



AWRF 2024 SPRING GENERAL MEETING

CHAIN REACTION

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2024 AWRF PRESIDENT

Justin Brown



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Emerging Leaders Have Surfaced

"The enthusiasm of youth is the driving force behind progress." -

Aung San Suu Kyi

This month, I want to highlight our Emerging Leaders. From the onset of the program, we endeavoured to bring the voices and skills of the younger generation to the forefront of the Association. After a few short years, under the direction of Mike Poroo, those voices are being heard and in an important way. We now have two past members of our Emerging Leaders serving as AWRF Board members, namely, Frank Arellano of Washington Wire Rope and Kelly Jones of Holland Nameplate. On top of that, two of our current Emerging Leaders have taken on Technical Sub-Committee positions. Mason Chant of Chant Engineering has taken on the Chairman role of the Risk Management Sub Committee and Melissa Searle of Laclede Chain has taken on the Chair role of the Technical Communications Sub-Committee. With that, it's safe to say that the Emerging Leaders have emerged and are doing great things in our Association.

The next phase of the Emerging Leaders program is in progress under the guidance of Paul DeMattie. Paul is working hard with Kelly Jones to solidify a formal structure for this group and set-up a cadence of projects and meeting schedule. Keep an eye out as these young professionals develop and if you have an Emerging Leader in your company, AWRF offers a great program for them to develop their skills, network for your company, learn from industry leaders and work on industry relevant projects.

Please join me in supporting the next wave of AWRF and a program worthy of all our attention.

Justin Brown

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FUTURE MEETINGS

2024

April 28 – May 1 AWRF General Meeting
Omni Nashville Hotel
Nashville, TN

October 27 – 30 AWRF General Meeting
La Quinta Resort & Club
La Quinta, CA

2025

April 6 – 9 AWRF P.I.E. and Technical Summit
Sheraton Denver
Denver, CO

October 19 – 22 AWRF General Meeting
Omni Charlotte Hotel
Charlotte, NC

AWRF 2024 SPRING GENERAL MEETING

April 28 – May 1, 2024

Nashville, TN



CONFERENCE HIGHLIGHTS



2024 General Meeting Guidebook

Download the Guidebook app for current information for AWRF 2024 Spring General Meeting.

AWRF GALA @ Country Music Hall of Fame & Museum

We cannot wait for a memorable night at the Country Music Hall of Fame and Museum. Join us for a night of dining, dancing & more exciting surprises!

EMERGING LEADERS

Under 40? Join our Emerging Leaders group as they network throughout the course of the conference. Schedule starting on April 28th for a welcome reception & fun events throughout the meeting!

THINGS TO DO AROUND NASHVILLE

Culture + Co
Cheese and charcuterie pairing conveyer belt
<https://www.cultureandco.com>

Grand Ole Opry
<https://www.opry.com>

Explore the Belmont Mansion
<https://www.belmontmansion.com>

Walk Riverfront Park
<http://nashvilleriverfront.org/index.html>

Tennessee Sports Hall of Fame
<https://tshf.net>

Schedule a tasting at Belle Meade Winery
<https://www.bellemeadewinery.com>

Golf at Hermitage Golf Course

WEDNESDAY – May 1st, 2024



Emerging Leaders

AWRF Emerging Leaders are a group of 40 & Under members who gather together each meeting to work on solutions that bridge the gap between generations, making sure industry knowledge is retained and the association stays relevant.

- | | |
|-------------------------|--|
| April, 28 th | EL Welcome Reception |
| April, 29 th | EL Committee Meeting |
| April, 30 th | EL Meeting with Guest Speaker Mike Marks |

SCHEDULE OF EVENTS

SUNDAY-APRIL 28th, 2024

- 8:00-11:00 a.m. Board of Directors Meeting – *Music Row 5*
- 11:00-4:00 p.m. Registration – *Legends Foyer*
- 5:00-5:30 p.m. Emerging Leaders/First Timer's Reception – *Music Row 5*
- 5:30-7:00 p.m. Opening Reception – *Legends Foyer*

MONDAY-APRIL 29th, 2024

- 7:00-8:00 a.m. Networking Breakfast & Milestone Membership Awards– *Legends Ballroom A-D*
- 8:00-12:00 p.m. General Business Sessions –**
Legends Ballroom A-D
- 12:15-1:00 p.m. Emerging Leaders –Committee Meeting – *Music Row 3*
- 1:00-5:00 p.m. Technical Committee Meeting *open to membership* – *Legends F-G*
- 6:00-7:00 p.m. Reception–*Legends Foyer*

TUESDAY-APRIL 30th, 2024

- 7:00-8:00 a.m. Networking Breakfast –*Legends Ballroom A-D*
- 8:00-12:00 p.m. General Business Sessions –** *Legends Ballroom A-D*
- 1:00-2:00 p.m. Emerging Leaders –Mike Marks–Chart a Path for Growth – *Music Row 3*
- 1:00-5:00 p.m. Technical Committee Meeting *open to membership* – *Legends F-G*
- 6:15-7:00 p.m. Reception – *Legends Foyer*
- 7:00-11:00 p.m. AWRF Gala – Country Music Hall of Fame and Museum
Semi-Formal

WEDNESDAY-MAY 1st, 2024

- 8:00 a.m. Networking Golf Tournament – Modified Shot Gun Start – *Hermitage Golf Course*
Bus Pickup @ 7:00 a.m. – Hotel Lobby
- 4:30-6:00 p.m. Closing Reception – *Grand View Terrace*

**Schedule is subject to change*

Speaker Highlights

SCHEDULE OF SPEAKERS AND PRESENTATIONS

Monday & Tuesday – April 28th – 29th, 2024



Chris Czarnik



Curtis Dubay



Mike Marks



Mitchem Boles

MONDAY-APRIL 29th

- 7:00 a.m. Networking Breakfast & Milestone Membership Awards
- 8:00 a.m. Robert Wilson / Brian Dewey / Charlie Jaques – AWRF Accreditation Program & AWRF Safety Program – UPDATE
- 9:00 a.m. Curtis Dubay – US Chamber of Commerce - Chief Economist, Economic Policy
- 10:00 a.m. Chris Richardson – Lone Star Rigging - AWRF Technical Committee, B30.30-2024
- 10:30 a.m. Chris Czarnik – Recruiting and Retaining Talent
- 12:00 p.m. Adjourn

TUESDAY-APRIL 30th

- 7:00 a.m. Networking Breakfast & Association Business
- 8:00 a.m. Roll Group – Historic Railroad Replacement: SC&RA Job of the Year \$750,000 – 2 Million
- 9:00 a.m. Mason Chant – Chant Engineering - AWRF Technical Committee, AWRF Testing
- 10:00 a.m. Mitchem Boles – Guidepoint Security, Cyber Security
- 11:00 a.m. Mike Marks – Indian River Consulting Group
- 12:00 p.m. Adjourn

The Government Affairs Committee

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



Election Year Drama

Voting Incentives

2024 is a special election year in the U.S.A. in the sense that it brings two clearly conflicting political philosophies to the voting polls, with some exceptions these differences have not seemed as dramatic as in past general elections, In both camps many voters are declaring that if the other side wins, the country is ruined. Of course the personalities of the candidates play a role and each party has a share of moderates, but it is rare these days that a cordial political discussion doesn't degenerate into a heated debate over fundamentals such as the economy, inflation, crime, immigration, trade barriers and regulations. For some the choice is simple: "what can the country do for me?" So the psychology of political choice is complicated for some and for others can be reduced to altruism vs. hedonism.

Changing Attitudes

On a global scale, the recent World Economic Forum tells a story of changing attitudes vis a vis the world order. Civilized international voices seem to be drifting away from government control in favor of capitalism as the best way forward to solving the ubiquitous problems causing suffering and depravity. This metamorphosis seems to emanate from the realization that the methods of achieving socioeconomic objectives espoused by totalitarian governments, which once drew global acclaim, are now disappointing at best and that capitalism appears to be the better choice forward.

Population Irregularities

The U.S. Census Report tells a tale of moderately slow economic growth—about half a percent in 2022 grinding to 3.1% in 2023 thanks to consumers who are still spending in spite of inflation. This year more births than deaths are predicted. These phenomena alone should increase eventually the voting pool in the U.S., primarily in the southern states which are the putative beneficiaries of steady migration. Further increases in suffrage will inevitably occur when illegal aliens begin casting ballots since we do not rely on the popular vote in presidential elections, more populous states are awarded more delegates for the ultimate calculation. The greater the population in a state, the more congressional representatives and the more delegates for the final presidential tally.

Supply Chains

People must have supplies for subsistence and work. Consequently, the need for an unimpeded and timely availability of raw materials and products inevitably becomes one the determining elements in the voting sensibilities of producers, transporters and end users. New trade routes must be sought in light of current national and regional animosities which are causing turmoil and disruptions to shipping lanes as well a land based trade routes. Both land and sea carriers are affected. In spite of a predicted rebound in the trucking industry this year, there should be fewer transport vehicles on the road, inevitably leading to higher freight rates in exchange for less



VS



crowded highways for road warriors. The threat of more pervasive tariffs also looms as a byproduct of protectionism inevitably followed by retaliatory duties.

Government Regulations

Private sector businesses can tolerate only so much regulation without rebelling—particularly if rules are adopted without cost/benefit analysis, risk assessment and real science. One escape route awaits at the polls where the voter has the option of selecting the laissez faire candidate who has advocated against excessive government interference in private business. The Supreme Court can also come to the rescue. Forty years ago in the landmark case of *Chevron vs. Department of Commerce*, the justices held that whenever a statute is vague, ambiguous or silent, courts must defer to the interpretation of the government agency exercising jurisdiction—usually to the detriment of the plaintiff. Two cases have recently addressed these issues and seek to overturn the *Chevron* doctrine in light of the language of the Administrative Procedures Act which states that "the reviewing court shall decide all relevant questions of law...as well as determine the meaning or applicability of terms of an agency action." It is commonly believed that if the interpretive decision lies with courts and not a government agency, Congress will be forced to write more thorough statutes which are less subject

to political interpretation. One of these referenced cases seems to reveal public sector excesses at their worst. Commercial fishermen are required to have a government inspector on board to monitor fishing activities. Moreover, the boat operator must pay the monitor's wages. The Supreme Court heard arguments on January 17th and a decision is expected by the end of summer.

The Future of U.S. Steel

Few voters would consider the prospective Nippon Steel acquisition of U.S. Steel as an important election issue. However the future trend of takeovers and mergers can depend on which candidate will be in charge of the agencies overseeing such activity. Whether you favor minimal or maximum oversight by the FTC, SEC, DOJ, DOC, DOL, DOD and the federal judiciary can shape your preferences for the White House occupancy for the next four years and ultimately your vote.

Observations

In politics actions speak louder than words. Statesmanship and personality are important, but not as important as decisiveness and commitment to principles and purpose.



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Paul DeMattie



Company: The Crosby Group

Committee: Secretary & Emerging Leaders
BOD Liaison

Favorite TV Show/Movie: The Lincoln Lawyer

Glimpse into Your Life: I have an amazing wife (Maria) and two daughters (Morgan and Ava). Morgan is completing her Speech Language

Pathology degree at Sacred Heart University, and Ava is completing her senior year of high school and in the process of applying to college. In my spare time I enjoy golfing with friends and spending quality time with my family.

Goal for Your Committee? The Marketing Committee has been busy working on several initiatives to promote the organization from an end user perspective. We recently launched through our social media channels "Why do business with an AWRF Member", along with working closer with other industry related organizations such as Specialized Carriers & Rigging Association (SC&RA). This fall we will be presenting on behalf of AWRF at the SC&RA Fall Crane and Rigging Workshop.

Why did you join the BOD? I have been attending AWRF conferences since 2015 and was selected to run for a seat on the Board of Directors in 2016. I am currently completing my second term on the Board of Directors. It has been a great experience and I have come to appreciate everything the association does for its members. Everything from the

Technical Committee, Board of Directors, conferences, panel discussions and guest speakers aligns with the association's mission of promoting common interests among companies manufacturing and fabricating lifting, rigging, and load securement products.

What aspects of our industry do you love most? Having spent nearly 20 years in the lifting and rigging industry, I have come to appreciate all the various applications where our products are used. From some of the tallest skyscrapers, longest bridges, sport stadiums, and airports our association members have played a critical part in their construction. AWRF brings together many of the key companies that make this happen.

What do you get out of your AWRF Membership (both personally and professionally)? I have made lifelong friendships with the many members of AWRF. It is a group of hard-working business owners who genuinely care about our industry. I find the technical discussions and emerging technologies in our industry to be moving at a very fast pace, and AWRF ensures that its members are equipped to understand this evolution in industry standards. I am inspired and energized by the work and progress AWRF has made.

What advice would you give AWRF Members currently seeing more out of their membership? For anyone interested in learning more about the organization I would strongly encourage them to come to a conference. AWRF offers many ways to connect and network with your peers.

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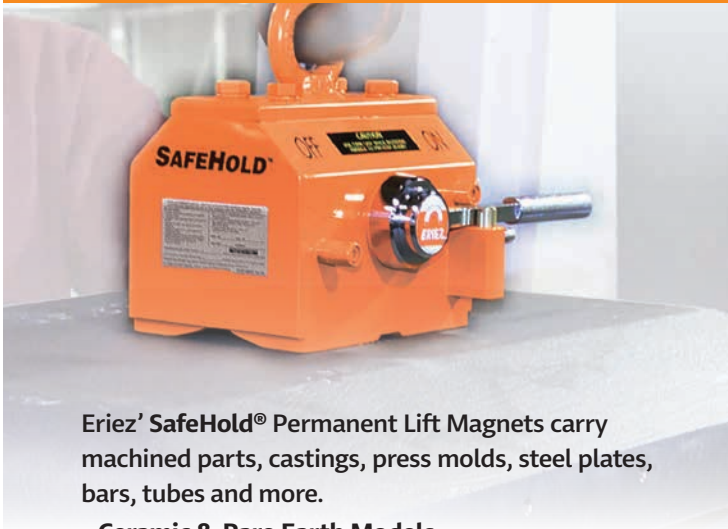


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www.proviqsa.com



Manufacturing Members

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Keith Gulner
New York, NY
www.seacorope.com



Qingdao Dayu Rigging Co., Ltd.

Xia Qiu (Sara)
Shangdong, China
www.dayusuoju.com



Non-Manufacturing Member

Carter Lifting LLC.

Adrian Martinez Hernandez
Santa Catarina, Mexico
www.carterlifting.com



“Why did you apply to become an AWRF Member?”

“We applied for membership to be part of the most well respected professionals in the rigging and hoisting industry, who have an extreme focus on safety and the well-being of the industry that supports us.”

- Keith Gulner, Seaco Industries

“What we aim for is to increase the quality and certification of our company, and to take CARTER to the highest level of competitiveness. We believe that by being part of your association, we can be part of this level of excellence.”

- Adrián Martinez, Carter Lifting

Chain Reaction

As a lively panel discussion at a recent AWRP event proved, the increasing popularity of Dyneema® synthetic chain is a hot topic. We caught up with three panelists — Ralph Abato, Binay Patel, and Anton van der Zalm — to find out why.

“If we think about it in terms of hockey stick or j-curve growth, we are at the inflection point; synthetic chain is transitioning from early to mass adoption,” says Binay Patel, Senior Account Manager for Dyneema®, at Avient Corporation.

“More and more, long-time barriers are falling,” adds Ralph Abato, President / Managing Director at Doleco USA.

Anton van der Zalm, Vice President Corporate Research and Development at Van Beest, joins the fanfare. “It can be a problem-solver, especially where the weight of steel chain and the damage it can cause to loads is an issue,” he says.

Of course, the trio are all stakeholders in the synthetic chain journey, whether they be the manufacturer of Dyneema® fiber that the chains are made from, or they use the revolutionary material to make the chains a step further down the supply chain. However, the benefits they will continue to outline are numerous and the argument for the product’s ever-expanding use are hugely compelling.

Links in the chain

Dyneema®, ‘the world’s strongest fiber™’ is made from ultra-high-molecular-weight polyethylene (UHMWPE) and is, “15 times stronger than steel,” says Patel.

Without getting (too) scientific, the UHMWPE fiber, and corresponding form factors, are today integrated into next-generation products across

a wide range of applications and industries. The story starts with a gas called ethylene, which is processed in a polymerization plant to make polyethylene, a common building block used to make a wide range of everyday items, from plastic bags to shampoo bottles. The longer the polyethylene chain, the stronger it is. In the case of Dyneema®, a chain typically contains about 100,000 individual carbon atoms (for comparison, in a plastic bag, chains of only around 10,000 atoms will do the job).

Dyneema®’s journey began back in Holland in the 1960s, but DSM didn’t commercialize the fiber under the Dyneema® brand for another 20 years. Avient, a provider of specialized and sustainable materials solutions, purchased DSM Protective Materials, including their flagship Dyneema® brand, in 2022; it became the company’s Avient Protective Materials division within its specialty engineered materials segment.

Patel, a material scientist by training, says history consistently

shows that the discovery of new materials drives new product developments. “We’ve gone from stone wheels to wheels made from wood and now rubber. Similarly, thousands of years ago, natural rope was made from hemp and other natural plants. Later, wire rope came along; we called it steel wire rope. Then came steel chain and now synthetic chain represents a continuation of that evolution,” he explains.

The significant moment in that timeline was, say, 15 years ago, when the concept of synthetic chain was first mooted. Synthetic chains are based on a design aspect that defines the size, shape, and other physical specifications of components. Initially, there was a tinkering and prototyping period before full product certification was sought via third-party compliance, such as DNV (Det Norske Veritas Holding AS) Norway, which has issued a type-approval certificate for Van Beest’s Green Pin Tycan® chain. To further grow the supply chain for synthetic chains around the world, Dyneema® has continued to license out their manufacturing know-how and today there are multiple synthetic chain manufacturers serving different geographies and markets.

The matter of standardization and regulation of synthetic chain was labored somewhat during the panel discussion, which, given its



Van Beest’s Green Pin Tycan® chain.

Attachments and Fittings

Doleco USA and Van Beest are among companies that offer attachments and fittings for synthetic chains. Importantly, they are all required to have a contact point that will not pinch or damage the textile chain. Some standard (steel chain) hooks may not be used as they have a throat diameter designed for smaller steel chain. As long as the load rating is in line and the diameter of the pin or contact point is designed to accommodate the textile chain, there won’t be a problem.



Van Beest's synthetic chain product, branded as Green Pin Tycan®, has a DNV Type Approval certificate.



Dyneema®, 'the world's strongest fiber™' is made from ultra-high-molecular-weight polyethylene (UHMWPE).

newness, was inevitable. The American Society of Mechanical Engineers (ASME), the Web Sling & Tie Down Association (WSTDA), the German Motor Vehicle Inspection Association (originally Deutscher Kraftfahrzeug-Überwachungs-Verein; DEKRA), the European Committee for Standardization (CEN), and the Commercial Vehicle Safety Alliance (CVSA), were among those referenced, as panelists explained the timelines being followed.

Van Beest's synthetic chain product, branded as Green Pin Tycan®, boasts a DNV Type Approval certificate, for example.

Europe remains the epicenter of synthetic chain; it is common for such concepts to spread outwards from their place of origin, after all.

As Patel observes, "If we did the [AWRF] panel discussion at a LEEA [Lifting Equipment Engineers Association] event in the UK, the type of questions would have been different—perhaps less sceptical—even if Dyneema® synthetic chain is already utilized by many manufacturers and rigging shops within the AWRF community."

The rigging industry has proven to be an extremely material aware

sector; there are 7,000 grades of steel and growing. In steel wire rope, there's a distinction between lifting and crane wire rope, for example, so the notion of using fit-for-purpose materials to develop fit-for-purpose products already exists, and synthetic chain is the latest example of this approach.

Today, there are over 40 different innovation grades of Dyneema® fiber available; with Dyneema® DM20 being the specific fiber grade used to make synthetic chains. Dyneema® DM20 fiber delivers strength plus durability, which is why it is suitable for challenging applications ranging from onshore construction sites to offshore permanent mooring applications, such as those prevalent in floating wind.

Dyneema® difference

There is a myriad of benefits to synthetic chain—and it is used on land, in the air, and underwater, with riggers keen to utilize its many favorable properties. Even reduced noise compared to steel chain dragging across the decks of ships has proven to be a selling point.

Doleco's Abato says, "They can be used anywhere steel chain is used. There are many applications where lightweight, textile chains work where heavier steel does not. New applications are being discovered almost weekly; we even sell some chain for fishing net applications, where it is perfect: no rust, and it floats on water.

Continued on page 66

Delivering Sustainability Today

Since 2020, Dyneema® fibers are available from renewable bio-based feedstocks and from recycled feedstocks such as post-consumer waste.

"Lowering the environmental footprint while maintaining the trusted performance of Dyneema® fibers offers tangible benefits for stakeholders throughout the value chain, from manufacturers to retailers to end users," says Binay Patel, Senior Account Manager for Dyneema®, at Avient .

Synthetic chain stakeholders acknowledge a responsibility to have a minimal impact on the planet, driven by Avient's commitment to develop sustainable solutions for Dyneema® and to reduce its carbon footprint in every aspect of business operations.

"We're working to deliver end-to-end lifetime sustainability," says Patel. "That means full circularity and towards an infinite lifetime for products made with Dyneema®. Our value-chain partners are integral to our objectives, because together, we can turn our circular vision into a reality."

Sustainability ambitions start with responsible sourcing and a transition to using cleaner, greener, feedstock. For Dyneema®, that means identifying renewable, bio-based feedstock, without disrupting essential economic systems, such as the food value chain. Two front-running renewable ultra-high-molecular-weight polyethylene (UHMWPE) products have emerged:

1. Bio-based Dyneema® fiber
Sourced from renewable, bio-based feedstock, this innovation in fiber technology uses the mass balance approach to help further reduce the reliance on fossil fuel-based resources. The innovative solution boasts a 90% lower carbon footprint than generic UHMWPE without sacrificing performance.
2. Recycled-based Dyneema® fiber
Exciting pilot projects are ongoing to produce Dyneema® from chemically mixed plastic household waste. In fact, this represented an important milestone in the aforementioned circularity ambitions. Working with like-minded manufacturers and underpinned by the International Sustainability & Carbon Certification (ISCC)-certified mass balance approach, trials are already advanced with sailing ropes and fishing gear.

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Jeff Marterella
Preservation Committee Chair
Nelson Wire Rope

The Preservation Committee aims to chronicle the evolution of the lifting, rigging, and load securement industry. This is achieved by preserving literature, parts, and maintaining an open journal for members to document their experiences as technology progresses.

As we approach the Golden Anniversary of AWRP in 2026, we recognize this momentous occasion as an opportunity to preserve the history of the association. The first thirty years have been meticulously documented, thanks to the efforts of Mr. Wire Rope, Donald Sayenga, and our cameraman, Barney Dugan. However, with their passing, we find ourselves in need of new contributors to carry forward the legacy of documentation for the next twenty years.

Over my 35+ years in the industry, the sentiment "We should write a book" has been a recurring theme. This presents an opportunity for you to contribute to a book that will not only be a testament to the legacy of AWRP but will also encapsulate the dedication, hard work, and, possibly, the challenges faced by your company. We are looking for contributors from 2006 onwards to share their experiences. Having several writers would be ideal.

Furthermore, we plan to produce a film documenting the fifty-year history of AWRP, featuring interviews with some of the original members.

The committee possesses a collection of historical catalogs and marketing memorabilia, showcased at the PIE shows. These items have been generously donated by past members and friends of the industry. We continually seek additional materials that represent our industry and the growth of the association, such as rigging hardware and chains. These historical artifacts are also displayed at the Colorado School of the Mines in Golden, Colorado, celebrating our industry's heritage and ongoing development.



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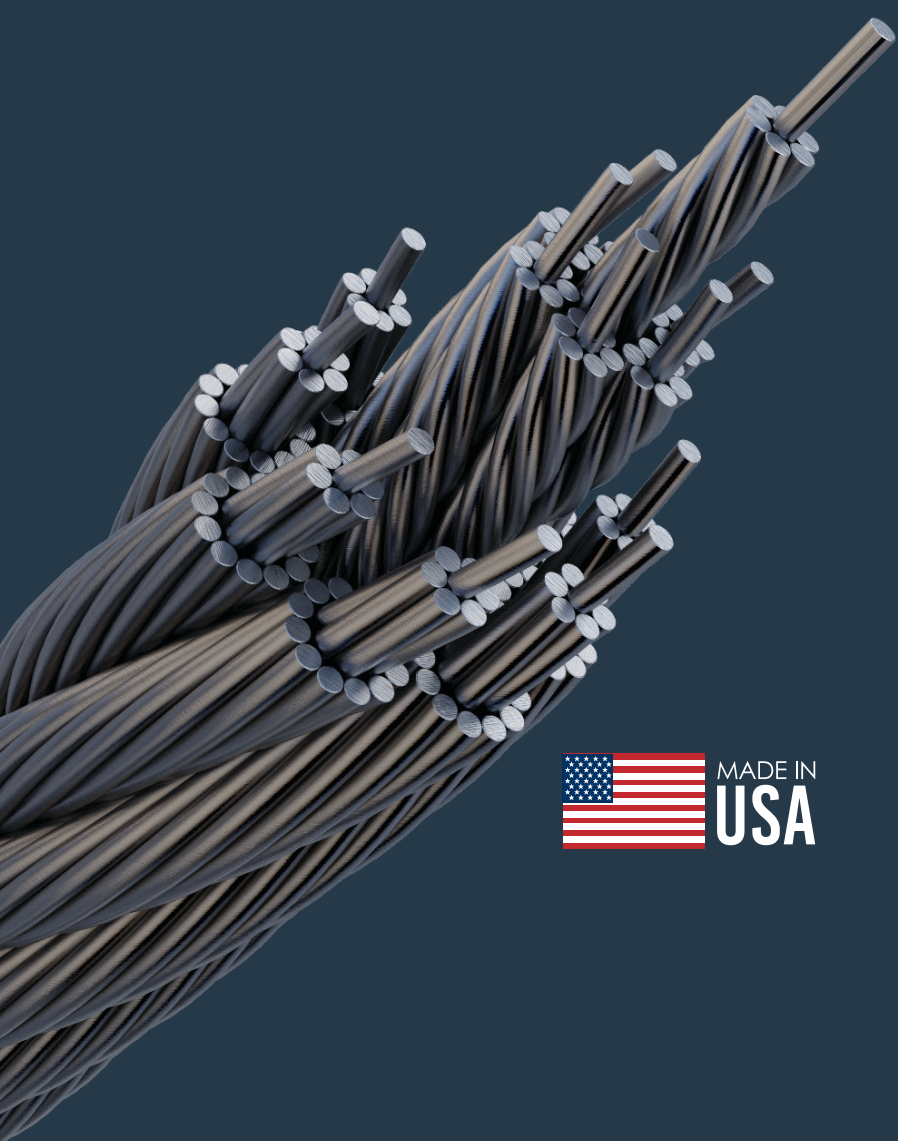


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OIPEEC Conference 2024



Program
9th - 12th April 2024
Bardolino, Italy
www.oipeec.org



Conference Day 1

08:30-09:00	General Assembly	
09:00-09:15	Coffee Break	
09:15-09:30	Conference Opening	
09:30-09:55	Session No.1 Wire ropes in application Chairwoman: Stéphane Pernot	Geometrical and mechanical considerations for the outer plastic coating of wire ropes in multilayer spooling M. Stök, A. Lohregel
09:55-10:20		New Approach to Monitor Ropeway's Vibration-related Condition M.N. Amin, M. Meleddu
10:20-10:45		How to define the minimum number of suspension ropes in Elevators N. Imbimbo
10:45-11:15		Coffee Break
11:15-11:40	Session No.2 Fibre ropes, testing and characteristics (I) Chairwoman: Sven Wintler	Determination and comparison of the cutting resistance of different fibre ropes S. Hecht, D. Fischer
11:40-12:05		A 500 m length test stand for the analysis and the characterization of the elastic behavior of fiber ropes and wire ropes S. Varcin, M. Fournier, J.-M. Teissier
12:05-12:30		Investigation of new criteria for discard detection of fibre ropes for safe operation F. Stegmaier, J. Keller
12:30-14:00		Lunch
14:00-14:25	Session No.3 Fibre ropes, testing and characteristics (II) Chairwoman: Stefan Hecht	Experimental Study on the Effects of Rope Twist and Strand Twist on Internal Strand/Strand Pressure in Para-aramid Three-Strand Ropes under Applied Tension Load O. Allan, T. Mishra, M.B. de Rooij
14:25-14:50		Is one year at constant static load enough to assess the lifetime creep of para-aramids? H. Knoester, B. Cornelissen
14:50-15:15		Analysis of Fatigue Data for Nylon and Polyester Rope E. Huntley, M. Huntley
15:15-15:45		Coffee Break
15:45-16:10	Session No.4 Inspection and non-destructive testing Chairwoman: Laura Lombardi	Non-destructive examination technology for fibre ropes based on advanced vision equipment and algorithms C. Bonetti, A. Bell, M. Costa, D. Zanetti, J. Karedan, J. Churchfield, K. Bineklioglu, P. Wang
16:10-16:35		New ways of evaluation of damage to wire ropes by combining different non-destructive rope testing methods R. Eisinger
16:35-17:00		Evaluation of Magnetic Rope Testing Methods -Example of the "Half-Coil" Method M. Weiss, B. Vaurigaud, J.-F. Cherrier, R. Piednoir, S. Contardo
17:00-17:10		Closing of the first day
19:30-20:00	Cocktails, Gala Dinner OIPEEC 60th anniversary speech	Terrace, La Fabbrica dell'Acqua G. Oplatka

Conference Day 2

08:30-08:55	Session No. 5 Lifetime estimation of wire ropes Chairman: Robert Schulz	Underlying philosophy and practical application of rope discard criteria R. Chaplin
08:55-09:20		Improving lifetime estimation for wire ropes with the Leipzig method M. Anders, T. Schmidt
09:20-09:45		Comparison of rope fatigue life using two different test methods L. Lombardi
09:45-10:10		Influence of the positioning of plastic sheaves and steel sheaves on rope life and service life: A Comparative Bending Fatigue Study M. Elig
10:10-10:40	Coffee Break	
10:40-11:05	Session No. 6 Fibre ropes in application Chairman: Bill Putnam	In Service Experiences and Benefits of using a Directly Replaced Synthetic Rope on a STE Tugger Winch Located on a Subsea Construction Vessel R. Craig
11:05-11:30		Research and development of high-performance fibre ropes for high-altitude wind power generation J. Ji, Y. Wang, T. Jiang, Z. Zhu
11:30-11:55		Engineering method for HMPE rope solutions R. Bosman, M. Meuwissen, M. Vlasblom
11:55-12:20		Development of steel-fibre hybrid ropes and the application in mining hoist systems H. Schultheis, P. Wang, J. Karedan
12:20-14:00	Lunch	
14:00-14:25	Session No. 7 Wire ropes, lifetime impacting factors Chairman: Jean-Marc Teissier	Influence of the lubrication on the fatigue life of steel ropes P. Freddi, L. Solazzi, G. Donzella
14:25-14:50		Effect of zinc coating and grease on the fretting fatigue life of steel wires used in spiral strand ropes M. Martinez, S. Montalvo, S. Fouvry
14:50-15:15		On the influence of the quasi-static deformation behavior of a wire rope on its fatigue performance W. Frick
15:15-15:45		Coffee Break
15:45-16:10	Session No. 8 Wire ropes, simulation Chairman: Pengzhu Wang	Dynamic behavior of moving tail ropes U. Briem
16:10-16:35		Experimental validation of detailed finite element models of steel wire ropes M. Martinez, M. Guiton
16:35-17:00		Analytical Model and its Implementation in the Steel Wire Rope Industry M. Meleddu, M.N. Amin
17:00-17:10		Closing of the conference Presentation of the OIPEEC Award

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Favorite TV Show/Movie: Truthfully, I do not have a favorite show/movie due to our lives are so busy with our children and grandchildren in softball and baseball.

Glimpse into Your Life: My husband Shane Moses and I have three children (Hunter, Kalli, and Kenzie), one niece (Melanie) which has been with us since she was 6 and now, she is 13. We have two grandsons (Jayden and Oliver). God and family are our world!

Goal for Your Committee? As the Committee Chair for Health my goal is to bring the most current information to our members on how to educate their employees on staying healthy in the workplace and personally.

Why did you join the BOD? To be honest I joined the AWRF BOD due to a wonderful person (Mary Brett). She explained all the benefits of being part of individuals who had a passion to come up with strategies about how to keep the current and future members engaged and educated.

What aspects of our industry do you love most? I love being mentored by all the individuals who have been in the industry for some time and being part of a new generation who have new and exciting ideas.

What do you get out of your AWRF Membership (both personally and professionally)? Professionally, the everlasting knowledge that is being taught on subjects that I may not be directly related with but ties into other areas that I do. On a personal level I have learned through this organization that we all may be competitors but, in the end, have the same goal in the lifting, rigging, and material handling industries.

What advice would you give AWRF Members currently seeing more out of their membership? Get more involved and don't be intimidated to speak up with ideas of what you would like to see in presentations, speakers, conference locations, literature, website content, and any other points that you feel could benefit the organization. If the board does not know your thoughts, how can we evaluate and make changes. Let's together make AWRF stay GREAT!



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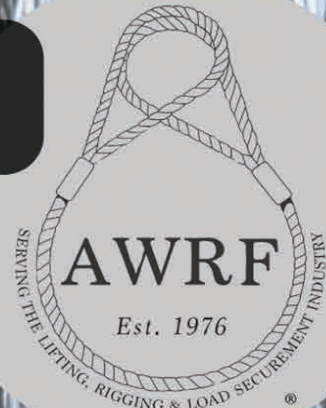
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John Fireovid
Scholarship Committee
Fulcrum Lifting

I hope everyone's 2024 is off to a great start.

With gratitude, AWRF offers and administers the Scholarship Program to member companies and their teams. In 2023 there were 10 standard scholarships and 2 trade scholarships awarded at \$3,000 each. None of this would be possible without the financial support of AWRF Membership and especially those organizations sponsoring Honorary or Memorial Scholarships. We're promoting an offering that brings a real benefit and engages AWRF Members positively.

Happily, we can inform you that in 2024 AWRF will award a record **12** standard and **3** trade scholarships, each at an increased level of **\$3,500**. Again, we thank the AWRF Membership and organizations sponsoring honorary scholarships for enhancing this benefit. Specifically, we appreciate the added participation of the Green Pin Scholarship donated by Royal Van Beest and the Yoke Scholarship. More quantity, more value!

This year we'll get the 2024 process rolling in April by sending promotional posters and applications to each member company. The applications will be due Friday, July 12th. Please distribute and communicate with your teams. **Your leadership's encouragement and promotion are key to getting participation.** I always look forward to speaking with my team about this AWRF opportunity!

Lastly, we'll be continuing the promotion of IPTAM at the General Meetings in 2024. **I Pay Twenty A Meeting.** This is a way to individually show gratitude to AWRF, members, and our future generations by giving smaller gifts collectively to make a positive impact. In 2023 we raised over \$1,200 through this program and are optimistic it will grow.



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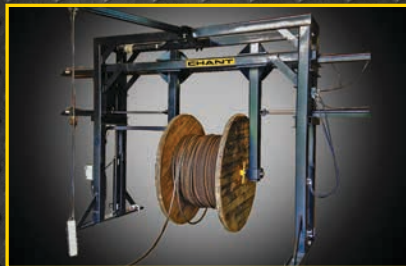
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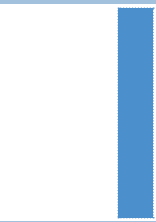
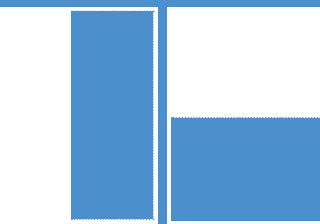

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NOTE: Street date is discretionary and may be adjusted to coordinate with OR around an event to provide timely, pertinent information for our readers.

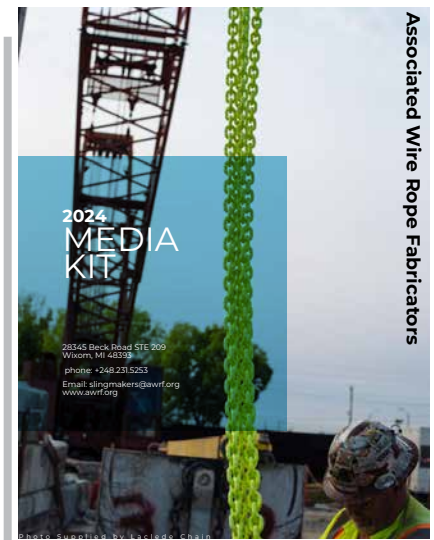


Issue:	Closing Date:	Street Date:
#180	February 16th	March
#181	May 17th	June
#182	August 9th	September
#183	November 8th	December

NEXT ISSUE

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Uniropo Expands Manufacturing in Ontario

Mississauga, Ontario-based Uniropo Limited has added 50,000 square feet of manufacturing space to its headquarters, improving lead times by as much as 400%.

Uniropo is a specialist in the manufacture, distribution, testing, certification, and inspection of high-performance wire rope and rigging products. It has additional facilities in Quebec and Alberta; the three sites combine to deliver a service nationwide and to select customers in the U.S. and Europe.

The expansion represents completion of a journey that started in 2018, prior to ground-breaking two years later, and a major construction project that concluded in 2021. Since then, further investment has been committed to equipping the facility with a suite of state-of-the-art machining and fabrication equipment, centered on wire rope fabrication, synthetic sling manufacturing and computer numerical control (CNC) technology.

Justin Brown, president at Uniropo, said: "At a minimum we have cut lead times in half, and in the best case we have seen a 400% improvement. We are moving towards modernizing the traditional rigging shop model. The words 'rigging shop' and 'modern' are rarely mentioned in the same breath. Many of the products are heavy and lined with grease, and most factories are stuck in the 1980s with equipment from the 1960s. Not us."

He continued: "We have implemented material handling solutions to help with heavy lifting; installed modern machinery to make reeling, cutting, and fabrication easier; utilized technology to put work instructions at the fingertips of production workers; installed a full machine shop with modern [CNC] capabilities for custom wire rope end fittings; upgraded ventilation to keep the air clean; and fitted environmentally friendly plant lighting alongside fit-for-purpose test units."

The majority of Uniropo's work is on customized rigging products; an interesting statistic, for example, is that 90% of all chain slings that it manufactured in 2023 were unique, either in size, length, or configuration. The business can proof test up to 1.3 million pounds, and the highest single vertical sling capacity in the portfolio is 600,000 pounds.

68 years in the making

Uniropo, which has been servicing the industry since 1956, already had two warehouses in Mississauga, but it



Uniropo is a specialist in the manufacture, distribution, testing, certification, and inspection of high-performance wire rope and rigging products.

was running out of space to store growing inventory, and the situation was starting to impede production. It would have been impossible to navigate an aggressive phase of growth without expanding and streamlining operations.

Brown said: "With strategic machinery updates, we were able to eliminate certain labor intensive tasks, and ease the burden on production employees. The work is difficult, so anything we could do to make the jobs more efficient, eased the physical impact on our employees. Remember, unemployment is at an all-time low, so we have to optimize our workforce. The overall investment led to efficiencies that allowed us to eliminate bottlenecks, deliver faster, and increase our outputs."

An automatic wire rope cutting line, plus additional swagers and upgraded annealing machines will be operated with an additional test bed and a third Twin-Path® machine. Additional warehouse space also meant that inventory could also be increased across all product lines, including Python® high-performance wire rope, Grade 100 chain, and range of Crosby rigging hardware. Python® wire rope is stocked in a wide variety of constructions for tower cranes, mobile and truck cranes, overhead cranes, and gantry cranes. These ropes are widely used in construction, automotive, and industrial applications. Uniropo also stocks a variety of other standard and custom ropes, all meeting national and international standards.

Brown added: "We have built a diversified customer base over the last 68 years and continue to build on that strategy. Our customers, without exception, are looking for professional and attentive service. They want our input and expertise; they are not looking for the cheapest and untested; they want reliability and quality."



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Bob Cushman
AWRF Technical Committee Vice Chair
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AWRF Past President

This is my first article for Slingmakers as the Chairman of the Technical Committee. I feel very blessed to have been given the opportunity to work with an exemplary group of multi-disciplinary people that make up this committee. This group shares the same mission and philosophy which is to ensure the lifting and rigging industry remains healthy, relevant and current with the ever changing world we work in. The purpose of the Technical Committee is summarized in the AWRF By-Laws as follows: To acquire, preserve and disseminate technical information and new product information within the industry and to establish technical information by conducting test when appropriate.

There are numerous quotes from influential people about the importance of having vision and goals to being successful in business. However hard work is also key factor to ensure these ideas are implemented and followed through. The Technical Committee provides both and was built on the collective strength of its volunteers working towards common objectives. We are the sling shop owners, product manufacturers, and suppliers that ensures the success of the committee. In 2024 the Technical Committees plans to perform testing on lifting components to ensure the continued safe usage and ratings are implemented in lifting plans. We are expanding the RP&G documents to include wire rope components while continuing to update the existing RP&G documents on 5 year cycle plans. We have a plan for Technical Communications that includes updating the technical binders and moving more information to a digital platform for easier access by the general membership. The Technical Committee also remains a continued source for speakers and presentations at the general meetings.

I want to take this opportunity to list the current Sub-committees and the assigned Chair.

- BELOW the HOOK LIFTING DEVICES
- Chair: Tom Eicher
- BLOCKS, TACKLE & OTHER FITTINGS
- Chair: Curt Jabben
- CHAIN & CHAIN SLINGS
- Chair: Jeff Doerge
- CORDAGE & CORDAGE SLINGS
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- WIRE ROPE AND WR SLING
- Chair: Tim Klein

2024 will also bring a change to the meeting cycle of the Technical Committee. We are scheduling the meetings in conjunction with the AWRF General Meeting in April and October. If you are wanting to become more involved in AWRF and the lifting industry I recommend you consider joining the Technical Committee or any of the Operational Committees that AWRF has to offer. A strong unit is built on the collective strength of its individuals working towards common objectives. I look forward to sharing updates and information in the future.



LEEA Sets Date for #GLAD2024, Updates Logo

The fifth Global Lifting Awareness Day – #GLAD2024 – will take place on Thursday 18 July, represented by a new logo.

Powered by the Lifting Equipment Engineers Association (LEEA) and supporting organisations, it is now a widely celebrated day where manufacturers, suppliers, and end users are among those that share material that promotes safe and high quality load lifting. Social media posts, videos, articles, and in-person activity will again be bound together by the hashtag, #GLAD2024.

Ross Moloney, CEO at LEEA, said: “GLAD is now positioned as a globally recognised concept and has achieved a brand-like status, perhaps ahead of schedule, following ongoing efforts from industry stakeholders to raise its profile. We’re looking to use its popularity to raise awareness of what our industry people do and what those outside of the sector need to do to become part of our world. This is why the themes LEEA will focus on this year are skills and employment.”

The new logo captures this evolution, moving away from the previous version that centred on a hook, towards a graphic that focusses more on the title of the awareness event. The text is built around the gantry element of so many cranes and lifting technologies – instantly recognisable to industry representatives with the means to promote the sector. LEEA has consciously pivoted, putting the main focus on GLAD rather than a particular component or piece of equipment, reiterating that #GLAD2024 is for everyone.

Moloney said: “The messaging has always been underpinned by raising awareness – a theme that endures. We are still raising awareness, but the difference will be that we will focus on attracting new recruits and developing those already in the industry. Expect to see references to CPD [continual professional development] and training, as we showcase the abundance of opportunity our marketplace represents.”



Use the hashtag

As with previous years, LEEA is encouraging its members, end users, and everyone in between, to contribute by using the graphic and hashtag to celebrate their involvement with the industry and promote it as an interesting place to work, with skills and employment as suggested focal points of outreach efforts. It is a membership that understands the value of continually raising standards, with #GLAD2024 serving as a platform from which to convince a wider community to train and develop their staff, while signposting pathways into lifting.

Moloney added: “LEEA’s vision is to reduce all accidents, injuries, and fatalities within the lifting industry to zero, and we have various initiatives in place to achieve this. The fundamental tool in all these initiatives is knowledge transfer, enabling CPD, and raising standards of practise. The way by which LEEA provides access to and disseminates knowledge, is through vehicles such as our online training platform, technical triage, Chatbot, guidance documents, and other resources.”

Industry representatives are again invited to share their content so LEEA can add it to the website – www.globalliftingawarenessday.com – where information about apprenticeships, military recruitment, diversity, sustainability, and technology has been posted during previous years.

Celebrate the lifting industry on Thursday 18 July – include the #GLAD2024 hashtag.



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AWRF BOARD OF DIRECTORS SPOTLIGHT

Justin Brown



Uniropo Limited

Committee: President

Favorite TV Show/Movie: The Bear

Glimpse into Your Life: Along with my awesome wife, Geraldine, I am all about golf, travelling, and entertaining. Oh, and

let's not forget about my larger-than-life best friend, Pickles the Great Dane, who stole the show at the AWRF in Philadelphia.

Goal for Your Committee? I've chaired several committees during my time on the Board and the goal is always the same; leave the committee better than when I took on the task.

Why did you join the BOD? Prior to joining the Board, I would often contemplate ways to enhance the overall AWRF experience. And I've always had the mindset to either do something or keep quiet. So, I did something and ran for the Board. It took a few attempts to get elected but the experience has been well worth it.

What aspects of our industry do you love most? Even though we sell products that have been around, in some cases, for over a hundred years, there is still research being done at the University level, product development at industry level and recommended practice at the association level. There is always something to learn and that keeps things extremely interesting.

What advice would you give AWRF Members currently seeing more out of their membership? Attend the meetings. You are guaranteed a great networking experience and learning opportunities. And when you attend a meeting, take advantage of everything offered at our events. For example, I've made some of my most meaningful connections at our golf tournament which is four uninterrupted hours socializing and working as a team. Also, the closing reception is fantastic. It's usually a smaller group and you'll always have a better chance of having a conversation with someone who might otherwise have been pulled in a thousand directions during the larger events of the week.

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Chant Engineering Welcomes Young, Ambitious Engineers to Ignite Innovation in the Industry

Chant Engineering, a leading force in precision engineered test equipment, is proud to announce the exciting addition of a cadre of young and ambitious engineers to its growing multidisciplinary team of 15 engineers. This strategic move is aimed at infusing fresh perspectives, dynamic energy, and leading-edge discoveries into the industry.

Embracing the Future of Engineering:

Chant Engineering has always been committed to pushing the boundaries of innovation, and this latest hiring initiative reinforces that commitment. By bringing in a group of talented and forward-thinking engineers, Chant aims to harness the power of diverse ideas and youthful enthusiasm to drive innovation in the lifting and rigging world.

Why the Emphasis on Young Talent?

This is a mature industry and the leadership at Chant recognizes the invaluable contributions

that young professionals can bring to the table. These engineers represent the future of the industry, with a passion for cutting-edge technologies, sustainability, and creative problem-solving that aligns seamlessly with Chant Engineering's vision.

CEO Statement:

Philip Chant, Owner of Chant Engineering, expressed enthusiasm about the new additions, stating, 'We believe in investing in the future, and that means investing in the bright minds and fresh ideas that the next generation of engineers brings. We are excited to welcome these young talents to Chant Engineering, where they will play a pivotal role in shaping the future of our industry.'

Joining a Tradition of Excellence:

While Chant Engineering looks toward the future, it remains firmly rooted in a tradition of excellence that spans over five decades. The combination of seasoned experts and fresh talent positions the company as a dynamic force ready to tackle the challenges and opportunities of the evolving industrial machinery marketplace.

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Chant Engineering has always been committed to pushing the boundaries of innovation, and this latest hiring initiative reinforces that commitment.

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This Economy and Your Family Business

5 Tips for Remaining Attractive to Purchasers

It's 2023, and you're running your business every day while fighting inflation and higher interest rates. Because of inflation, it's highly likely your real profits are down.

Many of you have gotten to the age where you're thinking about transitioning the company to a new owner and starting a new chapter for yourself. If you're one of these individuals, you've reached the point where you need to start working *on* your company rather than *in* your company.

In most of the industries Creative Planning works with, there's a lot of buying and selling activity. There are more buyers today than there were 20 or 30 years ago – and there are more sellers too. Many industries are having consolidations take place, and it's become more common within the last decade for a company to have three to five locations rather than just one.

Here are five tips for helping keep your business attractive to potential purchasers.

Review your gross margins. If your gross margin on sales two years ago was 40% and your expenses were 35%, do you still have a 5% spread in those two figures today? Over the last couple of years, you've seen inflation increase the prices of all the products coming to you from your vendors. Hopefully you've worked diligently to increase retail prices to keep up with inflation. If that 5% bottom-line profit is only 2% today, your corporate value is likely going down. Is there any way to increase gross margins by 1% per year for the next two years?

Analyze your balance sheet and profit loss statement on a regular basis. Once a week or once a month, spend one or two hours in your office with the door shut carefully analyzing each line item. Improve your numbers (if possible) and work on making them more accurate.

Work on holding down the rate of increase on your expenses. Payroll and wages are probably your biggest expense, and you'll definitely want to keep all your best people. Watch your payroll (and other) expenses closely. Hold down your total expenses where possible.



Find the right people to work with to develop your exit plan and start spending more time on the business and less time in the business.

Check your inventory and accounts receivable. Are those numbers accurate?

Get started today. If you're certain you want to sell or transition your business in the next one or two years, you need to get started today – and spend time every month working on your company. Find the right people to work with to develop your exit plan and start spending more time *on* the business and less time *in* the business.

At Creative Planning, we specialize in helping business owners increase the value of their businesses prior to selling. Let us help you ensure all aspects of your business and personal finances are well cared for. If you'd like help with succession/exit planning for your business, or any other financial concerns, please schedule a call.

This commentary is provided for general information purposes only, should not be construed as investment, tax or legal advice, and does not constitute an attorney/client relationship. Past performance of any market results is no assurance of future performance. The information contained herein has been obtained from sources deemed reliable but is not guaranteed.

AWRF BOARD OF DIRECTORS SPOTLIGHT

Mike Poroo



Company: SWOS

Committee: Vice President

Favorite TV Show/Movie: Who has time for TV?

Glimpse into Your Life: Somehow ended up with an amazing wife who outsmarts me on a regular basis yet remains foolish enough to support my many endeavors. She also blessed me with my daughter Georgia, who at 8 years old, finds a way to humble me often and remains the reason I get up and tackle the world daily.

Dog, it's some kind of doodle. He only grew to be half the size the breeder promised he'd be, so when asked what breed he is, I simply reply that he's a disappointment.

Goal for Your Committee? Since the fog of Covid has cleared and we've had some time to process and understand the new needs, expectations and behavioral changes of our general membership, change is in the air and I love it. Lets go faster.

Why did you join the BOD? Jeff Bishop sold me on running for the Board by assuring me I'd get to build

relationships with and learn from the industry's brightest and most successful. It was a no brainer for me, though I often find myself wondering how many folks turned Jeff down before he dialed my number.

What aspects of our industry do you love most? Mom and Pop shops for the win, and everything innovative. Watching small family businesses achieve or build or design their way through an application by creating a better mousetrap, then being able to monetize it in a manner that allows them to hire and grow and provide for families; that's the cool stuff.

What do you get out of your AWRF Membership (both personally and professionally)? The mentors. We have so many intelligent people in this industry, and so much experience in the room at our meetings. The vast majority of these folks love helping, encouraging, and sharing their thoughts, ideas and mistakes. Professionally and personally, the good folks I've met in this industry have helped in countless ways.

What advice would you give AWRF Members currently seeing more out of their membership? Get involved. Even if not at the Board level, try attending a tech meeting. Did you know that as a member of AWRF, you have a standing invite to sit in on either of these meetings with zero obligation to contribute.



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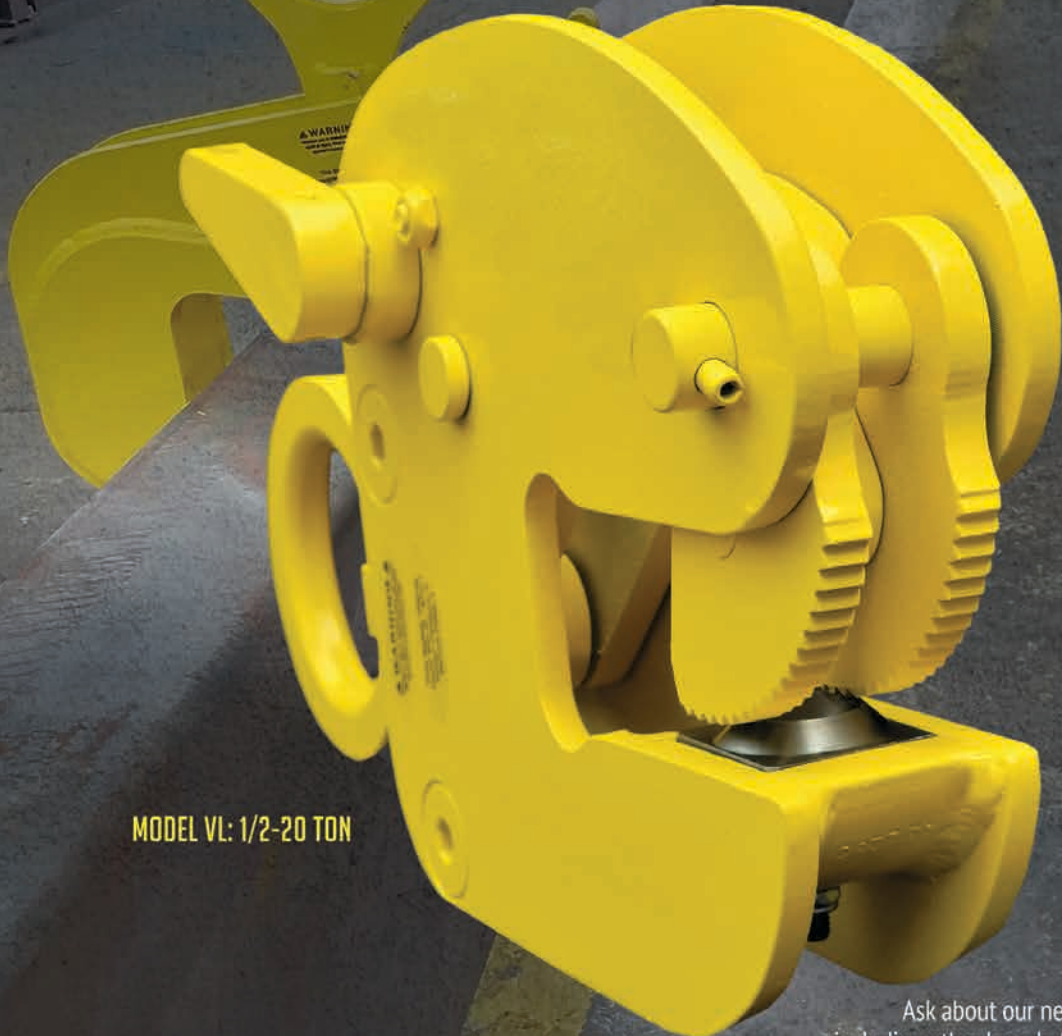
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From Dread to Development:

Transforming Feedback into Engagement

In the dynamic landscape of today's business world, few phrases can send a shiver down your spine like when a colleague or manager approaches and utters those six dreaded words: "Can I give you some feedback?" Let's face it, unsolicited feedback rarely feels like a gift. Believe me, as a speaker, I feel the same sense of dread when receiving feedback forms right after a program. Instead of looking at them right away, I let myself experience "speaker's high, and then review them the following day. I do appreciate feedback, as it helps me learn, grow, and become better at my craft.

By revolutionizing the way we approach feedback in the workplace, we can transform it into a catalyst for growth and engagement. It all begins with teaching employees not only the value of feedback but also the art of requesting it. By doing so, you grant your team the opportunity to seek the support and guidance they need to excel in their roles.

Here are three compelling reasons why fostering a culture of requesting feedback is essential in today's market:

Cultivating reciprocity: When you actively seek feedback, you unlock a powerful force in your professional relationships. By extending an invitation for feedback, you create an environment where the other person feels comfortable reciprocating. This reciprocity leads to a deeper sense of partnership and even the potential for genuine friendships to blossom. Make it safe for the person to give feedback. In other words, listen with a "thank you for sharing" attitude. If you fight or try to justify the reasons for your actions, the other person won't feel safe giving you feedback in the future.

Setting the stage for growth: The beauty of requesting feedback lies in your ability to define the parameters of the conversation.

By initiating the feedback process, you can navigate the discussion in a manner that avoids triggering defensive instincts or fight-or-flight responses. This approach ensures that the focus remains on acquiring the specific insights and knowledge required for your personal and professional growth.

Empowering confidence: By empowering employees to ask for feedback tailored to their needs, we provide them with a profound sense of agency. When you actively seek the feedback you desire, you embark on a journey of self-improvement that fosters confidence in your abilities. This newfound assurance positively impacts not only your professional development but also your overall well-being.

Now that we've explored the importance of requesting feedback, let's delve into the practical aspect of how to approach the process. Here are four tips to kickstart your journey:

Timing and environment matter: To ensure a receptive atmosphere, schedule dedicated meetings with the individuals from whom you seek feedback. By giving them a heads-up about the purpose of the meeting, you allow them time to reflect and provide more thoughtful insights. This approach leads to higher-quality feedback and demonstrates your respect for their valuable time.

Craft an agenda and document feedback: When requesting feedback, clarity is paramount. Clearly articulate the specific areas or aspects on which you seek input. By doing so, you facilitate open communication and make it easier for the other person to share their thoughts. During the meeting, take diligent notes, capturing the essence of the discussion. Finally, express gratitude for their contribution, recognizing the time and effort they have invested in your growth.

Embrace action and change:

Feedback without action is mere words lost in the wind. To honor the process and build trust, it is vital to demonstrate your commitment to applying the feedback you receive. Act on the insights, make tangible improvements, and share the results with those who offered their guidance. By doing so, you not only validate their contribution but also reinforce the foundation for future feedback exchanges.

Foster a culture of ongoing feedback:

Feedback should never be a one-off event but rather an ongoing journey of continuous improvement. Embrace feedback as a regular practice, integrating it into your daily work routine. By doing so, you create an environment where adjustments can be made swiftly, enhancing productivity and growth. Furthermore, this commitment to reciprocal feedback can develop into mutually beneficial relationships, enabling individuals to support and learn from each other.

Asking for feedback is a powerful art that unlocks immense potential for self-development. By taking the first step and requesting feedback yourself, you set a powerful example for others to follow. Encourage your team members to embrace this transformative practice and witness the growth and engagement that flourishes within your organization. You'll embark on a journey of continuous improvement and create a culture where feedback is embraced as a catalyst for success.



by Lisa Ryan, CSP

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Chief Appreciation Strategist, Grategy

Lisa Ryan, CSP, is Founder and Chief Appreciation Strategist at Grategy. Leveraging her rich industry background, she guides organizations in keeping their top talent from becoming someone else's. Learn more at www.LisaRyanSpeaks.com.

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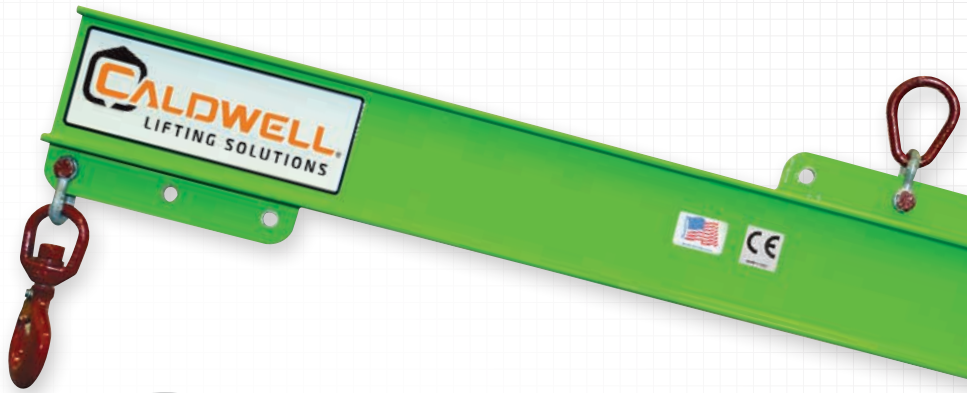
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MARKETING / COMMUNICATION UPDATE



Debra Cushman
Co-Marketing Chair
Cascade Rigging



Jeff Ferchen
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The Caldwell Group, Inc.

2024 brings some exciting things for AWRF and its members. The Board of Directors is serious about taking your feedback and moving toward what our members are asking for. We've heard you and the BOD are in the process of making some changes to the traditional format of our PIE / Conferences. We will have one PIE event each year but with that an increased focus on informational break out sessions and technical knowledge shared. We know that educating our younger generation is an overall market struggle. We are asking AWRF members to send their teams to get educated on technical publications, industry standard changes, new & existing products from our manufacturing partners, networking & overall education opportunities for our unique industry and end markets. Please consider how you can rotate your inside / outside sales team, project managers, safety personnel and engineers into future AWRF PIE & Technical conferences.

During the winter BOD meeting we proposed merging the Marketing and Communications Committees together. Let's face it, today with social media we must be united in our front to distribute information and be social with our members and end markets. The BOD voted and the decision was unanimous to combine the two committees. The AWRF Marketing/Communications Committee goal assumes the responsibility to actively promote the AWRF brand in the material handling industry and to promote the different committee activities through various media outlets. Committee news & updates will be communicated via the AWRF website, email, blogs and various social media outlets such as LinkedIn, Facebook, X (formally known as Twitter), etc. This merge also allows us to enhance the Association's means of distributing information among its BOD, Members, Committees, and the end user markets. Our mission is to successfully promote AWRF membership, its brand & programs. Along with Regulatory & Industry changes (ASME / RP&G's / WSTDA / WRTB), the market content our membership provides which mutually supports our mission to be the leading industry association focused on the material handling industry.

Speaking about marketing content, we could use your support. We also created a new social media policy and guidelines to help us mutually expose AWRF and its members to the industry. If you don't have a robust marketing team at your disposal, allow AWRF to help get your company highlights into the market. When discussing this objective it was important to create a social media policy that includes member company's perspective and addresses a wide range of concerns, including the entire lifting, rigging, material handling and load securement community. This policy provides members of AWRF the necessary guidelines and enables us to share your knowledge & expertise on social media in a way that promotes both the AWRF member company and AWRF's brand. Our approach is to distinguish the policy between what members are allowed to submit for consideration on behalf of AWRF and an approval process for GO & NO-GO decisions. As well as follow up of when and what platforms your content will be shared. The policy answers the questions of who, what, when and any legal restrictions we have as a membership organization.

We understand that companies who work in partnership with AWRF have a wealth of knowledge that can be shared as a collective. This allows us to:

- Position AWRF & its members as industry experts.
- Engages us in conversations allowing us to share opinions & experiences with our members.
- Promoting news / updates about our members on various platforms
- Assists potential & existing end users with keeping AWRF members top of mind when rigging, lifting, moving and load securement is being considered for their projects.

For the complete executive proposal of the marketing / communication merger, the new social media policy or the upcoming changes to the PIE format, feel free to review the website, contact the AWRF office or myself with any question or comments. I look forward to seeing everyone at the Nashville, TN meeting.

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Next Steps

With a pilot round of audits complete, it's time to widen the AWRF Accreditation Program alongside LEEA, our third-party auditors.

The AWRF Accreditation Program is an exciting, new, and completely voluntary opportunity for all members companies and their affiliated branches.

Using the current revision of our AWRF RP&G, Recommended Practice for the Operation of Sling Shops, as a basis for evaluation, the Lifting Equipment Engineers Association (LEEA), our third-party auditing partner, will work with interested member companies to ensure compliance. The audit was developed by LEEA according to requirements set out by AWRF.

Once a member company successfully completes the audit, they will then be able to market themselves as an AWRF Accredited Member, which includes the use of a logo that has recently been developed. Additionally, many benefits that LEEA members enjoy will be made available to

15-year journey

AWRF has named Brian Dewey, Northeast Regional Vice President at Bishop Lifting | All-Lifts, chair for the Accreditation Program, with the principal objectives to promote, administer, and enhance the concept. Dewey says completion of the pilot audits is the latest milestone in a 15-year journey.

He says, "Jeff Bishop had the idea to implement audits during his presidency in order to achieve more consistency within the AWRF shop community. Eric Parkerson created the Quality Survey about sling shops,

Accreditation Program FAQs

What is the cost associated with the program? \$1,500 per year.

What if my company does not make one of the products listed in the audit? The audit will only cover products and services that are produced or originate from the member company site being audited, that are part of the AWRF Quality Survey and the RP&G, Recommended Practice for the Operation of Sling Shops.

Does my company have to be audited in all areas listed? Yes, but only if that audit area is for product fabricated on site, at the member company facility.

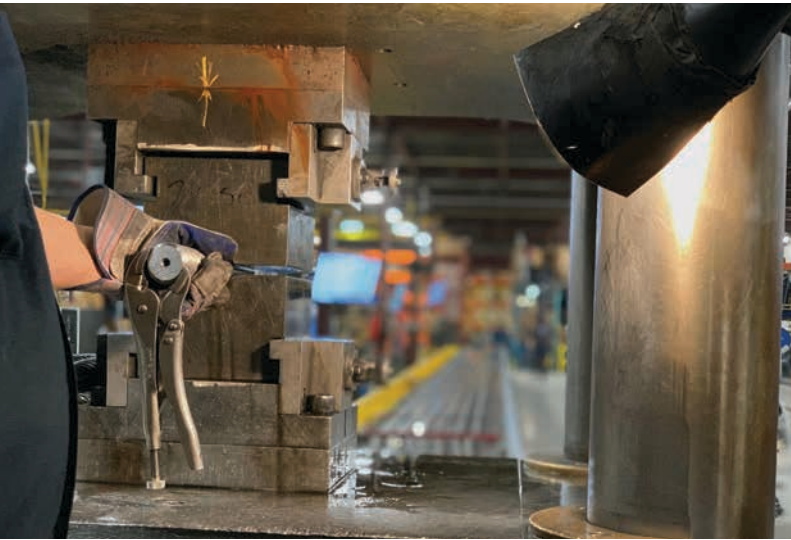
What happens if my company does not pass the audit? Information will be collected ahead of the physical visit. Any areas of concern will be addressed, and member companies will be assisted and coached through the process.

How often does my company's accreditation need to be renewed? The accreditation is valid for three years, with annual visits and check-ups. The fee (see above) is paid annually to remain part of the program.

Who will know about the audit? All audits are privately protected until the member passes the inspection. No one but the AWRF office has access to companies going through the audit process.

What if we have multiple locations? An audit must be completed for each individual location, payment for each location is separate.

What if we're already LEEA members? The AWRF Accreditation Program is not the same as being a LEEA accredited member. If you are a LEEA member, you should still proceed via the same AWRF Accreditation Program processes as non-LEEA members.



Uniropo swaging a large threaded stud onto a high-performance wire rope. In the blurred background, you can see a work table with the wire ropes laid out for precise measuring, and large television screens distributed along the length of the table displaying the drawing for the assembly being worked on.

AWRF member companies that are enrolled, and successfully complete the audit process.

The goals of this program are to ensure safer sling shop operation; to drive more business to member companies; and to help member companies win more market share ultimately adding value to being a member.

Benefits

- Marketing to end users with program credentials / site accreditation
- Access to LEEA technical guidance documents and online training
- Permitted use of a co-branded AWRF / LEEA logo
- Access to LEEA technical answer center

derived from the foundation of the SIGNAL Insurance Audit. This would then turn into a self-imposed quality audit that members would conduct internally. After the first survey was completed, Knut Buschmann, along with the AWRF Technical Committee, were able to create the Sling Shop RP&G that was then distributed to members.

In March of 2019, Bill Franz, along with the Strategic Future Planning Committee [Bruce Yoder, Doug Stitt, Scott St. Germain, Tony Mazzella, Nick Gladue, and Buschmann], made mention of being audited by a third party. LEEA was always at the top of AWRF's mind as a credible organization who we are proud to be affiliated with. From there, Brett Woodland took the initiative and became the LEEA liaison.

Robert Wilson, head of Member Engagement at LEEA, said, "AWRF members gain a valuable endorsement, while also benefiting from the oversight and feedback of a third party. And they get to use a specially created logo to distinguish themselves. It is great to be able to report that the initial audits have been conducted successfully."

Dewey adds, "We are off to a great start with the pilot phase of the project and excited to see the future of this accreditation take shape. We will adapt lessons already learned for future companies."

Successful audits

Among the first member companies to complete audits are Uniropo Limited and Fulcrum Lifting.

Scott Fleming, Director and Sales / Rigging Training Manager at Uniropo, says, "We wanted to ensure that we were following industry best practices. This was a way to test ourselves and our processes against an industry specific benchmark. As a LEEA member, we were an ideal candidate,

Fulcrum Lifting's in-person audit took place at its Wooster Road facility in Cincinnati, Ohio.



Uniropo Limited recently expanded its headquarters in Ontario, Canada.

because we are a process-oriented company; we have work instructions for every process in our plant."

Alex Brock, Director of Operations, Quality Assurance at Fulcrum, says, "We hold our quality procedures to the highest standard and the program helped confirm the efficacy of our quality management system."

Fleming observes that the process felt similar to an ISO audit. "You work with the auditor to show that you have processes in place and that you follow them. The unique thing with the AWRF Accreditation is that the processes are specific to sling shops and defined by the audit."

Brock adds, "The overall process was relatively straightforward, involving a review of our quality manual, AWRF technical binders, RP&G, documentation procedures, fabrication processes, employee interviews, etc. The audit was very thorough and took ample time to explore the various areas of interest.

"Of course, in theory, you should not have to prepare for the audit if you are upholding the requirements and have a thorough quality management system that is followed. With that being said, the audit is very thorough and should not be taken lightly."

"The audit is something you should be able to pass at any point," says Fleming, "But preparation is important. Start with the RP&G, Recommended Practice for the Operation of Sling Shops, and make sure that you are doing the things prescribed in that document. The more things that you have documented, the easier it will be."

The pair agree that other AWRF members should participate in the Accreditation Program. As Fleming puts it, "It's one thing to say you are a member of a particular association; it's another to have an accreditation and affirmation that you follow best practices set out by that association."

Brock adds, "We would encourage other AWRF members to participate. As members, it's our responsibility to hold ourselves to the highest standards to help ensure the safety and quality our customers expect."



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DLM Opens Machine Shop, Brings Load Pin Manufacturing In-House

Dynamic Load Monitoring (UK) Ltd. (DLM), of Southampton, has opened a machine shop in collaboration with sister company, Vulcan Offshore Ltd.

Having taken a new lease on two buildings already fitted out as a machine shop in Vancouver Wharf, Southampton, each company will occupy an adjacent unit. A state-of-the-art suite of machining and milling equipment will give DLM full control of its manufacturing processes, reducing lead times.

DLM has supplied load cells plus load monitoring and cable working equipment to the lifting, rigging, wind energy and wider renewables sector for a decade. It often partners with Vulcan, which is a specialist in fabrication, welding, and computer numerical control (CNC) machining.

Demand has long since outstripped the capacity of Vulcan, which also performed subcontracted engineering, and DLM had no machining capability of its own. Previously, DLM would source the raw material—typically 17-4PH stainless steel—and outsource to a machinist that would machine the load cell billet according to drawings produced by the in-house design team. DLM would then complete strain gauging, assembly, proof load, calibration, and final tests.

Martin Halford, managing director at DLM, said: “This is most probably the largest single investment ever made by DLM and marks a real step forward for us in being able to control the complete manufacture of our products. It is something that we have wanted to do and have planned for a long time, but the opportunity came up when we least expected it to acquire this new premises. Vulcan has gone from strength to strength in its very short life. With the need for more space at our existing workshop [in Quayside Road] and the winning of some large contracts, the increased capacity and space will aid our growth even further and allow us to push on quicker with our plans.”

He added: “The CNC lathe [at Vulcan] was already at full capacity, even without DLM work; and we could rarely get access to it. Now we can free-up vital space in Vulcan’s workshop for another welding bay, which



Dynamic Load Monitoring and Vulcan Offshore have jointly take a new lease on two buildings already fitted out as a machine shop in Vancouver Wharf, Southampton.

was desperately required due to the increase in order levels. We already source raw materials of the highest quality from approved mills in Western Europe; we will eventually stock popular sizes to further enhance efficiency and cut costs.”

Machining capability

The machine shop, which will feature two Doosan Puma lathes, a Haas lathe, and a Haas mill, will be supported by a dedicated team of five professionals, including a workshop manager jointly appointed by DLM and Vulcan. They will take orders from quotation, machining, gauging, documentation, shipment, and every stage in between. Traceability will thusly be enhanced.

The lathe is able to machine pins to 200mm diameter and over 1m in length, in capacities over 300t. However, Halford reiterated that the investment goes beyond machining load pins, the company’s flagship product, with tensile link billets and running line monitors (RLMs) also central to the newly expanded operation. The mill will machine the standard range of tensile links and both the company’s 60t and 200t capacity RLMs.

Halford said: “All our load pins are typically custom-designed to meet clients’ specific physical sizes, so although we state we have some standard [load pins] on our website, they are only standard in their electrical operation and sealing method / environmental protection—not necessarily their physical size or appearance. Our pins are used for various applications across numerous industries, including oil and gas, lifting, rigging, and subsea.”

DLM is renowned for supply of subsea load pins, especially, most commonly used in tandem with underwater trenching vehicles used to lay and bury cables. The pins measure the forces imparted on sections of the underwater vehicle and aid the control of the vehicle as well as monitoring its condition during operations.



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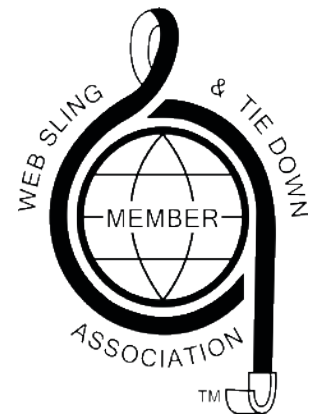
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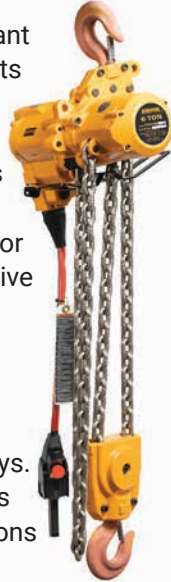
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Harrington Introduces Their New TCE-IIIB Series Spark Resistant Air Hoists

Manheim, PA – Harrington has recently introduced their new TCE-IIIB Series spark-resistant air hoists. These hoists are built with components that will reduce or eliminate risk of spark produced by impact or friction in heavy-duty industrial applications. The TCE-IIIB Series hoists are Ex certified spark resistant to level II 2G Ex h IIB T4 Gb for gas and II 2D Ex h IIB 130°C Db for dust and are in compliance with the ATEX Directive 2014/34/EU.

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Spring-loaded multi-vane motor permits very fine feathering control

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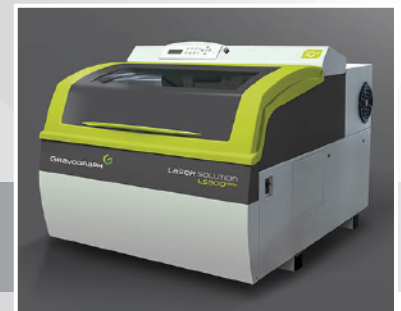
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Dan Carmichael Named Vice President of Service of Mazzella's Lifting Business



Dan Carmichael

CLEVELAND, OH – Dan Carmichael has been promoted to Vice President of Service of Mazzella. For the past four years, Carmichael has served Mazzella's Lifting Business as Regional Sales Manager.

In his new role, Carmichael will oversee operations and strategy for Mazzella's crane service and hoist parts businesses. Dan will also join Mazzella's Lifting Leadership Team, reporting to Matt Mazzella, President of Mazzella.

Carmichael brings 23 years of overhead lifting and rigging experience to this role—including roles at Hoist & Crane / Garrison, Industrial Wire Rope, CMCO, and as Vice President of Sales of Ace Industries, Inc. before joining Mazzella in 2019.

"I am humbled and honored to receive this opportunity to work alongside our industry-best service team that has proven their technical expertise and commitment to excellence in serving our customers. As we continue our integration into the larger Mazzella organization, and expand our service offerings across the U.S., I am confident we will continue to provide the highest level of service our customers have come to expect from us. I look forward to every opportunity to help them achieve their goals," said Dan Carmichael.

"We are thrilled to announce the promotion of Dan Carmichael to Vice President of Service. During his four years with Mazzella, Dan has demonstrated exceptional leadership, strategic vision, and a relentless commitment to our customers' success. I'm confident that Dan's embodiment of our core values, his extensive industry experience, and his ability to build trusted relationships will help accelerate our growth and build a best-in-class service organization. Please join me in congratulating Dan on this well-deserved promotion," said Matt Mazzella, President of Mazzella.



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AWRF EMERGING LEADERS

Kelly Jones



Holland Nameplate
Sales Executive
AWRF Board Member

- 1. Why did you join Emerging Leaders?** I enjoy being involved and saw this group as a great way to learn more and meet new people at AWRF
- 2. How do you feel that Emerging Leaders has benefited your growth within the industry?** EL helped me to learn more about the industry and understand just what AWRF is about – I am newly elected to the BOD which I don't think would have been possible without my involvement with EL.
- 3. What is your outlook on the wire rope industry? What do you love most?** Continued growth and collaboration between companies. I love the network and the friends I've made!
- 4. Where do you see yourself in 3 years?** Very much hoping to maintain my seat on the BOD and really make a difference.

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Project highlights

- ✓ Total thrust: 7.5 million N (1.7 million lbs)
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Caldwell Adds RUD ROV Hooks to In-Stock Program

Rockford, Illinois-based The Caldwell Group Inc. has added remotely operated vehicle (ROV) hooks from RUD to its in-stock program.

The hooks, available in 10t and 25t capacity, are supplied through Caldwell’s dealer network, primarily for use in underwater applications in the Gulf Coast region. Caldwell and the RUD Group unite their sales and marketing activities in North America, and now stock more ROV hooks here than ever before.

Access to ROV hooks is important to major subsea, and oil and gas, contractors for utilization in multi-million-dollar projects to handle valuable loads in hazardous environments, often many miles offshore and up to water depths of 10,000 ft.

The safe lifting and lowering of loads on deck and underwater—coupled with ambient conditions, unpredictable currents, and difficult lighting—presents enormous challenges. The sector is nearly always time pressured, and precision is fundamental to safety.

The hooks can be used by major contractors, like Oceaneering International Inc., to install long baseline transponder frames, rigid M-shape jumpers, and associated subsea distribution hardware, for example. Users must eliminate the risk of dropped objects, especially when passing through the water interface, and provide a user-friendly subsea solution.

Twin trigger mechanism

The RUD ROV hooks can be operated by all commonly used ROV manipulators, including the grabber. The hook eliminates the risk of snagging and accidental rigging; the outer profile is smooth with no protruding hook nose. The outwardly opening safety latch, which can be operated by a single manipulator, automatically closes when the ROV releases the triggers, and it is securely locked in closed position. Overall hook design minimizes the time the ROV takes to carry out the attachment / detachment operation.

Jay Schroeder, western sales manager at Caldwell, said: “Just like every other market segment, when someone needs it, they need it now. Many times, you can’t anticipate when you have a failure or an emergent

need, and it is important to keep the job running. Overall, it is important we have these hooks in stock. The equipment our ROV hooks are lifting is often worth well over a million [dollars].”

A standout feature of RUD ROV hooks is the twin trigger mechanism; it opens only by pressing both triggers simultaneously. It only requires one hand to operate whereas most alternatives need two hands to open and close. The yellow oblong master link serves as the target for operators. Radio-frequency identification (RFID), meanwhile, enhances inspection and tracking.

Schroeder added: “RUD is a high-quality, Germany-manufactured product, so it takes a certain type of company to be able to deliver it here in North America, keeping lead times short and stock levels high, close to the point of use.”



LiftPull’s Ruben Delgadillo (left) and Oscar Richerson with a larger (25t) remotely

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Continued from page 17

“Dyneema® is used in mooring lines, hoist lines, and other extremely heavy rated applications now, once thought to always be performed with steel products like wire rope and steel chain. Very sensitive jobs like aerospace assembly are now being done with our DoNova® textile chain lifting slings made with Dyneema® due to tendency for steel to damage the cargo or vehicle.

“Actually, in many cases, the damage that steel chain does to the cargo is a paramount consideration. Hauling concrete forms with steel chains can cause serious damage to the product. As well, with lifting, steel chain against delicate cargo or space vehicles can be mission critical. Large methanizer tanks being transported from the factory can still look new after delivery using textile chain to secure the load, where steel chains can scratch, and damage the vessel prior to arrival.”

Van Beest’s van der Zalm adds, “It is lightweight and offers the functionality of being able to shorten [the chain] in a multi-leg lifting sling; this was previously missing in the industry.”

The strength to weight ratio is significant, Abato reiterates: “For higher payloads, in lifting or tie-down applications, synthetic chain is much lighter, while also presenting higher strength,” he says. “Higher rated chains reduce the number of chains needed, reducing overall weight and difficulties that can be encountered in configuring attachment points.”

“Also, Dyneema® fibers are non-conductive so it can be used where electrical current may be present. Safety is also improved because workers of all ages are working with a lighter, stronger material.”

Patel says, “We’re able to offer options to end users. Every project is different. There’s a clear weight advantage; the same strength for eight times lower weight. But a standout benefit, as Anton [van der

Zalm] and Ralph [Abato] say, is that the form factor of the chain makes it easy to achieve flexibility. There’s length adjustment that isn’t possible with a roundsling. On a wire rope you might need to re-splice it. We provide synthetic options that are inherently adjustable.”

The panelists were also keen to point to synthetic chain’s Möbius twist, a surface that can be formed by attaching the ends of a strip together with a half-twist. As van der Zalm explains, “There is better load distribution over the fibers.”

Patel adds, “We took the [AWRF] audience through the material properties plus the form factor improvements and the redesigned concept, which was based on asking ourselves, if we could start from scratch how would we make better chains?”

“Beyond the material innovation, we looked at introducing a twist to even out stress distributions. Instead of keeping it the same as steel chain what we’ve done is improve upon it. Then we looked at functionality; the design



There are many application benefits to using synthetic chain.

has to handle fatigue and constant loading. And, finally, from an end user’s perspective, is it easy to handle?”

Synthetic chain is the result of combining material innovation plus form factor improvements plus robust design.

“It’s not about one or the other—steel vs. synthetic—it’s about providing options to project engineers. Rigging shops around the world offer solutions for diverse projects both onshore and off. And engineers love to have options. We think Dyneema® synthetic chain is a great option for their next project.”

A future for steel chain

“There will always be a demand for steel chains,” says Ralph Abato, President / Managing Director at Doleco USA. “In applications with extreme heat, or chemical exposure, as well as regulated tie-down projects, such as those with sharp metal products being transported, textiles might be prohibited. At the highest load rating, textile chain is currently approximately two-point-five to three times the cost of steel chain.”

“Yes, of course there is a long-term future for steel chains,” adds Anton van der Zalm, Vice President Corporate Research and Development at Van Beest. “But now there are more chain options.”

“The market for chain products will continue to be strong,” says Binay Patel, Senior Account Manager for Dyneema®, at Avient. “It’s the particulars that matter: if you’re on a plane, your goal is to burn less fuel so using lighter products are advantageous. In a melting forge, steel-based products are likely to be favorable. It’s not about creating a product to replace another; it’s about providing project engineers with options for tackling their specific project requirements.”

AWRF TECH COMMITTEE MEETING



Melissa Searle
Director of Product Management
Laclede Chain Manufacturing Company
Technical Communications Sub-Committee Chair

Hello AWRF members! The AWRF Technical Committee just wrapped up our January meeting in Sarasota, FL where we had two days to discuss different topics to better support you.

To kick off the meeting, we really focused on what technical presentations we could present during this year's general meetings. We want to provide content that is valuable and engaging for all members. The first General Meeting where you will hear a technical presentation that we picked out will be in Nashville, TN 4/28-5/1. Do you have any suggestions for future meetings? What would you like to hear about? Please submit any suggestions that you might have to AWRF office.

Next, we went into our Sub-Committee reports. All Sub-Committees will finalize their 3-5 year plans for what they want to accomplish. This will help keep the direction of each committee focused on the future. During the Testing Sub-Committee report, Steven Boyko presented a draft of the testing protocol that was developed to either reaffirm or proceed with further testing for the National Association of Chain Manufacturers (NACM) Table XII "Effect of Elevated Temperature on the Working Load Limit of Alloy Chain". The draft is going to be evaluated by the Technical Committee of NACM and then a final approval of the protocol submitted to the Board soon after. Once we have the

tests performed and data gathered, we will have a more formal report to share. The next committee to note is the Mechanical & Non-Electrical Hoists Committee chaired by Tony Mazzella. His subcommittee has finished reviewing the Recommended Guideline for Proof Test Procedures for Manual Lever and Manual Overhead and Electric Hoists. Once the recommended changes that were approved by the Technical Committee are updated in the RP&G, this will be reviewed by the Board for final approval and a new copy will be sent out to the members. Keep an eye out for the newest revised copy so you can make sure your practices are up to date.

We ended our meeting finalizing the Mission Statements for each Sub-Committee. This is our first step to giving more insight into what each Sub-Committee's purpose is. Stay tuned for an article to come where AWRF will publish all of these. If you or anyone from your organization is interested in getting involved in a committee, please let Emily or Tim Klein know so they can get you in touch with the correct person. The next Technical Committee meeting will be held in-line with the AWRF General Meeting this spring April 29-30th in Nashville, TN.



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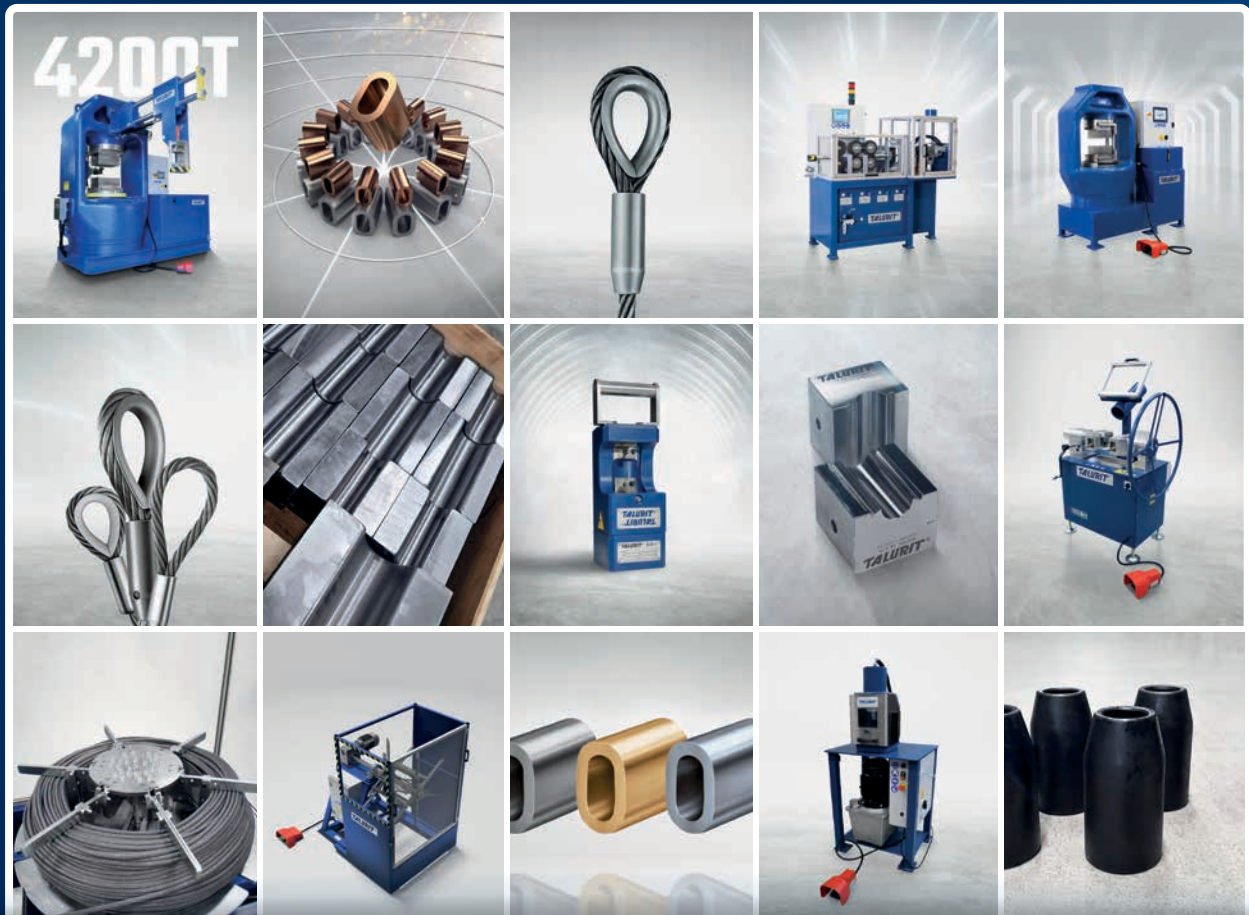
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