



SLINGMAKERS

Issue No. 113

Summer, 2007

Message from the President Summer 2007



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I think you will all agree that our spring meeting in Palm Desert was outstanding! We set a new attendance record. . . 555 attendees. We were lucky enough to enjoy a week of perfect weather, a first class facility in the Renaissance Esmeralda and magnificent P.I.E. and programs.

Our organization has the good fortune of having a very cohesive board of directors whose talents and dedication are unsurpassed. It really is as simple as agreeing on a task or project and letting the board members go to work and see it through to completion. Their hard work was evident by the success of the Palm Desert meeting.

I would be remiss if I didn't spotlight the work of a select few Committees who are in the midst of rewriting their committee objectives and establishing some very valuable written guidelines necessary for the timely and successful transition of future committee chairpersons. In all cases, it is a great deal of work that will pay big dividends for our organization long term: *Jeff Bishop*, Safety Committee; *Brad Fowler*, Scholarship Committee; and *Michael Rothermund*, Membership Committee.

During the banquet, I acknowledged the member companies who were celebrating their 30th year as members in AWRF. Plaques were presented to the following sixteen companies:

American Wire Rope & Sling	The Indusco Group	I & I Sling
Olsen Chain & Cable	DCL Mooring & Rigging	Sharrow Cable & Sling
Bairstow Lifting Products	Marcal Rope & Rigging	Western Sling & Supply
Brown & Perkins	Mill Valley Splicing	Yarbrough Cable & Service
Carpenter Group	Lift-All Company	
Coordinated Wire Rope & Rigging	Jack Rubin & Sons	

AWRF Vice President, Anne Renfroe will have the daunting task of developing a meaningful and relevant "Long Range Plan" for our organization during the upcoming Summer Board of Directors Meeting in New York City. Anne has the vision and ability to establish a well thought out plan for AWRF. I am personally looking forward to her presentation in mid-July.

Let's talk about the Fall Meeting in Quebec ... **YOU MUST HAVE A VALID PASSPORT !**

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ASSOCIATED WIRE ROPE FABRICATORS
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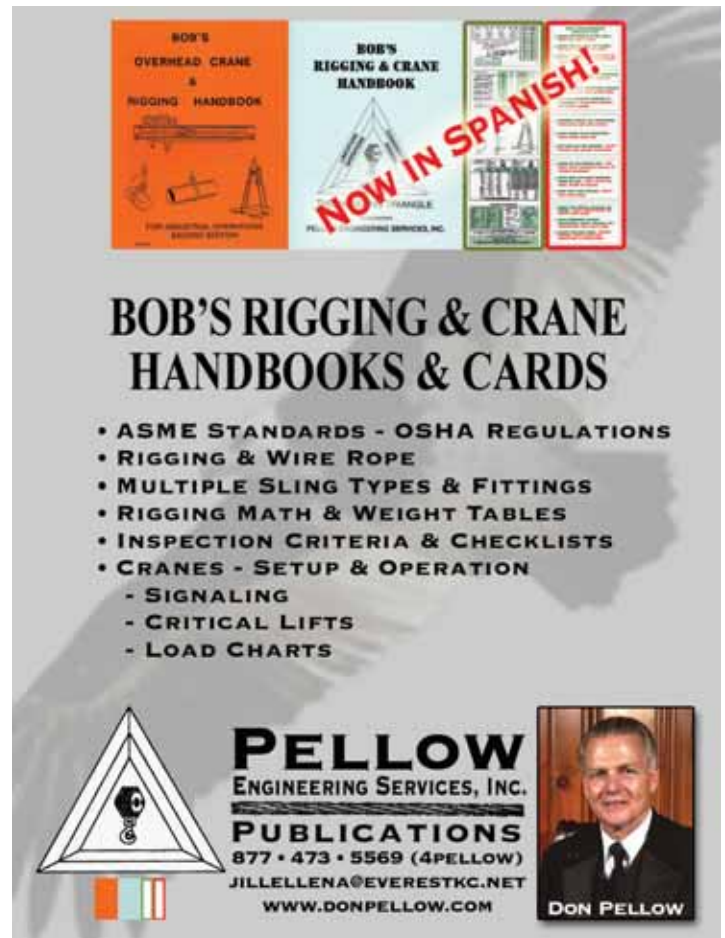


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THE GOVERNMENT AFFAIRS COMMITTEE



By: J. Barry Epperson,
General Counsel and
Chairman of Government
Affairs Committee

THE BUSINESS OF ELECTIONS

Attempting to predict just how a candidate for national office would vote on issues critical to the survival of your business can be an impossible task. The camouflage surrounding most campaign promises generally amounts to no more than political rhetoric. While each candidate professes to hold the key to a better economic environment for your industry, you are painfully aware that certain tort, labor and environmental legislation can emasculate an otherwise sound business operation.

In its support of the lifting, rigging and load securement industry, the Government and Affairs Committee of AWRP is pleased to provide you, in this issue, a road map of the voting records of those Congressional incumbents who aspire to continue in office by garnering your vote in 2008. Hopefully, these ratings by the U.S. Chamber of Commerce will assist you in making educated decisions at the polls next year.

FEATURE

U. S. Chamber Honors Members of Congress Hands Out Spirit of Enterprise Awards

The U. S. Chamber of Commerce on April 17 presented its annual Spirit of Enterprise Awards to members of Congress who voted in support of the Chamber's position on key legislation a minimum of 70% of the time during the second session of the 109th Congress.

ALABAMA

Sen. Jeff Sessions
Sen. Richard Shelby
Rep. Jo Bonner (AL-1)
Rep. Terry Everett (AL-2)
Rep. Michael Rogers (AL-3)
Rep. Robert Aderholt (AL-4)
Rep. Bud Cramer (AL-5)
Rep. Spencer Bachus (AL-6)
Rep. Artur Davis (AL-7)

ALASKA

Sen. Lisa Murkowski
Sen. Ted Stevens
Rep. Don Young (AK-AL)

ARIZONA

Sen. Jon Kyl
Sen. John McCain
Rep. Rick Renzi (AZ-1)
Rep. Trent Franks (AZ-2)
Rep. John Shadegg (AZ-3)
Rep. J. D. Hayworth (AZ-5)
Rep. Jeff Flake (AZ-6)
Rep. Jim Kolbe (AZ-8)

ARKANSAS

Sen. Mark Pryor
Rep. Marion Berry (AR-1)
Rep. John Boozman (AR-3)

CALIFORNIA

Rep. Wally Herger (CA-2)
Rep. Dan Lungren (CA-3)
Rep. John Doolittle (CA-4)

Rep. Richard Pombo (CA-11)
Rep. Dennis Cardoza (CA-18)
Rep. George Radanovich (CA-19)
Rep. Jim Costa (CA-20)
Rep. Devin Nunes (CA-21)
Rep. Bill Thomas (CA-22)
Rep. Elton Gallegly (CA-24)
Rep. Buck McKeon (CA-25)
Rep. David Dreier (CA-26)
Rep. Ed Royce (CA-40)
Rep. Jerry Lewis (CA-41)
Rep. Gary Miller (CA-42)
Rep. Ken Calvert (CA-44)
Rep. Mary Bono (CA-45)
Rep. Dana Rohrabacher (CA-46)
Rep. John Campbell (CA-48)
Rep. Darrell Issa (CA-49)
Rep. Brian Bilbray (CA-50)
Rep. Duncan Hunter (CA-52)

COLORADO

Sen. Wayne Allard
Rep. Marilyn Musgrave (CO-4)
Rep. Joel Hefley (CO-5)
Rep. Thomas Tancredo (CO-6)
Rep. Bob Beauprez (CO-7)

CONNECTICUT

Rep. Robert Simmons (CT-2)
Rep. Nancy Johnson (CT-5)

DELAWARE

Rep. Michael Castle (DE-AL)

FLORIDA

Sen. Mel Martinez
Sen. Bill Nelson
Rep. Jeff Miller (FL-1)
Rep. Allen Boyd (FL-2)
Rep. Ander Crenshaw (FL-4)
Rep. Ginny Brown-Waite (FL-5)
Rep. Cliff Stearns (FL-6)
Rep. John Mica (FL-7)
Rep. Ric Keller (FL-8)
Rep. Mike Bilirakis (FL-9)
Rep. Bill Young (FL-10)
Rep. Adam Putnam (FL-12)
Rep. Katherine Harris (FL-13)
Rep. Connie Mack (FL-14)
Rep. David Weldon (FL-15)
Rep. Mark Foley (FL-16)
Rep. Ileana Ros-Lehtinen (FL-18)
Rep. Lincoln Diaz-Balart (FL-21)
Rep. Clay Shaw (FL-22)
Rep. Tom Feeney (FL-24)
Rep. Mario Diaz-Balart (FL-25)

GEORGIA

Sen. Johnny Isakson
Sen. Saxby Chambliss
Rep. Jack Kingston (GA-1)
Rep. Sanford Bishop (GA-2)
Rep. Jim Marshall (GA-3)
Rep. Tom Price (GA-6)
Rep. John Linder (GA-7)
Rep. Lynn Westmoreland (GA-8)
Rep. Charlie Norwood (GA-9)
Rep. Nathan Deal (GA-10)
Rep. Phil Gingrey (GA-11)
Rep. John Barrow (GA-12)

IDAHO

Sen. Larry Craig
Sen. Michael Crapo
Rep. Butch Otter (ID-1)
Rep. Michael Simpson (ID-2)

ILLINOIS

Rep. Henry Hyde (IL-6)
Rep. Melissa Bean (IL-8)
Rep. Mark Kirk (IL-10)
Rep. Jerry Weller (IL-11)
Rep. Judy Biggert (IL-13)
Rep. Denny Hastert (IL-14)
Rep. Tim Johnson (IL-15)
Rep. Don Manzullo (IL-16)
Rep. Ray LaHood (IL-18)
Rep. John Shimkus (IL-19)

INDIANA

Sen. Richard Lugar
Rep. Chris Chocoma (IN-2)
Rep. Mark Souder (IN-3)
Rep. Steve Buyer (IN-4)
Rep. Dan Burton (IN-5)
Rep. Mike Pence (IN-6)
Rep. John Hostettler (IN-8)
Rep. Michael Sodrel (IN-9)

IOWA

Sen. Chuck Grassley
Rep. Jim Nussle (IA-1)
Rep. Tom Latham (IA-4)
Rep. Steve King (IA-5)

KANSAS

Sen. Pat Roberts
Sen. Sam Brownback
Rep. Jerry Moran (KS-1)
Rep. Jim Ryun (KS-2)
Rep. Todd Tiahrt (KS-4)

KENTUCKY

Sen. Mitch McConnell
Sen. Jim Bunning
Rep. Edward Whitfield (KY-1)
Rep. Ron Lewis (KY-2)

Rep. Anne Northup (KY-3)
Rep. Geoff Davis (KY-4)
Rep. Hal Rogers (KY-5)

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Rep. Charlie Melancon (LA-3)
Rep. Jim McCrery (LA-4)
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Rep. Charles Boustany (LA-7)

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Sen. Susan Collins

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Rep. Roscoe Bartlett (MD-6)

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Rep. Vern Ehlers (MI-3)
Rep. Dave Camp (MI-4)
Rep. Fred Upton (MI-6)
Rep. Joe Schwarz (MI-7)
Rep. Mike Rogers (MI-8)
Rep. Joseph Knollenberg (MI-9)
Rep. Candice Miller (MI-10)
Rep. Thaddeus McCotter (MI-11)

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Rep. Gil Gutknecht (MN-1)
Rep. John Kline (MN-2)
Rep. Jim Ramstad (MN-3)
Rep. Mark Kennedy (MN-6)
Rep. Collin Peterson (MN-7)

MISSISSIPPI

Sen. Thad Cochran
Sen. Trent Lott
Rep. Roger Wicker (MS-1)
Rep. Chip Pickering (MS-3)

MISSOURI

Sen. Jim Talent
Sen. Kit Bond
Rep. Todd Akin (MO-2)
Rep. Ike Skelton (MO-4)
Rep. Sam Graves (MO-6)
Rep. Roy Blunt (MO-7)
Rep. Jo Ann Emerson (MO-8)
Rep. Kenny Hulshof (MO-9)

MONTANA

Sen. Max Baucus
Sen. Conrad Burns
Rep. Dennis Rehberg (MT-AL)

NEBRASKA

Sen. Ben Nelson
Sen. Chuck Hagel
Rep. Jeffrey Fortenberry (NE-1)
Rep. Lee Terry (NE-2)
Rep. Tom Osborne (NE-3)

NEVADA

Sen. John Ensign
Rep. James Gibbons (NV-2)
Rep. Jon Porter (NV-3)

NEW HAMPSHIRE

Sen. John Sununu
Sen. Judd Gregg
Rep. Jeb Bradley (NH-1)
Rep. Charles Bass (NH-2)

NEW JERSEY

Rep. Frank LoBiondo (NJ-2)
Rep. Scott Garrett (NJ-5)
Rep. Mike Ferguson (NJ-7)
Rep. Rodney Frelinghuysen (NJ-11)

NEW MEXICO

Sen. Pete Domenici
Rep. Heather Wilson (NM-1)
Rep. Steve Pearce (NM-2)

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At America's Small Business Summit

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On the afternoon of May 24, Hundreds of small business managers, entrepreneurs, and state and local chamber leaders will head to the U.S. Capitol to take the chamber's pro-business message to members of Congress. Attendees will hear from Republican and Democratic congressional leaders and will have the opportunity to meet personally with their representatives.

The U.S. Chamber's Rally on the hill is the largest gathering of small business advocates at the Capitol, and we want you to be a part of the festivities.

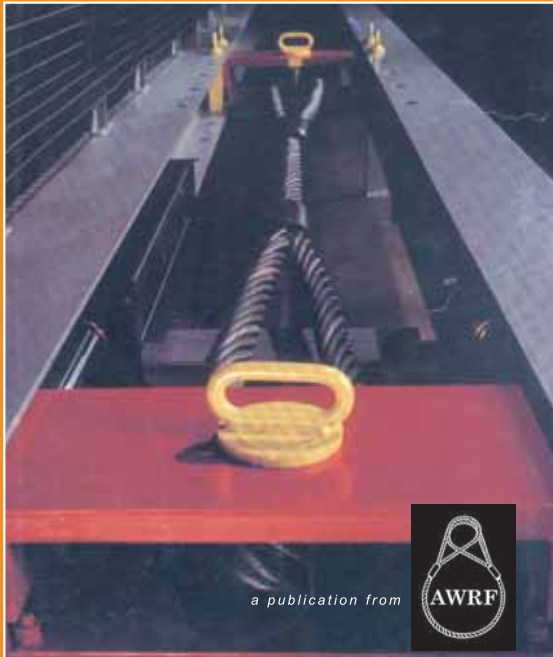
Register today! www.uschambersummit.com

Rally on the Hill



Test Bed Safety Guide

Version I: June, 2007



This artical has been visually modified to fit in the Slingmakers magazine.

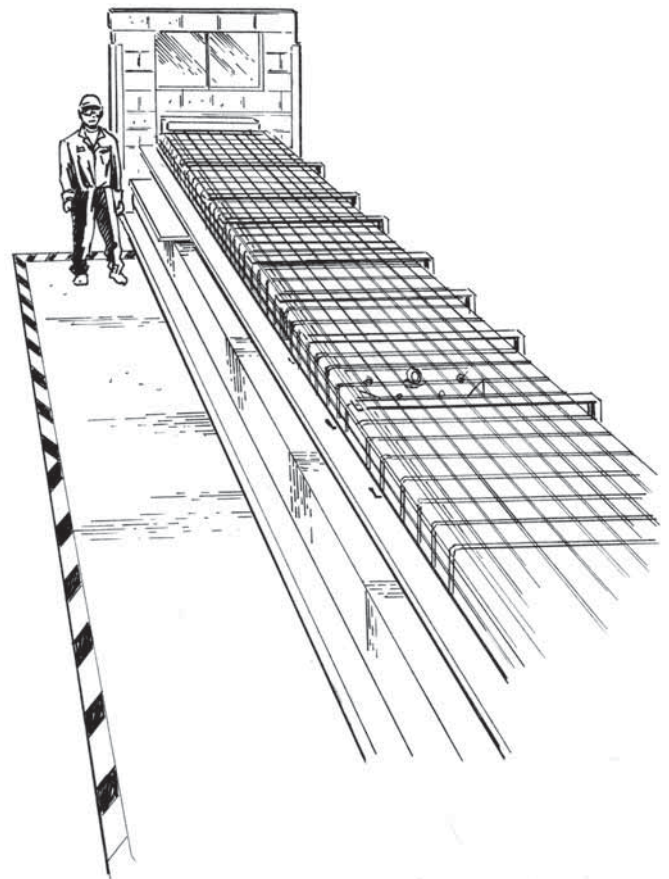
In any sling shop one of the most important jobs you can be asked to perform is the proper testing of sling and fixture assemblies. To accomplish this, you will be using a test bed which may be one of several types and sizes.

But no matter what type or size of test bed you happen to be using, or how large or small the testing job, your basic goals will always be the same:

- To certify that an assembly meets the required proof load or breaking strength.
- To perform a test that meets customer specifications.
- To work safely around the test bed while it is in operation.
- To make sure all safety rules and warnings are being followed.

A test bed should have all sides properly enclosed to prevent any fragments from being ejected into the work area.

The test bed should have safety guards or barriers in good working condition installed.



WARNING: Operators must be trained before operating test beds

To help you work safely, AWRP has prepared this brief Test Bed Safety Guide. As you read through the following pages, please keep in mind that we cannot possibly cover every situation which you may come across when using a test bed in your shop. Should you ever question your safety or others around you at any time while operating or maintaining your test bed, you should always:

- Stop operating the test bed
- Talk to your supervisor or a more experienced test bed operator.
- Refer to the test bed manufacturer's manual or contact the Manufacturer directly.
- Refer to the test bed Warning Literature.

The point is: *NEVER TAKE CHANCES WITH YOUR SAFETY, YOUR CO WORKERS' SAFETY, VISITORS, OR THE SAFETY OF THOSE WHO DEPEND ON YOUR ASSEMBLIES AFTER THEY LEAVE THE SHOP !*

It is not the purpose of this guide to give step-by-step instructions for the proper testing sling and fitting assemblies. Before using any test bed or helping a test bed operator, you should become completely familiar with the recommended steps for testing these specific assemblies.

The remainder of this guide is broken into three basic sections:

- 1. General Safety Warnings:**
these are safety tips which may apply to both the operation and the maintenance of the test bed.
- 2. Operational Safety:**
this section includes safety tips for the operation of your test bed.
- 3. Inspection and Maintenance Safety:**
this section includes safety tips which may apply when you are inspecting and maintaining your test bed.

WARNING: This guide has been prepared after careful research by AWRP. We have tried to present the best available safety information for our members and their employees. However, we cannot be responsible for any misuse of this guide by unauthorized personnel. We cannot confirm that the opinions in this guide are identical to those held by other experts, consultants, practitioners, regulatory agencies, or safety authorities.

General Safety Warnings

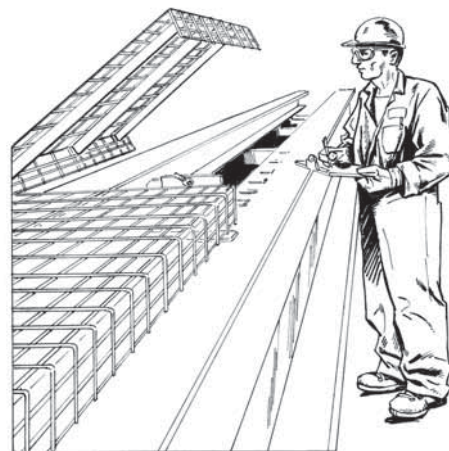
A Test Bed in operation produces a tremendous amount of force. As an operator, you must always maintain a respect for this force and remind others in the shop of the safety procedures while your test bed is operating. To put this in perspective, a 200 ton test bed generates enough force to lift 500 average sized elephants, at once !

The slow operation of most test beds will enable you to work safely while you carefully observe and control the entire process. But as you position your work in the tester, you should never forget the large amount of force you are controlling! Always remember: to remain safe you must keep your mind focused on your work !

To give you complete access and an unobstructed view of the testing area, test beds have barrier guards that open. Experienced operators know that when installing pull test fixtures by hand or with a crane you must check for slip and trip hazards. It would be nearly impossible to do your job properly if the work area is cluttered or covered with oil.

Once the proper fixtures are installed and the test sample is loaded the barrier guards must be closed before any testing is done.

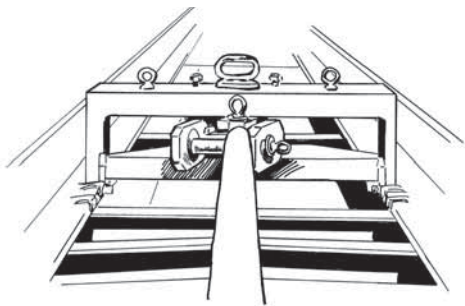
You should always make certain that your test fixtures have the capacity to handle the force and correctly fit the product to be tested. It is recommended to mark all fixtures and pins with their rated capacity.



Operator checking the proper seating of a test sample, guards are closing.

The warning information and other instructions posted around your test bed are there for YOUR protection and safety. Make it a habit and follow them. The forces you are working with can cause serious injury or even death.

The test sample and fixtures should always be in-line with the travel of the ram. Testing setups requiring different components than those specified on the setup sheet should always be approved by your supervisor.



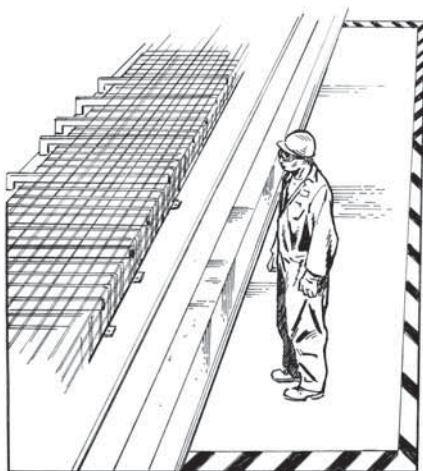
Example off an off-center attached test sample

- Never substitute fixtures that are not designed for your test bed or force.
- Always make sure the test sample is properly aligned, properly seated and without kinks or twists.
- Never perform any type of pull test with the barrier guard open.

You should always make certain that you understand the operation of the tester controls and the specification of the test.

Be sure to keep in mind the safety of others. Make sure the barrier guards are closed while the test bed is in operation.

- Always operate the test bed from within a designated work area. While the test bed is in operation other personnel must stay outside of the designated work area.



The guards are fully closed and only authorized personnel are within the designated work area.

NOTE: If you are uncertain about the proper use of the fixtures or maximum tonnages WLL (Working Load Limit) your fixtures are designed for in your shop, talk to your supervisor, review your fixtures in the Manufacturer's test bed manual, or contact the test bed Manufacturer.

Operational Safety

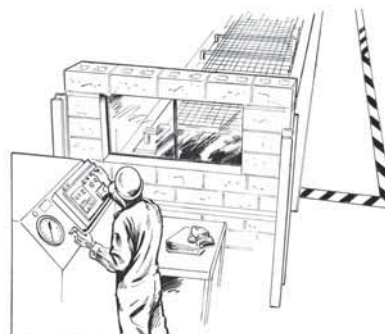
No one should operate a test bed without proper training and authorization by his/her employer. Operating a test bed safely and properly actually begins before the test starts; some preparation steps you should take include:

- Always make certain you are familiar with the manufacturer's instruction manual before operating the machine. If you are in doubt about anything, ask your supervisor.
- Make sure the test bed is calibrated to the latest revision of either ASTM E4 or ISO 7500-1.

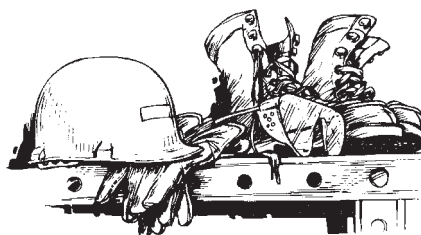


Observing a pull test from this position may result in serious injury or death !

- Always have the guard fully closed before testing !
- Never enter the test bed while the ram is moving.
- Never enter the test bed while the guard is still moving.
- Proper PPE (Protective Personal Equipment) could help you avoid a serious accident.
- Always wear approved safety gear as per your company's policy while operating a test bed.



Observe the test from a safe position



Typical array of PPE

Continued on pg 45



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Reliable Connections

A large, thick wire rope is coiled into a circle. Several hands are visible, holding different types of wire rope connections (swages, sockets, etc.) that are attached to the rope. The background is a light gray world map.

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Profit Improvement Report

All Sales Volume Is Not Created Equal

By Dr. Albert D. Bates
President, Profit Planning Group



Sales solves all problems. Wait, make that sales solves most problems. Actually, sales solves a lot of problems, but creates a lot more. The understanding that “nothing happens until somebody sells something” causes otherwise rational individuals to undertake some bizarre sales-generating activities. It is enough to give sales a bad name.

This report will examine how sales volume can help or hurt financial performance for the typical AWRP member. It will do so by addressing two issues:

- **Good Sales Versus Bad Sales**—A financial review of how sales volume works through the business. Particular attention will be given to how the type of sale influences expenses.
- **Targeting Good Sales**—A discussion of the inherent difficulties in motivating employees to focus on good sales.

Good Sales Versus Bad Sales

Just as there is good and bad cholesterol, there are good and bad sales, depending upon the impact that the sale has on expenses. More than anything else this expense impact is dependent upon whether the firm generates sales from existing customers and products or new ones.

- **Good Sales**—This includes any form of sales growth that can be achieved without a commensurate increase in expenses. The most notable examples are inflation which automatically increases sales, greater penetration of existing accounts and raising the firm’s fill rate (even though carrying more inventory may be required).
- **Bad Sales**—This includes any sales growth that requires a significant expense increase to generate the sales growth. This would include targeting new customers, expansion of the product line by adding more SKUs or product categories and opening new branches.

Exhibit 1 reviews the income statement for a typical AWRP member. It shows the firm in its current state and reviews two very different sales growth scenarios.

In both scenarios sales have increased by 5.0%. This sales growth figure could be the result of any combination of organic growth, inflation, additional products or branches or any other activity that generates more sales volume. The exhibit is saying nothing about the source of the sales growth as of yet.

In both scenarios the gross margin percentage has held constant at 41.0% of sales. The firm continues to buy and sell items at the same relative price points as it did before. The result is that both cost of goods sold and gross margin increase at the same 5.0% rate that sales increases.

Further, non-payroll expenses have also increased by 5.0% in both scenarios. This is a correct assumption regarding the long-term trend in non-payroll expenses. It is tenuous in the short run, but is useful in illustrating the concept.

The real key in the exhibit is the extent to which payroll (and associated fringe benefits) has to grow to support the increase in sales. In Scenario 1, sales have increased by 5.0% while payroll and fringe benefits have increased by an arbitrary 3.0%. There is a 2.0 percentage point positive difference between the two growth rates. The firm has engaged in what is commonly called expense leveraging, at least with regard to payroll.

The result is that pre-tax profits increase by 15.7%, from \$270,000 to \$312,300. It is a classic example of using sales to leverage expenses. Profits are increased even while payroll is rising at a modest rate. Both the company and its employees are benefiting from the sales growth.

Conversely, the second scenario in the exhibit presents the opposite situation. Sales continue to grow at the same 5.0% rate, but payroll expenses increase by an equally arbitrary 7.0%. The sad result is this increase in sales actually reduces profits.

The exhibit supports two major inferences, one of them counter-intuitive, the other intuitive to the point of being self-evident. Both of the conclusions need to be an essential part of management’s thinking about profitability.

First, the counter-intuitive conclusion: slow sales growth can be highly profitable. Sales growth of only 5.0% has the potential to deliver 15.7% profit growth if expenses can be controlled. In far too many distribution firms, a plan to produce both a low level of sales growth and improved profits would be met with derision, though. Real men and real women increase their sales at double digit rates. To achieve anything less is to admit failure.

Second, the self-evident conclusion: sales and expenses must be planned jointly. Too often they are not. In the two scenarios, the sales manager will receive

Exhibit 1
The Impact of a 5% Sales Increase
Under Two Assumptions Regarding Payroll

Dollar Performance	Current Results	Scenario 1	Scenario 2
Net Sales	\$6,000,000	\$6,300,000	\$6,300,000
Cost of Goods Sold	<u>3,540,000</u>	<u>3,717,000</u>	<u>3,717,000</u>
Gross Margin	2,460,000	2,583,000	2,583,000
Expenses			
Payroll and Fringe Benefits	1,440,000	1,483,200	1,540,800
All Other Expenses	<u>750,000</u>	<u>787,500</u>	<u>787,500</u>
98145.451	<u>2,190,000</u>	<u>2,270,700</u>	<u>2,328,300</u>
Profit Before Taxes	\$270,000	\$312,300	\$254,700
Percent of Sales Performance			
Net Sales	100.0 %	100.0 %	100.0 %
Cost of Goods Sold	<u>59.0</u>	<u>59.0</u>	<u>59.0</u>
Gross Margin	41.0	41.0	41.0
Expenses			
Payroll and Fringe Benefits	24.0	23.5	24.5
All Other Expenses	<u>12.5</u>	<u>12.5</u>	<u>12.5</u>
Total Expenses	<u>36.5</u>	<u>36.0</u>	<u>37.0</u>
Profit Before Taxes	4.5 %	5.0 %	4.0 %

either accolades or brickbats for delivering the same 5.0% sales growth. This is because the 5.0% growth rate that was achieved either did (accolades) or did not (brickbats) meet the sales goal. The sales goal is set in isolation without concern as to the expenses required to meet the goal.

What needs to be brought into the calculation is whether the sales came from high-expense activities or low-expense activities. The sales plan must move beyond the amount of sales and also look at the source. It is the difference between profits going up and profits going down.

Targeting Good Sales

From a financial impact, the figures in the exhibit are exciting. They provide an absolute and unerring sense of direction for the firm. From a motivational perspective, though, the numbers are decidedly unexciting. In fact, bad sales growth is probably more exciting than good sales growth. Two challenges have to be dealt with in motivating employees to emphasize good sales over bad.

- **Wanting What We Don't Have**—The grass is always greener on the other side of the fence. Adding customers implies the firm is moving forward. It is a natural progression in life. Penetrating existing accounts is boring. The value of customer penetration needs to be explained.
- **Degree of Difficulty**—Generating sales from new accounts is probably more difficult than generating additional sales from existing ones. However, it is seldom viewed that way. After all, customers are already buying “everything that they want” from us. Trying to generate incremental sales from existing accounts seems somewhat self-defeating. This negative perspective must be defeated.

The reality is that selling existing products to existing customers is always the most effective way to engage in expense leveraging. It needs to be given a much greater priority in sales planning. New opportunities should not be overlooked, but they should be balanced with efforts to grow organically.

Moving Forward

In the future sales planning must begin to incorporate the idea of driving additional sales from the base of customers and products already in place. That must be done not only from a financial perspective, but from a sales management perspective.

About the Author:

Dr. Albert D. Bates is founder and president of Profit Planning Group, a distribution research firm headquartered in Boulder, Colorado.

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A Managerial Sidebar:

A Checklist for Expense Leveraging

Any action that causes sales to grow faster than expenses is normally thought of as expense leveraging. However, the concept can be expanded to include sales remaining constant while expenses decline.

There are numerous actions that assist with expense leveraging. The following are the most commonly discussed:

- **Sales per Order Line**—If the average line value on an invoice can be increased, then for the same level of expense, the firm generates more profit.
- **Lines per Order**—The idea of putting one more line on every order creates more sales, but only a little more expense.
- **Order Accuracy**—Any error of any sort on an order dramatically increases the firm's costs. It also has a negative impact on customer perceptions.
- **Fill Rate**—When the firm is out of stock it goes to a lot of effort for no sales. A higher fill rate is always beneficial from a sales viewpoint. In most cases, the additional carrying costs of a higher fill rate are readily covered by the profit on higher sales.
- **Order Frequency**—If firms can work with their customers to plan purchasing requirements with greater accuracy, then the same sales can be generated with less activity. This is good for the company and is also good for its customers as they spend less time receiving orders.

PROFIT IMPROVEMENT



Quality & Performance

'The Difference is BRIDON' is a statement relating to a broad spectrum of "Value Added" features, which together aim to ensure Quality, Reliability and Customer Satisfaction. The following section has been designed to help you identify what precisely it is that differentiates BRIDON products from the competition.

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BRIDON believes it is important that our users are knowledgeable about the properties, installation, use, inspection and maintenance of our products. This belief has led BRIDON to offer both formal product-training seminars supported by relevant product safety and product data literature as well as specialist courses tailor-made to suit customer requirements.



Customer Service

The 'Difference' at BRIDON is service, which is second to none.

Such excellence is achieved not only by having the product available when you want it, but by also providing a knowledgeable team of field sales representatives, a fully trained and capable Customer Services team dealing specifically with inquiries and orders supported by expert rope engineers. BRIDON products are available across the USA, Canada and around the world via a network of Distributors. For more information about any of these value added features, please contact your local BRIDON Distributor or BRIDON American Corporation direct.

The Difference is BRIDON AMERICAN

A Commitment to Quality

The 'Difference' is that Bridon's products are tested to destruction. This "Powercheck" enables us to satisfy ourselves that the minimum breaking strength has indeed been achieved or exceeded. Not all competitors carry out this test. Failure to meet the required minimum breaking force may mean that the design factor of safety for the equipment or machinery has been compromised.

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BRIDON strives to 'set the standard' on both its domestic market and overseas. The achievement of such goals becomes apparent when many OEM's specify and recommend BRIDON products, because 'The Difference is BRIDON.'

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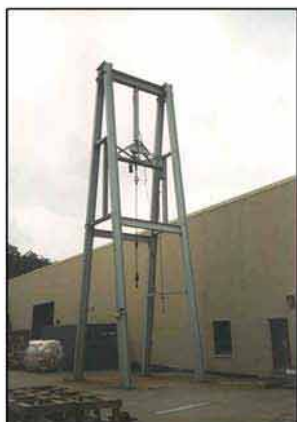
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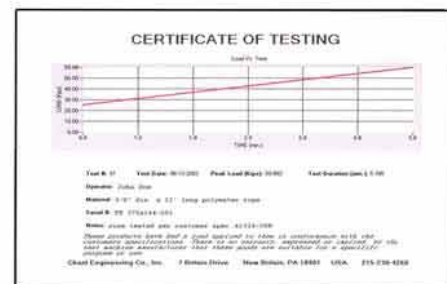
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Your Safety Committee At Work

Well, it is that time of the year again, summer. Most people enjoy summer. It is a time when we take vacations and have some time to relax. The cold days of winter are gone and we can enjoy the outdoors. Even though summer is great for going to the beach, it can be very hard on employees in the workplace. The following is from a PSA about working in the heat:

Heat-Related Illnesses

Working in high temperatures may affect the health of individual workers. The health effects which may result from working in hot conditions are often referred to as heat stress.

The effects of heat stress can vary with individual workers, the most extreme form of heat stress being known as Heat Stroke. The symptoms of heat stroke are:

- Hot, Dry skin
- Lack of muscle control
- Increased body temperature

Unfortunately, when the latter symptoms appear, the person may be very close to a physical collapse, or even death. It is very common for persons suffering from Heat Stroke for the condition to overcome them very quickly, without any warning.

There is also an associated symptom, which may also occur, referred to as "muscle meltdown", where the workers muscular system may degenerate as a result of Heat Stroke. This condition is also associated with rapid increased body temperature.

The most common heat related illnesses are heat exhaustion and Heat Cramps. However, if not treated early, these conditions may deteriorate to Heat Stroke.

Heat Exhaustion is characterized by physical fatigue, headache, giddiness, nausea and vomiting. The condition is due to the body losing fluid through abnormal perspiration. Heat Exhaustion can cause the person affected to collapse.

Prior to the full effects of Heat Exhaustion, the person may also suffer from the effects of Heat Cramps which results from abnormal perspiration, resulting in the body losing excess water and electrolytes such as sodium and potassium. This may initially cause cramps in the arms, legs and the body.

Accident Risks

Workers may put themselves and others at risk when working in hot conditions by:

- Failing to use Personal Protective Equipment (PPE) due to personal discomfort
- Reduction of the efficiency of some forms of (PPE) in hot conditions, (e.g. safety glasses)
- Excessive perspiration may result in workers failing to control the plan or equipment safely

The effect of heat on the human body is influenced by a number of climatic and personal factors which include:

Continued on pg 37

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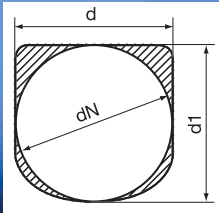
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Side Swivel™ Economical design for OEM applications. Full swivel and pivot action. 650 to 4,100 lb. capacities. U.S. Patent 6,443,514.



Forged Center Pull

Full swivel and pivot action allows you to flip and turn parts without unhooking. Integral solid center brace lift bail. Bail design reduces possibility of spreading the lift bail in misapplications. 800 to 30,000 lb. capacities. U.S. patent #6,652,012.



Side Pull (Traditional) Hoist Ring makes flipping of lifted items easy. Features oversized round ring and heavy duty cast body. 650 to 29,000 lb. capacities. U.S. Patent 6,443,514.

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News Release



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Chicago Hardware & Fixture Co. / Merit Sales, Inc. Announce New Location

Chicago Hardware & Fixture Co. announces that Merit Sales, Inc. - sales and shipping agents in the South/Southeastern region of the USA for the Chicago Line (formerly located in Tucker, Georgia) - has recently upgraded their operations. Their new, larger facility is located in the suburban Atlanta town of Monroe, Georgia. John Gideon, President of Merit Sales, Inc. said, "this will give us a 20,000 square foot state of the art staging and shipping area to better serve Chicago Hardware's customers".

Chicago Hardware & Fixture Company is a USA manufacturer of forged rigging and lifting products, wire fasteners and threaded rod. As a domestic manufacturer with "best in class" customer service and strategic warehouses also in Houston, Texas and Chino, California, Chicago Hardware & Fixture Company consistently responds to its distributor/partners' needs. Browse our website at: www.chicagohardware.com

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NEWS RELEASE



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New Britain, PA –Chant Engineering Co. Inc. broke ground on their new engineering and manufacturing campus located in New Britain, PA. This 75,000 square foot manufacturing campus will provide much needed additional manufacturing capability, complete machinery showroom/test lab, and engineering offices. Estimated completion date is November 2007.

Chant Engineering Co. Inc. designs, builds and provides turnkey installations on a complete line of horizontal and vertical wire rope testing machines. Chant Engineering also manufactures manual and hydraulically controlled wire rope grips, wire rope pre-stretch beds, automatic line pulling systems as well as servicing and upgrading existing testing machines and grips. To complement their line of wire rope testing machines, Chant Engineering also has a calibration department that provides worldwide calibration on any testing machine up to 1.2 million lbs of force.

For more information, please contact us at 215-230-4260 or go to our website – www.chantengineering.com

Press Release



Baltimore, Maryland – Howard Schloss, CEO of The Indusco Group, Inc. in conjunction with the Board of Directors, has appointed Craig Hayward, President of The Indusco Group, effective October 1, 2007.

Hayward commented, "It is an honor to take over the reigns of The Indusco Group and continue the vision that has guided this company for the past 100 years. We will remain committed to service, quality, and strengthening our customer relationships."

Hayward joined The Indusco Group in 1999 as V. P. of Sales for the wholesale division. For the past four years, as Executive V.P. & General Manager, Hayward has been responsible for all business units of The Industrial Sales Company.

"Craig has had great success managing and leading a number of our businesses over his eight year career with The Indusco Group", said Howard Schloss, CEO. "The timing is right to expand his responsibilities and more fully utilize his abilities. Craig possesses a broad range of sales and management skills, over twenty-years of industry experience and most importantly, the leadership skills necessary to continue our focus on internal growth and industry related acquisitions".

Hayward is a Baltimore native and holds an MBA from Loyola College Seller School of Business and an undergraduate degree in Business Management.

In October, Hayward will be completing his term as President of the Associated Wire Rope Fabricators and is well positioned for the additional responsibilities associated with moving the organization forward with the help of a very experienced management team.

Press Release

New Pewag Grade 100 1" (26mm) Lifting Program



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Press Release

WRCA Signs Definitive Agreement to Purchase CASAR

St. Joseph, MO – August 9, 2007 – Wire Rope Corporation of America, Inc. (WRCA), the world's leading producer and marketer of specialty wire ropes, announced today that it has entered into a definitive agreement to acquire CASAR Drahtseilwerk Saar GmbH and certain other assets comprising its worldwide business (collectively, CASAR). The transaction is subject to normal closing conditions and is expected to close in approximately 20 business days.

Headquartered in Kirkel, Germany, CASAR is a leading European manufacturer of high performance wire rope for use in conjunction with overhead cranes, tower cranes, mobile cranes, offshore cranes and in underground shaft mining applications. CASAR's premium brand and strong reputation are based on the quality of its products, dedication to product innovation and engineering, industry leading technology know-how and longstanding relationships with many European customers and key distributors around the world.

Ira Glazer, WRCA CEO, said, "During the past three years, our company has followed a growth strategy to expand WRCA's global manufacturing presence and further diversify our end-markets and geographic mix. The CASAR acquisition accomplishes another leg of this strategy by firmly establishing WRCA in Europe."

WRCA plans to utilize CASAR as the base for all European operations. This includes investment in plant and equipment as well as the potential for



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additional jobs in Kirkel. With CASAR as the focal point, the company also plans to expand its export activities which can translate to more jobs as well.

"CASAR is one of the finest wire rope companies in the world and a leader in quality and technology," continued Glazer. "We plan to have a seamless transition of CASAR's customers and employees as we carry forward CASAR's tradition of engineering excellence. Finally, I would like to thank the Verreet family for their support in completing this transaction."

The acquisition of CASAR follows the purchases of Aceros Camesa in Mexico and Wireline Works in Canada. In 2006, WRCA also formed a joint venture with Wuhan Iron and Steel in China to build the world's most modern wire rope manufacturing facility, which is scheduled to open in April 2008.

WRCA is owned by investment funds managed by Fox Paine Management III, LLC (Fox Paine III), the San Francisco and New York-based private equity firm. Fox Paine III had a key role in facilitating the acquisition and arranging the financing for the CASAR transaction.

Troy W. Thacker, Managing Director of Fox Paine III, said, "We are proud to continue to support WRCA in its strategy of building the premier global manufacturer of lifting and specialty wire rope and electromechanical cable. WRCA's focus on manufacturing engineered, high value-add products is enhanced through the addition of CASAR into the portfolio."

TRANSPORTATION

SC&RA Meets with FMCSA to Discuss Load Securement Clarification

SC&RA staff and representatives of several member companies met Tuesday August 7 with FMCSA officials to discuss procedure ambiguities identified in the application of load securement tiedown requirements. Representatives of Commercial Vehicle Safety Alliance (CVSA) and American Trucking Associations (ATA) were also present to help insure all parties are working toward a uniform process. Specifically, SC&RA members had express concern and confusion relating to 393.102 (a)(b)(c) add ressing minimum performance criteria for cargo securement devices and systems and 393.106(d) aggregate working load limit for tiedowns. SC&RA and member company safety experts are in the process of setting forth a uniform procedure to determine required tiedowns. This will then be presented back to FMCSA for review and concurrence. Once this is completed SC&RA will formally request that FMCSA prepare an enforcement memorandum to insure complete and uniform understanding among industry and enforcement personnel. SC&RA is also in the process of finalizing a load securement training video for use by members and is being held in abeyance pending this important clarification from FMCSA. Members will be kept advised.



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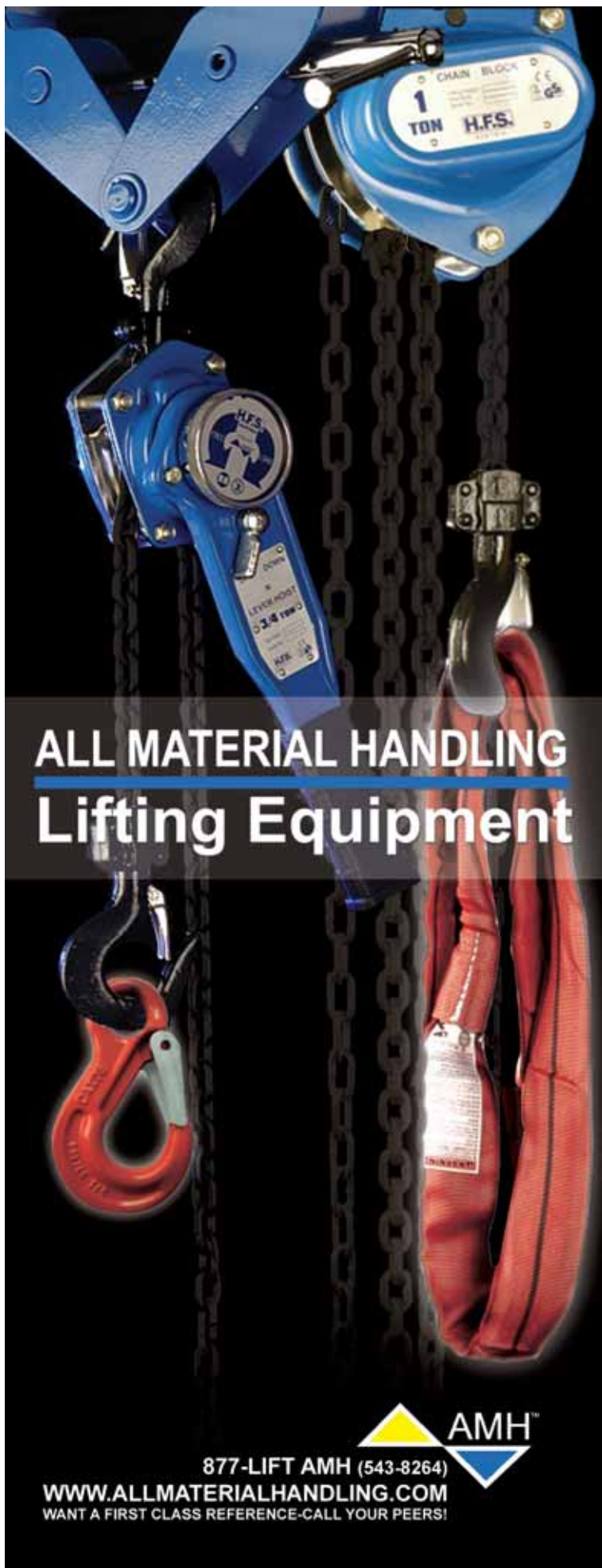
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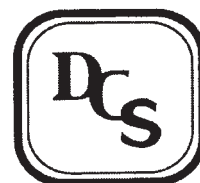
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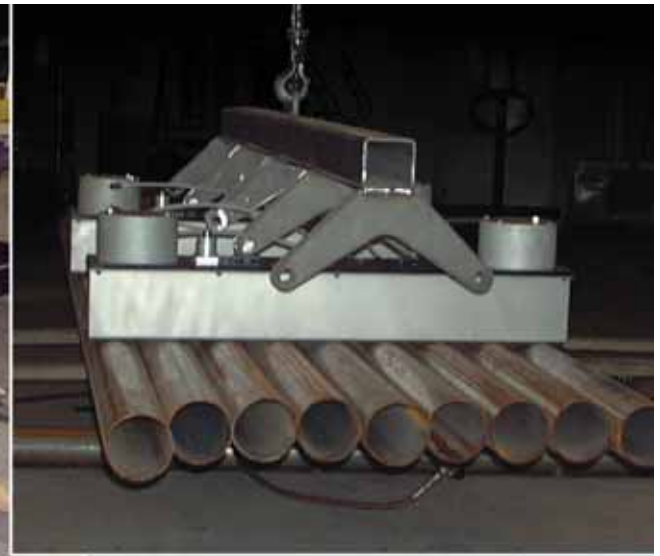
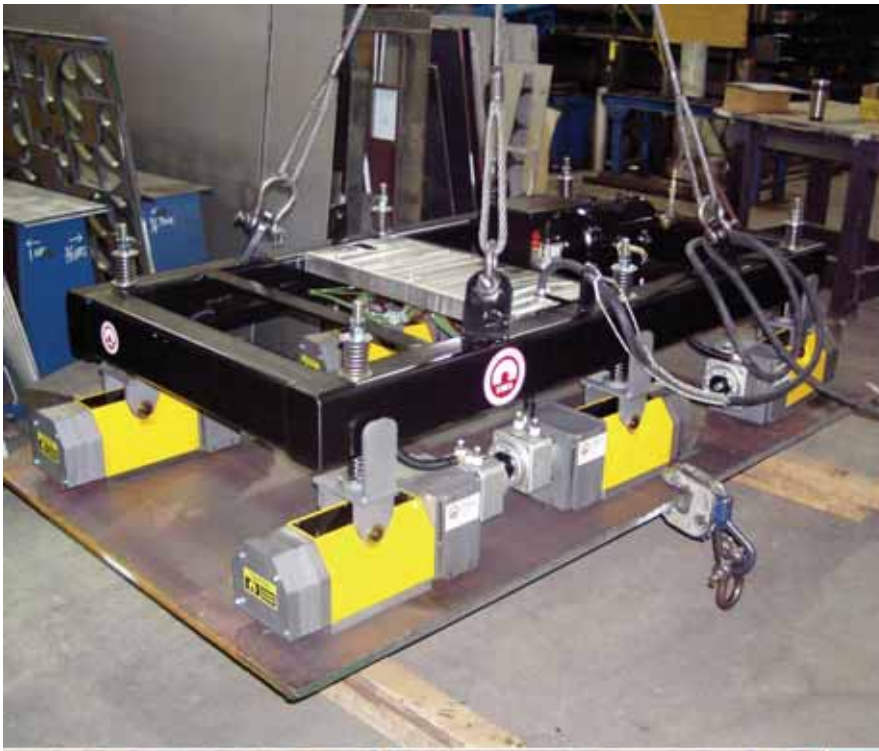
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LAEDC ECONOMICS CORNER

- U.S. economic growth has slowed, and activity in the wire-rope related sectors is mixed.
- Conflicting forces make the outlook for commodity prices uncertain.

U.S. Economic Situation

U.S. economic growth has slowed this year, from 3%-plus in 2005-06 to 1.9% in the first quarter of 2007 compared to 1Q2006. The slowdown is concentrated in housing and key manufacturing sectors. Outside these areas of weakness, the economic signals are flashing green.

Interest rates have been mostly stable since our last update. The Fed remains focused on averting any rise in inflation, though they've left short-term rates unchanged since June 2006. The main economic uncertainty is the severity of the housing market downturn and its drag on the overall economy. High energy and commodity prices are also concerns.

An inventory adjustment is under way that impacts automotive and construction related manufacturing. The same impetus reins in imports of these products. Thus, total business sales barely grew in 1Q2007, and the trade deficit stabilized. Truck and rail freight traffic also have declined in 2007.

gasoline prices rising, sales of cars & light trucks remain sluggish, and vehicle inventories are uncomfortably high. Still, consumers clearly are finding ways to cope.

Housing starts have dropped by 30% so far and may fall further. Activity will continue at a low level until unsold inventories, which are currently quite high, fall to more normal levels. This may not happen until late in 2008. On the other hand, nonresidential and government construction spending continue very strong despite lingering concerns about high construction material prices.

Corporate profits remain high though the rate of improvement has slowed. Business spending for information processing equipment and software remains healthy, along with demand for aircraft and agricultural machinery. Oil and natural gas drilling is another strong sector, due to continued high energy prices. However, business purchases of heavy trucks, cars, railcars, and construction machinery all declined in early 2007.

Outlook: The economy will grow by about 1.8% in 2007 and return to 3.0% in 2008. Housing activity will be a drag throughout the forecast period, and light vehicle production and sales will be flat at best. However, growth in exports and business fixed investment—especially infrastructure and nonresidential construction—energy drilling, commercial aerospace manufacturing, and technology products—all will pick up the slack.

**Transportation Services Index (TCI) measures the month-to-month changes in services provided by the for-hire transportation industries, including railroad, air, truck, inland waterways, and pipeline.*

PRICES: ON THE ONE HAND. . . .

Wire rope producers and other U.S. manufacturers are facing renewed cost pressures. As shown in Table 2, prices of many industrial commodities have risen in 2007. Will there be more?

Industrial commodities are extremely sensitive to the economic cycle, as they reflect global trends in construction and manufacturing. These days, the global economy is operating on two different tracks. The U.S. is the engine on one track, pulling suppliers at a slower speed. The housing downturn, domestic automotive industry restructuring, and inventory cutbacks across the board are the primary reasons that U.S. economic growth will run below 2.0% in 2007. Growth in Canada and Mexico, the primary supplier nations, also will be slower this year than last.

Table 1
FACTORS INFLUENCING WIRE ROPE DEMAND*

	2005	2006	1Q 2007
Real GDP Growth	3.2	3.3	1.9
Manufacturing Production	4.0	4.9	2.3
Manufacturing & Trade Sales	3.3	3.3	0.8
Goods Trade Deficit (\$2000)	706.7	710.1	706.6
Vehicle Sales (Mils, SAAR)			
--Cars (Domestic)	5.5	5.4	5.1
--Light Trucks (Domestic)	8.1	7.4	7.5
--Medium/Heavy Trucks	0.50	0.55	0.47
Construction:			
--Housing Starts (Mils)	2.07	1.80	1.46
--Private Nonresid Bldgs	7.8	15.2	17.4
--Gov't Bldgs & Inf'structure	6.2	9.2	11.4
Bus. Equipment Spending			
--High Tech & Software	8.5	8.8	6.0
--Other Machinery	9.5	3.5	-6.3
Freight Transportat'n Index	111.8	109.6	108.2
Oil & Gas Rigs Running	1,383	1,649	1,734

*Percent change from previous year unless otherwise noted.

Consumer spending is the most important support for the U.S. economy. Here the fundamentals look good: Incomes are rising, reflecting rising employment levels. Also, household balance sheets are improving despite some weakness in home prices. Consumer spending growth is stable, except for housing related goods. With



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U. S. Chamber Honors Members of Congress

Continued from pg 8

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China is the motive force on the other track, growing by 10% this year, and pulling along its own group of suppliers at a very fast pace. Except for the two locomotives, a nation's economic performance will depend on its major export customers. Europe and Japan, for example, are suppliers to both engine nations. Both are seeing good growth—for them—in the 2.0% to 2.5% range with hiring on the rise and unemployment down.

Table 2
PRICES OF INDUSTRIAL COMMODITIES

	2005	2006	Last 3 Months*
<u>Steel Prices (\$/cwt):</u>			
-- HR Sheet	541	580	545
-- CR Sheet	635	671	634
-- Wire Rod	515	527	582
-- Rebar #6	475	506	587
-- CF Bar	887	863	833
-- Structurals	545	628	719
Steel Scrap (#1HM, \$/gt)	195	222	273
Iron Ore (¢/dmtu)	65.00	77.35	84.70
Copper (\$/lb)	1.67	3.05	3.31
Aluminum (\$/lb)	0.86	1.17	1.27
Nickel (\$/lb)	6.69	11.00	22.49
Ethylene (¢/lb)	41.5	48.1	43.5
Lumber (\$/Mil Bd Ft)	354	295	245
Crude Oil (WTI, \$/Barrel)	56.44	66.04	62.66
Natural Gas (Henry Hub, \$/Mcf)	8.92	6.72	7.44

* Average price for March, April and May 2007.

Economic growth isn't the entire explanation for high commodity prices. Beyond the "China syndrome," market analysts point to increased purchases by "financial" buyers—hedge funds and the like—which exacerbate price volatility. Inventories are another part of the explanation. In the U.S., steel service center stocks have fallen, while global inventories of nonferrous metals, oil and natural gas are lean.

Steel prices in the U.S. are mixed, depending on the end use and source of iron units. Prices for most other commodities have increased, dramatically in some cases. Only lumber and ethylene prices are significantly below the 2006 level. Housing construction outweighs other uses for these products.

World demand for steel is forecast to increase by about 65 million MT (+6%) in 2007. China alone will consume about 46 million MT, a 13% increase, leaving 19 million MT (+2.5%) more for the rest of the world to use. On the supply side, global steel output has risen by 9% through May 2007. China's output has increased by 20% (or 33 MMT) and now accounts for over 36% of the global total.

What will happen to industrial materials prices going forward? The answer depends on multiple forces with different implications. On the downside is weaker demand for commodities used in housing construction and durable consumer goods manufacturing. Also, China's growing production capability in industrial materials—including steel—means its exports to the rest of the world are on the rise. Example: U.S. finished steel imports from China are up by 60% so far this year after a 133% increase during 2006.

On the other hand, *total* steel imports are down so far this year, partly because foreign exporters can get better prices in Europe than in the U.S. If/as steel inventories decline, the U.S. market balance will move in favor of producers versus steel consumers.

To gauge the outlook for prices, watch trends in the major consuming industries—as shown in Table 1. Beyond the industry-specific trends, watch the global economy. Prices won't come down (much) unless global economic growth slows outside the U.S.

This material was prepared by the Los Angeles Economic Development Corporation:

Nancy D. Sidhu
Vice President & Senior Economist

LAEDC ECONOMICS CORNER

Your Safety Committee At Work

Continued from pg 19

Climatic

1. Radiant heat
2. Air temperature
3. Air movement
4. Humidity

Personal

1. Intensity or level of work activity
2. Type of clothing worn
3. Worker acclimatization
4. Body water and electrolyte balance
5. Personal health

Risk Assessment

The following general principals should be followed by employers if their employees are either required to work hot climatic conditions or who may be exposed to hot UV radiation and glare.

Each employer or person in control of a work place, where employees carry out any form of work, should carry out a risk assessment to determine if any risk to any employees or any other person's health, safety and welfare can arise from:

- Exposure to any source of heat including heat, UV radiation or glare occurring through natural sources or artificially generated or which result from or caused by a work process, work practice or other operation or use of plant at a workplace.

A risk assessment must include, but not necessarily limited to:

- Temperatures workers are exposed to or likely to be exposed to at a place of work
- The level of exposure to employees from UV radiation
- Humidity, ventilation and average air movement rate
- Radiant heat, which includes hot work processes and heat generated by plant or equipment
- The rate and nature of work
- The health status of the employees who are likely to be exposed to high temperatures and associated climatic conditions or UV radiation at their workplace
- Provision of appropriate PPE and first aid requirements to prevent any physical or physiological injury arising from a heat related illness or exposure to heat and/or radiant heat or glare at the work place
- Appropriate work/rest procedures at the place of work to prevent the heat related incidents
- Information and training, including survival training to managers supervisors and employees on the identification of adverse health symptoms arising from hot climatic conditions and exposure to heat, radiant heat, UV radiation and glare

- Acclimatization procedures suitable to prevent the incidence of heat related illness.

I hope this information is useful and will help each member better understand the effects of heat on our employees.

I just returned from the Summer Board of Directors meeting in New York. Jack Gibbons and I presented the finalized HSE program for approval. With the adoption of the new committee structure, the Safety Award form was sent to all members. I hope that each member will return it to me, so the Association can compile the information. My goal is to return the Industry statistics at the Fall General Meeting in Quebec. All individual member information will be held confidential.

If any member has questions or concerns for the HSE Committee, please feel free to contact Jeff Bishop (Bishop Lifting Products) 713-674-2266 or Jack Gibbons (Metro Wire Rope) 908-964-3690.



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Message from the President

Continued from pg1

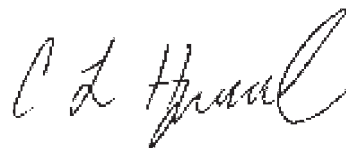
I urge you not to miss this meeting at the very impressive "Le Chateau Frontenac" located on a bluff overlooking the St. Lawrence River in Quebec City! If you have an opportunity, view the pictures/slideshow of this unique hotel on their website:

www.fairmont.com/frontenac/slideshowposting

I know you will be excited to hear that our plans for the Tuesday evening banquet include a black-tie optional banquet with big band entertainment to cap-off our 30th Anniversary celebration. The formal appearance of the grand ballroom at Le Chateau will make this a very special event. A word of advice, don't delay in getting your rooms. We expect another large attendance. We will notify you as soon as the block of rooms are released for availability at the special AWRP rates.

I hope you and your families have a safe and enjoyable summer season.

Sincerely,



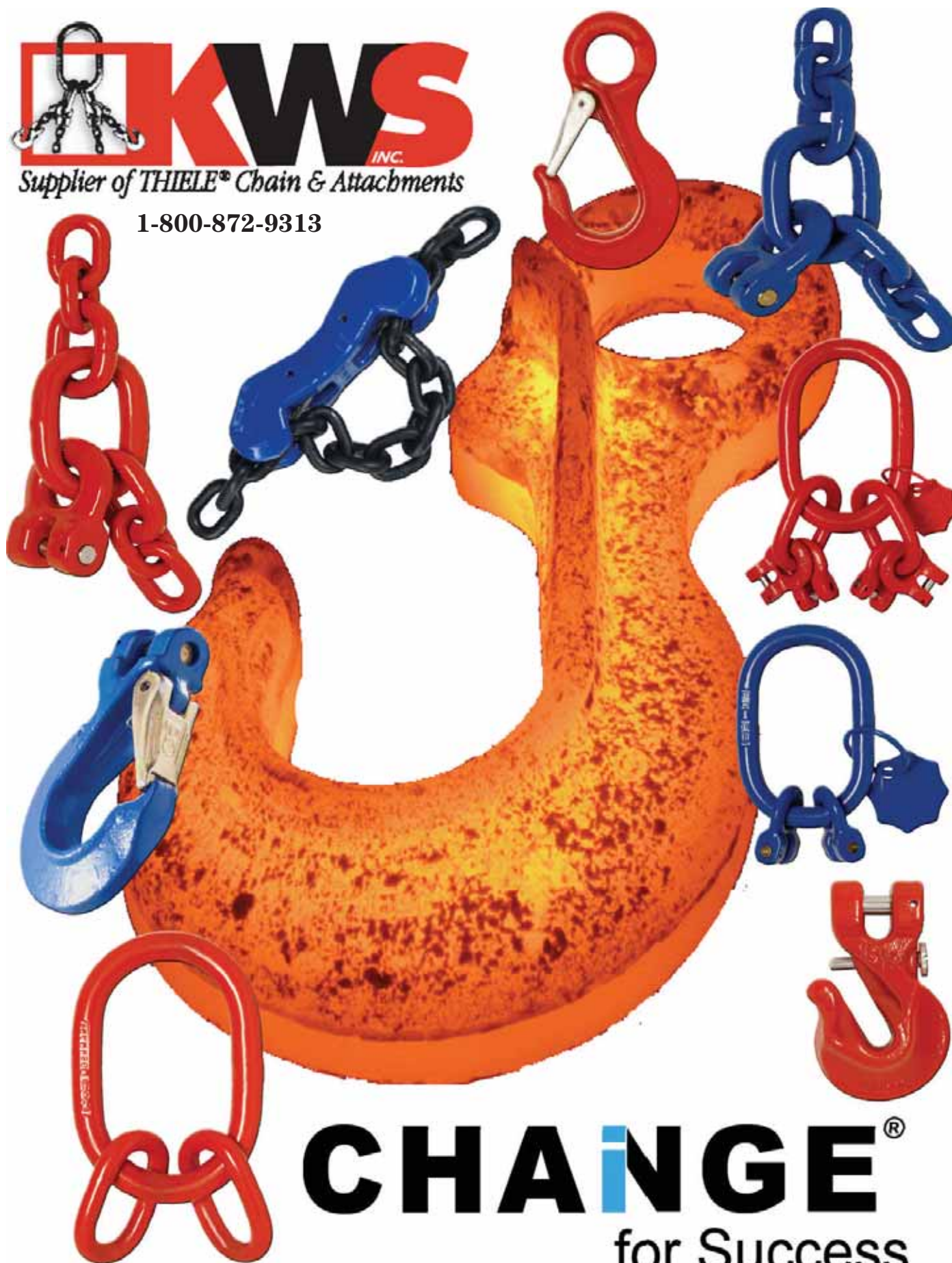
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Install new cable by using old existing cable as pulling line. Always seize the ends of the grips by banding or taping.

Model LSG-X Snake

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This swivel tube assembly is a low profile heavy-duty friction swivel. This snake is for the customer who does not need to separate the two pulling grip elements and who prefers a very low profile swivel. The swivel is permanently greased and has the size range and working load clearly stenciled on the swivel tube assembly.

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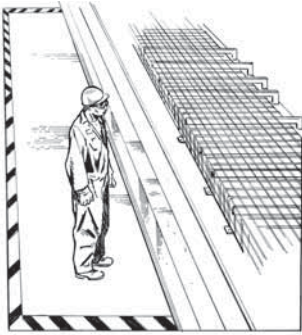
Test Bed Safety Guide

Continued from pg 11

The Test Bed Work Zone

There must be a clearly marked work zone around your test bed. This marked zone is to keep unauthorized and untrained people clear of an operating test bed. These boundaries must be maintained so they can easily be seen. As the operator it is your responsibility to:

- Know the exact boundaries of the work zone. This zone's limits must clearly be marked and maintained. The work zone in your shop is described at this booklet's end.
- Remember, boundaries can be marked by a wall, a fence or painted on the floor, which has been posted in writing. You must know the work zone for each test bed in your shop.



Clearly marked
work zone around
your test bed

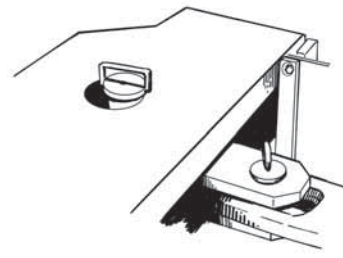
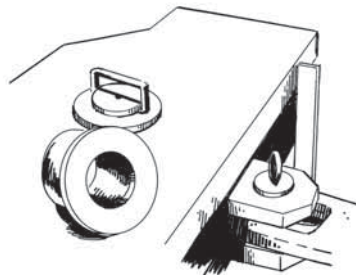
- Before you begin testing make sure only trained, authorized personnel are inside the work zone.
- If an unauthorized employee enters the zone while you are testing, stop testing and warn them to stay away. However, do not allow them to take your attention away from the job you are doing.

Checking the attachment pins or grips

The parts subject to the greatest forces during a test are usually the pins in the moveable crosshead and the pins or grips used to attach the test sample. For this reason only trained and qualified personnel should be allowed to check these prior to operating the test bed. Some things to check include:

- Crosshead pins: make sure these pins are fully seated into the holes.

Properly seated pin
and pin size for the test

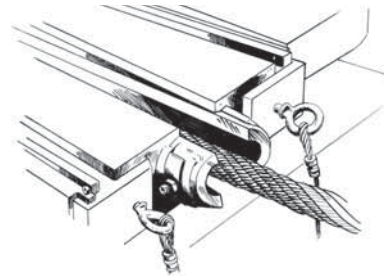


Never use an incorrect
pin attachment for the test

- Make sure properly mated pins and fixtures are used for the test.
- Grips: if using a wire rope or chain grip make sure the proper size liner or wedge is used for the product under test. Make sure the grips are fully assembled or closed and that the wedges are fully forward ready for a pull.
- Grip liners and adapters: Make sure you are using a matched set of liners or adapters in the grip. Never mix a liner set or adapter halves. Always make sure the wedge area of the grip is clean and free of foreign matter, that may keep the wedges from pulling tight.

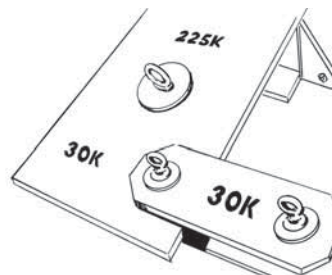
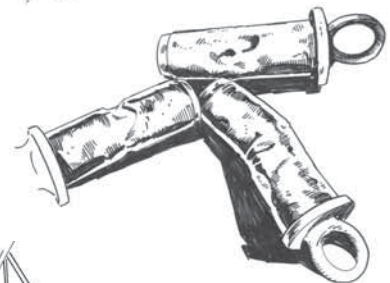
WARNING: Mismatched liner and adapter sets can apply extreme forces causing a safety hazard, including serious injury or death !

- Always make sure the pins and attachment points are in good condition and clearly marked. Any pins that are bent or damaged should not be used.



Make sure the
selected wedges
match the rope size

Do not use damaged
pins or attachments



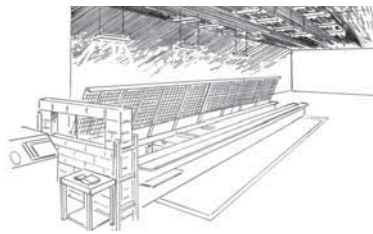
Properly marked and
rated test attachments

WARNING: Damaged or worn attachment pins can fail and cause serious injury or death !

Keeping a clear view of your work

It is always a good idea to keep an unobstructed view from a safe distance of the item under test. Some important points to be aware of:

- ✓ The product under test will be moving during the test, allow yourself room to move.
- ✓ Maintain adequate lighting in the test area.

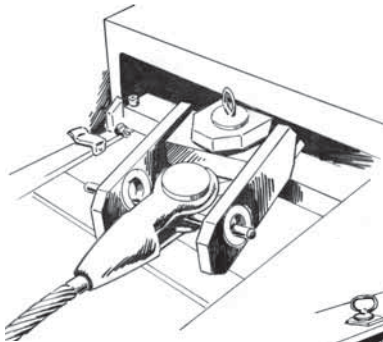


Maintain adequate lighting in the test area

WARNING: Ejected material can cause serious injury or death !

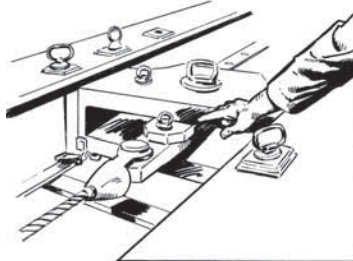
Setting up a Test Sample

When applicable and available read and follow industry recommended testing guidelines for the product you are testing.



Example of an improperly attached test sample

Use only properly sized and capacity matched test attachments



Preparing the test bed:

- ✓ Make sure that the machine is in good working order.
- ✓ Make sure you know the tension force required for the test.

WARNING: Only trained and authorized personnel should operate the test bed.

- ✓ Make sure if using a grip that the proper size liners/adapters are used.
- ✓ Make sure the test product is securely attached into the machine
- ✓ Make sure the guard is closed before testing begins.

During a test:

- Always keep in mind that the item being tested can break unexpectedly
- Always keep in mind that the test bed has moving parts that can form pinch points during operation.
- Always keep in mind you are testing with high loads that can produce dangerous recoils if breakage occurs.
- When necessary observe the test through the guard from a safe position.
- Do not get too close to the test sample and ALWAYS wear safety glasses.
- Stop testing if the test sample unexpectedly starts to slip or break.

WARNING: The operator should stay focused on visible and audible indications of the test.



Observe and operate the test bed from a designated control area.

WARNING: Improper use of a test bed can result in serious injury or death !

- Never put your hands into the machine while in operation.
- Reduce shop distractions, such as other loud machine noise while operating the test bed.
- Loud music may muffle audible warnings emitted by the test.
- Never operate the test bed while under the influence of drugs, alcohol, or any other limiting physical conditions.

WARNING: Take these Warnings seriously !

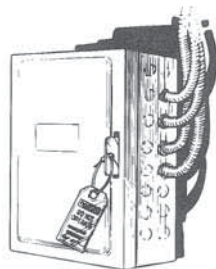
Inspection and Maintenance Safety

A safe testing operation depends on the routine and careful inspection of your test bed and its parts. If signs of wear are found, you should take immediate steps to ensure that the test bed continues to run smoothly and operates properly.

To safely inspect or maintain your test bed you should always follow any lockout/tagout procedures your shop uses to prevent accidental and possibly dangerous unexpected start-up. These procedures must disable not only the electrical but also the hydraulic systems.

Note: the variety of test beds and their supporting systems makes it impossible to provide specific lockout steps for your particular operation. Refer to the original manufacturer's operational and maintenance manual for specific requirements.

WARNING: If you have doubts, ask your supervisor for instructions or for a written Lockout/Tagout procedure for your shop as required by OSHA or other responsible regulatory or safety agencies.



Once you have disabled your test bed, some inspection and maintenance steps to perform often include:

- Make sure all bolts and nuts are in place and tightened to the proper torque.
- Inspect all the pins and attachments points, pin location holes etc. for excessive wear or bending. Replace any damaged components.
- Inspect your grip, liners, and adapters for excessive wear or damage. Replace any worn components.
- Inspect all hydraulic cylinder seals for excessive leakage. Replace as required.
- Make sure the test bed is generally clean and free from dirt and foreign matter.
- Inspect the operator control station, switches and controls for proper operation. Repair or replace as required.

Maintaining the Hydraulic System

The forces used to tension test the specimens are generated by hydraulic pressure. Maintaining and inspecting this vital system on a regular basis can help assure that you will be operating your test bed to the manufacturer's specifications. Some safety points here include:

- Never increase the hydraulic pressure above the preset level by the Manufacturer.

WARNING: Adjusting the pressure above the manufacturer's recommended pressures could cause serious injury or death !

- Under normal conditions you should change the hydraulic fluid after 250 hours of operation or every two years, whichever comes first.
- Hydraulic filters should be replaced every time the reservoir is opened, drained, or cleaned.

Conclusion

This guide is only intended to give the most basic safety considerations which apply to a wide variety of test beds performing normal operations.

IT SHOULD NOT BE USED IN PLACE OF ANY SAFETY GUIDES, WARNING DECALS, OR OTHER SAFETY MATERIALS WHICH MAY HAVE BEEN SUPPLIED BY YOUR TEST BED MANUFACTURER!

Should you have any further safety questions or special applications which might call for additional safety measures, please contact:

- Your employer or shop supervisor.
- The manufacturer of the test bed, fittings, or attachments you are using.

In our shop.

The boundaries of the test bed work zone(s) are clearly marked in our shop by (check one or more):

- ☐ Lines on the floor
- ☐ Walls
- ☐ Fences
- ☐ Non-skid material
- ☐ Other (specify): _____

As a test bed operator in our shop, you should be aware that: _____

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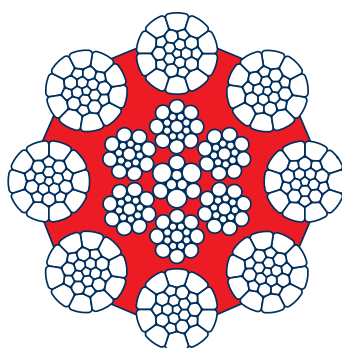
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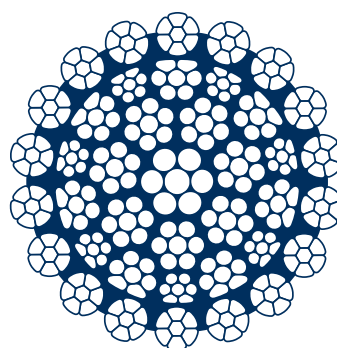
Bought a *cheap* product again?



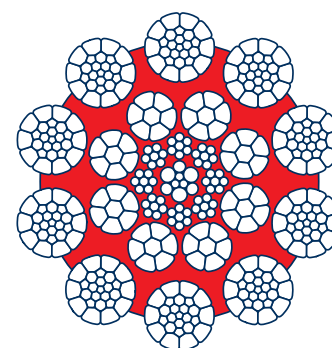
With glasses, and especially with steel wire ropes, this may lead to rather unpleasant results.



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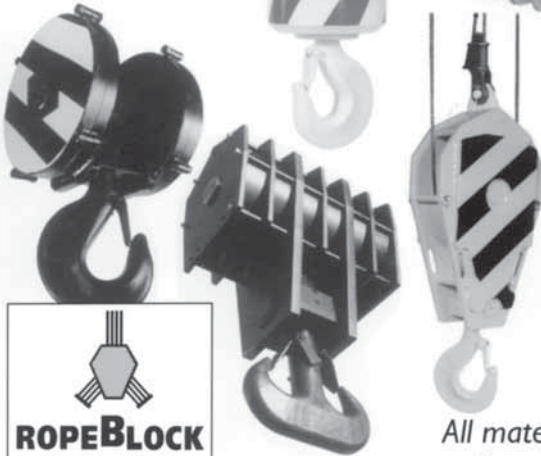
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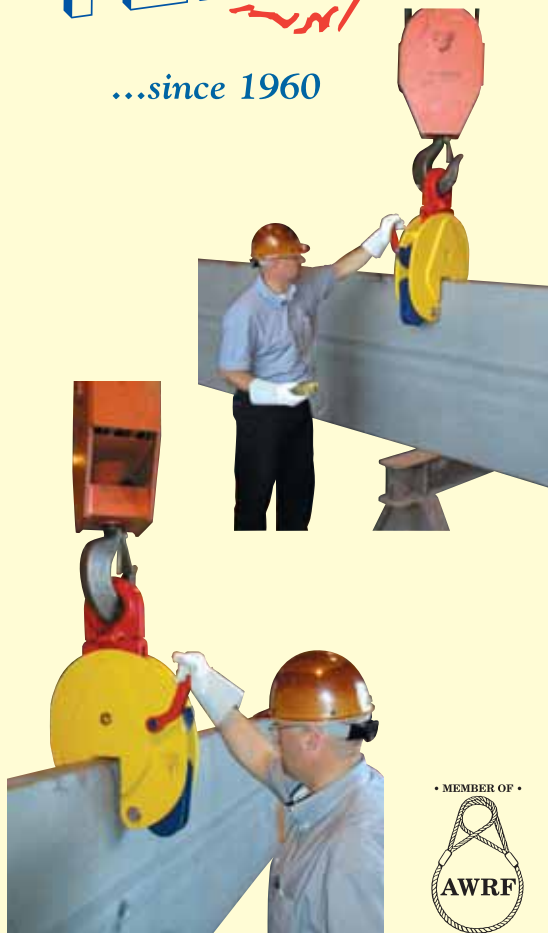
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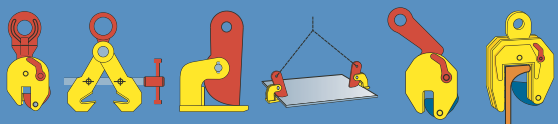
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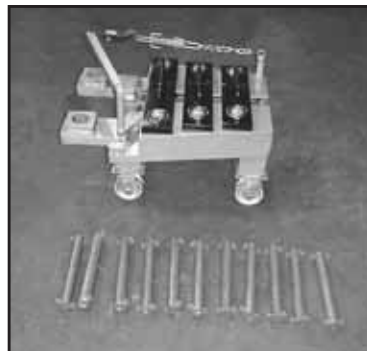
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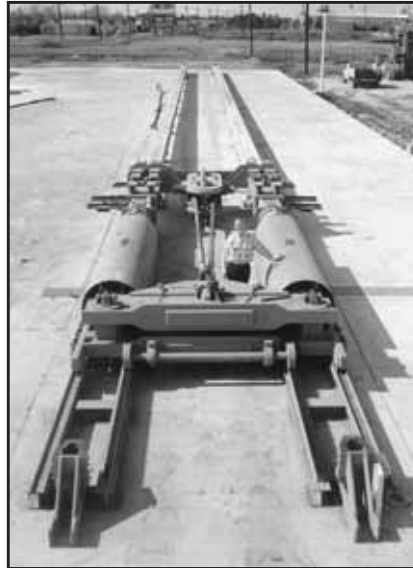
Vertical Test Stand. 50,000 lb. Dynamic testing (hoist moving) or static testing (hoist not moving).



Wire Rope Grip. Capacity: 1 1/2", 2", 2 1/2", 3", 4"



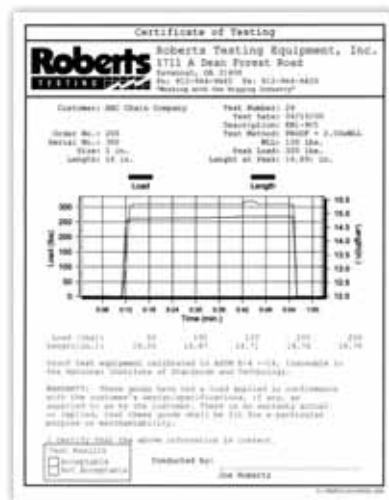
Web Grip. Capacity: 6" and 12" webbing



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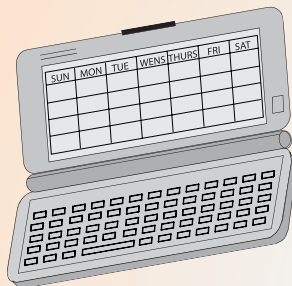
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