WHITE PAPER ON HMO REQUIREMENTS v1 Feb 2024

1. **Magni Telescopic Handlers are available in two versions**
   1. Rotating Models (RTH) -These models have rotating turrets with telescoping booms on them and are available with lifting capacities from 8,800 to 28,600 lbs (up to 14.3 tons) and boom lengths from 57 to 167 feet. Generally used on construction sites for moving material and assisting with construction and demolition for safe, fast, and efficient building. HMO licensing is proposed to be required to operate these.
   2. Fixed Boom Models (TH-standard lift series/HTH-heavy lift series) -These models have fixed booms and are available in lifting capacities up to 11,000 to 110,000 lbs. and boom lengths from 24 to 78 feet.
2. **All Magni models have state-of-the-art Load Management Systems (LMI) and Load Limiting Technology which create an extremely safe operating environment.** 
   1. These machines do not use paper load charts (paper charts require constant trained and experienced operator review while in operation to prevent unsafe conditions and are subject to operator interpretation), and instead use electronic displays similar to modern cars that continually display the machine capacity and LMI information with a particular load and boom extension while in use. The LMI monitors ALL aspects of movement including weight, leveling, height, angle, extension, outrigger extension (and corresponding capacity based on outrigger extension) etc. thousands of times per minute. Conditions are stored in a ‘black box’ computer.
   2. In the event that an operator approaches the safe limits of the machine or attempts to use it in an unsafe monitored position, they are alerted by an audible alarm and alerts on the cabin screen. If they attempt to exceed the safe operational limits of the machine’s design, the LMI-equipped Magni **will STOP the machine from entering an unsafe position** and require that the operator return the machine to a safe operating position.
   3. All Magni machines include front/rear/boom cameras with cabin monitoring for safe viewing of all areas.
3. **Safety Record**
   1. Magni has sold over 12,000 Rotating Telehandlers (RTH) worldwide with millions of hours of operation and has a **100% safety** **record** with no reported safety issues caused by its machines or lack of operator training.
   2. Magni RTH and TH and HTH machines are designed with the highest level of available safety controls.
4. **Roto Telehanders are NOT categorized by ANSI as cranes**
   1. ANSI is the internation organization recognized worldwide, including in the US and by OSHA.
   2. Rotating telehandlers are regulated as ‘Variable Reach Trucks with Slewing’ under EN1459.2 (without a cable winch) and EN1459.4 (with use of optional removable cable winch).
   3. Cranes are regulated under separate ANSI regulations.
5. **Training for using roto telehandlers**
   1. In every country where a roto is used, either no special training or licensing is required OR a reasonable (maximum one week) training program is accepted, along with a practical test and an operational test.
   2. Magni is in the final stages of completing a chart of operator training and testing requirements worldwide for DOB to review and compare and will furnish in the near future.
   3. Some (not all) more developed countries require a 2-5 day classroom/practical training program along with a written and operational test to obtain a roto operator’s certificate. Other countries require only forklift-type training, or nothing at all to operate a roto.
   4. **Magni corporate (located in Italy) has confirmed that nowhere in the world are any onerous requirements (such as proposed by DOB for two years of training under the supervision of a current HMO license-holder) required to operate a roto, and the Magni rotos continue to have a 100% safety record worldwide. Current proposed regulations are unnecessary and overreaching.**
6. **Recommended Training**
   1. Magni DOES support proper operator training and testing for operation of fixed and roto telehandlers.
   2. NCCCO (National Commission for the Certification of Crane Operators) currently offers roto training which is comprised of classroom educational training, and practical field operation, along with written test and practical test.
   3. Magni supports this type of training such as NCCCO as fully satisfactory for safe and reliable operation of a roto telehandler due to the sophisticated safety controls built in to every machine.
   4. Magni has been informed that other organizations will be offering roto training, and we support fully investigating these programs to assure they are adequate as they get rolled out to the field.
   5. Magni strongly opposes the requirement of an HMO to be obtained to operate a roto without a winch since other satisfactory, and less difficult to obtain alternatives such as NCCCO are currently available.
7. **New ANSI proposed new standards**
   1. Magni representatives serve on the international ANSI committee that oversees crane and roto regulations.
   2. ANSI is currently in the final stages of updating these regulations (current regulations are from 2021) and publishing new ones as number 56.16 which current drafts will continue to NOT regulate rotos as cranes,
   3. Magni will be able to furnish these new final regulations in the near future as they are completed