Slingmakers

2018 ISSUE 157

INSIDE

Photo provided by Navinord
440t capacity floating crane, Conrad Consul

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WORDS FROM THE PRESIDENT

Summer has arrived. Here in South Dakota we have gone from 30" of snow in April to high 90s in May.

If you didn't attend our spring meeting in Scottsdale, you missed a fantastic program. Here are some of the highlights

- We had a front row seat as Kris Paronto described what he went though in Benghazi. One comment was…"it felt like we there with him".
- The US Chamber of Commerce speakers gave updates on small business, tax reform and the infrastructure modernization.
- Brandon Gutshall discussed Risk Management.
- From the Tech Committee - Knut Buschmann and Felix Nyberg
- Billy Strawter & Dmitri Pivtorak, from MILO Detroit, closed out Tuesday morning with a presentation about Social Media
- Comedian Jeff Caldwell was our entertainment Tuesday evening.
- Wednesday morning, we started off with a hike/run at the McDowell Sonoran preserve trails. We then loaded up for the Arizona Pedal Party bike. We pedaled around Old Town Scottsdale, with a few stops for hydration and nourishment. We had a blast!!!!

Looking forward to seeing you at the fall meeting in San Antonio. Enjoy your summer.

Nick Gladue
Dakota Riggers & Tool Supply
Sioux Falls, SD
www.dakotariggers.com

AWRF CALENDAR

2018

July 11 - 12 July 13 - 14	AWRF Technical and Board Meeting Hotel Indigo Denver CO
September 18 - 19	ASME B30 Committee Location TBD
October 14 - 17	AWRF General Meeting Hyatt Regency San Antonio San Antonio, TX

2019

April 7 - 10	AWRF General Meeting and P.I.E. Hilton Cleveland Downtown Cleveland, OH
October 27 - 30	AWRF General Meeting San Diego Westin Gaslamp Quarter San Diego, CA

2020

April 19 - 22	AWRF General Meeting Waldorf Astoria Boca Raton Boca Raton, FL
October 4 - 7	AWRF General Meeting and P.I.E. Sheraton Denver Denver, CO

2021

April 25 - 28	AWRF General Meeting Grand Wailea – A Waldorf Astoria Maui, HI
Fall	In progress

Tugboat Lines a good fit for the Maritime Towing's Grueling Demands

By Peter Hildebrandt

Tugboats or towboats and their towing lines come in all different sizes. They've changed over the years; the early tugs had steam engines which were later replaced with diesel engines. In the early days tugs had paddle wheels; now propeller-driven tugs are essential in moving gargantuan barges and oil rigs to their final destinations. Many of today's cargo and oil tanker vessels are of such size and construction that it would be virtually impossible for them to navigate into place along coastlines or in harbors without the help of tug boats.

Vital to the whole tugboat operation is the hawser, the thick cable or rope used in mooring or towing a ship. Wire rope seems to be the hawser of choice for the larger tugs. Polypropylene ropes are used extensively by the smaller tug boats and nylon shock lines show up aboard the big and the small.

Slingmakers spoke with captains and operators of tugboats on the eastern coastlines of North America, to get their take on the lines they use to tow their payloads. To call this first tugboat captain a different breed, may be considered by more than a few in this business to be quite an understatement.

Captain Latham Smith of Smith Maritime, Ocean Towing and Salvage Services, Green Cove Springs, Florida has been sailing around the world for 40 years. In addition to being a self-made engineer and naval architect, he built all of his company's four boats.

Smith can talk about practical uses involving wire ropes and tugboats from firsthand experience and engineering theory. As someone at the company mentioned, "Smith can give us the 'theory of relativity' as it relates to wire rope. When out on the water, most people need to use a computer; but he is able to figure calculations in his mind concerning wire rope, breaking strength, and everything else about a salvage job."

He attended both Harvard and Yale in the early part of his long career and he also gives new meaning to the phrase "self-taught." Much of what he's accomplished he worked out by experience and plain old trial and error.

"All of our big tugs have 2,200 feet of two and a quarter inch (56 mm) wire rope," explains Smith. "It is produced in a variety of places, but what we use usually comes out of Korea. We get it from whomever has it in stock, and can give us the best price on it.

"But it's an utterly vital part of our operation as we tow aircraft carriers, oil tankers, cruise ships, or any damned thing that floats, anywhere in the world. We carry spare ropes, as there is not really any way to fix a broken wire rope."

Smith Maritime has used wire rope for some 50 years. "We have something of a love-hate relationship with it. We have millions of dollars invested in winches and hydraulic equipment to handle wire rope. But it works. If you own a ship that's out in the middle of a storm and things go wrong, we're one of a half dozen phone numbers in the hemisphere that's worth calling."

For several decades Smith lived with his wife and family on the various boats he built. His children were schooled at "home" right on the tugs, with the world itself as the globe; which they studied and experienced firsthand.

As his daughter related; as a child, at first, she was upset about all she was missing out on while growing up when the family took to the seas. Now, looking back, she sees the value in all the experiences she has had on the oceans of the world, including the simple joy she experienced playing the family's piano – bolted to the floor of the tugboat, of course. Captain Latham Smith's incredible story and that of several of his grown children who are carrying on their own work with tugboats, makes for compelling reading in "Tow Heads" in an article appearing in the April 2010 issue of The New Yorker.

On one trip down around Cape Hatteras, a hurricane was coming up through the Carolinas. The two tugs Acushnet Towing were taking down to the Bahamas had to duck into Moorhead City. "We were rolling so bad I could see the propeller on my tug," says Mike McDevitt of Acushnet Towing, Boston, Massachusetts.

Acushnet used to tow all the way down to Florida, the Bahamas and all the way up to Maine. But because of fuel prices they've scaled down to their immediate area. Nowadays they cover from Gloucester down to Cape Cod, towing ships, barges, boats and floats. They also do salvage, moorings and ramp barge work, for moving vehicles around the islands.

In business since around 1980, they have three tugs, two push boats and one conventional tug. Previously they would run inch and a half wire rope on their boats, but it took two men to handle that. Now McDevitt uses synthetic ropes on his tugs and AmSteel, which he says is like wire rope but is all a special fiber, not as flexible as poly or synthetic. It is easier to handle than wire and they've only broken it once, when it went around a corner that was too sharp.

About 30% of their business is salvage work and the rest is involved with boat and construction barge towing. "You have to be pretty versatile," explains McDevitt. "For salvage; when a boat sinks somewhere, we go out with a dive crew, use a crane barge, as an underwater derrick won't work, and pick it up, put it on the barge and usually cut it or deliver it to a scrap yard."

They do a lot of construction barge towing, including work on "The Big Dig" Boston's tunnel project, and things for small businesses such as fishing boats and construction barges carrying pilings, and any equipment that has to be delivered on the water.

"We use the two-inch poly ropes for about 50% of our work; we like it because it floats," says McDevitt. "For the rest we use the AmSteel, normally using 50-foot deck lines. But we have 2000 feet on a reel for emergencies, say, if we're picking a barge off the beach or we need something for towing behind us with a nylon shock cord for the gives. Shock lines run from 25 to 50 feet in length and typically are fairly substantial, three-inch-thick nylon.

"If you get into some heavy weather or a rip current and that thing jerks, it puts a strain on the boat and the shock cord will stretch a little bit. I know someone who pulled the bow off a barge about a month ago from pulling too hard in rough weather. The barge remained afloat, but the bow sank. In my opinion, they were pulling too hard, didn't have a shock cable and something had to give. It was a wire rope that was pulling the barge."

TowBoat US, Key Largo, Florida services both sides of the Florida Keys, the Gulf and the Atlantic. "After a hurricane comes through, we're busy for a couple of weeks. It makes a mess," says Mike Hutchings, vice president.

TowBoat US has five boats in the water: a 22-foot Seahawk; a 26-foot Parker; a 22-foot Steiger; a 28-foot Hydrospore and a 40-foot Stapleton. The company consists of Hutchings and two other men. Hutchings has been in this work for 11 years now. They do only a small amount of commercial towing. Their main work is rescuing boats that have broken down due to problems with fuel delivery, running aground or any number of things.

They've also done quite a few boat repossessions in the past couple of years. "The repossession companies we work for are up in Miami and Fort Lauderdale. Agents from those companies come down and hire us to tow the boat," says Hutchings. "Sometimes we tow barges around and a couple other odds and ends."

They tow with polypropylene rope, for the most part. For standard jobs they use three quarter inch ropes and for the larger jobs they use inch and a half. "We don't even have anything that carries steel line; for small boats, it's too heavy. It's real hard to handle and rigid."

They get their rope, supplies and equipment from a Miami company. They haven't bought anything from them in some five years, meaning that their ropes and equipment have been holding up really well, according to Hutchings.

Marquette Transportation Company has River, Gulf-Inland and offshore divisions, with offshore involved with the work for the oilfield industry (but not with rigs or their construction). They work with barges, lay barges, dive boats, and work with construction barges in the oilfield. They also work with a lot of dredging operations.

They use wire rope tow lines, from one inch in diameter to an inch and a quarter or an inch and a half on average. They use poly line for tying up boats

and barges, though not for towing them. They have winches on their boats for handling the wire ropes used. The longest lines they use are 1500-1800 feet, with the shortest being approximately 1200 feet in length. It depends on the size of the drum. The bridle goes on the barge, then comes the shock line and then the cable. Their nylon shock lines typically are less than 30 feet long.

They have 12 offshore boats and just fewer than 100 employees in their offshore division; in their inshore division they have over 200 boats with a few thousand employees. Reed Barrios is personnel manager. 'I was a captain on a boat for 11 years. I've seen a lot over the years, hurricanes – you name it," he says.

For those looking for active work out there, a trip to the Marquette website reveals that they are looking for you – no economic downturn here – to work in such jobs as wheelhouse officers, engineers, cooks, deckhands and shore-based personnel.

"There's no need to give anyone a test to see if they know how to handle the ropes," says Barrios. "We have a one-day orientation for the green hands that have never worked on boats before."

Tug lines are a very expensive part of any tug boat business, according to Dave Walters, vice president of sales, Wilmington Tug, Inc. Wilmington, Delaware. "Once you break that line you're no good to your client," says Walters.

Wilmington Tug's operations involve mostly the Delaware River, Delaware Bay and some straying into the upper Chesapeake Bay once in a while, according to Ken Beatty, port captain and company security officer of Wilmington Tug, Inc. "We are a ship assist company, so we don't do a lot of towing and don't have any wire ropes for pulling the stern of a boat."

The firm uses a soft line off the bow of the boat, a PLASMA line manufactured by Puget Sound Rope Corp. "The PLASMA ropes have been around about ten years," explains Beatty. "They are very strong. They take a DuPont fiber to which they are able to add 20% additional strength through a treatment process they use."

Wilmington Tug uses various sizes of the PLASMA lines on their boats that they run out of Wilmington. They are hand-tended lines of 200-feet of rope. That's what they start out with. On the larger tugs with winches on them, in the Philadelphia area they run 400-foot lines. Though their work involves complicated maneuvers in a relatively small area, they also are using boats that are especially designed for such work.

Wilmington Tug's boats are ASD (azimuthing stern drive) reverse tractor tugs. All of their six ships assist tugs are ASD. They also have two, little conventional tugs. A true tractor tug has its propulsion units that hang underneath the boat, in the bow of the boat. The reverse tractor tugs have the propulsion units in the stern of the boat. What is also unique is that they don't have rudders. The system is actually in a rotational gear box that enables them to turn the propeller 360 degrees underneath the boat. We believe our tug Tina was the first tractor tug built in North America, in 1977," says Beatty.

Many years ago, once sailors got over their pride, they realized there is more involved with vessel safety and that's what the tugs are about, according to Beatty. "The reason it took the old sailing vessels so long to get up rivers and harbors on their own is that they were running aground and punching holes in their bottoms. Eventually people started to realize that most ships that were designed for the open sea weren't as maneuverable or able to operate in shoal and constricted waters."

Wilmington Tug does the entire spectrum of vessels from the largest ocean-going oil tankers to the smallest coastal freighters. "Many of these ships absolutely depend on tugs to help them out in harbors and up rivers. Our boats are all diesel and as time progresses and engines are replaced, we're using engines designed to maximize efficiency and cut emissions."

While the fuel that powers tugboats may continue to change and progress toward a greener solution, the need for reliable ropes will always be there. No one wants the headache of a "parted" line, as Ken Beatty explains. This is the term commonly used when describing a line, hawser or wire rope that "broke" under a heavy load or strain.


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AWRF MILESTONE MEMBERSHIPS

COMPANY NAME	YEAR JOINED	# OF YEARS
Acme Rigging & Supply Co. Inc.	1977	40
Crosby Group	1977	40
ESCO Corporation	1977	40
Kulkoni, Inc.	1977	40
Metro Wire Rope Corporation	1977	40
Southwest Wire Rope, Inc.	1977	40
West Equipment Company Inc.	1977	40
Millfield Enterprises Mfg. Ltd.	1987	30
Samsel Supply Co.	1987	30
Cableworks, Inc.	1997	20
Certex USA, Inc - Houston	1997	20
Certex USA, Inc - Phoenix	1997	20
Dakota Riggers & Tool Supply, Inc.	1997	20
Tractel Inc.	1997	20
WESCO Industries, Ltd.	1997	20
Western Equipment, Ltd.	1997	20
Worldwide Enterprises, Inc.	1997	20
Carpenter Rigging Bakersfield/Hood	2007	10
DSM Dynema	2007	10
ELKO Wire Rope / Tri-State Wire Rope	2007	10
Filtec Precise Inc	2007	10
InfoChip LP	2007	10
Lone Star Rigging	2007	10
LUG-ALL Corporation	2007	10
Pacific-Gulf Wire Rope, Inc	2007	10
Unirope Limited - Edmonton	2007	10
Unirope Limited - Montreal	2007	10

CASTLE WEALTH ADVISORS

Getting the Next Generation Ready

By Gary Pittsford, CFP®
President and CEO, Castle Wealth Advisors, LLC

Many business owners today are between the ages of 55 to 75. A few of you inherited the business from your parents, but most of you started your company from zero and have spent the last 30 years or more growing the company, through good years and bad, to where it is today.

About 25% - 30% of you have children working in the company who would like to eventually take over. Having the next generation take over the family business is always desirable, but managing a larger company today takes skills that you didn't need when you first started your company many years ago. Preparing the next generation to run the company that you have today takes a lot of preparation and planning on your part.

The 100 oldest family businesses still operating in the United States were created between 1638 and 1855. Twentyone of those old businesses were started before 1776. Those families have learned how to educate new generations many times over.

To get the next generation ready to take over, you need to change your daily focus from being President and key decision maker to becoming the coach who will train the next generation of managers, officers, and stockholders. You need to start thinking like a coach and develop a playbook which will contain a timeline for the next generation to take over the leadership and a transition plan to move all the voting stock to one or more children.

Many business owners tell me that they plan to die with their boots on, or work in the business until they drop. These ideas are possible. However, when that day comes, I am sure you will want the right people in the right jobs, with the right training to keep the company growing for another 30 years.

Look at your children just like you have looked at all of your employees for the last 30 years. Which of the children are good with customers, vendors, and your community? Which of your children are better with computer software programs, ordering inventory, and handling advertising? Put the right children in the right position where they fit and make sure they have all the best training you can find for them. Training may come from a college education, a technical school, cooperatives or associations that you belong to, or through special conventions that focus on these topics.

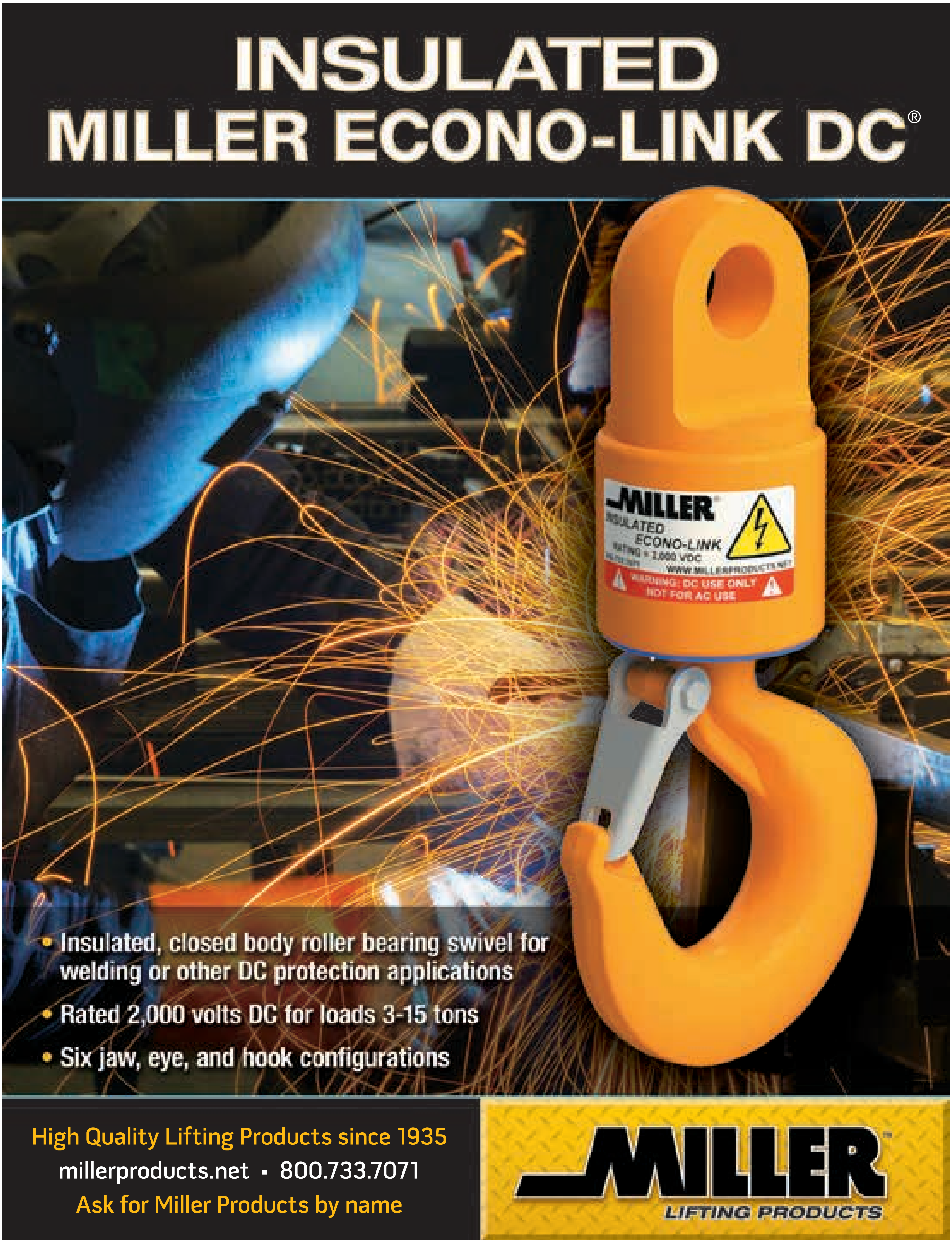
One of the hardest discussions that a parent has is talking about family financial topics and the family business. Most business owners today were not taught at a young age by their parents to talk about their personal finances or money in general. Regardless, the day will come when your children will learn all about your business. Wouldn't it be better if you were here to frame and monitor those discussions and their learning process?

Develop a 3 to 8 year transition plan. As the new company coach, pick the most important accomplishments that you want to happen during each of those years. Write down those annual goals. Now your transition plan is starting to take shape!

Next, sit down with your financial advisor, attorney, and accountant for two hours and tell them what your thoughts are and what you have written down so far. They can help you develop your important hand written notes pertaining to your transition plan into a detailed blueprint encompassing the transition of voting stock, retirement income security, and long term family wealth management.

Your decision to become a coach by leading your children and key employees through a well thought out succession or transition plan will not only benefit you, but will protect your company, your employees, and your family for generations to come.

Gary Pittsford, CFP®, is President and CEO of Castle Wealth Advisors, LLC. Castle specializes in helping families and closely held business owners with valuations, succession planning, estate and income tax analysis and retirement income security. Castle's senior partners work with clients throughout the country in making logical decisions that help them fulfill their personal and business financial goals. For more information visit www.Castle3.com, call 1-888-849-9559 or e-mail Gary directly at Gary@Castle3.com.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The Government Affairs Committee

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

NOTE: New address for J. Barry Epperson; 4512 South Atlanta Avenue; Tulsa, OK 74105 (Phone: 918.640.5773 or 918.633.4065)

U.S. Tariff Actions

Phase One
Multiple Nations Steel and Aluminum

On March 8, 2018, President Trump issued a Proclamation imposing a 25% tariff on imports of steel articles. A 10% tariff on imports of aluminum articles has also been announced.

The Proclamation was issued pursuant to Section 232 of the Trade Expansion Act of 1962. This Act authorizes the Chief Executive of the U.S. to levy tariffs on foreign goods unilaterally when the national security is threatened. The decision was based upon a finding by the Secretary of Commerce that is quoted as follows: "The present quantities and circumstances of steel and aluminum imports threatens to impair the national security as defined in the 1962 Act."

These tariffs were scheduled originally to take effect March 23, 2018. They apply to all countries except Canada and Mexico which were carved out due to their interlocking relationship to the U.S. and the impending renegotiation of NAFTA. Other countries are invited to seek exemption from the tariffs by offering to negotiate bilateral trade agreements with the U.S.

Pursuant to Section 604 of the Trade Expansion Act, the President is directed to embody the tariff designations within the Harmonized Tariff Schedule of the U.S. Corresponding code designations are set forth in the next to last paragraph of page 2 of the Proclamation. These six digit code designations are found in Chapter 72, entitled "Iron & Steel" and in Chapter 73, entitled "Articles of Iron and Steel." They appear to include materials in various compositions and forms which are used in manufacturing finished goods rather than finished goods themselves.

For example, wire rope appears to be itemized in Chapter 73 of the Harmonized Schedule outside the President's Proclamation.

Phase Two
China Multiple Goods

On March 22, 2018, President Trump executed a Memorandum directing the Office of the U.S. Trade Representative to publish a proposed list of approximately 1,300 products of Chinese origin that would be subject to a 25% ad valorem tariff pursuant to Section 301 of the U.S. Trade Act of 1974.

This action was taken following findings by the U.S. Trade Representative that China's discriminatory

licensing requirements, foreign ownership restrictions, state-funded acquisitions and state-backed hacking operations amounted to intellectual property theft totaling hundreds of billions of dollars.

On April 3, 2018, the U.S. Trade Representative published a proposed list amounting to some fifty billion dollars worth of Chinese goods that could be subject to the Section 301 tariff list.

As expected, this list is heavily geared towards the technology sector, including, aerospace information and communication technology, robotics and machinery industries.

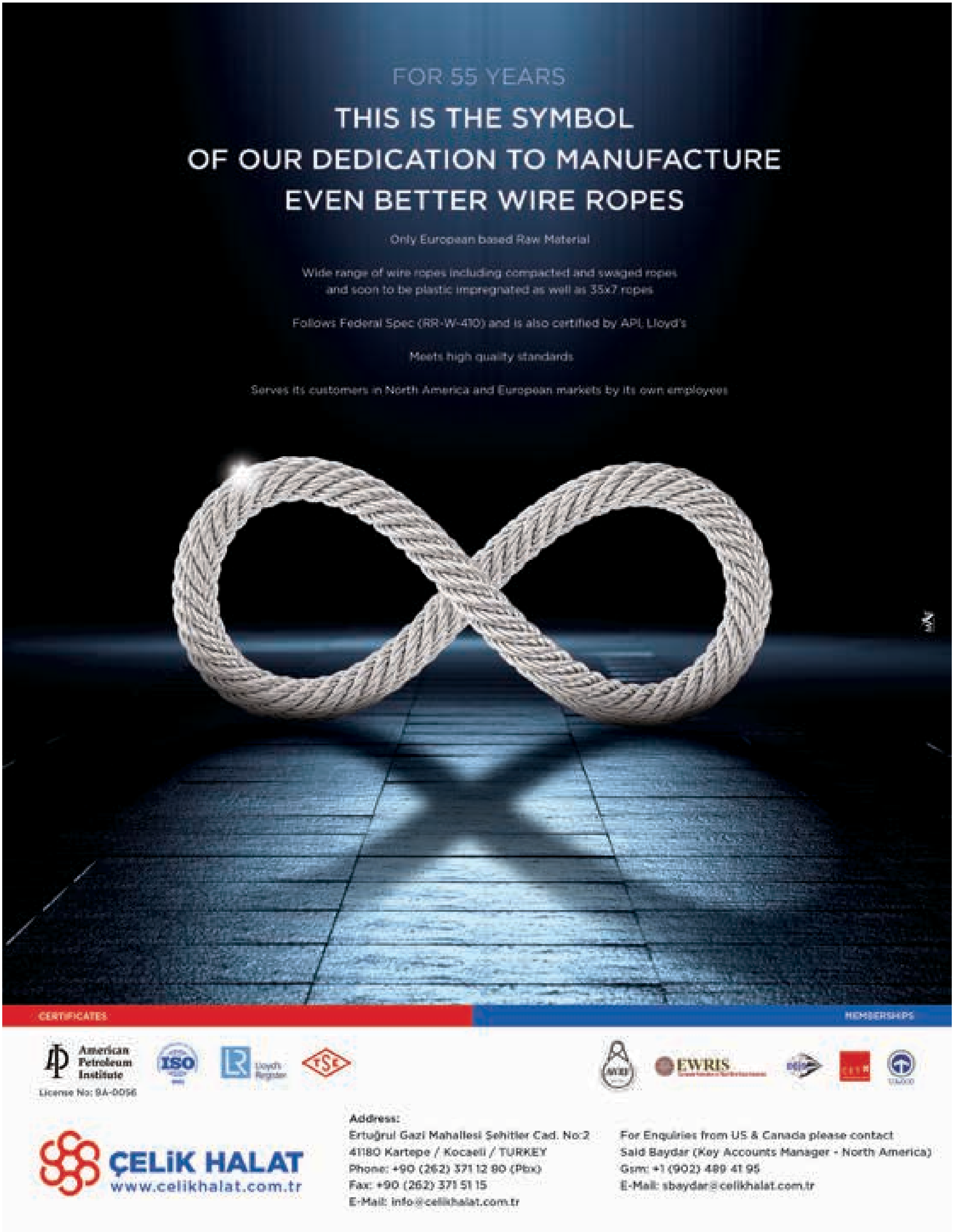
The 1,300 product lines are defined in the Harmonized Tariff Schedule, using the eight digit identification process. Iron and steel items are listed under code sections beginning with the numbers 72 and 73 just as in the earlier Presidential Proclamation. The Schedule is available on the U.S. Trade Representatives website under docket number USTR-2018-0005. A request for public comment is also available on this site and both the Schedule and public comment information are available in the Federal Register, Volume 83, Number 67, for Friday, April 6, 2018.

Phase Three
Next

China

During the week of May 1, 2018, the U.S. dispatched a trade delegation to China composed of Treasury Secretary Steven Mnuchin, Secretary of Commerce Wilbur Ross, U.S. Trade Representative Robert Lighthizer, National Economic Counsel Director Larry Kudlow and White House Trade Advisor Peter

Continued on page 73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2018 FALL GENERAL MEETING
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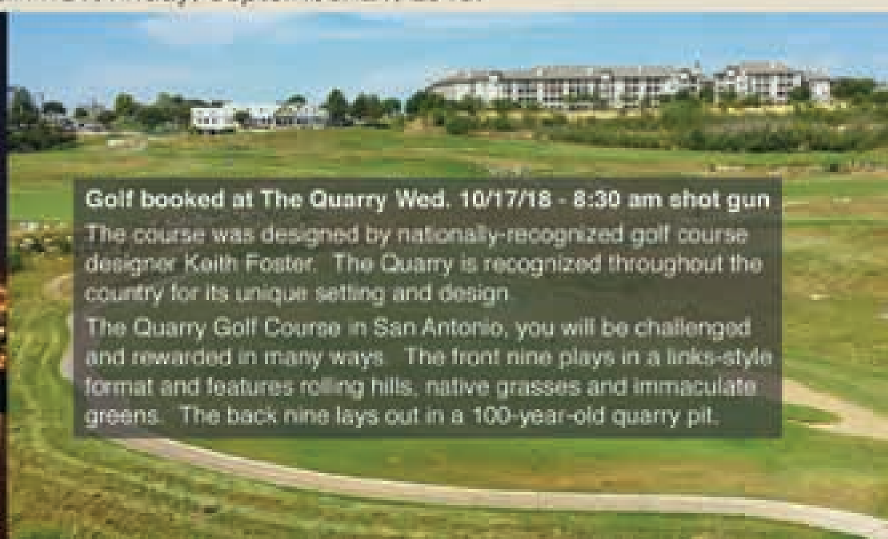
Individuals will be able to make reservations by calling Central Reservations at 1-888-421-1442 and referring to the group (AWRF) and meeting name (2018 Fall General Meeting) or by using the link *https://book.passkey.com/go/AssociatedWireRopeFabric*

The "Cut-Off Date" is 5:00pm PST, Friday, September 21, 2018.



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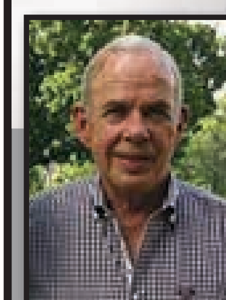
Passing Over The Wire Rope Bridge



Larry O. Fisher

MARCH 15, 1940 – MAY 11, 2018

AWRF has received the sad news that the former owner of Manchester Sling, Mr. Larry Fisher, passed away on May 11th.

Services were held last week. https://www.dignitymemorial.com/obituaries/college-station-tx/larry-fisher-7848921

If you would like to make a donations in Larry's name, the suggested charities are: the American Cancer Society or to Hospice Brazos Valley, 502 West 26th Street, Bryan, TX 77803.

Links/website info below:
https://donate3.cancer.org/?lang=en&_ga=2.72712209.324059269.1527082155-694417289.1527082155

http://www.hospicebrazosvalley.org/donate.html

QHSE Corner

Quality, **Health**, Safety and Environmental Committee

June Is Men's Health Month

Much like how AWRF spreads information to guarantee safety and security to workers in the lifting, rigging and load securement industry, Florida Hospital Health Performance Strategies strives to provide information to ensure your health and well-being! In observance of Men's Health Month, Health Performance Strategies is spreading the word about the most common cancer for men besides skin cancer: Prostate Cancer.

Brushing up on Biology 101: What is a Prostate?

The prostate is a gland that is about the shape and size of a walnut. It's located below the bladder and surrounds the urethra. Only men have prostate glands, which means only men can get prostate cancer.

Prostate cancer develops when cells in the prostate replicate more quickly than usual, forming a tumor. Besides being painful and annoying, prostate cancer can be a serious problem if cancerous cells spread to other parts of the body. In fact, prostate cancer is the second most deadly cancer in men.

Detection: Who, What, When, Where, Why

If you are reading this article you may a) be a man, b) have a father, brother, or other male family member or c) have a male friend, co-worker, or acquaintance. Prostate cancer only develops in men, but it can affect the lives of everyone. Make sure you and your loved ones know when it's time to talk to the doctor about prostate cancer.

Save the Date

Who:	Men
What:	PSA (Prostate Specific Antigen) Testing
When:	Age 50 (Men with family history of PC or African-American men, age 45)
Where:	Your doctor's office
Why:	Early detection is key. When detected early, survival rates of PC are 98%. When detected late, survival rates from PC fall to 26%.

Becoming a Prostate Cancer Expert: The More You Know

PSA Testing: The most common form of testing for prostate cancer is a simple routine blood test, which indicates levels of Prostate Specific Antigen (PSA) concentration in the blood.

Signs & Symptoms of Prostate Cancer:

- Frequent urination
- Difficulty starting or holding back urination
- Weak or interrupted urine flow
- Painful or burning urination
- Trouble having an erection
- Painful ejaculation
- Blood in urine or semen
- Pain or stiffness in lower back, hips, or upper thighs

Sage & Rosemary Turkey Breast

Ingredients

4-5 lb turkey breast

1 tablespoon chopped fresh thyme

2 tablespoons chopped fresh sage

2 tablespoons chopped fresh rosemary

1 teaspoon olive oil

1 teaspoon lemon zest

¼ cup lemon juice

½ teaspoon kosher salt

¼ teaspoon black pepper

1 tablespoon minced fresh garlic

Directions

Remove the skin from the turkey (do not discard)

Combine the rest of the ingredients to make a rub

Rub turkey breast with the fresh herb rub and cover it back with the skin.

Place turkey on a roasting rack and roast at 325º about 1 hour or until its temperature reaches 165º.

Let it stand for 5 to 10 minutes, remove the skin (discard skin to lower the fat consumption). Slice and serve.

FLORIDA HOSPITAL

Member of Adventist HEALTH SYSTEM

QHSE Corner

Quality, Health, Safety and **Environmental** Committee

Tom Corall
Mazzella Companies
Cleveland, OH
tcorall@mazzellacompanies.com

Lighting and the Environment

In the lifting and rigging industry, we may think about the environment as it applies to the products we manufacture and produce - such as wire rope, chain, and synthetics. Specifically, we may consider the lubricants, greases, and paints used in the raw material or the finished products we manufacture. On the other hand, I wonder how many of us ever consider how the lighting we have in our shops and offices affect the environment.

As for me, until recently, I never gave much thought to lighting and its effect on the environment. To learn more about the subject, I researched various lighting manufacturers and power companies to see what they had to say. While some of the research I found referenced studies done by universities and other organizations, I do not intend this article to be technical at all, or pretend to be any type of expert. Nor do I intend to promote myself as an environmentalist. My intent is to share some thoughts from purely a layman's perspective, and possibly motivate you to evaluate the lighting in your places of work. Such an evaluation could lead to action resulting in a greener environment while saving you money.

The two most common forms of natural light come from the sun and moon. Brush fires are an example of an uncommon form of natural light. Most other forms of light are artificial man-made illumination.

This man-made light results in light pollution which can be defined as the unintentional, misdirected or unwanted use of artificial illumination. Researchers and observers have studied light pollution and its effect on people, other living creatures, and plant life. In short, few living things are immune to light pollution. Artificial light can disrupt natural cycles in humans, animals, and plants.

Light pollution not only affects the natural environment, but also results in economic and indirect environmental losses. According to a report from James Madison University, 1/3 of all light is wasted to the cost of $2.2 billion dollars annually. The university reports that because so much electricity is generated by coal-fuel power plants that produce carbon dioxide pollution, that fixing light pollution is equivalent to removing over nine million cars from the road.

In addition to air pollution, ecosystem losses, and energy waste, there are negative side effects for people's health. According to a BBC article, nighttime lighting can disrupt people's rhythmic biological cycles, and lead to greater incidence of diseases and physiological issues. Some scientists suggest that light pollution can contribute to conditions such as mood and anxiety disorders, sleeping disorders, certain cancers, diabetes, headaches, and dangerous worker fatigue.

In tying this information back to our world of lifting and rigging, let's look at our own shops and offices. Perhaps we can help reduce our contribution to light pollution by re-engineering the way we use lighting. This re-engineering can include taking steps to replace light fixtures that currently allow light to trespass or go beyond their intended boundaries with options that are better shielded. For lights that are on all the time – especially at night – consider a change to fixtures with timers or motion sensors. Perhaps simply changing to a different type of bulb may be sufficient.

Even with light bulbs, there are multiple options to explore. Depending on your desired results, some bulb characteristics to consider include the amount of toxic elements (such as mercury), disposal costs, light distribution, energy consumption, life span, and brightness.

To gain a better understanding of your specific needs, you may want to consult with a lighting supplier or power company to see what options are available. Most often, they can provide an audit to determine those options.

Depending on your power company, you may even be eligible for an incentive or rebate for improvements to high-efficiency lighting. It is suggested to consult with your electric utility early in the process of any lighting project. Fixtures, reflectors, controls, bulbs and other energy-efficient lighting technologies may have specific rebate values. Helpful websites to search for incentives include ENERGY STAR's Rebate Finder **(www.energystar.gov/rebate-finder)**, or looking within the Department of Energy's Tax Credits, Rebates & Savings page **(www.energy.gov/savings/search)**. Federal incentives reportedly expired at the end of 2016 and are currently reported to be nonexistent for lighting upgrades. They are becoming harder to find for other renewable energy initiatives.

In addition to incentives and rebates, lighting upgrades can save money in energy costs alone. Depending on the project scope, energy costs can be reduced by thousands of dollars annually. Even savings of $5,000-$10,000 in annual electric bills can quickly add up year over year. Larger projects mean larger savings.

Whether your goal is to make a positive impact on the environment, improve employees' health, reduce energy consumption, or save money in the long run – you may want to look at how you light up your world

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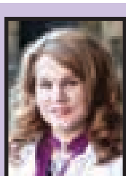

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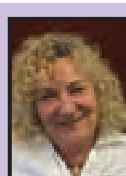

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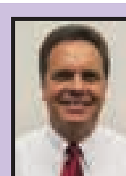

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What does it mean to have a coach?

What does it mean to have a coach? I assure you it's nothing like you have experience in high school, college or with a personal trainer. In fact, my personal experience with coaches is that most aren't very hands-on. When it comes to large groups of athletes the coach is there to provide oversight and stability to a program. However, when you have an endurance coach, consider having a personalized life coach in your pocket at all times.

With ever-changing dietary phases in western culture, what is one to do? How could so many ways of eating be the "ultimate" for weight loss? The fact is, a diet is simply a starting point and in theory, can help. The problem is, without short attention span, desire for instant gratification and lack of "healthy" priorities, a diet is usually a means to an end. So how does a coach fit into the picture? For one, I would say we get to know the individual first. Each person has a different set of eating beliefs that have been chiseled into their personality since birth. The fact is, bigger people often have not been blessed with "eat anything" genetics (you know who I'm talking about). Sometimes, people feel like they gain weight just because they looked at a dessert. The fact is, each of us has a different set of requirements in terms of weight loss. I can tell you personally that a "cult diet" (paleo, vegan etc...) may not be a lasting solution but if nothing else will provide education. That's the next part of the equation; education. Most people just don't know that they shouldn't be eating that much cheese or they are mildly allergic to dairy. Our bodies change over time so what we ingested during our youth, should probably evolve with our aging process.

Coaches will look at the individuals and their lifestyle while providing education along the way. Only then can we establish a progressive training protocol with suggested eating habits that should overall increase health and wellness. All of that being said, the individual must WANT to transform their lives and deal with the hard work that certainly lies ahead.

Article supplied by Pewag

By Dr. Albert D. Bates
Principal, Distribution Performance Project

Profit Improvement Report
Who's Afraid of the Big Bad Price Increase?

Given the current economic environment, it seems likely that some important price increases will work their way through almost every line of trade in the economy. Most firms tend to approach supplier price increases with more than a little trepidation. The more the firm's operation is functioning smoothly under current inbound and outbound pricing arrangements, the lower the degree of eagerness to make changes.

Despite these concerns, the reality is that supplier price increases are an unparalleled opportunity to increase profit. However, achieving that profit improvement requires a reversal in thinking. Price increases may never be welcomed, but the profit potential they represent should be.

This report looks at the nature of the supplier price increase issue. It does so from two distinct perspectives:

- **The Short-term Profit Impact**—A discussion of the ways that supplier price increases can provide a one-time boost to profit.
- **The Long-term Profit Impact**—An analysis of the profit impact that supplier price increases can produce over an extended period.

The Short-term Profit Impact

Almost all supplier price increases are announced ahead of time, or at least there are strong hints that a price increase is coming. This provides an opportunity for firms to engage in advance buying. Additional product can be purchased at current supplier prices. That product can then be adjusted when the price increase is announced formally. Advance buying has been a margin-enhancement strategy for as long as there have been businesses.

However, this tried and true approach has fallen into disfavor. In recent years companies have placed an increasing emphasis on keeping inventory levels as low as possible to a strong cash position. In the trade-off between gross margin and inventory turnover, the victor has been turnover.

The reality, though, is that gross margin is a much more powerful profit driver than is inventory turnover. This can be seen by examining the economics of a hypothetical advance purchasing opportunity.

Assume that the firm purchased an additional $10,000 of merchandise today in anticipation of a subsequent 5.0% price increase. The profit impact would be $500 ($10,000 x 5.0%). If the $10,000 represented an additional three months of inventory, the average increase in inventory over the three months would be $5,000. With a carrying cost of 1.0% per month, the additional cost is 3.0% of $5,000 or $150. Even this cost is overstated as some portion of the inventory investment would be offset by supplier financing.

Clearly, advance buying is a critical strategy to the extent the firm has the financial capacity to make the additional purchase. It is a short-term strategy that needs to come back in favor. With lots of price increases, there are lots of such opportunities.

The Long-term Profit Impact

The short-term impact is modest and a one-time event. The long-term impact can be substantial and permanent. Exactly how a price increase impacts a firm's profit hinges on exactly how the company responds. There are two distinct responses that produce two very different profit levels.

Exhibit 1 looks at the economics of a 5.0% supplier price increase. All of the figures in the exhibit are for the typical AWRF member, based upon the latest PROFIT Report. The first column of numbers reflects current results. The last two columns examine the two different responses to the price increase.

As a starting point, the typical firm *historically* generates $10,000,000 in sales volume. It *traditionally* operates on a gross margin percentage of 29.5% of sales. Finally, it can produce a pre-tax profit of $400,000 or 4.0% of sales.

The most common response to a supplier price increase is shown in the second column of numbers, labeled Dollar Pass Through. With this approach prices to customers are increased by the same dollar amount as prices inbound have been raised by the supplier. It minimizes the "sticker shock" to customers of the new, and higher, price.

With the 5.0% price increase from suppliers, cost of goods sold rose from $7,050,000 to $7,402,500, an increase of $352,500. Sales volume goes up by the exact same amount. The result is that gross margin dollars remain constant. Assuming that expenses remain the same, profit also remains the same dollar amount. If expenses increase with higher sales, profit would actually fall.

The last column of numbers is labeled Percent Pass Through. It involves passing through a 5.0% outbound price increase because of the 5.0% inbound supplier price increase. In doing so, sales, cost of goods and gross margin all rise by 5.0%.

Assuming once again that expenses remain the same, profit literally explodes, growing by 36.9% to $547,500. The new pre-tax profit margin is 5.2% of sales. This approach changes the entire profit structure of the firm. The change is not a one-time event, it is permanent.

What this means is that supplier price increase has the potential to provide a major enhancement to bottom-line profit. Theoretically, firms should welcome the inevitable price increases.

In reality, the potential jubilation is offset by the emotional panic that sets in when higher prices have to be communicated to customers. If it were only one SKU with a price increase, then the firm's MIS system could simply apply the same set mark-up and raise the price of the item by 5.0%. Perhaps the increase would go unnoticed. Unfortunately, it is usually an entire product line or an entire product segment that is affected. It is big, and it is noticeable to the entire world.

Exhibit 1
The Impact of Different Price Strategies for the Typical AWRF member

		5.0% Vendor Price Increase	
Income Statement–$	**Current Results**	**Dollar Pass Through**	**Percent Pass Through**
Net Sales	$10,000,000	$10,352,500	$10,500,000
Cost of Goods Sold	7,050,000	7,402,500	7,402,500
Gross Margin	2,950,000	2,950,000	3,097,500
Total Expenses	2,550,000	2,550,000	2,550,000
Profit Before Taxes	$400,000	$400,000	$547,500
Income Statement–%			
Net Sales	100.0	100.0	100.0
Cost of Goods Sold	70.5	71.5	70.5
Gross Margin	29.5	28.5	29.5
Total Expenses	25.5	24.6	24.3
Profit Before Taxes	4.0	3.9	5.2

The perception among firms today is that competition is more vicious than it has ever been. In such an environment firms often retreat back to the dollar-for-dollar pass through. Strategically the goal is to find the level of pricing that will minimize customer complaints. It is an admirable strategic approach, but an ill-fated profit approach.

All of this leads to an important rule. When prices are rising, follow the percent-for-percent price increase formula to drive higher profit. So easy to understand, so difficult to do. Like so many other things in life.

Moving Forward

Pricing will probably always be the most difficult decision process for businesses in every industry. Simply put, no firm wants to be perceived as charging excessive prices. This means that when a supplier price increase materializes there will be the inevitable temptation to raise prices using the dollar-for-dollar approach. Whenever possible, the percent-for-percent approach is often a better alternative.

(Edits by J.B. Epperson)

About the Author:
Dr. Albert D. Bates is Principal of the Distribution Performance Project. His latest book, *Breaking Down the Profit Barriers in Distribution*, is available at Amazon and Barnes & Noble. It covers concepts that every decision maker should understand.

Added at request of J. B. Epperson, AWRF General Counsel:

The Antitrust Statement of Associated Wire Rope Fabricators

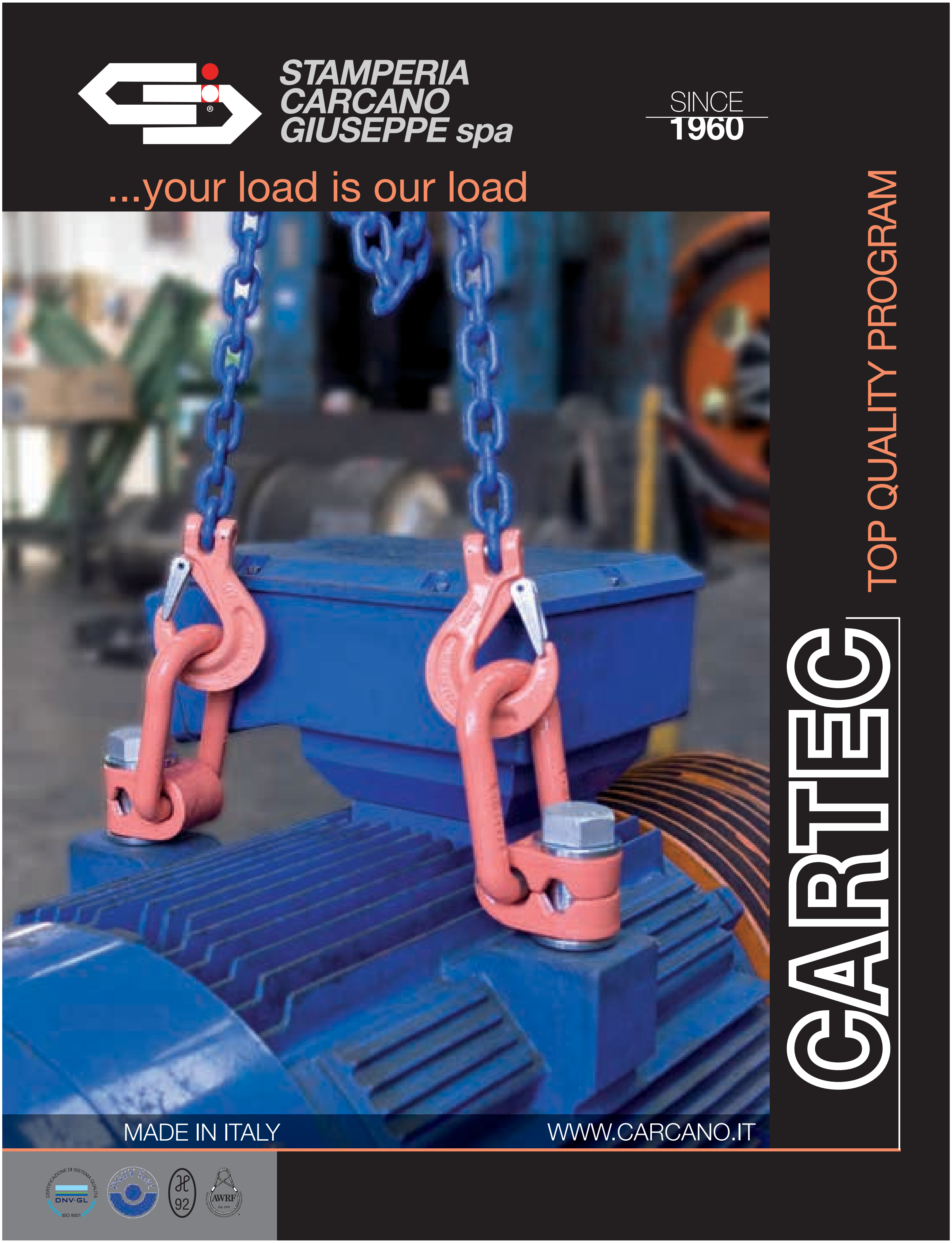
Since a trade association is by nature a group of competitors with the capacity for collusive activities which can result in restraint of trade, it is important to emphasize the intent of A.W.R.F. to act in strict compliance with all state and federal antitrust laws.

The two principal antitrust laws which are particularly applicable to trade associations are:

- *Sections One and Two of the Sherman Act, and,*
- *Section Five of the Federal Trade Commission Act.*

These acts respectively prohibit contracts, combinations, and conspiracies in restraint of trade, monopolies and attempts to monopolize, unfair methods of competition, and unfair or deceptive business practices.

The most blatant illegal restraint of trade involves price-fixing. Price-fixing may involve competitors, or suppliers and their customers with respect to resale price. A.W.R.F. will not tolerate any discussion of prices at any association meetings; nor will it allow discussion of any agreements or arrangements which inferentially address price-fixing or any other form of antitrust behavior.



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How to Become a Better Supervisor

By KP Persaud

I was already 27 years into my career when I had a revelation. At the time, I thought I knew a few things about supervision. After all, I had been supervising others—or had been supervised myself—in one form or another for my entire career.

I considered myself to be a pretty good supervisor. Boy was I wrong.

I finally sat down and started studying supervision at a deep level. I read books and took courses from the best in the world on the subject. I then started applying what I learned at work when supervising my employees.

To be clear, I consider effective supervision as getting the job done through others in such a way that is (1) efficient; (2) that meets certain standards of quality and other expectations; and (3) that leads to a high degree of employee engagement.

I didn't become a better supervisor overnight. There was a lot of trial and error. Some tactics I used when supervising others worked well, and others didn't. I kept trying and studying more.

Eventually, I started noticing patterns. After enough time, I could take these patterns and turn them into a series of rules. When I followed these rules, my team accomplished more and everyone was happy.

But when I violated these rules, things would backfire quickly. My team got less work done and it was of lesser quality. There also tended to be more "drama" and low morale.

My revelation was this: being an effective supervisor of others comes down to a science. There are a series of rules you can learn that will make you a better supervisor.

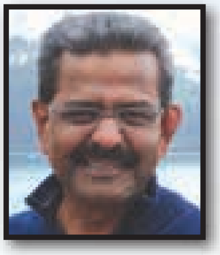
It doesn't matter if you're the CEO of a major corporation or a construction foreman. It also doesn't matter what kind of personality type you have either.

If you follow these rules, you will see positive results.

You'll notice improved output from individual employees. You'll also see greater synergy when having employees work on teams.

Another one of my favorite benefits? Less drama and improved morale among employees. If you've ever been in a toxic work environment, you understand the big toll negative emotions can have on the business. On the other hand, an environment where employees are happy and engaged leads to improved productivity.

I decided to share these rules of supervision because they have been extremely valuable both to me and to the clients I work with.



K. P. Persaud.

Founder, De Kasp Enterprises, Inc.

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These rules can help whether you have the word “supervisor” in your job title, or whether you’re a manager, or the leader of an entire business.

Over the next several posts, I will discuss what these rules of supervision are and how you can apply them at your business.

I have taken all of these rules of supervision and organized them into larger categories that I call “principles”:

The 11 Principles of Supervising People

My motto on supervision is “give people power to do an excellent job so you can gain power by getting results.”

1. Master the influence process
2. Create focus and alignment around expectations
3. Master thought leadership and change management
4. Set standard of excellence.
5. Give feedback and train people
6. Recognize and reward people
7. Work yourself out of a job (Stewardship vs Directorship)
8. Create a balanced risk-taking culture
9. Build teams for collaboration
10. Build a value based culture to create meaning in work
11. Process Mastery: Lean, six-sigma and Theory of Constraints

In upcoming articles, I will be addressing each of these principles. Stay tuned!


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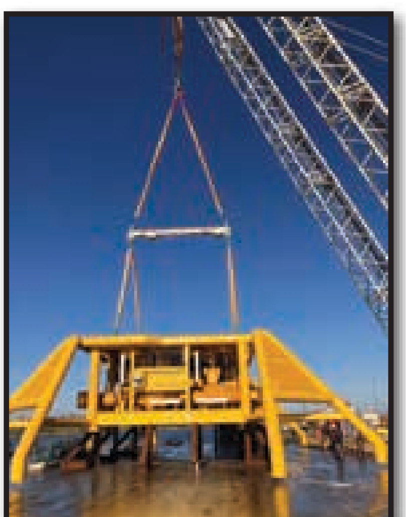
Modulift Refurbishes Subsea Beams for Oil and Gas Project

Below-the-hook equipment manufacturer Modulift recently refurbished two subsea spreader beams for a major subsea installation contractor before they were used to lift 260t and 280t manifolds for a field development offshore Libya.

The standard Modulift SUB 380 beams originally offered up to 380t at 9m or 30 ft. and up to 16m or 52 ft. at a lower capacity. However, in this case, Modulift re-rated the capacity to 364t working load limit (WLL) with +1.5 dynamic amplification factor (DAF). The drop links were re-rated to 200t WLL, also with 1.5 DAF, and new data plates were added accordingly.

Chris Schwab, account executive at Modulift, explained that the identical spreaders' original DAF was 1.8. He added: "The principle reason for refurbishing the beams was so they could be reused on another project that required an additional strut to achieve a new span, and they needed to be re-rated to a higher capacity, yet lower DAF."

It was necessary to manufacture new 0.95m struts for each beam and shotblast all existing components. Extensive testing was conducted on welds, plus new spans and capacities. The drop links had already been tested to a sufficient capacity as part of an earlier project, thus, additional testing for these was not required.



Unlike Modulift's standard spreader beams that are manufactured using circular hollow sections, the subsea range has an open section design.

Also included within the scope of work was the supply of new bolts and preparation of a calculations report so DNV could carry out verification against its Loadout, Transport and Installation of Subsea Objects criteria (DNV-OS-H206).

Unlike Modulift's standard spreader beams that are manufactured using circular hollow sections, the subsea range has an open section design, suitable for water submersion by eliminating the risks of cavity or pressure issues. They are finished with a three-coat paint system that is based on a two-pack epoxy paint system suitable for the marine heavy lifting environment.

Modulift re-rated the capacity of the beams to 364t working load limit (WLL) with +1.5 dynamic amplification factor (DAF).

The physical size of the manifolds—fabricated in Ravenna, Italy—meant that they could only be brought offshore via a barge. Ground loading and crane capacity issues on site resulted in a requirement for a tandem crane lift. The installation vessel, however, had a single crane so to simulate the installation lift a single point lift was required. Schwab explained that the structures land on pre-installed guideposts and piles on the seabed so the structures require a very tight tolerance on installation level / trim.

To achieve a simulated offshore single point lift, Modulift provided a MOD250/400 spreader beam and associated rigging to 'join' the two site cranes together using an inverted spreader bar arrangement. The SUB 380 spreader bar on each structure was connected to the structure via high performance synthetic slings and ROV-friendly shackles to form the installation rigging arrangement on the structures.

Once subsea the Manifolds will act to combine power, communications, service fluids and production pipework from multiple gas wells into a single main pipeline / umbilical system.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Top Trainer 2018

Al Abel of Mazzella Companies wins 2018 Corporate Top Trainer Award

Cleveland, OH – MAY 2018 Al Abel, a Lifting Specialist with Mazzella Companies, was nominated and awarded 2018's Corporate Top Trainer award by Crane Hot Line. The Top Trainer program presents an annual award to trainers in the lifting and rigging industry who excel at using innovative hands-on instruction, encourage peer or corporate accountability, demonstrate training success, and have a strong overall impact on students, the industry, or the environment.

"Trainers deliver far-reaching benefits that improve the bottom line of an entire job site. Properly trained workers do their jobs more safely. That reduces costs for lost time, damaged equipment, medical treatment, and insurance premiums," says Crane Hot Line Editor, Mike Larson.

Since the Top Trainer program began eleven years ago, Al has been a perennial nominee and is a five time runner-up. He's been with Mazzella Companies since 1995 and has been instrumental in developing and growing the company's training programs, and mentoring other trainers within the organization.

His experience as a retired high-school teacher in the Cleveland public school system has provided him with the tools and skills to connect with his classrooms, provide top-notch training, and present meaningful information tailored specifically to his audience.

"Al is all about improving safety and helping businesses improve their output safely. He's a

valuable asset to our customers on a daily basis. From the sketch and design of custom lifting devices, to tool box talks centered around safety, Al is the resource our customers depend on—and he delivers," says Craig Hayward, Chief Sales Officer of Mazzella Companies.

Al is active in the lifting and rigging industry—frequently speaking at industry conferences about risk and lift planning. He's also contributed articles to industry publications and appeared as a guest on the Portage County Safety Council's podcast. He's also very active in the local community—organizing quarterly Red Cross blood drives at Mazzella Companies, and volunteering at his church and at local fundraising events.

"Al is one of those individuals who facilitates change with all levels of employees. From the shop floor to the boardroom, Al can influence a positive safe culture. This award is well-deserved and we're thrilled and honored to celebrate this achievement with him," says Hayward.

To read more about Al and the other Top Trainer award recipients, visit www.cranehotline.com.

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Elebia Launches NEO Hook for Lifting Bell Furnaces

Elebia has unveiled a new 20t capacity automatic hook specifically designed for lifting bell furnaces. Automation and remote operation of the NEO is suited to environments where metals are heated to extreme temperatures in movable dome coils.

The Barcelona, Spain-based manufacturer has introduced the NEO safety hook, which can also be used for lifting and manoeuvring loads that have an oversized lifting point (up to 100mm diameter), to a growing portfolio of products. A standout feature of the latest innovation is a multi-colour-coded light-emitting diode (LED) status indicator that displays green when it's open and blue when it's closed, for example.

Elebia's latest innovation, NEO, offers a myriad of safety and efficiency benefits to end users lifting bell furnaces and loads that have an oversized lifting point.

Oscar Fillol, founder and CEO at Elebia, said: "In regular lifting operations with bell furnaces, the operator has a limited line of sight and poor visibility of the lifting hook's position and engagement with the lifting point. The status indicator is an additional safety measure. It can be viewed in all operating conditions and displays on the [optional] eMax remote control unit."

Intrinsically safe, it is not possible to make a lift with NEO while the hook is in an intermediate state (red). The hook will only lift the load once the closure mechanism is locked, indicated by blue coloration of the LED status indicator

The eMax remote control includes a full colour liquid-crystal display (LCD) screen and offers the user a variety of information about the lifting application, including weight, hook status, and alarms that alert the operator to overload or unbalance situations. It is only supplied as an option because there are many instances in bell furnace lifts where an operator will not need to know how much weight is being lifted. However, Fillol said, because of restricted visibility he anticipates that the remote control option will prove popular.

Among other key features are a 4:1 safety factor; one-week autonomy, covering 3,000 cycles or over 250 hours in standby mode; and a customisable top link. A three-hour charge will return the battery to its full capacity and the hook will remain closed even if the battery expires during usage. Further, due to the geometry of NEO's design, the load will always be positioned in the centre of the hook.

Fillol added: "The hook has a failsafe design that makes it impossible to drop suspended loads. NEO is designed under the same failsafe principles as our automatic lifting hooks and the automatic lifting clamps. It presents a multitude of advantages over standard lifting hooks without a security latch, commonly found in this industry sector, and lifting hooks with a motorised latch. Importantly, hooks without a latch, or when the latch isn't properly closed, can be tip-loaded, which isn't possible with NEO."

Two final details to note are, one, a metal tip that can be inserted to facilitate NEO's positioning into a narrow space; it is reinforced to protect the hook against impacts. The dedicated space for the placement of the pin has enough of an area to load a lifting points of up to 100mm in diameter; and, two, a pushbutton that can be used instead of automation. However, Fillol does not anticipate its widespread utilisation.

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Samson Expands Presence in European Recreational Marine Market

Supported by Baitra – S.L.

Ferndale, WA – April 12, 2018 – Samson, worldwide leader in high-performance rope and market leader in commercial and recreational marine applications, is pleased to announce a growing presence in Spain and the surrounding areas as major distributor, Baitra, expands its facilities.

Samson has been designing and producing high-modulus polyethylene (HMPE) ropes for marine markets for over 35 years, more than any other rope manufacturer in the world. Baitra, S.L. has been a partner distributor of Samson high-performance products since 2015, supporting the commercial and recreational marine industries in the region spanning Spain, Portugal, and the Mediterranean Sea and Bay of Biscay regions. Baitra employs a team of 17 people, including a Samson-trained splicer, a sales team fully-integrated with numerous ship- and boat-building companies, customer service, administration, and stock management personnel.

Baitra's new location on the northwest coast of Spain, in Nigran (Pontevedra), increases the size of their facility by six times, upsizing to 4,500 sq. meters, allowing them to further emphasize customer service and supply, stocking 11,000 items to support the marine industry. For the workboat sector, they carry a full range of products from Samson's Saturn-12™ to chafe, as well as a comprehensive line of recreational marine products. This facility will also have an area dedicated to the stocking and splicing of Samson products, to maintain and improve their support of customers.

Wednesday Fun

Fun Run/Walk/Bike

Arizona Party Bike

Awrf Results Scottsdale

1ST PLACE 1ST FLIGHT MEN
Phil Patterson-Magna Lifting
Bob Downs-Sharrow Lifting Products
Mark Floyd-CECA
Patrick Shire-Chant Engineering

1ST PLACE 2ND FLIGHT MEN
Paul DeMattie-Crosby Group
Mike Boisvert-Murdock Webbing
Tony Mazzella-Mazzella Companies

1ST PLACE 1ST FLIGHT WOMEN
Susan Yoder-Carpenter Rigging
Pam Rubenstahl-Jergens Inc.
Sandy Roberts-Boise Rigging
Darlene Kreinkamp-Pacific West Wire Rope

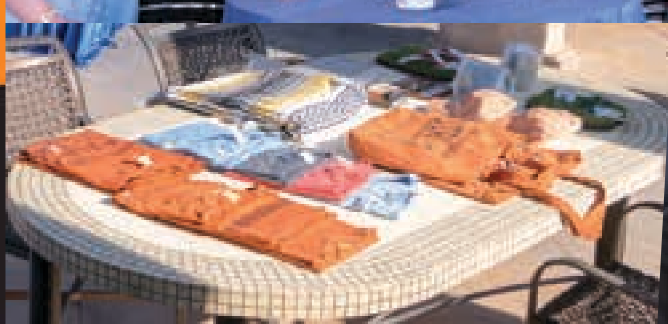
1ST PLACE 2ND FLIGHT WOMEN
Sharon Mathis-Chant Engineering
Gale Mazzella-Mazzella Companies
Kerry Hayward-Mazzella Companies
Geraldine Brown-Unirope LTD.

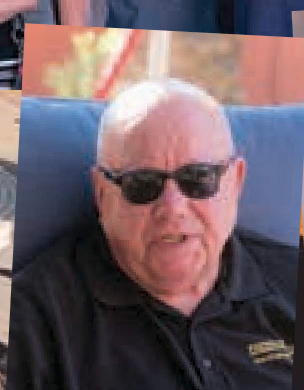
CLOSEST TO PIN
Men #11-Lee Cornwell-Carolina Webbing
Men #8-Tommy Lee-Weavecorp
Women #3-Susan Yoder-Carpenter Rigging

LONG DRIVE
Men #9-Andrew Hall-Southern Wire
Women #9- Gale Mazzella-Mazzella Companies

GOLF 2018

Camelback Golf Club
Scottsdale, AZ



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Press Release

WeaveCorp
SOUTH CAROLINA USA

104 Hurricance Creek Rd
Piedmont, SC 29673
1-800-677-9377 • www.weavecorp.com

Weaving Corporation of Amercia Launches; Industry Veterans Form Industrial Weaving Company

Piedmont, SC: Today, weaving industry veterans Curtiss Burdette and Tommy Lee announced the formation of Weaving Corporation of America (WeaveCorp™). The new company will serve the rigging, cargo-control and specialty webbing markets. WeaveCorp managing partners Burdette and Lee, along with shareholders of Liftex Corporation, partnered to acquire the weaving and dyeing assets of Liftex in forming the new company.

Vice President of Sales/Managing Partner Tommy Lee stated, “We are very excited to have this opportunity in an industry we’ve been part of for many years. The company has been structured with a foundation of experienced team members who are dedicated to serving all facets of our customer’s needs.” Lee added, “The coupling of our dedication to service with our vast experience producing quality webbing products allows us to offer compelling value to our customers.”

Vice President of Operations/Managing Partner Curtiss Burdette stated, “WeaveCorp is fortunate to have attracted a talented team of experience weaving professionals. Our people have decades of experience weaving high-quality industrial textiles. I’m excited to work with them in exceeding our customer’s needs, through unmatched service, and the development of new products for this industry”.

About Weaving Corporation of America: WeaveCorp™ is a narrow fabrics company based in Piedmont, South Carolina. Established in 2018, the company weaves nylon and polyester webbing used in industrial lifting slings, round slings, cargo control straps and many other uses.

We invite you to visit us at www.weavecorp.com as we update and complete our website.

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Issue #s & Content Closing Dates

ISSUE	CLOSING	STREET DATE (See Note Below)
#156	February 21st	March
#157	May 23rd	June
#158	August 15th	September
#159	November 14th	December

NOTE: Street date is discretionary and may be adjusted to coordinate with OR around an event to provide timely, pertinent information for our readers.

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DLM expands their offering in Singapore

DLM's distributor in Singapore, Talurit Pte Ltd, now has the capacity to calibrate load cells from 0-50t in tension and compression, and 75t-300t in Tension in Singapore. The news comes after a surge in DLM products being purchased across Asia, and an increasing demand for calibration service within this region.

The 50t test machine will be the third of its kind that DLM have designed and built, with one recently purchased by Nigerian distributors Gammatec. The test machine, which is operated by a hydraulic hand pump and valve set, which allows the load to be securely held at certain points for accurate calibration, will now enable Talurit Pte Ltd to calibrate load cells ranging from 5t – 300t locally. DLM will be visiting Talurit Pte Ltd in Singapore to give full calibration training on this new product.

Nicholas & Nazri Nasir, DLM Exclusive Agent from Talurit Pte Ltd Singapore comments 'This is fantastic news for us. We have so many requests from customers, who need their load cell calibrated in accordance with safety standards, but do not have the time to send them back to the UK. It is great to be able to offer them a solution to do this in house.'

Martin Halford, Managing Director from DLM comments ' DLM are going from strength to strength at the moment with more distributors on-board across the globe selling DLM standard products and having full product training on our bespoke load cells, it is great to be able to offer customers the added advantage of getting their load cell calibrated locally, rather than having to send it back to us here in the UK.'

Talurit Pte Ltd's machine is ready for load cell calibration in South East Asia. We look forward to receiving your calibration request. Please contact Talurit Pte Ltd at enquiry@talurit.sg if you have any enquiry.


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Kris “Tonto” Paronto

NEWS

Press Release

From Zero to Sixty The First Sixty Years at Certified Slings & Supply

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How does a company stay in business for 60 years?

When Certified Slings' customers call they talk to a professional who is trained to listen, understand customer needs, and suggest a solution.

Certified Slings has been in business for 60 years because of its uncompromising commitment to three core values: Service, Quality and Team. From the very beginning Ron Worswick, the company's first-generation President and CEO made his company's values clear when he said, "Take care of your team, and they will take care of your customers. Everything else will take care of itself."

Ron Worswick believed what he said. His team also believed what he said. And, over the years, so have their customers.

Today Certified Slings & Supply is a third generation ISO-certified manufacturer and distributor of custom rigging, overhead lifting, load securement, contractor supplies and safety equipment. It has sales offices in seven Florida locations and a safety training facility in Tampa. More recently the company has established a presence in Latin and Central American countries and the Caribbean, with product distribution throughout the United States, Canada, Europe and Australia.

Contributing to the company's growth is its face-to-face approach to business. Whether by car, mobile showroom bus or plane, company representatives go directly to customers' work sites. Current CEO Doug Worswick explains his company's approach by saying, "Service is our number one product." He believes that mutually-beneficial relationships create loyal, long-term customers. "Quick sales create only short-term profits, not customers for life", says Worswick.

Company stability, in-house expertise and an emphasis on innovation have enabled Certified Slings & Supply to develop, manufacture and market its own line of products including Bubba Rope® for vehicle recovery and its industry award winning product the Gator-Jaw® Synthetic Shackle. Certified Slings' futuristic vision has also enabled it to make a significant investment in "The Academy" a state of the art interactive training facility based in Tampa, Fla. now co-branded with North American Crane Bureau offering world-class rigging and fall protection training programs.

Certified Slings & Supply's emphasis on corporate responsibility and community involvement is demonstrated in its support of the Foundation for Foster Children, the National Fire and Safety Council, the Hirshberg Foundation for Pancreatic Cancer Research, the Run Childhood Cancer Out of Town 5K and the Seminole County Friends of Abused Children. The company's commitment to the industry and industry standards is reflected in its membership in Associated Wire Rope Fabricators, the Web Sling & Tie Down Association and its ISO 9001:2015 Certification.

Indicative of the company's concern for its team members is its reception of the Orlando Business Journal's "Best Places to Work" award. At Certified Slings, team members benefit from 401(k) automatic enrollments for new team members, Thanksgiving Gift Cards and numerous monetary awards for performance and length of service.

Along with its 60 years of service Certified Slings & Supply has achieved a well- deserved reputation for excellence among its customers. Their foundation of Quality, Service, Team has earned them a top standing with all customers; earning multiple large contracts and lifelong customers. Their U.S.A. commitment has given support to all branches of the United States Armed Services with multiple opportunities spanning their 60 years.

Certified Slings' vision is "To be the most trusted and respected company in rigging, overhead lifting, load securement and contractor supplies in the world". Established and successful after 60 years of serving their customers' needs, they are poised to realize this vision.

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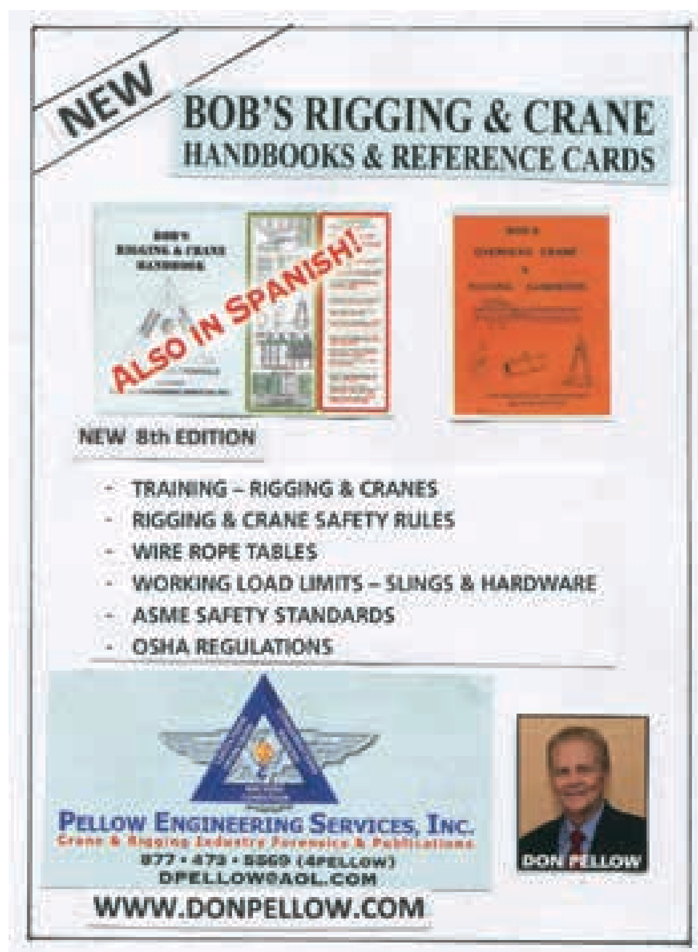

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LGH Recognised by LEEA, ISO

Lifting Gear Hire (LGH) has become a full member of LEEA and received ISO 9001 accreditation, just weeks after marking a year back in the UK marketplace.

Recognition from the Lifting Equipment Engineers Association, the world's leading representative body for all those involved in the industry, and the International Organization for Standardization, is a double endorsement of LGH's ever-growing stature in the industry.

LEEA offers four categories of membership—provisional, associate, development, and full. LGH initially became a development member, which essentially served as an application for full status, which was granted upon completion of 12 months of trading and a stringent audit. Membership is only awarded to companies that, in the opinion of the association's directors, is competent and can give an adequate service.

Phil Smith, commercial manager at LGH, said: "If you want to be regarded as a serious player in the lifting market, being a fully-fledged LEEA member is vital. The organisation provides all members with advice and support on virtually any related topic concerning lifting, which is simply not available elsewhere. LEEA works closely with the HSE [UK Health and Safety Executive] and is widely regarded as the lifting standard—not only in the UK but worldwide."

LEEA has been providing specialist training services to its members for over 50 years and has its own dedicated training centre in Huntingdon, UK. LGH personnel are expected to undertake varying levels of these courses depending on the extent of their exposure to product and the requirement of an individual to understand best practice in advising customers on what products to use.

ISO 9001:2015, meanwhile, is based on a number of quality management principles including a strong customer focus, the motivation and implication of top management, and continual improvement. Smith called it the "pinnacle of standards" and a "minimum benchmark" for any business dealing with safety-critical products.

LGH's Phil Smith (left), commercial manager; and Colin Naylor, managing director, with the ISO 9001:2015 certificate.

He added: "Given the nature of our product range, existing and prospective customers expect us to have the latest 2015 specification of ISO 9001. Further, accreditation offers them peace of mind that they are sourcing lifting and rigging equipment from a highly disciplined organisation. Achieving it involved a complete review of our processes and systems, and documentation of findings in a quality management system."

Colin Naylor, managing director at LGH, said: "LGH continues to grow and as we enter our second full year of trading our employee count has reached 25 with an additional five recruits scheduled to join in the next few months. Additional commercial vehicles have also been acquired amid ongoing investment in our rental fleet."

Naylor also pointed to the company's expansion into the Wienold equipment range with the acquisition of a wide range of SLK and GML counterbalanced Genie units, including the new, fully adjustable MFC 750/k mini floor crane.

- LGH will host this year's LEEA Golf Day, which takes place at Wychwood Park, Crewe, UK on Thursday 14 June. Visit the website at www.leeagolfday.co.uk


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Press Release

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Caldwell and the RUD Group partner in the field of lifting and material handling solutions

Through our combined efforts to consistently enhance our role as leading and innovative system providers of below the hook lifting and material handling solutions, together we have reached another high point.

As of May 2018, Caldwell and the RUD Group will unite their sales and marketing activities in the North American market within a common organization. This means that our collective customers and business partners in the US and Canada now have at their disposal a high level of combined expertise and an incomparably complete product range, including Caldwell lifting equipment, Renfroe clamps and RUD lifting and material handling solutions, all from a single source.

In addition to this wide range of products, the joint expertise of the two partners also promises to extend our leadership further with regard to quality and, by leveraging the sales and service teams, to considerably intensify and improve the level of support provided for our customers. By combining the competencies for material handling solutions, the development cooperation will also ensure that products and solutions are optimally adapted to specific market needs in the US and Europe.

For RUD, at the Hiawatha site in Iowa, the former RUD US will concentrate specifically on tire chain products and their corresponding product groups. This specialization will allow RUD to draw closer to customers in this area and to respond to their specific needs.

The remaining business divisions for RUD US will be transferred to and integrated into the Caldwell in Rockford, Illinois, by May 2018. Beginning May 1st, you will find all of your contact persons for Caldwell lifting means, Renfroe clamps and RUD material handling and lifting devices at Caldwell. We will inform you promptly of any additions to the list of contact persons for the products or regions.

Against the backdrop of these far-reaching improvement measures, we look forward to being able to assist you even more intensively and proficiently in the future.

Press Release

2310 Industrial Avenue • Hubbard, OR 97032
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www.ulvencompanies.com

Steve Fournier joins The Ulven Companies as Vice President of Sales

The Ulven Companies is pleased to announce and welcome Steve Fournier as Vice President of Sales. In this new role, Fournier will be responsible for strategic leadership, business development and management in building, driving and executing sales for all companies. His product knowledge, leadership abilities and customer relationship building make him well suited for the position.

Fournier is well-known in the oil and gas industry with more than 15 years of experience; the last eleven years of his career in a number of leadership capacities at Express Energy Services. While there, Fournier successfully developed new business opportunities, built strong business development teams, introduced new sales/selling techniques and lead a number of strategic initiatives. Express is the leading oilfield services company for well construction and well testing services.

For more information on Steve Fournier's new role, contact Dan Ulven, CEO, The Ulven Companies, 503-982-9779 or e-mail: dan@ulvencompanies.com.

The Government Affairs Committee

Continued from page 13

Navarro. Following two days of talks and the exchange of demands with the Chinese negotiating team, the meeting ended inconclusively with meager acquiescence to U.S. demands for a $200 billion reduction in its trade deficit by the end of 2020. Each side presented an eight point plan involving both trade and investment. As China promotes its "Made in China 2025" program, the U.S. is pushing to change the way the world's most populous country manages its economy. Although each side has tendered mild concessions, the reconciliation process has moved ahead with guarded expectations as the U.S. threatens the imposition of tariffs on an additional $100 billion worth of Chinese goods with like kind retaliatory overtures by China.

European Union

Meanwhile, the European Union negotiators have reacted separately to President Trump's threats of steel and aluminum tariffs. While Germany has offered a mini trade deal (including concessions on import duties for American cars), France, which has less at stake, is taking a harder line, threatening corresponding duties on product groups such as jeans and whiskey.

NAFTA

Approval of changes to NAFTA requires affirmative steps by each of the three signatory governments. But the U.S. seems obsessed with micromanaging the automobile industry, demanding that 40% of the content of any North American manufactured car which is sold in the U.S. be built with labor that is paid $16 an hour. More oppressive is the proposed U.S. requirement that 70% of steel and aluminum used in manufacturing be sourced in North America. The U.S. also wants a sunset provision (an automatic expiration date absent affirmative action by the three countries) which is opposed by Canada and Mexico.

Press Release

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"Bishop Lifting Acquires Safeway Sling USA"

HOUSTON – (April 2, 2018) -- Bishop Lifting has acquired Safeway Sling USA, a sling fabrication company headquartered in Greendale, Wisconsin. Safeway Sling USA is a manufacturer of 100% USA made nylon and polyester lifting slings as well as wire rope slings, chain slings, and tie-down assemblies that meet all WSTDA standards.

Safeway Sling USA, Inc. has a proven record of excellence in designing and fabricating 100% USA made lifting slings for 40 years and has gained recognition as the "Gold Standard" for overhead lifting slings.

Harold King, President of Bishop Lifting Products, stated that "we are excited with the addition of Safeway Sling to our family of companies. Safeway Sling has a proven track record in our industry of supplying the highest quality synthetic slings with the highest level of service. They will make a great addition to our team."

Sue Szymczak, President of Safeway Sling USA, added that "We feel that BLP is the ideal fit to carry on our legacy of excellence."

Along with manufacturing synthetic and metal lifting slings, Safeway provides certifying/recertifying services of overhead lifting assemblies with in-house ASTM E-4 calibrated testing capabilities. Bishop Lifting operates 70 test beds throughout their 21 locations with pull test capacities ranging from 100K- 1500K metric tons.

Bishop Lifting Products, along with Singer Equities, are wholly owned subsidiaries of SBP Holdings. Bishop Lifting is engaged in the fabrication, distribution and rental of wire rope, sling and rigging products and services. Singer Equities specializes in industrial hose, hydraulic hose, conveyor belt and gasket material fabrication and services. The combined entity has 61 locations throughout North America with over 1080 employees.

More information can be found at www.sbpholdings.com, www.safewaysling.com, and www.lifting.com.

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Press Release

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Eriez® Promotes John Blicha to Director of Global Marketing and Communications

Erie, PA— Eriez® President and CEO Tim Shuttleworth and Vice President of Sales and Marketing Charlie Ingram announce the promotion of John Blicha to the newly created position of Director of Global Marketing and Communications. Blicha joined Eriez in 2012 as Manager of Marketing Communications and served most recently as Director of Corporate Communications.

In his expanded role, Blicha will direct Eriez' global marketing strategy and programs, manage internal and external communication campaigns, design new product commercialization programs and coordinate marketing objectives with Eriez' subsidiaries around the world. He will also continue to manage the company's global website and oversee all direct advertising, public relations and promotional activities.

Shuttleworth says, "As Director of Global Marketing and Communications, John will create and implement a more cohesive global marketing approach to increase Eriez' market share. He will also provide strategic and operational direction to our international teams in developing and executing localized world-class marketing programs which align with our corporate strategies and objectives." He adds, "In his time at Eriez, John has proven himself as a visionary and a talented leader. Under John's direction, I am confident our global marketing and communication efforts will continue to advance Eriez on the worldwide stage and help take us to the next level of growth and success."

Blicha holds two degrees from Indiana University of Pennsylvania, a Bachelor of Science in marketing and a Bachelor of Science in management. He earned a master's degree in business administration from California University of Pennsylvania.

Press Release

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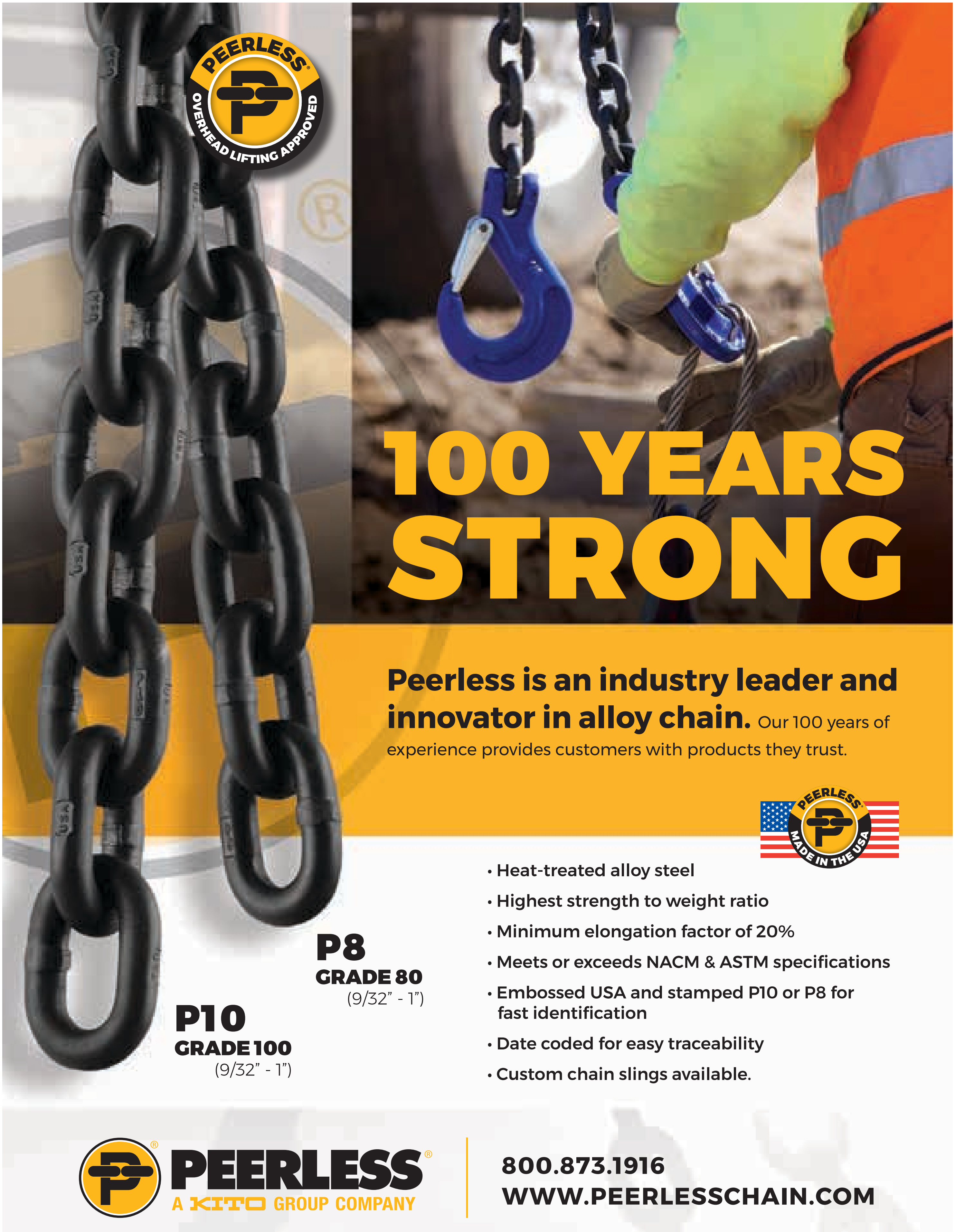
Introducing Suncor's Enhanced Shackle Program with an Addition of 17 New Shackles

Plymouth, MA, March 29, 2018– Suncor Stainless is looking to expand their line of cast shackles to offer their customers an even larger selection. They announced their new shackle program with added styles and new sizes. Suncor introduced the Bow Shackle with Captive Pin in sizes ranging from 5/32" to 15/32", the Long D Shackle with No Snag Pin in sizes ranging from 1/4" to 1/2", the Twist Shackle with Captive Pin in sizes ranging from 1/4" to 3/8" and the Twist Shackle with No Snag Pin in sizes ranging from 1/4" to 1/2".

"We took a long look at the styles and sizes of cast shackles that we were offering and agreed that we could add more" says David Morgan, Vice President of Sales and Marketing for Suncor Stainless. "We wanted all of our cast shackles to come in a variety of sizes along with options of screw, captive and no snag pin styles for each body type."

Suncor is also looking to save their customers some money as well as ship product faster and reduce backorders. They will be offering volume discounts on cases along with duel inventory maintenance which will allow large quantities of shackles to be stocked in both Plymouth and Las Vegas warehouses. This will make product readily available with little wait time to meet the increasing demand.

Suncor Stainless, Inc. is a leading manufacturer for stainless steel hardware in the industrial, marine, government, architectural, OEM and commercial industries. Suncor's modern facilities manufacture the highest quality stainless steel chain, wire rope assemblies and custom parts. The in-house capabilities include a product development staff whose tireless efforts, along with valuable input from clients, work to continuously improve and perfect their ever-expanding product line.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SP Load Cells Integral to Floating Crane Software Package

Polish marine electronics integration specialist Navinord has installed a state-of-the-art software package that includes four Straightpoint (SP) load cells on a 440t capacity floating crane, which is currently based near the Third Millennium John Paul II Bridge spanning the Martwa Wisła River in Gdansk, Poland.

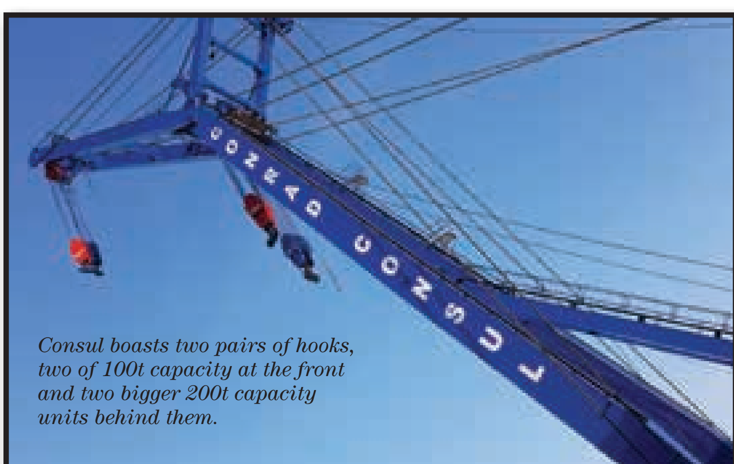
The 440t capacity floating crane has benefitted from a major overhaul, including the state-of-the-art software package.

Its new owner renovated the crane, originally named "Consulado De Bilbao Dos" when it was built in Bilbao, Spain in 1971, last year. It is now bi-located at Marine Projects Ltd.'s shipyards in Gdansk and approx. 20km further north in Gdynia. The crane is currently known as "Conrad Consul", taking half of its name from Marine Projects' daughter company Conrad S.A., which specialises in the production and delivery of complete luxury sail and motor yachts.

Consul boasts two pairs of hooks, two of 100t capacity at the front and two bigger 200t capacity units behind them. However, its overall capacity is only 440t as, while four hooks can be utilised for a single lift, not all of them can lift to their full capacity at the same time. On each hook is an SP 25t capacity Radiolink plus load cell, each of which was installed during the major refurbishment of the crane last summer.

Navinord's load monitoring system—LMSmk1—is capable of gathering data from up to 16 strain gauges, explained Piotr Cywiński, marine electronics specialist at Navinord, also headquartered near Gdansk.

In addition to the four SP units, two other devices feedback on boom line forces. All devices feed data to a master computer that can be read remotely, over the internet, and / or in Consul's cab. The system also provides error notifications; generation of information graphs covering designated time periods; and customisable interface colours.



Consul boasts two pairs of hooks, two of 100t capacity at the front and two bigger 200t capacity units behind them.

There are many other features of the crane itself besides, said Cywiński. Consul is equipped with navigation and communication devices, primarily for use in marine salvage, ship emergency response service (SERS), and wreck removal applications. Meanwhile, CCTV facilitates lifts out of the line of sight when it is necessary to work, say, inside a cargo haul or when another vessel might be obscuring the operator's vision.

Consul is powered by two Voith Schneider propellers that provide propulsion and steering in one unit, while a new generator, power converters, chain blocks, lifting ropes, glass wheelhouse, and steering consoles were among other new installations.

There are two other, similar floating cranes in the region—the 330t capacity Maja and 100t capacity Conrad Goliath (the latter also belongs to Marine Projects)—but Consul is the largest. While it is primarily engaged in lifting activities in Gdansk and Gdynia, it is also capable of open sea voyages, making ports elsewhere in Poland and Lithuania accessible.

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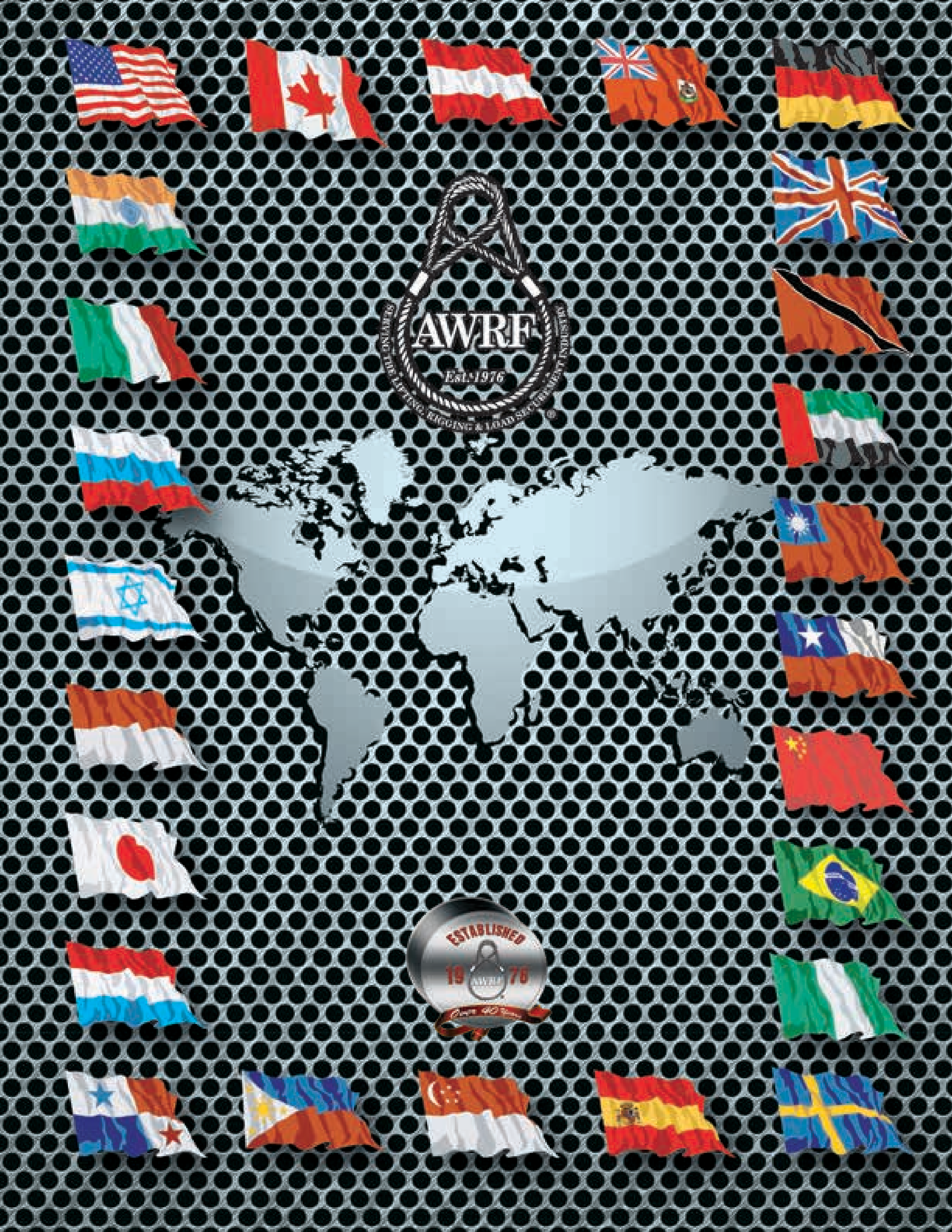
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