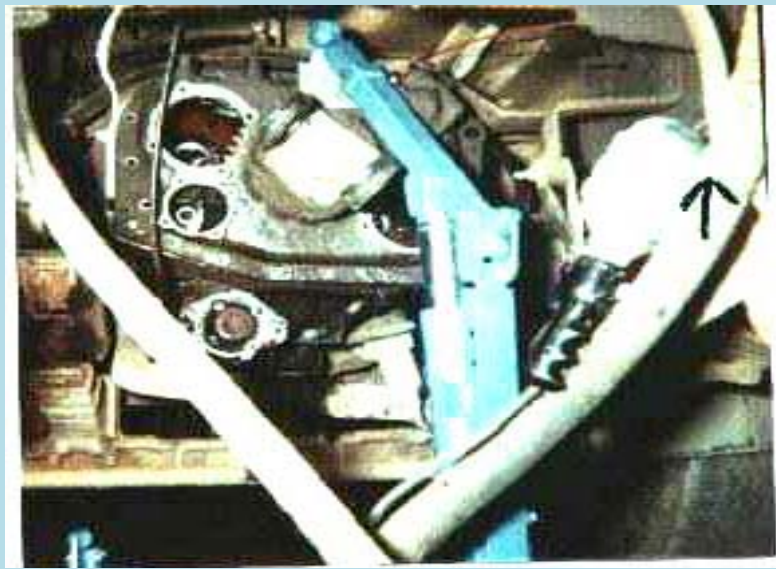
PHOTOS – C

Removal Of Differential (Old Hoist)

Note: This function, if using a floor cherry picker, may takes up to 8 hours.
With the hoist: Less than 20 minutes. After connecting the Book extension to the neck of the Differential, the man can maneuver the hoist 360 degrees (Base has wheels), and up/down (with Jack), then lower it on the moving arms of the base!!



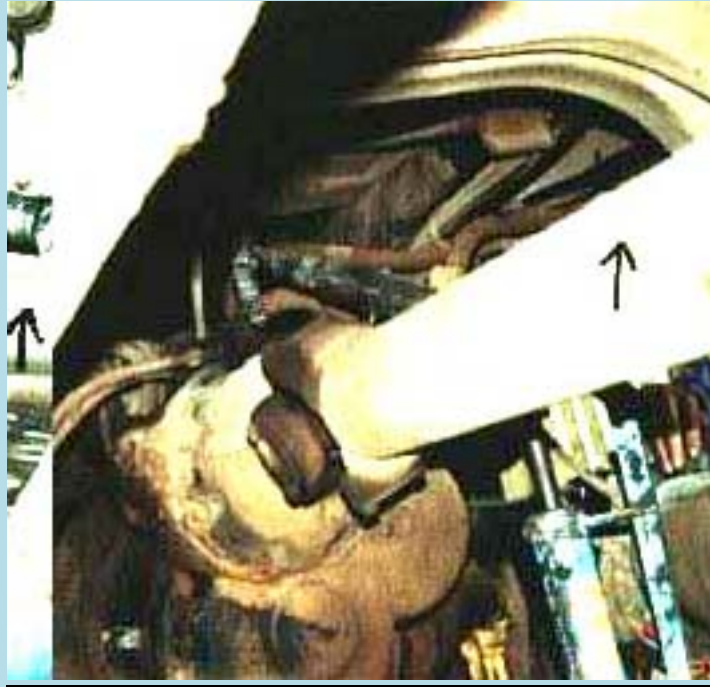
Removal Of Transmission Splitter Box (60 Lbs)



PHOTYOS - D

Removal of Drive Line

Note: To either replace, or moving it out of the way to reach other parts.



Removal Of (Rear) Springs

Note: To either replace, or moving it out of the way to reach other parts.



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