



Slingmakers

ASSOCIATED WIRE ROPE FABRICATORS

2025 ISSUE 184

AWRF 2025 PIE & TECHNICAL SUMMIT MEETING INFORMATION

DON PELLOW RETIRES



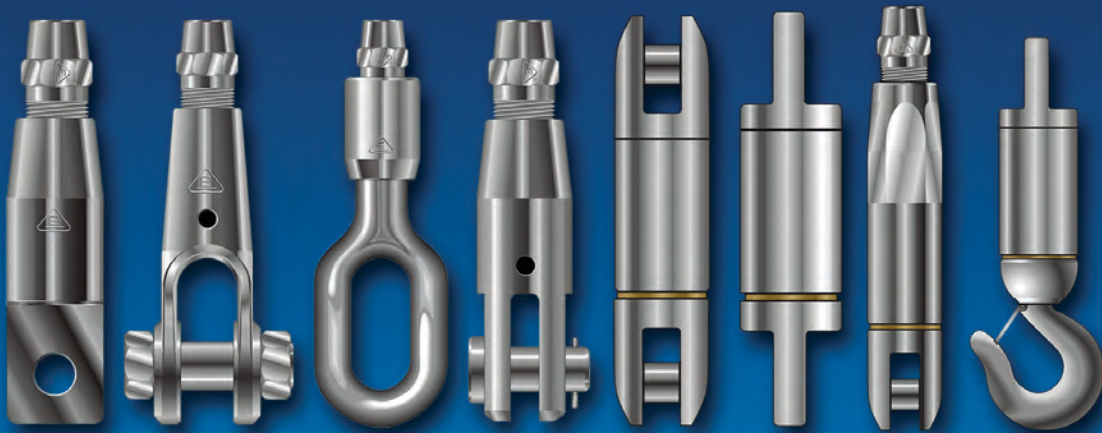
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2025 AWRF PRESIDENT

Mike Poroo

5721 Harvey Wilson Dr.
Houston, TX 77020

AWRF Members,

As we kick off 2025, I'm thrilled to share the momentum we've built and the exciting developments on the horizon for AWRF. This year is shaping up to be one of the most impactful yet, and I encourage everyone to stay engaged as we drive innovation, expand our reach, and strengthen our industry.

Our PIE and Tech Summit in Denver is rapidly approaching, and I am proud to announce that we have over 100 exhibitors registered for that Monday's event. The industry's enthusiasm for this new format is a testament to the value we are bringing to our members. Additionally, the response to our call for technical presentations has been overwhelming. As a result, we are now offering a day and a half of in-depth sessions across multiple rooms, starting on Tuesday and running through Wednesday morning. This expanded schedule will provide attendees with even greater opportunities to explore cutting-edge technologies and industry advancements.

As I've emphasized before, the success of this event hinges on strong attendance. Your participation is what will allow us to continue offering high-caliber events like this in the future. I urge all members—whether manufacturers, distributors, or rigging shops—to attend and fully engage. Make sure to encourage your teams, especially engineers and technical sales staff, to take advantage of this unparalleled opportunity to learn, collaborate, and build valuable connections.

Another exciting development is the continued progress of our Emerging Leaders recruitment campaign, which is now in full swing. We have established relationships with Emily Griffith Technical College, local high schools via the Denver Public School system, and the Colorado School of Mines to introduce students to the career opportunities within our industry. This initiative is critical in addressing the skilled labor shortage and ensuring the long-term success of our field. To all exhibitors, I encourage you to actively engage with these students at the PIE—your interactions could be the spark that ignites a future career in rigging and lifting.

Beyond our domestic efforts, Ricardo Barroso with Cargo-Lift, along with Board members Frank Arellano (Washington Wire Rope) and Luis Jimenez (Alaska Rubber Group), have made significant strides in assessing the opportunity to expand AWRF's presence into Central and South America. Their work has been instrumental in validating the potential for expansion in these markets, and we

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FUTURE MEETINGS

2025

April 6 – 9	AWRF PIE and Technical Summit Sheraton Denver Denver, CO
October 19 – 22	AWRF General Meeting Omni Charlotte Hotel Charlotte, NC

2026

April 20 – 22	AWRF PIE and Technical Summit Houson Marquis Houston, TX
October 18 – 21	AWRF General Meeting Wailea Beach Resort, Marriott Maui Maui, HI



2027

April 5 – 8	AWRF PIE and Technical Summit Houson Marquis Houston, TX
October 18 – 21	AWRF General Meeting Omni Oklahoma City, Oklahoma City, OK



PIE COMMITTEE

Curt Jabben
Associated Wire Rope & Rigging
PIE Committee Chair



Ladies and Gentlemen..... Mark your calendars and come be part of the action!! We've got something special for you...

We are excited to invite you and your team to the upcoming **AWRF** where we'll be showcasing the latest innovations in industrial rigging hardware.

This event is an invaluable opportunity for both **seasoned professionals** and **new employees** to explore the most cutting-edge technologies and solutions in the rigging industry.

What to Expect:

This year's Technical Summit is a first of its kind for AWRF and will feature a full slate of presenters from all areas of the rigging industry, offering valuable insights on current trends, safety standards, and the latest innovations.

At the PIE, there will be nearly 100 exhibitors from throughout the industry, providing a comprehensive view of the state-of-the-art products and solutions available to the rigging world.

This event is a perfect opportunity for veteran professionals to stay ahead of the curve with emerging technologies, and for new employees to familiarize themselves with industry-leading rigging products that will shape their future work.

We look forward to you and your team joining us for this exciting event. Should you have any questions or require further details, please don't hesitate to reach out.

Looking forward to welcoming you to this exceptional gathering!

Event Details:

April 6th – 9th

Sheraton Denver Downtown Hotel – Denver, CO

2025 Spring PIE Exhibitors

ACT/KHL	Lift Solutions Holdings
Actek Mfg	Liftex Corporation
ADB - Hoist Rings Mfg.	Lifting Gear Hire (LGH)
Advantage Sales & Supply	Loos & Co., Inc.
All Material Handling, Inc.	Lug-All
Alps Wire Rope	Madras Hardtools Pvt, LTD.
Apex Tool Group	MAGNA Lifting Products, Inc.
Arabi Sling	Miller Lifting Products
Associated Wire Rope & Rigging	Muncy Industries
Atlas Lifting & Rigging	Murdock Webbing Co., Inc.
Ben-Mor Cables	National Band and Tag Co.
Bharat Ropes	Orion Cordage Company
Bridon-Bekaert - The Ropes Group	OZ Lifting Products
CARCANO SPA	pewag USA
Cargo Control USA	Proofcert, LLC.
Carolina Webbing	Reel Power Industrial
Carter Lifting	Reid Lifting
Chant Engineering Co., Inc.	Royal Van Beest
Cleveland City Forge	Rugged Controls
Chicago Hardware & Fixture Co.	Sahm Splice USA, LLC.
CODIPRO	Samson Rope
Columbus McKinnon Corporation	Scope Computer Vision Technologies
Cortland International	Service Thread
cromox US, Inc.	Sheave Source
Doleco USA, Inc.	Skookum, an Ulven Company
Drahtseilwerk Hemer GmbH & Co. KG	Slingmax Group
Durabilt by Durbin	SpanSet, Inc.
Elebia Autohooks S.L.	Strider~Resource
Elephant Lifting	Suncor Stainless
Elite Sales, Inc.	Talurit, Inc.
Erin Rope Corporation	TESSALink Software
Etched, LLC.	The Caldwell Group, Inc.
Etiflex Corp	The Rubicon Group
Ferreterro India PVT LTD	TP Industrial Yarns
FibrXL Industrial INC.	Tuffy Products - Bishop Lifting
Fusion Tools	TW Products
General Work Products	Unirope Limited
Handling Systems INTL	US Rigging / Pelican Rope
HIT Tools USA	Usha Martin Americas
Holland Nameplate	Washington Wire Rope
Holloway Houston, Inc.	Wholesale Rigging Products
Industrial Magnetics	WireCo
IPH Wire Rope	Wirerope Works
Jergens, Inc.	Wirop Americas
Kerr Stainless	WSTDA
Kito Crosby	Yigal Cohen, LLC.
KWS	Yoke Industrial Corp
Laclede Chain	

CURRENT AS OF 3/03/2025

SCHEDULE OF EVENTS

SUNDAY – APRIL 6th, 2025

8:00 – 11:00 am Board of Directors Meeting
 10:00 – 4:00 pm Registration/Badge Pickup
 11:00 – 4:00 pm Product Information Exhibition Set-up
 5:00 – 5:30 pm First Timer's Reception
 5:30 – 7:00 pm Opening Reception

MONDAY – APRIL 7th, 2025

7:30 – 9:00 am Breakfast Buffet
8:00 – 3:00 pm Product Information Exhibition
 11:30 – 1:00 pm Luncheon Buffet
 6:00 – 7:00 pm Networking Reception

TUESDAY – APRIL 8th, 2025

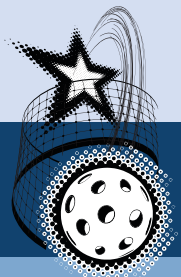
8:00 – 9:00 am Networking Breakfast
9:00 – 5:00 pm Technical Summit
 12:30 – 1:30 pm Luncheon Buffet
 6:00 – 7:00 pm Networking Reception

WEDNESDAY – APRIL 9th, 2025

7:30 – 8:30 am Networking Breakfast
8:30 – 10:00 am Technical Summit Cont'd
 11:30 am Bus Pickup – Pickleball Tournament
 12:00 – 3:00 pm Pickleball Tournament
 5:00 – 6:00 pm Closing Reception

**Schedule is subject to change*

2025 AWRF Spring Pickleball Tournament



11:30 am Bus Pickup – Pickleball Tournament

12:00 – 3:00 pm Pickleball Tournament

**Mile Hi Pickleball
 Denver, CO**

AWRF 2025 PIE & TECHNICAL SUMMIT SPEAKERS



Anton van der Zalm, Vice President Corporate Research & Development at the **Royal Van Beest Group**.

Working out of the head-quarter of the Group in the Netherlands. Started as a product manager back in 2003. With more than 20 years of experience in the industry, now responsible for all technical challenges and product developments within the group. With a degree in teaching Physics and Chemistry sharing knowledge is a core competence. Contributing member to the technical committees in ISO TC 111, CEN TC 168 and ASME B30.26.

My mission: Empower customers around the world to lift, move, secure, and build great things with safe, high-quality products, innovative solutions manufactured by the companies in the group.



Chris Dyson first encountered tribology during his Mechanical Engineering studies at the University of Leeds, before doing a PhD in engine lubrication. Since 2013 Chris has worked for

ROCOL, a specialist lubricant manufacturer in Leeds, UK, keeping collaborative links with the Universities of Leeds and Bradford. Since 2024 Chris has been based in Baton Rouge, Louisiana leading a field-based team of consultative lubrication and metalworking specialists, supporting current reliability needs, and developing insight to address emerging and future challenges.



Felix Nyberg, Vice President of Product Management, **Kito Crosby**. Felix Nyberg is a seasoned professional in the rigging and lifting industry, with over a decade of experience

developing products and helping customers find the right lifting equipment for harsh environments worldwide. He holds a Master of Science in Industrial Engineering and Management from Linköping University, Sweden. Felix began his career as a sales manager at Gunnebo Industries, where he gained hands-on experience in lifting applications.

Throughout his career, Felix has held key positions in sales and product management, honing his expertise in product use, applications, and design. He has authored published articles, conducted webinars, and led in-person training sessions to educate professionals on selecting and using the right lifting solutions for challenging conditions. In 2018, Felix relocated to the United States to further expand his impact in the industry.

As a passionate advocate for education, Felix developed a learning resource focused on lifting in harsh environments (Harsh Environments Training). He also contributes to the advancement of industry standards through his involvement in technical subcommittees for AWRF.

Outside of work, Felix enjoys traveling, exploring the outdoors, and spending time with his family in Texas, where he lives with his wife, son, and two dogs.

Jason Ruby, General Manager, **Talurit Inc.**

With over 20 years of industry experience, I specialize in wire rope splicing and cutting solutions, ensuring our customers receive top-tier products and support. As the General Manager of Talurit Inc.'s U.S. location, I oversee warehouse operations, drive sales growth, and maintain our commitment to excellence.

An expert in the EN-13411-3 standard, I bring a deep technical understanding to the field, helping clients navigate the complexities of rigging hardware and mechanical splicing. Whether it's optimizing processes or providing tailored solutions, my focus is always on delivering value and efficiency.



Joe Spelman, I'm passionate about building strong relationships with our partners and customers, ensuring they receive the best service and expertise in the industry.

• Joe Spelman • **Kito Crosby** • Global Product Manager • Load Securement • Non-lifting Chain • Joined Kito Crosby 2021 • BS Mechanical Engineering • Based out of Dallas, Tx



John F. Groce, P.E., Global Quality, **WireCo**, Quality Compliance & Engineering Systems

John has been part of the wire rope industry for the past three decades. During this time, he has provided technical service and assistance to wire rope users around the globe. His experience includes participation in the research, design, development, and testing of wire rope and wire rope related lifting components. He has been a speaker at various educational conferences and workshops for industry groups including Associated Wire Rope Fabricators, Crane Certification Association of America, Specialized Carriers & Rigging Association, American Society of Mechanical Engineers B30 Main Committee, and ASME/USCG Workshop on Marine Technology and Standards. John is currently Vice Chair of ASME B30.2 Overhead and Gantry Cranes, contributing member on ASME B30.3 Tower Cranes, and Vice Chair, Steel Ropes, ASME B30.30 Ropes.



Justin McCoy As the CEO and driving force behind **Scope**, Justin leads all AI, engineering and product strategy. With over 15 years of experience building and leading product

and technology organizations, Justin's AI experience ranges across electric utilities, power generation, oil & gas and government sectors. For the past decade, Justin has led teams in next-gen AI solutions for mission-critical industrial, commercial and military applications. His significant contributions to national defense and digital product innovation are actively utilized by the Department of Defense. Notably, he developed the groundbreaking WIDOW system, now the official mission planning tool of the U.S. Air Force. From subsurface industrial applications of computer vision, to deploying AI technology miles in the air, Justin has pioneered best in class AI for physical world applications.



Mrs Laura Lombardi received her master degree in Mechanical Engineering – Automatization and Robotics from University of Brescia in 2005. She started her professional career as a

Product Engineer in the automotive industry and then entered the wire rope field in 2010 as Development Center Manager at Redaelli. In 2013 she joined **Usha Martin Italia** as Senior Engineer and she became Managing Director in 2021. She takes care of Usha Martin group technical matters related to high tech ropes, as well as customer assistance and Research and Development. She is part of OIPEEC Management Committee since 2012 and she is also chair of the Lifting and Rigging Management Committee within the International Marine Contractors Association (IMCA).



Max Stök (Institute of Mechanical Engineering) was born and raised in Hamburg, Germany. From an early age, he aspired to pursue a career at sea and consequently undertook training as a ship

mechanic on container ships worldwide after completing secondary school. During his apprenticeship, he developed a deep interest in machinery and technology, which led him to pursue a degree in mechanical engineering at Clausthal University of Technology after completing his training in 2013. Since 2019, Max has been working as a Research Assistant, focusing on the winding behaviour of plastic-coated wire ropes in multilayer spooling and the influence of rope properties on stress scenarios. His

research encompasses a variety of topics, including the impact of rope properties such as friction, lateral stiffness, and ovalization on the stress experienced by rope drums in multilayer spooling with steel and fiber ropes, as well as their operational behaviour. He also investigates the differences between fibre and wire rope properties, which significantly influence the performance and stress scenarios of rope systems. Additionally, his work emphasizes sustainability through enhanced bending fatigue strength of ropes. Beyond his research, Max serves as a lecturer in the course "Ropes and Rope Drives," where he educates students on the mechanics and applications of rope drums, contributing to the next generation of engineering expertise in this specialized field.



Paul Hardy is a long-time employee of Industrial Magnetics with 25 plus year of service. Paul started at **Industrial Magnetics** right out of college in marketing he was hired and mentored by

Peter Friedrich. Paul eventually transitioned into inside sales focused on engineered lifting solutions. On New Years Eve of 2007 Paul and his family moved to Alabama where he eventually became the regional manager for a 7-state territory for Industrial Magnetics in the Southeastern states. While in that territory Paul creating lasting relationships, working closely with distributors, including many AWRP members for mutually successful growth. In 2014 Paul returned to IMI's Headquarters in Michigan for a product management role. When Peter Friedrich retired at the end of 2020, Paul took over his role as Strategic Accounts Manager to focus on growing distributor sales for the Lift Magnet lines and Mag-Mate branded products, which reunited him with many of his AWRP friends and contacts and has given him the opportunity to make many more great connections within the AWRP membership.



Ralph Abato has been an active member of the **Web Sling and Tie Down Association (WSTDA)** for more than three decades. He currently serves as Vice chair on the Technical

Resource Committee, and is also a member of the Web sling committee as well as the Tiedown committee and has previously served as vice president of the association and Technical Chairman of both Tie Down and Sling committees. He continues to serve on WSTDA's Board of Directors. Abato is also president and managing director at **Doleco® USA**. Find out more, visit www.doleco-usa.com.



Thanasis Varnava, born in 1984 in Cyprus, moved to Houston in 2004 to pursue his education. Upon graduating with Bachelors and Masters Degrees in Mechanical Engineering from Rice University, he started his

career at TechnipFMC where he worked as an Installation Analysis Engineer for 3 years. For the past 11 years he has held different technical roles within **Cortland**. He is currently the Global Engineering Director for Cortland International, overseeing engineering activities for both Cortland Industrial and Tufropes. When he is not thinking about ropes he races his cars and spends time with his two German Shepherds.



Wayne Wille joined **Crosby Straightpoint** in May of 2016 as a business development manager and has been in the scale and force measurement industry for over 29 years.

Throughout the 29 years, Wayne has had many different roles, from technical support, product training, product development and developing and supporting distribution networks.

Wayne's current role as business development manager involves working with distributors and end-users. His main focus is on promoting and implementing wireless technology using RF, Bluetooth and Software into the rigging industry. As we grow going into the future, electronics is all around us and our industry is ready for it.



Timothy W. Klein, P.E., Structures and Fabrication • **WireCo**

For the past 25 years Timothy W. Klein has worked in the Fabricated Products Division at WireCo. He is currently

the Director of Infrastructure at WireCo. He is a licensed Professional Engineer in several US states as well as holding a Professional Engineering License in Canada. He earned his Bachelors and Masters of Science degrees in Mechanical Engineering from the University of Missouri Science and Technology. Tim has several published papers on the mechanics of wire rope and currently serves on the Main Committee of the American Society of Mechanical Engineers B30 and is the Chair of the B30.26 Subcommittee. He is also the Chairman of the Technical Committee for the Associated Wire Rope Fabricators and past Chairman of the Wire Rope Technical Board. Tim is a proud Veteran of the US Army and continues to stay active outside of work spending time with his family and volunteering with the community.



Ron Overton is the owner and retired CEO of **OVERTON Safety Training, Inc.**, a leading provider of safety training in the hoisting and lifting industry. He also holds the position of Level III Instructor

and Safety Consultant with the company. With a career spanning over two decades, Ron has been a Qualified Instructor/Evaluator for 26 classifications/types of hoisting and lifting equipment since 1999. He has authored and developed more than 26 safety training programs for OVERTON Safety Training and over 120 custom and semi-custom training materials for regional and national clients. Additionally, Ron has extensive experience in preparing candidates for CCO National Certification exams.

A sought-after speaker and subject matter expert, Ron has presented at numerous national and state safety conferences, including Oregon GOSH, WA State GOSH, and events like ACRP, ICUEE, Con Expo, and World of Concrete. He has also contributed as a published author in various crane and hoisting industry magazines. His credentials include CCO National Certification in multiple categories, as well as accreditation as a Nationally Certified Practical Exam Proctor. Ron has been an active member of several industry committees, including the CCO Articulating Crane Management Committee and the CCO Crane Type Advisory Group. He has also served in various leadership roles with the Association of Crane and Rigging Professionals (ACRP).



Lisa Dunn is a STEM Research Librarian and Head of Research Services at the **Colorado School of Mines** Library. Her career has focused on science and engineering information.

In addition to Research Services, Lisa manages the Library's four technology-centered Special Collections & Archives, which include the Information Center for Ropeway Studies. Her work there supports user inquiry and research into STEM subjects and their history, the development of physical archives, and growth of the university's Digital Archives.

Please don't miss out on these additional speakers:

Mathew Marks, DCL Mooring & Rigging

Marc Whitehead, Army Corp of Engineers

WRTB

Cordage

AWRF 2025 PIE & TECHNICAL SUMMIT TOPICS

Magnetic Lifting Application Considerations

Industrial Magnetics, Paul Hardy

Effects Of Lubrication On Wire Ropes' Service Life

Usha Martin Italia, Laura Lombardi

DoQuick Ratchet Load Tensioner

Doleco USA, Ralph Abato

Impact Of Rope Properties On Drum Stress - Challenges And Predictions

Institute of Mechanical Engineering

Clausthal University, Max Stök

Realizing And Maintaining A Standard For Used Fiber Rope

Scope Computer Vision Technologies, Justin McCoy

The Arecibo Telescope Failure - Spelter Socketing Best Practices

WireCo, Timothy W. Klein P.E.

Wire Rope Inspections - What They Are And How To Conduct A Proper Inspection

WireCo, John Groce P.E.

Break Load Performance of UHMPE Synthetic Rope Grommet Sling On DIN 7540 Lifting Hooks

DCL Mooring & Rigging, Matthew Marks

Information Center For Ropeway Studies: Researching The Technologies Of Rope

Colorado School of Mines, Lisa Dunn

Deformation Of Shackles In Overload Situations

Van Beest B.V., Anton van der Zalm

Swaging Aluminum Ferrules Onto High-Performance And 2160 Grade Ropes

Talurit, Jason Ruby

Technological Advancements In Load Monitoring

Kito Crosby, Wayne Wille

The Technological Evolution Of The Load Binder

Kito Crosby, Joe Spelman

Optimizing Steel Lifting Equipment For Harsh Environments: Cold Temperatures, Marine Conditions, And Surface Coatings

Kito Crosby, Felix Nyberg Aaslund

Lubrication-Related Influences On The Fretting Wear Of Bright And Galvanised Drawn Wire

ROCOL, Christopher Dyson

Chain And Chain Sling Inspection – HANDS ON WORKSHOP

NACM

Cordage, Sarah Padilla

The History Of Weaving

WSTDA, Bob Jasany

How To Be An Effective Trainer

Overton Safety Training, Ron Overton

Proper Use Of High Performance Synthetic Slings – Reductions Due To Bending






Cortland International, Thanasis Varnava



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The Government Affairs Committee

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



The Prospective Costs of Association Product Condemnation

Standard low-water fuel cut offs stop the flow of energy to a boiler operation whenever the water inside the boiler drops below a level that is sufficient to moderate the boiler's temperature. Without this protection the boiler will detonate. Section IV of the Boiler and Pressure Vessel (BPV) Code requires that all boilers have such a device in order to automatically stop the fuel supply when the surface of the water falls to the lowest visible part of the water gauge glass which is attached to the exterior of the boiler for purposes of monitoring.

Following the 1920s, the predominant manufacturer of fuel cut-off devices was McDonnell Miller, Incorporated which recorded 70% to 85% of sales in this market.

In 1965 the Hydrolevel Corporation began to make and market a different type of cut off device which penetrates the water level in the boiler. So long as water covers the electrodes in the probe, a completed electrical circuit will cause fuel to flow to the boiler operations. When the water drops below the probing device, the circuit is broken and the fuel ceases to flow, shutting down the operation.

Taking aim at Hydrolevel's marketing program, McDonnell Miller arranged to use an ASME Code interpretation to their advantage. The Research VP at McDonnell Miller was also Vice Chairman of the Section IV Subcommittee of ASME which was charged with drafting, revising and interpreting Section IV of the BPV Code. The Subcommittee Chairman was Executive VP of Hartford Steam Boiler Inspection Insurance Company. With their respective company's support, the two men sent a letter of inquiry to ASME asking whether a cut-off probe such as the one manufactured by Hydrolevel met the standard of Paragraph HG-605 of the BPV Code.

ASME's protocol charges its Subcommittee Chairman with responding to requests from the public. Treating the inquiry as one requiring an "unofficial" opinion, he drafted a preplanned negative response, which, according to procedure,

was routed to the BPV Committee Secretary, who was a full-time ASME officer, and then on to McDonnell Miller. The letter opinion characterized the time delay feature of the device in question as a violation of the ASME Code, leading to a public warning by McDonnell Miller that any time delay feature would defeat the intent of the Code. Although this conclusion was misleading, the response from ASME, embellished by McDonnell Miller's literature, soon reached the hands of customers in the boiler cut-off market. Hydrolevel's sales declined and they complained to ASME. When the Section IV Subcommittee met to address the complaint, the Subcommittee Chairman resigned and his Vice Chairman succeeded to the chairmanship. The meeting was public, Hydrolevel's complaint was discussed and the VP resigned. The Subcommittee then voted to send Hydrolevel an "official communication" which was approved by the main Committee. This communication corrected the record stating "There is no intent in Section IV of the BPV Code to prohibit the low water fuel cut-offs having time delays in order to meet the requirements of Par. HG-605." In March of 1975, it was disclosed for the first time that the VP of Research at McDonnell Miller had assisted in writing the original ASME negative response letter. He so testified in a hearing before the Antitrust Subcommittee of the Senate Judiciary Committee. He also testified that he had destroyed his correspondence with the Executive VP of Hartford Inspection Company.

Hydrolevel filed suit on August 23, 1975 against ASME, McDonnell Miller and Hartford. In 1979, Hydrolevel sold all of its assets except the rights to the potential litigation recovery which was valued at that time as \$86,000 after costs. McDonnell Miller and Hartford each settled with Hydrolevel for \$725,000 and \$75,000, respectively, leaving ASME as the only defendant for trial. At the trial Hydrolevel presented testimony by three experts on damages ranging from \$2,385,000 to \$7,436,300. ASME's chief defense was that Hydrolevel's losses had been caused by a defective product and poor sales promotion. Their only expert on damages failed to offer any alternative figure. On February 2, 1979, the jury assessed damages of \$3,300,000 from which the trial judge deducted the settlement amounts with Hartford and McDonnell Miller. That figure was then trebled as provided by the law governing antitrust damage awards, resulting in a verdict of \$7,500,000 against ASME.



On appeal, the higher Court indicated that actual damages awarded by the jury should have been trebled before deducting the settlement amounts paid to the other two defendants. The judgment of liability was affirmed but the judgment on damages was reversed and remanded to the district court for retrial on the issue of damages and attorney fees. Hydrolevel's request for reimbursement of attorney fees had been denied by the trial court. The appellate Court ruled that it was immaterial whether or not the appropriate ASME leadership was aware of the malfeasance of its subcommittee agents under the well established theory of "apparent authority." According to precedent which had been established by a landmark case in 1929, a company is liable when its agent or employee commits fraud within the scope of his "apparent authority" or perceived capacity.

Following a retrial on the issue of damages, but before a verdict was reached, the case against ASME was settled for \$4.5 million in favor of Hydrolevel which, in spite of ASME's corrected interpretation, had not been able to recoup sufficient market share to sustain its operations and lapsed into bankruptcy.

On May 17, 1972 the U.S. Supreme Court affirmed ASME's liability with six justices concurring and three dissenting. This case marked the first time a nonprofit association had been held liable for treble damages under the Sherman Antitrust Act of 1890. Justice Blackman wrote the opinion and was joined by Brennan, Marshall, Stevens and O'Conner with Burger in concurrence. Justice Powell wrote the dissenting opinion joined by Whizzer White and Chief Justice Renquist.

This landmark case has established an enduring principle that all Associations must consider before issuing opinions regarding products or procedures.



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BENT LASHING RINGS

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When you can't, reduce it.

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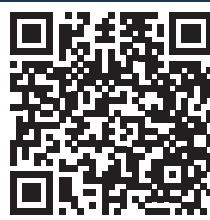
THE AWRF ACCREDITATION PROGRAM



The AWRF Accreditation Program is an exciting, new, and completely voluntary opportunity for all member 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, LEEA (our third-party auditing partner), will work with interested member companies to ensure adherence to the AWRF RP&G. Member companies interested in the AWRF Accreditation Program are encouraged to sign up below with QR code.

- Ensure safer sling shop operation
- Drive more business to AWRF member companies
- Marketing to end users with Program Credentials/Site Accreditation
- Permitted use of a co-branded AWRF/LEE A Logo
- Access to LEEA technical answer center for submitted questions
- Access to LEEA technical guidance documents and online training

For more information, please visit www.awrf.org/accreditation-program/ or email Emily at emily@awrf.org



Ensuring Excellence in the Lifting Industry

The AWRF Accreditation Program is a comprehensive initiative designed to promote industry standards and encourage continuous improvement among rigging, lifting, and load securement. The program provides members with an opportunity to demonstrate their commitment to safety, quality, and operational excellence, reinforcing their credibility within the industry.

Participation in the AWRF Accreditation Program is crucial for members who want to distinguish themselves in an increasingly competitive market. By adhering to the AWRF RP&G for Sling Shops, members ensure that their operations meet or exceed the highest standards, which not only increases trust with clients but also enhances the overall safety of operations.

One of the key benefits of earning AWRF Accreditation is improved business reputation. Companies that are accredited by AWRF are recognized as leaders in the field, setting themselves apart from others. The program also offers access to valuable resources, such as industry insights, access to LEEA's Technical Center, and Access to LEEA technical guidance documents and online training.

Moreover, the accreditation program helps businesses stay up to date with the latest safety regulations and technological advancements, ensuring they remain competitive in an evolving industry. For members, this means better risk management, greater client satisfaction, and the ability to attract new business opportunities.



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Get to Know Our Auditor, Robert Wilson

Although Scottish by birth, Robert is now located in the North of England. Married to Helen, with 2 grown up kids. Robert has been in the lifting industry since 1982, with a Wire Rope/Lifting Equipment background. Robert manages the Global Member Engagement Services team at LEEA and oversees all membership matters, including applications, audits and events. Robert has conducted LEEA audits within the North/South America region for the past 7 years.





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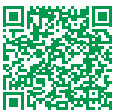


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The Erie Canal at 200 still reveals its many wonders

by Peter Hildebrandt



↑
Montezuma Paddling



→
Lockport Recreation

Eighteenth century canals in England transformed a coal-rich, navigable waterway-poor country into a major player in the coming industrial revolution. The once-struggling visionary, aptly named the Duke of Bridgewater, also became the wealthiest man in the country. But a few decades later and several thousand miles to the west, one canal and its branches took things to a level that would transform a continent.

At the gateway of New York harbor, as author Peter Bernstein describes in *Wedding of the Waters*, “it was there that the technology and ingenuity of the great canal makers of the past would connect with the vision and determination of a small group of men to raise commerce and democracy on their vast continent to a level unimaginable before then.”

A powerful childhood memory I treasure remains my father’s steady, quiet obsession with the Erie Canal. Decades before the creation of a National Park, the Erie Canalway, Dad and I would traipse through second growth maple, beech, ash, and hemlock trees to gaze down at a stone-lined ditch, nothing but fallen leaves littering the bottom.

“This is part of the old Erie Canal,” my father explained. “Stretched all the way to Buffalo and they all laughed at DeWitt Clinton, the man whose idea it was; called it Clinton’s Ditch.” To me, at nine or ten this extended, empty trench in the ground underwhelmed me.

Inspired by hardship

Among the earliest known proposals for the Erie Canal was one that came from Jesse Hawley, a struggling flour merchant. We do not tend to associate jail time with debt in this country. However in 1806, Hawley inked a series of essays, while serving a term in debtors’ prison. He proposed a great east-west canal to create a reliable route for trading between the east coast and the interior of the country.

One man’s struggles with debt – brought on by the lack of an adequate means of transport for his product – led directly to the idea for construction of the canal. Hawley wrote his essays under the pseudonym “Hercules.” Among those who read them was DeWitt Clinton. He was one of several prominent citizens who were taken with the idea. Clinton would go on to serve two terms as Governor in 1817-1823 and 1825-1828.

Thomas Jefferson is frequently quoted as calling proposed plans for the Erie Canal as “little short of madness.” Jefferson’s comment is essentially hearsay reported by another party; however, rather unusually, Jefferson himself later confirmed that his comments as related secondhand were correct, even though he did not remember uttering them.



DeWitt Clinton

In his reply to Clinton – when he reminded the third president that the canal was nearing completion – Jefferson wrote: “Altho’ I do not recollect the conversation with Judge Firman referred to on page 131, I have no doubt it is correct; for that I know was my early opinion, and many, I dare say still think with me that New York has anticipated by a full century the ordinary progress of improvement.”

Workers built aqueducts to allow canals to cross over rivers and streams. Simply put, canal aqueducts were bridges for boats. Stone arches carried the weight of the wooden water chamber, or trough, through which boats passed. Eventually, aqueducts replaced some slack water navigation.

There were also many bridges along canals. In cities and villages, large and elaborate bridges were made of wood, iron, and, later on, steel. Simple wooden farm bridges were most numerous on 19th-century canals. They were inexpensively built to connect farm fields separated by the canals, providing as little clearance for boats as possible.

When a boat passed under a low bridge, passengers on the upper deck had to duck or they would be knocked off.

Waste-weirs were stone structures designed to rid canals of excess water. Most of the early canals in New York maintained a constant water depth of four feet. Less than four feet of water would cause boats to scrape the bottom of the ditch; more than four feet could damage canal banks. The spillway of the waste-weir was built to the height of the required water depth so that unneeded water could “waste” over the top. Modern waste-weirs are constructed of reinforced concrete.

Occasionally reservoirs, or artificial bodies of water, were constructed to supply canals with water. This was particularly necessary for interbasin canals, which connect two watersheds. At the highest points of the dividing line between watersheds, water is often scarce. Reservoirs, fed by natural springs and runoff, were sources of water for interbasin canals. The successful operation of the Erie Canal depended on the construction and maintenance of this complex system of specialized structures.

In short, a waterway could not climb up and over the Appalachian Mountains. The ultimate answer proved to be putting an artificial waterway through the mountains by traversing the Mohawk Valley, with its river of the same name, one too rocky, and shallow in stretches to be of use.

The Erie Canal remains a living national treasure. But at the time of its opening a new world of travel, and exchange of ideas burst onto the scene. When Alexis de Tocqueville visited America in the early 19th century he noted that every little hamlet in the land had its own newspaper.

A model for the internet – 200 years early

Those same newspapers would be left on canal boats going in both directions between Albany and Buffalo. Some of those ideas shared revolved around social reforms. In addition to free-flowing newspapers, open conversation grew along the canal.

Emigrants, abolitionists, social reformers, temperance advocates, recent religious converts, utopian community proponents, and women’s rights advocates all mingled. This, amid the opening of the Great Lakes products to the world through New York City, allowed New York to truly live the name bestowed upon the Empire State by Washington and his contemporaries.

For us, living in internet times, we cannot help but see this floating of ideas across this 365 mile, four-foot-deep ditch as something of an early internet. All the ideas abuzz in the minds of those above-mentioned canal boat passengers found fertile ground in the canal corridor.



The Lockport lock tenders

“The canal rocked the foundations of social life,” says Craig Williams of the Canal Society of New York. “You had this influx of strangers but you had pillars to grab onto. No surprise that people grabbed onto religion, other types of reform movements, other varied communal activities to re-establish that connection in society.”

Originally four feet deep and 40 feet wide, the Erie Canal cut through fields, forests, rocky cliffs, and swamps; crossed rivers on aqueducts; and overcame hills with 83 lift locks. The project engineers and contractors had little experience building canals, so this massive project served as the nation’s first practical school of civil engineering.

Some laborers were Irish immigrants, but most were U.S.-born. For eight years of wet, heat, and cold, they felled trees and excavated, mostly by hand and animal power, mile after mile. They devised equipment to uproot trees and pull stumps and developed hydraulic cement that hardens under water. With hand drills and black powder they blasted rocks. Their ingenuity and labor made the Erie Canal the engineering and construction triumph of its day.

The Lockport Flight was one of the most challenging parts of the canal to build. The staircase of five sets of locks was blasted through the solid rock of the Niagara escarpment. The locks lifted and lowered boats 60 feet, the locks of the 20th century lift vessels some 49 feet.

Canal packet boat passengers traveled in relative comfort from Albany to Buffalo in five days—not two weeks in crowded stagecoaches. Freight rates fell 90 percent compared to shipping by ox-drawn wagon. Freight boats carried Midwestern produce from Buffalo to Albany.

Most continued on to New York City’s seaport, towed down the Hudson River in fleets behind steam tugboats. Mid-western farmers, loggers, miners, and manufacturers found new access to lucrative far-flung markets. The Erie

Continued to page 62



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Company: Arabi Sling & Rigging

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Favorite TV Show/Movie: Not a big TV or Movie guy but I'm enjoying Tulsa King & Landman right now.

Glimpse into Your Life: Married with three kids (all boys, 22, 20 & 17) and I'm always on the go between work and family activities.

Goal for Your Committee? To ensure the continued growth and accessibility of educational opportunities within our industry by securing vital sponsorships and increasing the reach of our scholarship programs. We aim to foster the next generation of leaders through financial support, while building strong partnerships that benefit both recipients and our industry as a whole.

Why did you join the BOD? I joined the Board of Directors because I'm passionate about making a meaningful impact on the industry. I wanted to be part of a group that shapes the future and drives positive change. Having worked in this industry for years, I've seen incredible growth and innovation. I'm excited to contribute where I can and help guide the organization toward new opportunities. The chance to collaborate with such a diverse and dedicated group of professionals was an opportunity I couldn't pass up.

What aspects of our industry do you love most? I

love the problem-solving aspect of the rigging industry along with the challenge of being a part of the design and execution of complex lifts and ensuring safety while achieving the impossible. Every project is unique, and it's incredibly rewarding to be part of a team that makes things happen. The teamwork and precision involved in rigging, combined with the innovation in technology and techniques, keep me excited and motivated every day.

What do you get out of your AWRF Membership (both personally and professionally)? Professionally, AWRF has been an invaluable resource for networking and staying on top of the latest trends and best practices in the rigging industry. The access to industry experts and the wealth of knowledge shared through workshops and events has been instrumental in advancing my career and helping my company grow. Personally, I appreciate the strong sense of community and the opportunity to connect with like-minded individuals who share a passion for innovation and safety in our field.

What advice would you give AWRF Members currently seeking more out of their membership? Get involved! Attend events, participate in committees, and engage with fellow members. It's through active involvement that you'll get the most out of the AWRF membership

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Did you know that the Association of Wire Rope Fabricators has a dedicated committee focused entirely on preserving the rich history of our industry and organization? Over the last year, this committee has been hard at work. We've implemented an awards program to recognize leaders in our industry, and we're excited to help preserve our history by organizing a 50-year video that will be unveiled at the 50-year celebration in the fall of 2026.

With the help of Heritage Films, the rich history of our associations, people, companies, and impact on the industry will be forever recorded. The story of AWRF, its beginning, its people, and its members will be told.

Heritage Films will be attending our next event in Denver, the crew will be conducting interviews, and available to hear your stories! We welcome anyone with a story they wish to be recorded to come forward. We are also looking for any footage and pictures you may have that would help tell our story.

If you wish to submit any information you think would be valuable to help us tell this story, please reach out!

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Scholarship Information Coming March 2025

In March, 2025 Scholarship packets will be sent out to all US and Canada member companies and their HR contacts.

We're excited to announce that the **Board of Directors has voted to expand scholarship eligibility** to include not only dependents of AWRF member company employees but also their spouses. This year, **15 scholarships will be awarded, each valued at \$3,500**. This new opportunity aims to provide more individuals within the AWRF community the chance to further their education and development. Be sure to look for the scholarship packets and take advantage of this valuable offering!

Contact Emily at emily@awrf.org with questions

Scan below for Scholarship application and information

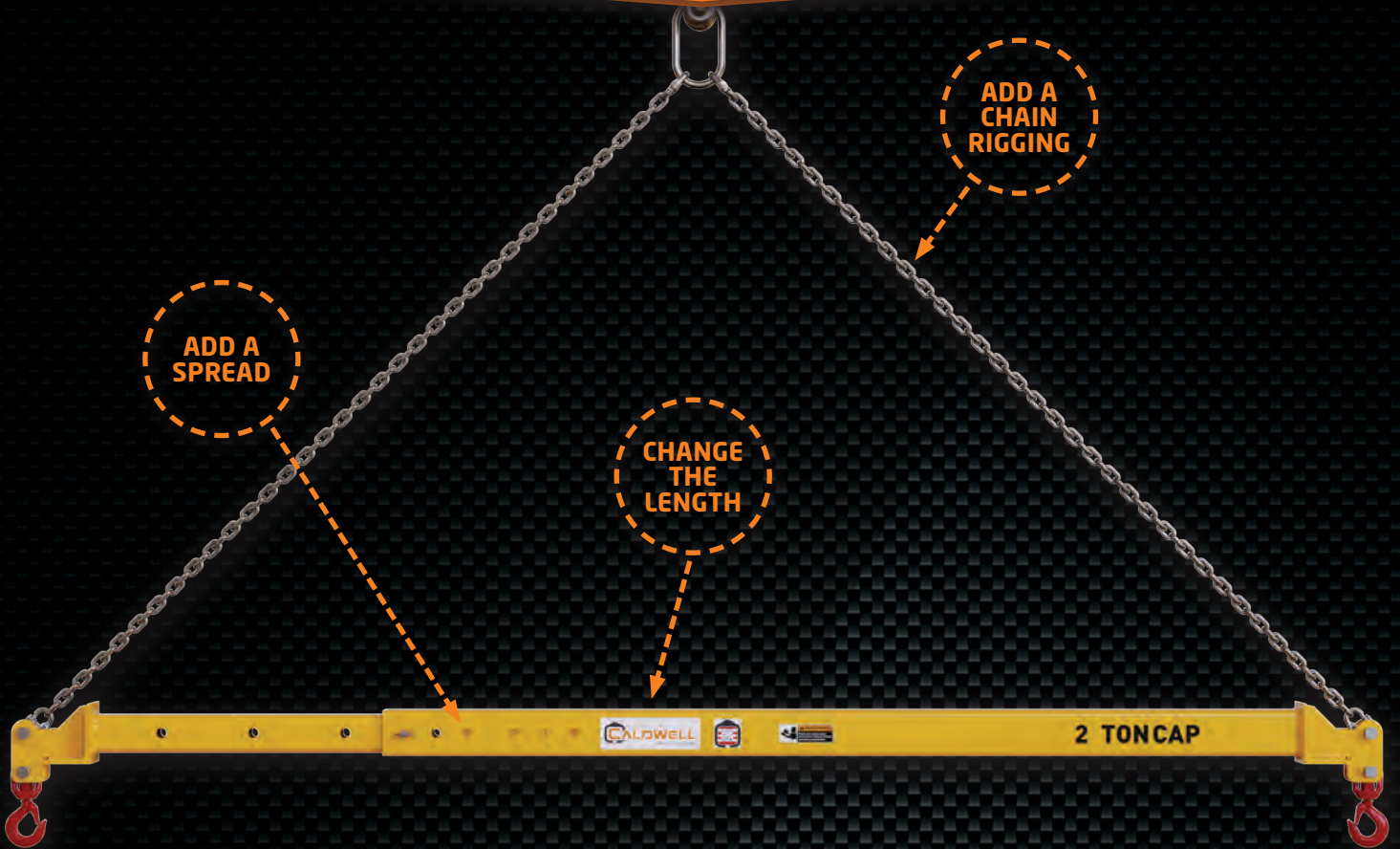


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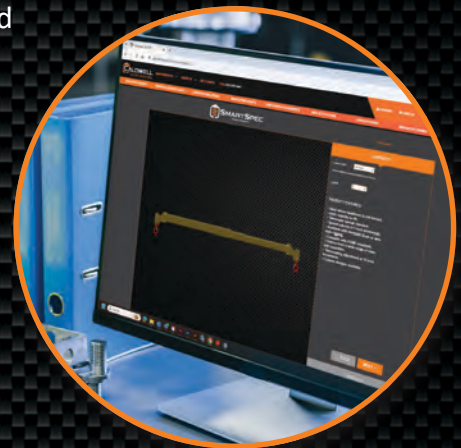
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Beymer Forges Groundbreaking Success Through Collaboration

By Leslie Blaize, CPSM

Mary Beymer's path to becoming Skookum's North American Sales Manager began nearly 30 years ago with a classified ad in The Oregonian newspaper. As a recent high school graduate, she needed a job. When ESCO Corporation reviewed her résumé, they saw potential and hired her as an account manager, marking her first step into the manufacturing industry.



Since that initial role, Beymer has gained a wealth of experience in various positions, but one thing has remained constant: her love for the people and the industry itself. Over the years, she has pursued extensive training, earning certifications as a master rigger, trainer, and inspector.

Building a Career and Lasting Friendships

At ESCO, Beymer became the company's first female district sales manager and went on to be the North American Segment Manager. She started attending AWRP meetings, where she built lasting friendships. Her nearly 20-year tenure at ESCO was shaped not just by career growth but also by personal challenges. She remains grateful to the company for allowing her the flexibility to spend time with her son after a catastrophic injury left him paralyzed from the waist down. Fortunately, he is doing well today.

The 2008 recession brought additional hardships. Her late husband's career in the lumber trading industry was devastated, and the couple lost everything. He passed away two years later.

"I was blessed to have family, a really good job, and great friends in the industry who helped me through it," she says.

When ESCO shut down its rigging division in 2015, Beymer found herself unemployed. However, The Crosby Group hired her as its first female district sales manager.

Her next move was to West Coast Wire Rope & Rigging where she designed a safety training program and shared her knowledge of

industry regulations and best practices. In one year alone, she provided 165 safety training courses, which helped sales representatives connect with companies through her educational sessions.

Visits Shops Throughout the Country

Three years ago, Beymer took on her current role at Skookum, an Ulven Company. She made the change because she realized she missed the manufacturing side of the rigging industry. In this position, she travels to rigging shops across the country, forming partnerships and ensuring clients have the parts they need for a range of projects, including dams, bridges, and marine applications.

"What's cool about our industry is that rigging is used in so many different ways," she says.

Based in Beaverton, Oregon, Beymer visits rigging shops every other week, meeting with long-time contacts and new clients alike. "The people are the best part," she says. "They share what's working and what's not."

She adds, "I've loved every job I've had. Each one has been a little different."

Her work has taken her far and wide, including a trip to the Panama Canal to assess rigging needs. She has completed numerous training courses herself and has helped train thousands of students. Her goal is to teach them about the rigging components, keep them safe on the job, and give them the knowledge to identify potential risks before they become problems.

Beymer notes that she works in a male-dominated industry. However, growing up with brothers and raising two sons has helped her navigate interactions with predominantly male customers. She's professional but loves to tell stories and connect with others.

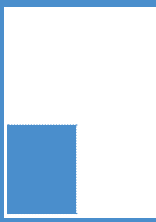
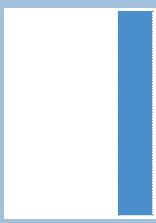
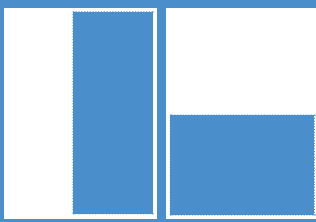
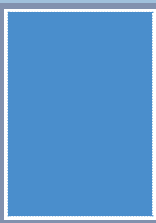
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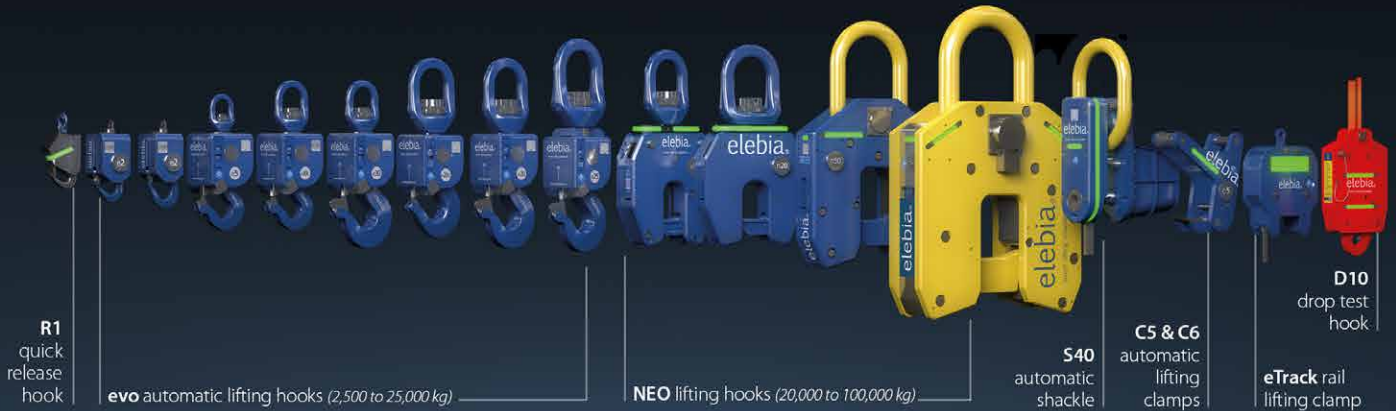


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Elevating Safety, Expertise, and Leadership in the Rigging Industry

Don Pellow's AWRF legacy is a testament to the power of building relationships, advancing technical knowledge, and promoting collaboration across the global lifting, rigging, and load securement community. His contributions have significantly advanced the safety and efficiency of rigging operations worldwide.

For 16 years, Don served as Chair of the AWRF Technical Committee, guiding the efforts of numerous subcommittees while running his firm, Pellow Engineering. After 30 years in business, he closed the firm at the end of 2024, deciding at age 81 that it was finally time to retire.

While Don's leadership has greatly benefited AWRF, he says his involvement in the association has also been personally rewarding. He values his friendships and the knowledge he's gained from fellow members.

Supported Industry Growth and Safety

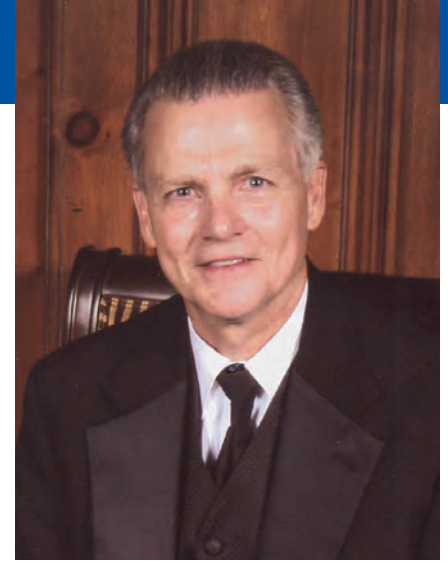
Don believes that interest in the association is at 'a very high level.' He credits AWRF's success to its dedicated team and the value of its semi-annual conventions. These gatherings offer opportunities for attendees to tour Product Information Exhibits, where they can explore the latest trends and innovations and receive valuable training.

Beyond his leadership in AWRF, Don is widely respected for his work in litigation, crane safety, and the development of essential rigging handbooks and reference cards. As Technical Committee Chair, he worked with 16 subcommittees to develop recommended practices and guides (RPGs) for products such as wire rope plus chain and nylon slings. He also collaborated with OSHA (Occupational Safety and Health Administration) to align industry standards with regulations and improve workplace safety.

Pellow Provided Multi-Faceted Contributions

Association members and colleagues appreciate all Don has done to promote the industry.

Don speaking at the 35 year anniversary General Meeting in Hawaii, April 2011.



Don served as Chair of the AWRF Technical Committee for 16 years

"Don is one of the industry's most respectable and knowledgeable experts," says Paul Boeckman, P.E., a former Technical Committee Chairman. "Our industry organization has benefitted tremendously from his leadership in the Technical Committee, his mentoring, and his educational presentations."

Boeckman also highlights Don's ability to educate through real-world experience:

"As a result of his industrial accident investigations, Don had a unique perspective and willingly shared stories through his presentations that were effective in educating our industry organization in accident prevention," he adds.

Even after stepping down as chairman of the AWRF Technical Committee, Don continues to be a trusted resource, always willing to share his vast knowledge and provide technical guidance.

Tim Klein, the current Technical Committee Chairman, agrees that Pellow's peers and colleagues respect his professional knowledge and dedication. "Anytime I need to talk with someone about happenings in the industry or to talk with a friend, Don has always been willing to take the time to listen and provide guidance."

Now that Don is retired, Tim looks forward to hearing about his adventures in this new phase of his life.

Advice for Future Leaders

As Don reflects on his career, he encourages future leaders in AWRF and similar organizations to prioritize relationships and stay engaged with fellow members. He also emphasizes three key qualities for success:

1. **Stay organized**
2. **Maintain clear communication**
3. **Adapt to new technologies and evolving safety standards**

Don believes AWRF has done an excellent job of recruiting companies from around the world, further strengthening the industry's collective knowledge and expertise.

Continued on page 65



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Committee: HSE (Health, Safety and Environmental) along with Event Sponsorship

Favorite TV Show/Movie: TV Show: Seinfeld; Movie: Saving Private Ryan

Glimpse into Your Life: I have an amazing wife, 3 beautiful children (Olivia, Jocelyn and Carson) and a 1-year-old Boston Terrier, Loki. Aside from spending time with my family, I'm either on the golf course or watching football and rooting for the Detroit Lions.

Goal for Your Committee? I would like to build on the efforts set forth by past Board Members and continue to strive for a healthier lifestyle and safer workplace. Also, learning what impact our industry is having on the environment and making changes where necessary.

Why did you join the BOD? I've had in depth conversations with some Board Members and believe that my experience and knowledge can help this organization grow. I trust in what AWRF is doing for its

members and the industry and felt I could put my efforts into something meaningful. I'm also intrigued by learning what makes this organization tick.

What aspects of our industry do you love most?
The people. We all have fiduciary responsibility to our respective companies but that doesn't stop us from helping each other out when needed. If it's trading inventory or a technical question, we just naturally help one another. Of course I speak on my experience only.

What do you get out of your AWRF Membership (both personally and professionally)? Networking, friendships and the passion the people bring to this industry. Professionally I enjoy the P.I.E. events; it's always exciting to see what's new in the industry.

What advice would you give AWRF Members currently seeking more out of their membership?
I would encourage all members to network at the events and use all resources available through the AWRF website. You can learn a breadth of knowledge just by being involved.

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Emerging Leaders at the Forefront: Inspiring the Next Generation at the Product Information Exhibition & Technical Summit

Matt Marks
DCL Mooring & Rigging
Emerging Leaders Committee

This April, Denver, Colorado will host an exhilarating initiative by the Associated Wire Rope Fabricators, particularly through its Emerging Leaders group, at the annual Product Information Exhibition & Technical Summit. The Emerging Leaders are set to take the stage in fostering awareness and interest among the youth in our vibrant industry.

Our agenda is simple, but more importantly, community-centric. We are thrilled to announce a plan aimed at the local youth, spanning from high school to college levels. Understanding the critical need for early engagement, our approach is twofold: education and firsthand experience. The event will include an presentation by the Emerging Leaders, designed to shed light on the many opportunities within the wire rope and rigging industry. This presentation will not only highlight the technological advancements and the science behind our work but will also underline the diverse career paths that our sector offers.

Students will also be treated to a guided tour around the exhibit, led in groups by others

within Emerging Leaders. This tour is designed to be more than just a walkthrough; it is an interactive session where students will meet face-to-face with representatives from various exhibiting companies. These encounters are crucial for students to gain insights from real-world professionals and see the tangible applications of their potential studies and work.

To culminate our outreach, we will host a lunch where students can converse with our Emerging Leaders. This session is intended to be an open forum where students can ask questions, seek career advice, and share their aspirations. We believe this will be an invaluable chance for students to see our industry, learning from those who are only a few steps ahead in their professional journeys.

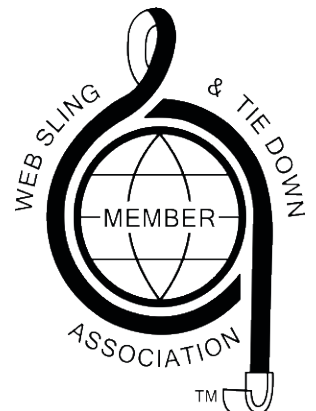
Through these concerted efforts, the Emerging Leaders aim to sow seeds of curiosity and ambition among the students of Denver, nurturing the next generation of industry innovators. We believe that by providing these insights and interactions, we are not just educating but also inspiring a new wave of talent to explore and eventually lead in the wire rope and rigging industry.

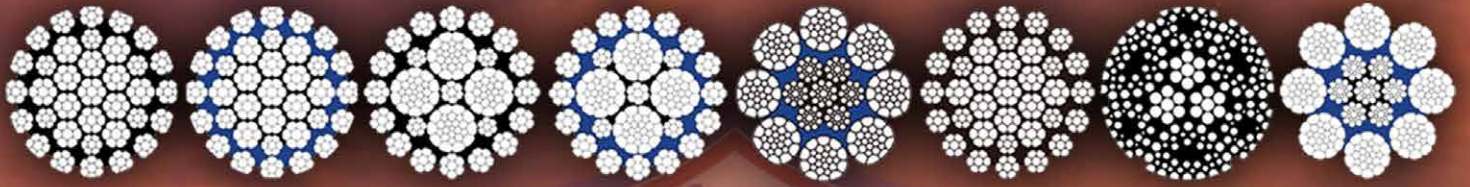


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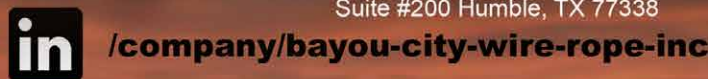
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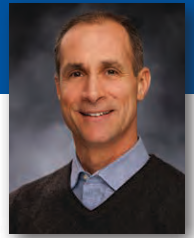
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AWRF MARKETING & COMMUNICATIONS COMMITTEE UPDATE

Jeff Ferchen
The Caldwell Group
Marketing &
Communications Chair



The AWRF Marketing & Communications Committee goal assumes the responsibility to actively promote the brand and engage the different committee activities through various media outlets. Along with Brian Dewey from Bishop Lifting we are very excited about the upcoming enthusiasm from the BOD (Board of Directors) regarding changes we are making to re-invigorate the value our association can bring to its members. Coming off the January BOD meeting in Sugar Land, TX, the Technical Committee is working extremely hard to deliver technical content and industry expertise to its members. At the upcoming Denver PIE & Technical Summit, you can expect multiple presentations geared to stimulate your inside & outside sales team, project managers, engineers and shop personnel. There are over 20 presentations focused on both classroom style & hands-on educational topics. Please be prepared to coordinate your team's schedule on April 8th because it will be a busy 1.5 days of learning where individuals can take advantage of various subjects to deepen your understanding & knowledge. We have 6 topics centered around wire rope from lubrication, impact on crane ropes related to crane drum winding, inspection & rejection criteria, spelter socketing, swaging and a hands-on presentation from the WRTB (Wire Rope Technical Board). We'll present sessions about standards for used fiber ropes and load testing. A presentation about the proper use of high-performance slings and their reduction in strength based upon bending stress. Sessions about application and proper use of lift magnets, lifting equipment for harsh environments, load binder topics as well as load monitoring equipment. There is also an educational session the following morning on April 9th about 'How to Become a More Effective Trainer' when representing your company and your value as a rigging company in this competitive market. This is a new endeavor for this association, and we look forward to your engagement and comments about what you enjoyed and what we can develop for topics in the upcoming sessions, this association is here to serve you. We appreciate your feedback on what your associates need to win whether it's sales, marketing, customer service skills, product knowledge, industry standards or testing we are eager

for your input to better our future programs. If you want to suggest additional subjects for us to address, please go to the website and search about AWRF and then Technical Committee. There is a section at the bottom of this page to offer your suggestions for things your employees need more and could use more development on.

Another thing we are focused on promoting among our Regular members is the AWRF Accreditation Program, based upon our RP&G's (Recommended Practice & Guidelines) for Sling Shops. We will be reaching out soon because there were many companies who expressed initial interest and now that we have several companies who have completed their journey towards improved shop processes and documentation we should build on this success. Please view the AWRF.org website in the top ribbon about our Accreditation Program and it will answer most of your questions and provide the information you will need to get started. If you are still uncertain, please reach out to your network of friends in the association who have already completed their process as they can provide a testimonial as to how it went versus what they may have expected through the process.

Due to the overwhelming success of the 1st annual pickleball event in La Quinta we are doubling down on the fun in Denver, CO and everyone can participate again, both players and spectators. There is an onsite lounge and party space with beer and wine availability. We hope to have a lunch sponsor for those who want to just come out and enjoy the fun; eat, socialize, laugh and harass your friends, we greatly encourage your spectator participation as well. Although the weather in Denver in April will be unknown, we are moving the game inside, this social event will be on Wednesday afternoon at a club called Mile Hi Pickleball and you can view their site at this link, <https://milehipickleball.com/> where there are 11 indoor professional courts with 22' ceiling height. For those just picking up the game we'll coordinate a 1-hour training session while other more experienced players can just jump in and play. We'll try a ladder style of play to keep the games moving & maximize play time for all participating. We'll wrap up our playtime with some final tournament style matches for both beginners and intermediate players. It should be a great networking event to close out our time in Denver.

Luis Jimenez



Company: ARG Industrial

Committee: Membership/Sponsorship Sub-Committee Vice Chair and Sling fitting Committee

Favorite TV Show/Movie: My recent dive into “Yellowstone” has proven to be an excellent discovery, and I’m confident it will become one of my favorite series. When it comes to movies, “Superman” holds a special place as my all-time favorite. What draws me to this story is how it shows that even someone with extraordinary abilities faces real challenges – yet consistently finds the strength to overcome them. This theme of perseverance through adversity deeply resonates with me.

Glimpse into Your Life: My life story is centered around family and community. My wife Juana and I share a journey that began when we were both 16 years old, and we’ve built a loving family with our four children and recently, new grandchildren. Our path led us from our birthplace in Mexico to Chicago, where we grew up, and then to Anchorage, AK in 2013 when I accepted a position with ARG Industrial. Despite Alaska’s brief summers, we’ve embraced the outdoor lifestyle, making the most of every weekend with camping and fishing adventures. However, my true passion lies in youth basketball coaching at the Boys and Girls Club and YMCA. This role transcends sports instruction – it’s an opportunity to mentor young people and potentially influence their future paths. When I’m not working with rigging products, you’ll find me on the basketball court, dedicated to developing both athletic skills and character in the next generation.

Goal for Your Committee? I’m passionate about expanding industry access and knowledge sharing. One of my key objectives is to help rigging shops in Mexico join AWRF, enabling them to benefit from the organization’s vast wealth of expertise and resources. Having experienced firsthand the value that AWRF brings to new operations, I’m committed to bridging this gap.

Beyond that, I aim to leverage my industry experience to make meaningful contributions to our field. By sharing my knowledge and insights, I hope to support others in their professional growth and help strengthen our industry as a whole. This commitment to mentorship and development aligns closely with my personal philosophy of giving back and fostering growth in others.

Why did you join the BOD? As the representative of ARG, my engagement with PIE began in 2014, when our organization recognized the strategic importance of deeper involvement in the rigging industry. My commitment to industry advancement led me to join the technical committee in 2017, followed by an invitation to serve on the fittings committee. My candidacy for the Board of Directors stems from ARG’s commitment

to shaping industry standards, promoting safety protocols, and establishing best practices. Additionally, I am passionate about driving innovation in the rigging sector and seek to both contribute leadership expertise and gain deeper insights into industry-wide challenges.

What aspects of our industry do you love most? My strongest professional motivation stems from the analytical challenges inherent in our industry. Each day presents unique opportunities for problem-solving, from developing customized client solutions to optimizing operational processes. Over the years, I have cultivated valuable professional relationships within the industry, where depth of experience is paramount. I take pride in contributing to the essential infrastructure that keeps commerce flowing. A particularly meaningful achievement in my career has been mentoring emerging talent. I once guided a junior team member through comprehensive training in load ratings and rigging applications, employing practical scenarios as teaching tools. Within a year, he advanced to independently managing projects. This experience reinforced my conviction about the critical importance of knowledge transfer and professional development in our sector.

What do you get out of your AWRF Membership (both personally and professionally)? My involvement with AWRF has provided exceptional opportunities for collaboration with industry leaders who share a deep understanding of our sector’s complexities. The professional relationships fostered through AWRF’s meetings, events, and networking forums have proven invaluable to both personal and organizational growth. From an enterprise perspective, AWRF serves as a crucial conduit for essential industry intelligence, encompassing safety protocols, operational best practices, and emerging technologies—all vital elements for maintaining competitive advantage. The organization’s robust networking platform facilitates meaningful connections across the value chain, from suppliers to customers and industry thought leaders, each offering unique and valuable perspectives. Most significantly, AWRF transcends pure business interests, dedicating itself to advancing industry-wide standards of safety, knowledge, and operational excellence.

What advice would you give AWRF Members currently seeing more out of their membership? For AWRF members seeking to maximize their membership value, active involvement is paramount. While access to resources is valuable, the true benefit lies in their strategic utilization. I strongly advocate for participation in committees and volunteer opportunities, as AWRF’s effectiveness is driven by member involvement. Such engagement invariably broadens one’s industry perspective and professional network. I also encourage members to maintain proactive communication and pursue knowledge through inquiry. The correlation between engagement level and membership value is direct, yielding benefits not only for one’s organization but also for individual professional development. The direct relationship between participation and value exemplifies AWRF’s role in fostering industry excellence.

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Suncor® Stainless Announces the Appointment of Don Piccirilli as the New West Coast Senior Regional Account Manager



Suncor Stainless Inc., is the leading manufacturer for stainless steel hardware in the industrial, marine, government, architectural, OEM and commercial industries. Suncor Stainless is pleased to announce the appointment of Don Piccirilli as the new West Coast Senior Regional Account Manager. With a focus on expanding Suncor’s reach and enhancing client relationships in the area, Don will play an integral role in driving growth and delivering exceptional service to both new and existing customers.

Don Piccirilli joins Suncor Stainless with an extensive background in engineering, sales, account management and business development, he will be responsible for managing customer accounts, identifying new opportunities, and strengthening partnerships across the West Coast. We are excited to welcome Don to the Suncor team. With Don’s wealth of experience and strategic mindset, we are confident that he will be instrumental in helping us achieve our business objectives and deliver outstanding value to our customers.

“It’s refreshing to be associated with a company that is so customer focused, employee conscious and value driven as Suncor Stainless.”

- Don Piccirilli, Senior Regional Account Manager

You can contact Don Piccirilli at dpiccirilli@suncorstainless.com - (508)-732-9191 x 1026

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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 Sugar Land, TX where we spent two productive days discussing various topics to better support the membership.

To kick off the meeting, our team started by reviewing the upcoming **Technical Summit in Denver**. With April fast approaching, we are focusing our energy on providing the association with as much technical information as possible. We also want the membership to feel the value that our Technical Committee can bring. We are all looking forward to seeing you there!

Next, we walked through the Technical Binders. Each subcommittee has been tasked with reviewing the binders and recommending any necessary updates, including identifying outdated content for removal. We'll provide more updates on this topic in the future. As a reminder, if you need your technical binders updated, the AWRF office provides this for members.

Next, we reviewed subcommittee reports, here are some highlights of the different reports:

- **Chain & Chain Sling Committee:** Chaired by Jeff Doerge with Melissa Searle as Alternate Chair, this committee is updating the chain marking database to provide current manufacturer markings, ensuring users can identify the chain's origin accurately.
- **Testing Committee:** Chaired by Steven Boyko with Andrew Mullis as Alternate Chair, this committee has testing underway for the National Association of Chain Manufacturers (NACM) Table XII "Effect of Elevated Temperature on the Working Load Limit of Alloy Chain". This testing is intended to either reaffirm the current chart or determine if additional

testing is needed. We will share the results of the testing as soon as the testing lab performs the test.

- **Web Sling & Round Sling Committee:** Chaired by Robert Jasany with Luis Jimenez as Alternate Chair, this committee is conducting a study to validate industry rumors and speculation that new, unused synthetic web slings have a tendency to shrink in length following final manufacturing prior to being placed into service.
- **Wire Rope & Wire Rope Sling Committee:** Chaired by Tim Klein with Michael Benevage as Alternate Chair, this committee is developing an RP&G for spelter socketing. The RP&G will provide the procedures for the molten zinc and resin socketing of carbon steel wire ropes and structural strands and with sockets having a strength exceeding that of the minimum breaking force of the component rope to be socketed.
- **Blocks, Tackle & Other Fittings Committee:** Chaired by Curt Jabben with Joost Eertman as Alternate Chair, this committee is developing a Block RP&G. This RP&G will establish inspection, maintenance, and operational safety protocols for blocks and tackle, to ensure compliance across global governing bodies.

As always, if you or anyone in your organization is interested in joining a subcommittee, please contact Emily Gilbert or Tim Klein, and they will connect you with the appropriate chair.

The next Technical Committee meeting will be held in July and is open to all members.

Passing Over The Wire Rope Bridge

John Francis Whitehead

June 26, 1938 – February 15, 2025

John Francis Whitehead, 86, passed away peacefully on February 15, 2025, surrounded by family. Born on June 26, 1938, John lived a life marked by hard work, integrity, and dedication to both his family and his career.



He graduated from Amherst College in 1961 and went on to earn his B.S. in Engineering from Columbia University in 1964. His passion for engineering and problem-solving led him to the rigging and lifting industry, where he began his career with U.S. Steel in the 1960s. Eventually, in the

late 1970's his path led him to San Diego, where he managed American Rigging for over 25 years, becoming a respected figure in the industry.

John married Joyce Seeley in 1968 and they shared 56 years together. He was a devoted husband, father, and grandfather. He is survived by his wife Joyce, his two sons, Justin McDevitt and Christopher Seeley, and his four grandchildren, who brought him pride and happiness.

John will be remembered for his work ethic, his love for his family, and his impact on those who knew him. His legacy lives on in the lessons he imparted, the values he upheld, and the lives he touched.

A private family gathering will be held to honor his memory. In lieu of flowers, the family asks that donations be made to a charity of your choice in John's name.



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Chant Engineering Welcomes Alison Lippe to the Sales Team

[New Britain, PA] – Chant Engineering is proud to welcome Alison Lippe as the newest member of our expanding sales team. Alison brings extensive experience in customer relations and a passion for innovation, aligning perfectly with Chant’s mission to deliver cutting-edge solutions to customers worldwide.

Alison’s Role at Chant Engineering

As a Technical Sales Representative, Alison will play a pivotal role in bridging the gap between our engineering team and customers. She will focus on understanding client needs, facilitating clear communication, and ensuring the seamless delivery of tailored solutions. Alison is eager to cultivate strong relationships with Chant’s partners and clients, traveling across the country to provide exceptional service.

“I’m excited to bring my unique voice to the sales experience at Chant,” Alison shared. “I strive to bring energy and positivity to every interaction and look forward to collaborating with the incredible team here to exceed customer expectations.”

Why Chant Engineering?

Alison’s journey to Chant began with a serendipitous meeting with Phil Chant, which sparked her interest in the company’s innovative history. “The commitment to groundbreaking technology and excellence at Chant really intrigued me and made me want to be a part of it,” she said.

Experience and Vision

With a strong background in customer relationships and sales, Alison excels at building lasting partnerships. Her enthusiasm for learning about Chant’s product lines and contributing to its growth underscores her dedication to excellence. “I’m motivated to succeed because I see myself here for the long term, contributing to Chant’s success and creating new opportunities for growth,” she added.

Personal Interests and Vision for the Future

Outside of work, Alison values spending quality time with family and friends, enjoying brunch, dinners, or catching the latest movies. She and her fiancé are also looking forward to a new adventure—learning to golf next year—a hobby they’re both eager to explore together.

For creative inspiration, Alison turns to her favorite show, Shark Tank. “I love watching episodes, sometimes even marathons, because they always get me pumped up and thinking about innovative ideas,” she shared.

A fun fact about Alison? She and her fiancé are proud cat parents to two one-eyed cats, Ozzy and Parvati. “They’re



Sharon Mathis (left), Chant Engineering Sales Manager, and Alison Lippe (right), Technical Sales Representative, stand proudly in front of a 1.3 million lb. (600 MT) horizontal test bed—showcasing Chant’s commitment to innovation and excellence in testing machinery.

perpetually winking at us,” Alison joked. “They bring so much joy to our home.”

Vision and Goals at Chant Engineering

Alison’s short-term goal is to deeply understand Chant Engineering’s product lines and operations, equipping her to confidently represent the company. In the long term, she aims to become a key contributor, building a strong customer base and driving growth.

“I see myself maintaining and growing relationships with existing clients while creating new opportunities for the company,” Alison explained. “I’m also excited to brainstorm ideas for new sectors we can break into, helping Chant continue to grow and innovate.”

Her motivation stems from a strong desire to succeed and contribute meaningfully. “I can see myself being part of this company for a very long time,” she said. “I want to be a valued member of the team and help Chant achieve its goals.”

Why Chant Engineering Stands Out

Alison was drawn to Chant’s mission and values, particularly its focus on groundbreaking technology and innovation. “The possibilities for creation and impact here are endless,” she said. She also values Chant’s commitment to investing in its employees, nurturing raw potential, and developing specialists.

Being part of a global team operating across diverse industries excites Alison as well. “Learning about different cultures and industries will broaden my perspective and enhance my ability to serve our clients effectively,” she shared.

Looking Ahead

By the end of her first year, Alison aims to have a comprehensive understanding of Chant’s product line and operations, enabling her to sell with confidence and precision. She’s also committed to helping her department exceed its sales goals, laying the foundation for long-term success.

“I’m so happy to be part of the Chant Engineering team,” Alison concluded. “I can’t wait to see what the future holds and contribute to the company’s continued growth and innovation.”

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Promotes Diverse Rigging Industry

Beymer has noticed more women entering the sales side of the rigging industry and believes greater industry promotion could encourage even more participation. She sees job fairs and job shadowing as effective strategies to recruit both women and younger generations.

“Rigging is a diverse and exciting industry,” she asserts. Her customers span industries such as construction, oil and gas, marine applications, and even performance venues.

As a sales professional, Beymer prioritizes building partnerships. She tells her customers, “Let’s see what we can do together.”

Even after decades in the field, she readily admits she doesn’t have all the answers. However, with her extensive industry connections, she can often refer customers to someone who can help. She finds great satisfaction in being a resource for others.

Facing Future Challenges

Looking ahead, Beymer sees tariffs as a major industry challenge.

“We don’t know what it’s going to look like,” she says. She also believes the industry must continue developing new technical solutions to remain competitive.

Despite the challenges, Beymer remains passionate about her work and grateful for the inspiring leaders she’s encountered throughout her career.

“If you love what you do, it’s not that hard,” she says.

Continued from pg 3

are now considering hosting a Board and/or Tech Committee meeting south of the U.S. border to further engage with rigging shops and suppliers in the region. This is a crucial step in extending our network and fostering international collaboration.

On the tech side, Tim Klein has built out an incredibly talented team and led January’s Technical Committee Meeting. Please carve out some time to dive into Melissa Searle’s meeting recap within this publication, and as always, we look forward to your feedback and suggestions on the road ahead. Thanks to all you who took time away from your careers and families to contribute, the work you are doing is at the core of what makes AWRF special.

I’d also like to take a moment to recognize Jeff Marterella, who is stepping down from the Board of Directors. Jeff has been a dedicated leader, and his contributions to AWRF over the years have been immeasurable. On behalf of the entire membership, thank you, Jeff, for your service and impact on our association.

In keeping with our commitment to honoring those who have left a lasting mark on AWRF and the industry, we are proud to introduce a new annual award recognizing lifelong contributors. Winners will be both unanimously nominated and voted upon by the Board of Directors. Our first inductee to this Hall of Honor is Bob Cushman with Cascade Rigging. AWRF’s Preservation Committee Chair, Kelly Jones, along with JAGWire, are working on an incredible retrospective of Bob’s career and contributions, which we look forward to sharing with the membership later this year. Congratulations, Bob, on this well-deserved recognition!

Additionally, I’d like to acknowledge Knut Buschmann, former AWRF President, who has transitioned to a Member at Large role following his retirement from Uniropo. Knut’s continued involvement with our Tech Committee ensures that his wealth of knowledge and experience remains accessible to AWRF. I’d personally like to thank Knut for all he has done for this association, for the mentorship he has provided me over the years, and I sincerely hope we can continue to leverage his expertise for years to come.

Finally, I want to highlight the tremendous sponsorship opportunities available for our events. Supporting AWRF through sponsorship is a great way to increase visibility, showcase your brand, and contribute to the success of our industry. If you’re interested, please reach out to learn more about how you can get involved.

Thank you all for your dedication and support of AWRF. I look forward to seeing many of you at AWRF’s PIE and Tech Summit in Denver.

Best regards,
Mike Poroo
AWRF President



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Talurit Group launches next-generation test bed, raising the bar for safety & efficiency

Talurit Group, a global leader in mechanical splicing and wire rope solutions, proudly announces the launch of its Talurit® DB 100T/25T Test Bed, a state-of-the-art testing solution designed for accuracy, safety, and efficiency. Combining decades of expertise with modern advancements, Talurit Group has developed a reliable and versatile test bed that boasts industry-leading performance while setting new standards for safety and ease of use.

Building on its established reputation for high-performance machines and equipment, Talurit Group is now introducing its next-generation test bed. Named DB 100T/25T for its two cylinders, the system features a 100-ton capacity cylinder for high-range tests and a 25-ton capacity cylinder for low-range tests. This provides for a wider range of capacity without compromising on performance. Operators can safely and easily perform break, proof, hold, and dynamic tests, supported by pre-set procedures that simplify setup and ensure consistency.

Engineered to hold Class 1 accuracy within $\pm 1\%$, the system ensures reliable elongation and load measurements, making it ideal for rigorous and precise testing requirements. Each test bed arrives fully calibrated to Class 1 standards, and the open calibration software allows customers to perform recalibrations later on if needed. With decades of experience in the field, Talurit Group stands ready to provide bespoke calibration services on demand.

Operators benefit from user-friendly software accessed through a touchscreen interface, which serves as a reliable guide, simplifies testing procedures further, monitors results in real time, and automatically generates certificates. The test certificates have customization options for company branding and can both be stored digitally and printed directly.

Comprehensive steel guarding with guarding sensors is supplemented by a strong walkable steel floor and sample pre-tensioning to ensure a secure testing environment. By incorporating modular sections, the standard testing length of 5384 mm (17,68 ft) can be extended by adding more sections, each contributing an



additional 4 m (13,12 ft) to the testing length. Another feature that adds to both the convenience and safety of the DB 100T/25T is the remote-control system for cylinder movements.

Available as an option is a fixing device that enables testing of wire ropes with one end open. For tests with high-energy release, such as synthetic slings with significant elongation before failure, accumulators are also available as an option.

Victor Lindh, CEO of Talurit Group, emphasizes the product's impact:

"The DB 100T/25T represents a perfect synergy of advanced engineering and practical usability. Our focus has been on delivering a safe solution that meets the highest standards and exceeds our customers' expectations. We also wanted the test bed to remain adaptable to evolving industry needs, all this while coming in at a great price point."

Rikard Reijer, Chief Engineer at Talurit Group, adds: "This is a future-proof test bed that we are really proud of. We wanted it to be advanced and handle a wide range of testing needs while remaining safe and intuitive to operate. The response from our customers has been very positive so far and we are excited about its potential."

The DB 100T/25T test bed represents a significant step forward, showing Talurit Group's commitment to innovation being paired with its renowned engineering expertise. Its robust construction and thoughtful design ensure long-term reliability, while advanced connectivity and data capabilities make it adaptable to evolving operational needs.

For more information or to request a demonstration, contact Talurit Group at info@talurit.com or visit their website at www.talurit.com

TECHNICAL COMMITTEE



Timothy W. Klein, P.E.
AWRF Technical Committee Chair
WireCo | Corporate Headquarters
Principal Engineer
Structures and Fabrication

AWRF Technical Committee Minutes

Marriott Sugar Land – Sugar Land, TX
January 29-30, 2025

(note-edited nonessential content for space)

Bob Cushman
AWRF Technical Committee Vice Chair
Cascade Rigging
AWRF Past President



The AWRF Technical Committee is comprised of experts with considerable knowledge and experience in the lifting, rigging, and load securement industry. The mission of the AWRF Technical Committee is to acquire, preserve and disseminate technical information and new product information within the industry, to send a representative to any standards writing or technical organization deemed necessary, and to establish technical information by conducting tests when appropriate.

The AWRF Technical Committee welcomes all members to submit questions, comments and concerns about industry topics for review and discussion. Sub-Committee involvement is always encouraged to ANY and ALL technically inclined members of AWRF who are interested in taking part.

Attending Chairs & Vice Chairs

Jeff Gilbert – AWRF Chief Executive / PP
Barry Epperson – General Counsel AWRF
Mike Poroo – AWRF President
Justin Brown – AWRF Immediate Past President
Timothy Klein – Chairman – WireCo
Bob Cushman – Vice Chairman – Cascade Rigging / PP
Tom Eicher – Caldwell Group
Joe Scolaro – ADB Hoist Rings
Curt Jabben – AWR & R
Melissa Searle – Laclede Chain
Jeff Doerge – Cromox, Inc.
Rodney Reynolds – Columbus McKinnon
Paul Boeckman – Kito Crosby
Celena Moses – Royal Van Beest
Mason Chant – Chant Engineering
Matt Mazzella – Mazzella Companies
Anton van der Zalm – Royal Van Beest BV
Alex Harris – Chant Engineering
Luis Jimenez – ARG Industrial
Robert Jasany – WSTDA Liaison
Chris Richardson – Lone Star Rigging

Guests

Emily Wagner – JAGwire
Cailin Vermillion – JAGwire
Caren VanZant – JAGwire
Jeff Ferchen – Caldwell Lifting/Board Member
Terry Driscoll – Mazzella Companies/Secretary
Aaron Bohnert – Kennedy Wire Rope/Board Member
Knut Buschmann – Unirop/PP/ Member at Large
Thanasis Varnava – Cortland
Jeff Marterella – Nelson Wire Rope/Board Member
Debra Cushman – Cascade Rigging / Board Member
Tim Shears – I&I Sling/Board Member
Paul Foret – Arabi Sling/Board Member
Brian Dewey – Bishop Lifting/Board Member
Keith Shepherd – DCL Mooring & Rigging/Board Member
Frank Arellano – Washington Wire Rope/Board Member
Matt Marks – DCL Mooring & Rigging

Absent –

Michael Benevage – Bridon Bekaert – WRTB
Andrew Mullis – Paducah Rigging
Bill Shakespeare – Teufelberger
Steven Boyko – Mill Valley Splicing

Committee Members

Jason Fetter – Muncy Industries
Patrick Hughes – MAGNA Lifting
Chase Vencil – KITO Crosby

1. Call to Order

- Chairman Klein called the meeting to order at 1:00 pm, January 29, 2025
- Introductions

2. Introduction of Guests

- Chairman Klein welcomed AWRF Directors, Past Presidents, Attendees, and Guests

3. Antitrust – Epperson

- Read Antitrust Statement
- Reminded group of Collusion
- Please avoid conversations regarding pricing

4. Minutes - Klein

- Reviewed minutes from the October 2024 meeting in La Quinta, CA Additions, Revisions, Comments?
- Motion to accept minutes; Jabben, 2nd Reynolds Minutes approved.

5. 2024 Budget J. Gilbert / Klein

- Klein discussion activities on the 2024 and 2025 budget
- Gilbert 2024 mailed ASME B30.30 (Ropes) to membership. Not in 2024 budget new WRTB Wire Rope User's Manual mailing shortly after meeting in this year's budget.
- Gilbert – Testing budget not completed last year, checked on samples in CA next 2 weeks will be on schedule.
- Gilbert – other publications B30.9 Slings will be this year - B30.10 (Hooks) and B30.26 (Rigging Hardware).
- Did not finish RPG Socketing last year Klein – in budget with all the reviews?, Gilbert will make room when ready. Decide which one to hold to make room. Wagner – RPG's not as expensive as purchasing ASME publications. Allotted for 3 RPG's in budget. Klein – will review all RPG schedule later.
- Gilbert – Q1 will see activity of publications.
- Wagner – to Jabben does the CAN/CSA-Z150 go to the membership? Jabben will let us know at summer meeting main reviewing Blocks section. Block teardown. Klein – can this document be shared electronically? Buschmann -never discussed.
- Motion to accept budget as presented Jimenez, 2nd Doerge Motion passed

- Technical Presentation upcoming General Meeting – Klein Klein explained Tech Committee responsible for 1 – 2 presentations each General Meeting.
 - Klein deep dive to Tech Summit Fall or only April? Wagner – both. Possible Lifting Rigging Job of the Year?
 - Wagner -1 presenter for Gov. Affairs possible ask to present in fall if well attended in April.
 - Searle to review if any presentations good for fall
 - Ad Hoc in communications middle of Feb reviewed and ready for Sub Committees – grammar, English content not too sales heavy form the Ad Hoc. Will reach out to the Sub Committees for technical help.
 - Reynolds advised what the hands-on overview inspection will have in it. Overview of chain inspection.
 - Wagner – spoke with Sarah Padilla at Cordage, WRTB not hands on – WRTB review – Klein could still do a demonstration. Representation will be there from WRTB. Hands on more demonstration than hands-on. Reynolds time block? Wagner 1 hour to 1.5 hours. Wagner showed presentation schedule. Wednesday breakfast 2 – 3 presentations Klein – recycle from Tuesday? Review of the WRUM not on schedule for 2nd day. Klein – Boyko mentioned talking about the Chain Testing Results. Klein – no other Tech meetings before April. Klein -Searle what is needed? Did everyone use the template? No. Wagner – office will amend so they are all the same. van der Zalm -final presentation approved please use template VanZant to send. Approved or fixed Searle – track changes. Klein – when to Searle? Searle – 2/21. How much time is needed? Wagner – 2 weeks, Early March so we have. Searle another review (1 week) should go more quickly. March 17th everything done. van der Zalm – how is presentation on? Wagner – from presenters' computer or the AV computer provided Klein – breakout rooms – monitors? Wagner – yes. Schedule ahead of time and well-marked. Klein make sure each presenter is on time. Introductions? Jimenez & Boeckman-support monitor process. Klein asked Wagner to take this task – Monitors. Chair or Vice-Chair. Jasany – WSTD not hands on – PPT Topic? History of Weaving Klein – does Epperson need to do Antitrust? Epperson – hand to each presenter. Wagner – asked Epperson to address in the opening section. Klein – script for closing to let everyone know about reception. Klein – must

- have the draft by March 15th. (Non- Member March 1st). Buschmann – presentations available? Wagner – need author permission able to send or make available. Sign release to make available electronically. Buschmann -OIPEEC presentations can be different than the published paper. Form to sign Klein 90% will probably sign release. Klein – Slingmakers articles Wagner – Under Members Only. Searle – cheat sheet of room presentations for monitors to direct. Klein – Wednesday rate presentations Brown – less presentations next time.
- Break 2:15 – 2:30pm
7. **SC Chairs/Rosters – B. Cushman**
 - Vice Chairs all seats filled, changes?
 - Reynolds – Contacted Joe Spelman Kito Crosby to Chain Sub-Committee
 8. **ASME Report – J. Gilbert**
 - Boeckman reports and meetings brief B30.26 no big changes Klein - B30.23 Personal Lift Systems re: welding certified, shall be certified. Chain design changes to 5:1
 - Klein should and shall – appeals stopping things from getting printed on time
 9. **Government Affairs – Epperson**
 - Year End Report in Slingmakers
 - Reviewed items from last year.
 - Corporate Transparency Act
 - Non-Compete reversal
 - FFC overruled
 - Civil Justice Reform
 - US Steel Take over by Nippon
 - Border Security
 - Klein will new administration affect changes in OSHA? Epperson probably.
 10. **Online Reporting and access to AWRF Information – VanZant**
 - VanZant – Reviewed “Technical Committee Only” section added to the Members Only section of the website. Where sub-committee members submit reports.
 - Klein -Committee has access. Yes.
 - Klein - Add Binder Indexes to Tech Committee only
 11. **Technical Committee Binders – B. Cushman**
 - Cushman – updates with publications – B30.9, RPG, WRUM
 - Klein – any changes to the Index for other publications. Removing/ adding?
 - Buschmann – RRW-410 J not H add latest version Klein – remove from yellow binder? link on Members Only not to be printed? Buschmann ISO-9000 use this document. For ISO Certified. Prove with AWRF binder. Have complete. Klein – when do go to a 3rd binder? Buschmann – AWRF is to provide technical information to the membership. Important to have the binders. Wagner – income revenue from sales. \$450/set Buschmann -Review some very old documents and update prefer newer OIPEEC papers. Boeckman – go through remove online or old Buschmann – old standards offer more meaningful publications. Klein – tasked SC Chairs to review Indexes for updates per agenda for sections/topics. Review the actual binder. Decision at July meeting. Klein - important information is still valid. Create archive of removed information. Klein – possible OIPEEC papers. Cost? Access? Gilbert yes. Klein – agenda items for summer meeting, be prepared. Wagner – if binders need updating send to office no charge only postage. Eicher – archive website documents not in book? Reynolds – electronic version? Wagner – ASME/WRTB publications not allowed. Reproductions have watermarks. Moses – Information Resources thought was on the website. Recommended to be deleted. Klein – create an archive, OIPEEC papers, US Standards. Wagner – only Regular members have copies. Wagner – removal of reference to Quality/RPG Sling Shop advise R Wilson re: can’t deviated accreditation program. Gilbert – Tech Committee should have a binder. Chairs/Vice Chairs contact AWRF office. Wagner – Tech Binders not relevant to Sponsor or Non-Manufacturing members.
 12. **Subcommittee Reports**
 - **Web Sling & Round Sling – Jasany / Jimenez**
 - Past Meetings: Rumors Sling shrinkage prior to being placed in service Purpose New unused slings shrink in length prior to use.
 - Increased committee membership increased by 1 - LeBlanc
 - Goals not accomplished: 10 – 12 members. Have 9.
 - Follow shrinkage study. finalize protocol, web sling shrink research with committee SM articles, 3 to 5-year plan, document, will contact SC members March 10, 2025. 6 participants 12 sling each: 3 nylon
- (1) 2-ply (3) polyester 1 & 2 ply. 12 moth intervals measurement protocol.
- Plan 2025: follow shrinkage study, add sub-committee members.
 - Buschmann – stored over wintertime discussion Bohnert - not a lot of matched sets information available. 3 – 4 leg rated the same? Klein – who is paying? Bohnert – we’re participating Jasany - 6 of 8 participating and reporting results. Bohnert - % of shrink should be similar.
 - **Chain & Chain Slings – Doerge / Searle**
 - 3 projects:
 - Temperature Test of Chain
 - Chain Assortment issue
 - Embossing – who should be included? Need help from committee 11 names anyone else (read names) Too many names? Hughes- JDP, fiber chain Boeckman – what is goal? Doerge - Update identification database for users. Klein – no response delete. European equivalent to NACM? van der Zalm – can’t find a list of databases. Similar association like AWRF in Germany. Reached out. Doerge – list of main people. Hughes can provide list to van der Zalm. Doerge – more information next meeting. Doerge – email from Buschmann short (missed), issue Buschmann – graphic issue 2 pcs of equip in 1 chain connector should only have 1 in the connector. Done out of simplicity. Industry no guidance - users doing it. Ru1ing on load bearing component in 1 into a chain fitting same capacity ruling communicate to AWRF member Doerge where publish? Buschmann – Tech Binder. Doerge – Guidelines on Chain Slings – Buschmann - no many already out there. Bohnert – manufacturers catalog Buschmann not communicated on what is allowed/not allowed? Klein – to Doerge draft letter to NACM? Let group respond. Klein to Reynolds -letters of interpretation? Not many. Send to both ASME and NACM – interpretation. Klein – asked Doerge to draft letter. Boeckman – what to say 2 = chains can’t load – Clarification Doerge – chain assembly leg of chain and 40:1 Change Buschmann – European WWL can combine. Not in North America. Reynolds Working Load Limit manufacturers rate to WLL. van der Zalm no one knows how the charts were created. Buschmann – could be something for B30.9. Klein – interest to see feedback from the letter.
 - **Testing – Boyko / Mullis (Absent)**
 - Emailed update – no report
 - Wagner read email/update of test parameters.
 - o Preliminary testing fixtures not needed for TNT
 - o Samples shipped to TNT
 - o 4 samples at temperature and 2 at exposed to heat and retested after exposure
 - o Will forward results
 - Can present results in April or October meeting.
 - Boyko to keep sample companies confidential. Klein – to Wagner too soon for April? Yes. Use at the Fall meeting. Wagner to advise Boyko.
 - **Cordage/Cordage Ropes – Richardson / Shakespeare (Absent)**
 - Nothing to report
 - Awaiting B30.9 report will have at next meeting.
 - **Wire Rope and Wire Rope Sling – Klein/Benavage**
 - Spelter socketing RPG
 - Fabrication of slings High performance wire rope: cat 1, strands, compacted
 - Goals: Spelter Socket sent to committee no movement on additional testing. Eertman replied.
 - WRTB for more assistance - meeting on 2/13
 - Articles on Presentation
 - No support needed
 - RPG – Spelter Socketing – DRAFT
 - Reviewed Word document – lot of text from WRSUM
 - Boeckman – what was intent of RPG? Klein – provide users direction of attachment Buschmann no standards in USA – hope morph into national standard. Mazzella- load test not proof testing statement not accurate. Klein – shows speltering attachments. Bohnert – add API with ASME. Klein – AWRF does not own the artwork - will have it made. Reviewed and comments made. Boeckman – review and time frame Klein - will resend in mid-February for review. Goal to have done in 2025. Wagner – approval process Tech, Board to vote at summer meeting then ballot for membership in Charlotte.

Technical Committee

Ballot will need to be created. Bohnert – need document for Board meeting ahead of time for review. Wagner – send document Board same time as Tech.

- **Below-the-Hook – Eicher / Scolaro**
- Tasked with Review of RPG for Magnet Lifts, updated
- B30.20 supposed to be 2024 not met, changes to wording no major changes to design
- 2023 BTH-1 usually before B30.20 should be 2025
- No additional assignments
- SC open to assignments
- **Load Securement – Reynolds / Moses**
- Read roster add Joe Spilman, KitoCrosby
- Open to additional members with load securement
- NACM liaison for RPG, circulate for review more chain inspect vs. load securement - what is required for load securement not same as sling inspection.
- Slingmakers article: Key things to look for proper inspection for Load Securement Roadside inspection high points, Chain markings must be able to read markings! Once on truck not thought about until inspection violation. Affects smaller companies more. Jasany – updated copy free of charge for the standard.
- Viewed excel file – Goals:
 - RPG load securement year 2 - get completed.
 - Year 3 out to membership
 - Include SC members
 - Epperson CVSA document Reynolds to reach out

January 30, 2025 - DAY 2 meeting 08:00

- **Blocks & Tackle – Jabben / Eertman**
- Try to get Jeff Thornton, Miller Lifting to join committee.
- Will go through CSA standard document for RPG Block. Create RPG for inspection maintenance for blocks and overhead balls. Klein - is this a possible for 2025? Jabben yes. Depends on manufacturers following guidelines already – common thread.
- No US standard – ATI is different DIN- follows closely the Canadian version will know more follow format. Jabben – blocks heavy in SCRA. Anything in works?
- Boeckman - should aspire to add to ASME? Nothing about Blocks. Boeckman - Information would be similar inspection / maintenance for crane blocks Jabben either really good inspection plans or run crane until it breaks. Boeckman – between B30.46 & B30.10 no one place for reference. Klein - B30.26 most relevant. Boeckman – final product should be considered for ASME. Crane blocks vs. Rigging blocks.
- Nothing else assigned
- **Sling, Fittings, Terminations and Other Rigging Hardware – Boeckman / van der Zalm**
- New members Victor Lindh, Talurit / Jill Reeves, ARG Industrial, Chase Vencl, Kito Crosby
- Past assignments: 3 – 5 year plan refining standards listing
- Goals / Actions: Continue list and get to Tech Committee too much inform at each meeting
- Idea brought AVZ Reviewing Alum Turnback RPG add 2 termination RPG.
- Accomplished: added 3 new members to roster
- Standards revision list publish annually.
- Did not accomplish better input from membership for US industry – Identification -How to get new products reviewed revise somehow new products. New in industry, Tech committee's responsibility to bring new products to membership. van der Zalm – October meeting questions from T. Andersson, Talurit 1. RPG Alum turnback 2. RPG for Flemish eye termination general comment 3. RPG general end terminations Buschmann – socketing next on list. Boeckman – Andersson ask about review of Alum Turnback van der Zalm - asked Andersson Buschmann points to be changed? Buschmann – it is end terminations. Klein – not sure where they fall. Both sub committees. Buschmann - buttons before Flemish eye. Boeckman - does TC want the SC to take on projects? Klein – yes, Boeckman - buttons more on wire rope knowledge Flemish eye can be done quickly. Buschmann - offered to help. Klein – forming an eye? Not an RPG? Focus on Richardson - grown into an End Term RPG Flemish eye - 6-strand? Boeckman – is there standard outline for RPGS? Needs to be consistent. Buschmann – some may need different manufacturing guidelines. Boeckman – accept challenge. Klein – will review RPGS important they

are all consistent. Boeckman - review van der Zalm – boilerplate documents. R. Cushman – create RPG Sub Committee? Wagner – oversee, next generation, review work with office. Klein – table discussion Boeckman – take on RPG for Flemish Eye, Slingmaker article ideas -success of PIE, articles on energy. Changes in ASME standards.

- **Mechanical & Non-Electric Hoists – M. Mazzella / T. Mazzella (Absent)**
- No report
- **Risk Management – M. Chant**
- Goals: Review Test Bed Safety Guide, technical presentations for upcoming
- Outline of Tech presentation – with changes to Test Bed
- Spring 2024 after calibration presentation, T Mazzella suggested Testing report re: machine guarding - no standardized tests on what works/what doesn't. Chant will fund all welcome to visit shop. Integrity Testing Comments?
- Epperson – work of Risk Management SC important if problems, done enough can show we are offering guidelines. Klein – OSHA guidelines? Chant – suggestions depend on machine. Every break different – Unintentional Break Testing could happen. recommendation if damaged in Test Bed? Boeckman - what material? Chant - steel wire mesh, welded wire, sheet steel no carbon steel. Boeckman - reason 20 degrees vs square shot? Chant - aggressive breaking parallel Klein – presentation? Chant – yes. Testing/ results for Spring 2026. Klein – testing not for destruction 80%– for proof testing Eicher – address Break test? Chant – guard hit in same spot. Valid point. Klein – action item Spring 2026, summer meeting 20205 test matrix to show. Eicher – consider break testing? Will review Test Bed Safety Guide Klein – changes to Test Bed? Reaffirmed 2019, to be reaffirmed or changes. Done by Fall? Chant – yes. Klein – RPG small changes only approved by TC only - Board approval not needed. R. Cushman – consider additional models of Test Beds? Chant – Yes.
- **Technical Communications - Searle**
- Article after Tech Committee meeting
- Review presentations for Tech Summit will be next focus
- Tech page on website.
- Wagner - showed Presentation or Project button Searle - article on Slingmakers Klein – this is great avenue for ideas. Klein – highlight to membership? Searle – Link to mission statement and contact information. Contact email for Chairs? Richardson – Bill Shakespeare retiring new VC needed for Cordage SC.

13. Quality Surveys & RP&G Reviews – Klein

▪ RP & G

- Klein - 1 new RPG Spelter Socketing
- Present to Tech Committee in January, discussion point
- Review of all RPG's Cushman working on Swager review Klein – Swager Safety Guide will become Recommended Practice and Guidelines for Swager Useage. Klein – can it be sent ahead of the meeting? Van Zant will check.
- Klein to Searle – Chain Slings RPG will be up for review in 2025, is this on Doerge's radar? Searle -yes.
- Klein – reviewed dates of RPG's"
 - o **Swager** (2019 due 2024) Tasked last year Swager machine. Reviewed with Dan Morrow ESCO changes: wording, vertical swaging machine, alligator, days discussing. 1. remove word Safety so much. Change name to Swager Guide for Wire Rope Swaging? Epperson – letter in back says Safety? No confusion to OSHA inspector. Is letter still valid Safety. Klein – letter still valid. Consistency to all the titles. Name either Recommended Practices and Guidelines or Safety Guide goal to call it RPG – not both. Buschmann – either Recommended Practice or a Recommended Guideline – not both. Definition Guideline is industry Practice what the industry does and is published. Wagner - showed Alum Turnback shows both. Cover says both inside page only. Klein – giving both with the Swager publication. Gilbert – any comments about title from field? Klein – no. Consistency in titles needed. Richardson – similar to ASME templates. Richardson - will create a template collaborate until final document. Klein – Richardson and Vencl will work on this. Wagner -converted to Adobe InDesign. Will host on files on cloud invite Chairs to adjust. Richardson – not everyone has InDesign, create a Word template with outline. Will create a base for changes. Final edits done in InDesign. **Klein – need to share document.** Word format best. Wagner – to VanZant convert to Word for base and make updates in

InDesign. Cushman – go through Swager remove Proof Test add Wire Rope Swaging Machine? Buschmann – original title? Swager Safety Guide. Wagner – trying to make all the same Buschmann – Wire Rope Swaging Machine or Termination Swaging Machine. Eicher – page 14-16 Inspection and Safety? Buschmann – word safety should be included. Read in shop. Richardson – tells how to be safe not guarantee safety. Leave in safety. Buschmann – it is a Guideline. Klein – document is being used, refer to letter. Klein – some areas okay for word safety. Cushman – highlight changes and distribute. Feedback. Final to vote in July. Send old and new versions.

- o Wagner – listed dates and reaffirmations – suggested put all on the same reaffirmation of 2025 - same review cycle. Only one not included is Aluminum Turnback.
- o **Chain Slings 2019 due 2024** Only hold up 1 picture Reynolds - wording finalized Klein - get change Doerge - reviewing to check corrected. Wagner - to get picture. Klein – simple update before reaffirmation not best practice. Wagner – for summer meeting. Klein – under Chain SC. To Doerge can this be done by July? Doerge – yes. Where to get photo? Wagner – has a contact.
- o Wire Rope Slings 2019 due 2024 – Klein – can be reaffirmed
- o Test Bed 2019 due 2024 – Klein – can be reaffirmed
- o Manual Hoist just revised Klein – can be reaffirmed
- o Sling Shops what sub-committee responsible 2020 Klein - can be reaffirmed. Wagner – part of survey. Accreditation
- o Lifting Magnets – Eicher review again Wagner -reaffirm at summer meeting. Copies with changes to committee ahead of time.
- o Aluminum Turnbacks 2022 due 2027? Title change? Boeckman – no changes now.
- o Spelter Sockets new in process
- 7 on the same year, reaffirm at the July meeting
- Quality / Accreditation Program Discussion
- Wagner – Audits 8 companies passed, 1 with deviations, look at deviations to see if survey should be adjusted? Buschmann - yes good idea. Wagner – no survey since 2019 Buschmann – waiting on first round of audits to see if changes are needed. LEEA based on our RPG. Gilbert – most issues were latest version of publications. Communications with R Moloney are changes needed? Buschmann – audit based on survey. Wagner – next step: compare deviations to current survey (possible changes?), if yes, make changes, send survey, results analyzed and cross checked to RPG Sling Shop Operation, all good then Robert to update LEEA accreditation. Buschmann – Someone has to review. Last survey RPG not yet created. Wagner - cross checked with accreditation potentially updated. Survey sent from office 2-week turnaround. Wagner – read some of deviations. Buschmann- yes review needed. No new questions to compromise the original. Poroo – to Buschmann not ask membership (little replies) can committee take recommendations from expertise and advise changes to be made? No feedback, got it right. 1. Send survey await replies, 2. Or recommend changes. Advise of modifications
- Wagner -For Rigging Shops to self-audit AWRP extra step to make Accreditation program. Buschmann – Select insurance morphed into AWRP Survey. Asking membership maintaining quality shop? Gilbert – J. Bishop started separate members from others. Intent. More participants. Robert can do 8 audit/year. How to deal with multiple shop locations. Boeckman – do we need to ask membership again? Or info at AWRP can make changes? Gilbert – 8 not enough samples no real meat. Klein – if survey members

will create issues with audit? Wagner – using not takeaway a member benefit. Buschmann – can check self with other companies.

- Wagner – survey member benefit Klein - next step? Gilbert - need more samples. Buschmann – expectations not met for participation, still should proceed. Best effort for new survey. Wagner - send deviations review and resend survey to membership. Epperson – contract inspect according to Quality Survey.
 - Wagner – SC to review 1. Deviations 2. Survey and 3. Accreditation Check list. Klein - Tech Committee agrees resend survey if Board agrees. Volunteer from Tech Committee? Chair Ad Hoc? Timeline? How quickly need returned? Wagner – survey for review July send out before Fall meeting and have details for October. Klein – anyone on Board Quality? Quality moved Dewey – can ask to chair? Add Robert to committee. What can Brian help with? Goal – review before July meeting. 4-week turnaround time -Regular members. Gilbert – read message from Moloney, good time to review audit. Wagner -Robert will be in Denver. Goal target members less than \$1 million/rigging shops. Benefit most. Yearly fee. \$1500/year per shop. Klein – Woodland did a lot to get program up and running. Will ask for volunteers.
14. **Slingmakers Articles - Klein**
 - 2025 each committee assigned an article.
 15. **WSTDA Report - Jasany**
 - Last General Meeting in Charlotte Harbor, FL 9/9-11/2025, previous April Austin, TX
 - Primary focus:
 - o T-4 in review (2019), final draft expected early 2025
 - o T-5 review under consideration by FMCSA, expected to be adopted late 2025 to safety regulations.
 - o WS-1 in review, much discussion born on date final draft expected mid-2025
 - o Tim Sanders, US Cargo Control now chairman
 - o Klein – testing link shrinkage, WSTDA involved? Jasany – no.
 16. **WRTB – Klein for Benavage (absent)**
 - 2/13 WRTB meeting virtual
 - 5th Ed WRUM, will talk about changes
 - Hands on in Denver
 17. **Old/New Business - Klein**
 - None to report
 18. **Date and place of next TC meeting - Klein**
 - Poroo – Feedback not enough to go to Mexico, JAGwire to look into Detroit. July 23-25th Tech 23/24, BOD 24/25. Most likely Detroit, MI. Klein- back to January/July schedule. Recommend attending April meeting.
 - Klein – Lean on Chairs / Vice Chairs for room monitors.
 - Poroo – gave details re: Cortland tour
 - Klein – Thanasis Varnava will be Cordage Vice Chair
 - Jasany – PIE schedule? Wagner now yearly in Spring

Adjourn 10:40am

- Motion: Motion to Adjourn Moses, 2nd Searle - Motion Passed.

Respectfully Submitted,
C. VanZant





CHANT

Chant Engineering Co. Inc.

59 Industrial Drive • New Britain, PA 18901
215.230.4260 • www.chantengineering.com

Chant Engineering Celebrates 55 Years Of Excellence In Testing Machinery

As Chant Engineering marks its 55th anniversary, the company reflects on a legacy of innovation, quality, and family-driven leadership. From its humble beginnings to becoming a global leader in testing and manufacturing machinery, Chant Engineering has consistently pushed the boundaries of technology to meet the needs of diverse industries. This milestone is not just a celebration of the past but also a testament to the company's forward-thinking vision for the future.

Chant Today: A Diverse Portfolio and Global Reach

Range of Products

Chant Engineering is renowned for its high-performance testing machinery, particularly in the lifting and rigging industry. However, its product offerings extend far beyond:

- **Manufactured Products:** Hydraulic testing machinery, proof and break test equipment, wire rope grips, reeling machines, swaging and cutting machines, and load cells are at the core of Chant's lifting and rigging offerings. These products are essential for ensuring safety and performance in material handling products. Chant's testing machines for the lifting and rigging industry are known to be the best on the market, because we do not compromise on quality.
- **Test Stands:** Aerospace and Military test equipment and related products. Depot maintenance level test equipment as well as downrange rugged equipment designed specifically for the warfighter.
- **Distributed Products:** Strategic partnerships with companies like DLM and Friedrich Hoppe allow Chant to also distribute specialized equipment and consumable products widely used in industrial, Military and aerospace applications.



Chant Engineering horizontal test bed with Hydraulic Power Unit.



Mason and Philip Chant in front of a customer's hydraulic power unit for the September 11th memorial mobile test bed.

Range of Services

Chant Engineering provides a comprehensive suite of services to support its customers:

- **Engineering & Design:** Custom-engineered and standard solutions tailored to meet stringent industry standards. Innovative problem solving, saving customers time and money.
- **Calibration & Maintenance:** As a certified ISO/IEC 17025:2017 accredited calibration laboratory, this is a cornerstone of Chant's service offering. Our preventive maintenance programs and long-term calibration programs keep over 600 customers up and running, all over the world. Our service department ensures the equipment remains reliable, accurate and a profit center for all our customers.
- **Training & Certification:** Chant's local and remote operator training programs are designed to empower customers with the knowledge to operate the equipment safely and effectively, ensuring they are as efficient as possible to maximize their profitability.

Applications And Industries Served

Chant's expertise spans multiple sectors:

- **Lifting & Rigging:** Both standard and custom, state of the art testing machines, swaging and cutting machines, consumable products.
- **Subsea and Offshore:** Grapnels, loadcells, and testing equipment for underwater and offshore applications
- **Military and Aerospace:** Robust, precision-engineered testing solutions tailored to very demanding specifications.
- **Manufacturing:** Complete engineering, fabrication, electrical, hydraulic, paint and assembly all in house and Made in the USA! Certified ISO 9001, AS9100 and ISO17025 quality control department ensuring product reliability and complete traceability in everything we do.

Scope of Operation

Chant Engineering's global footprint includes equipment operating in over 40 countries and growing. 2024 was a record year for exports out of the USA and 2025 looks to continue that trend with Europe, Asia and the Middle East leading the way.

While one of the largest machinery manufacturers in the lifting and rigging industry, Chant's reach into Military, aerospace, and subsea markets continues to grow, underscoring the impact of innovative engineered equipment solutions.

**Founding of the Business:
A Visionary Beginning**

In 1959, Leonard James "Jim" Chant, a young British engineer, immigrated to the United States to join the nascent space program. Settling in Pennsylvania, Jim's vision for Chant Engineering began with a recognition of the need for reliable testing machinery in the space program as well as other industries. He designed the first Chant test beds, pioneering touch-screen controls well ahead of their time. Despite initial resistance to this innovation, touch screens are now standard on all Chant machinery, exemplifying Jim's forward-thinking approach.

A Family Legacy

Leadership Evolution

Philip Chant has served as the company's president since 2012, preserving his father's vision while fostering growth. Under his leadership, Chant has expanded to over 60 employees and solidified its reputation as the global leader in lifting and rigging machinery market and an innovative solution provider to the Military and Aerospace markets.

The Next Generation

Mason Chant, M.E., the third generation of the family, brings fresh perspectives as Director of Special Projects. His innovative engineering vision ensures that Chant



Mason Chant inspecting the motor of a guard for a highly customized test machine that he designed.



In February 2012 L. James Chant steps down as president and Philip Chant steps in as Chant's new President.

continues to meet and exceed customer expectations, today and well into the future.

Growth and Development

Strategic partnerships with companies like DLM and Friedrich Hoppe have been pivotal in Chant's evolution. By focusing on customer challenges and leveraging its engineering and service expertise, Chant has maintained its position as a leader in the lifting and rigging world.

Staying Ahead in a Dynamic Industry

Chant Engineering remains deeply engaged with industry organizations such as AWRP and WSTDA, staying attuned to emerging trends and challenges. The company's ability to engineer and build equipment unmatched in the industry highlights its commitment to innovation.

Looking to the Future

Chant Engineering continues to reinvest in the organization for continued success. Chant has exciting new products in

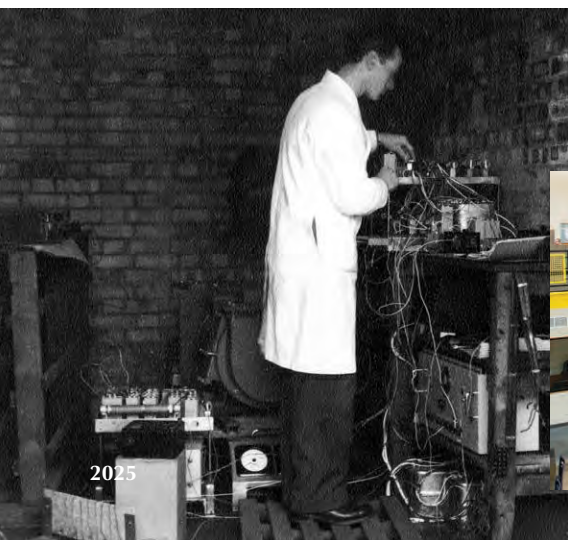
development that promise to revolutionize the lifting and rigging industry. Both machinery and consumables, these products will be introduced in 2025 with the same commitment to quality, customer support, and innovation.

What Sets Chant Apart

Chant Engineering's dedication to American manufacturing and providing cost effective heavy-duty, reliable solutions for production rigging and depot level aerospace and Military shops is a source of pride. As the company continues to expand globally, its focus on customer satisfaction, high quality and value remains paramount.

A Legacy of Excellence

As Chant Engineering celebrates 55 years, it does so with gratitude to its customers, employees, and partners who have contributed to its success. With a rich history and a bright future, Chant Engineering stands as a beacon of innovation and reliability in the lifting and rigging, Military and aerospace industries. It's been a fun ride so far, here's to the next 55 years of excellence!



Jim Chant in the early days

An inside view of Chant Engineering's office.



Aerial view of Chant Engineering



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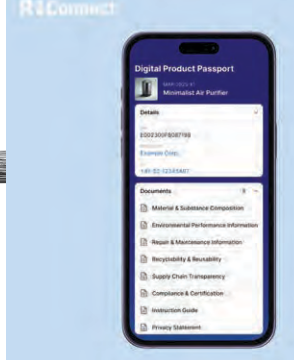
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RiConnect Issues Digital Product Passports

RiConnect Inc.'s cloud-based Software as a Service (SaaS) offering includes Digital Product Passports (DPP), as industry adapts to the European Union's Ecodesign for Sustainable Products Regulation (ESPR).

RiConnect is dedicated to simplifying and digitalising the processes around compliance and traceability for equipment management. Having pioneered utilisation of radio frequency identification (RFID) chips, allowing end users of lifting and other equipment to keep up with pre-use checks and unique identification numbers, it has again pivoted towards global regulatory developments, specifically with customers and the ESPR in mind.

In short, the ESPR aims to significantly improve the sustainability of products placed on the EU market by enhancing their circularity, energy performance, recyclability, and durability. Effective last year, it replaced the Ecodesign Directive 2009/125/EC and establishes a framework for setting eco-design requirements on specific product groups. It expands the Ecodesign Directive to cover virtually all physical products; and reinforces the range of eco-design requirements that can be set.

A DPP is a data management tool that records a product's lifecycle information, including material composition, energy performance, maintenance guidelines, and recycling methods. A DPP promotes compliance and transparency, while improving resource efficiency and supporting circular economy goals.

Rob Whitehurst-Maiden, sales manager at RiConnect UK Limited, said: "We fully support the move to ESPR. It provides a critical legal framework for global digitalisation and sustainability, perfectly aligning with RiConnect's DPP functionality. We believe this is not only a regulatory requirement but also a significant opportunity to drive industry transparency and enhance resource efficiency. RiConnect is committed to transforming compliance demands into business value, helping companies remain competitive in an ever-changing market."

RiConnect's DPP is based on four pillars:

1. Assignment: each product's DPP is tied to a unique identifier and automatically generated via RFID technology.
2. Update: DPP data is fixed upon generation, ensuring compliance by preventing manufacturers from altering product data post-sale.
3. Use: end users can access product information by reading RFID tags with a smartphone, without additional applications.
4. Disposal: the DPP provides clear recycling and reuse guidelines to maximise resource utilisation.

Global shift towards digitalisation

The breadth of the system reflects the ESPR's wider scope beyond energy-related products including, say, anything from air conditioners to refrigerators. Practically, it means that every company must consider lifecycle compliance and transparency for their entire product portfolio. RiConnect's DPP solution is highly adaptable to different industries, offering complete product information management to address this pivotal regulatory shift.

Whitehurst-Maiden said: "Inevitably, ESPR will accelerate the global shift towards digitalisation. For example, industrial lifting equipment manufacturers have already adopted RiConnect's DPP solution to ensure compliance with EU regulations, while significantly enhancing supply chain transparency and efficiency. These success stories demonstrate how [DPP] adoption will become a global standard."

RiConnect employs a multi-layered approach to monitor global regulatory activities:

- Professional monitoring: using platforms like EUR-Lex and networks from international industry associations to track updates, focusing on environmental and sustainability regulations.
- Internal compliance experts: an in-house compliance team analyses and internalises the latest international regulations to ensure the platform remains aligned with global standards.
- Partnership collaboration: collaborating with patent firms and technical experts ensures that technological innovations meet current and future regulatory requirements.

The strategy enabled the company to lead customers on conformity with other global regulations, such as the U.S.'s Resource Conservation and Recovery Act (RCRA), focusing on waste management and resource efficiency; and Japan's Basic Law for Establishing a Recycling-Based Society, which emphasises recycling and reuse.

Whitehurst-Maiden added: "While these regulations are impactful, the ESPR is the most comprehensive and influential, serving as a global benchmark. We encourage businesses to adopt RiConnect's DPP solution to stay ahead of regulatory changes, enhance brand trust, and improve operational efficiency."

ESPR compliance is another example of the versatility of the RiConnect Compliance Management System that can be applied across a myriad of products and applications, upheld by the CTSN – compliance, traceability, status, net zero – concept.

RiConnect's Digital Product Passport records a product's lifecycle information.



Kelly Jones
Holland Nameplate
Scholarship Committee Chair

Since the 1960s and the post-industrialization era in the United States, the U.S. labor force has seen a decline in the number of skilled workers available. Factors such as educational shifts, deindustrialization, and automation have played a large role in this decline.

A resurgence of the importance and value these workers bring to industries like ours is on the rise. The Associated Wire Rope Fabricators (AWRF) and other industry leaders play a crucial role in fostering trade education through scholarships, mentorship programs, and partnerships with technical schools.

Since 2020, AWRF has offered three trade scholarships, Mel Fireovid Trade Scholarship, Oliver Crosby and Edwin Harrington Memorial Scholarship, and one made from donations of association companies named the AWRF Trade Scholarship. The goal is to foster the growing need for education outside of four-year colleges. These scholarships are awarded annually in the amount of \$3,500.

“We are passionate about the education and training of our users to enhance their safety and empower them to make a meaningful impact in their trades. This scholarship honors

the founders of Crosby and Harrington who were equally dedicated to furthering innovation and education,” said Robert Desel, CEO of Kito Crosby.

Trade scholarships are not just financial aid—they are an investment in the future of the industry. By supporting the next generation of skilled workers, we ensure the continued growth, safety, and excellence of wire rope fabrication and related fields. Now more than ever, it is time to recognize and promote the value of trade education, empowering individuals to build successful careers while strengthening the industry we all rely on.

Information on scholarships and how to apply can be found on the AWRF website. Additional questions on eligibility can be directed to Emily Wagner at emily@awrf.org or to Kelly Jones at kjones@holland1916.com.



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All Material Handling (AMH) is expanding its product offering with a new range of stainless-steel lifting chains and fittings.

The high quality, Italian-forged CARTEC Grade 60 stainless steel series is designed for lifting applications in marine and offshore environments as well as water and sewage, or even operations such as food production and pharmaceutical. It is now available across North America from AMH.

It completes the CARTEC offering by AMH, which already imports and supplies the CARTEC grade 100 and 80 steel chain and fittings, as well as lifting points, such as swivel hoist rings and rotating eyebolts.

Jim Canfield, National Sales Manager at AMH, said: "CARTEC is increasingly popular with lifting professionals because of the quality of these Italian-forged products. Expanding our range to include CARTEC stainless steel chain, sub-assemblies and fittings enables us to bring these benefits



to industries operating in more demanding environments."

Stainless steel offers better corrosion protection for harsh conditions. It is also a more durable material and typically requires less maintenance in lifting applications.

The comprehensive CARTEC range from AMH includes chains, master links, and shortening clutches, plus hooks, links, and eyebolts.

AMH serves the North American lifting industry through a network of distributors and channel partners, ensuring wide availability of products and short lead times. It supports its distributors and their customers through its network of North American warehouses and service centers in Houston TX, Des Moines IA, Atlanta, GA and Portland, OR.

For further information on the stainless-steel series and other CARTEC products, contact AMH on (877)-543-8264 or via email at sales@allmaterialhandling.com.

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Continued from page 21

Canal became known as the “Mother of Cities” because it gave rise to so many cities, towns, and villages.

For those looking for information on the canal plan, the weigh locks at Syracuse are part of the Erie Canal Museum. That is a large well-known museum telling another part of the canal story from some of the other museums in the state, such as the one at Lockport, NY.

A New Kind of National Park

Despite projects to widen the canal over the decades, the opening of the New York State Thruway, and the opening of the Saint Lawrence Seaway in 1959, the Erie Canal remained. The New York State Barge Canal remains operational and long stretches of the old canal are used by kayakers and hikers along the old towpaths.

The U.S. Congress recognized the waterway’s significance to our nation by establishing the Erie Canalway National Heritage Corridor in 2000. The Corridor stretches 524 miles across the full expanse of upstate New York. Branching to the north and south along the way are some of the old feeder canals the length of the old watercourse. It threads more than 200 communities connected by a waterway that changed not just the landscape of our state, but also our nation and its history.

“The best way to understand the canal is through the economic aspect of how much it shrunk time,” according to Derrick Pratt, education director at the Erie Canal Museum in Syracuse, New York. “For instance, before the



Syracuse Weigh Lock

canal opens it takes about a month to get goods from Buffalo to New York at a cost of 100 dollars per ton to move those goods.

“Once the canal was completed that same trip then took less than a week at a cost of less \$10 dollars per ton. The boats averaged two miles per hour. They ran 24 hours a day, seven days a week. For night travel they had special lantern that shone extremely bright.”

Pratt like to tell visitors to the museum that a new canal in England started the industrial revolution. But it wouldn’t be too long before the idea of a canal would transform the continent thousands of miles to the west. The undertaking involved so many miles and country crossed that today there are actually a number of museums across New York state.

Many of the Erie Canal museums are locally-oriented. The Syracuse museum attempts to tell a more encyclopedic version. In addition to that we’re actually based in the historic weigh lock building.”

The weigh lock building is essentially a toll booth on the canal. This is also the last remaining structure of its kind in the U.S. or the world.

“This structure enabled the assessment of tolls charged for cargo being transported. Canal users would bring their boats in, water in the chamber would then be drained, and



Rochester Aquaduct

then your boat would be held up on this giant scale.

“This equipment would then measure how much the load weighed. They do not empty out the chamber anymore or do any weighing. But back in those days they could easily tell just how much cargo was on a boat. The truly amazing thing about the building of the canal was that all the engineers on the project were self-taught.”

The so-called “father of American wire rope,” John Roebling may have been involved in some aspects of the Delaware and Hudson side canals (now state run). Just as Roebling was an innovator in the manufacture, development and use of wire rope cable, today’s internet system of communication and data sharing is analogous to the simple human communication in canal times.

“We frequently compare the canal to the internet,” adds Pratt. “This includes the speed with which things happened, lots of ideas shared.

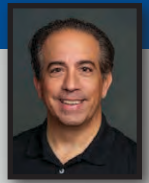
“Joshua Foreman – a land speculator who got elected to the state legislature – is one person credited with first proposing the canal. Jesse Hawley also claimed credit for the watercourse. Both tried taking the credit for the canal all through the early 1800s.”

The St. Lawrence Seaway killed the Erie Canal’s commercial viability to a great extent. The Interstate Highway system, especially the New York State

Waterford E2 with boat FrankForte



Erie Canal Lock



Thruway and the railroads became big competitors. But the NY State Barge Canal offered a viable alternative until the opening of the Seaway to the north.

“The canal is still occasionally used for commerce especially in transporting oversized goods. Recent examples include lengthy or unwieldy wind turbine parts and huge beer tanks as the Genesee Beer Company refitted its brewery.”

On the Champlain Side Canal huge spools of wire were transported for a turbine project, according to Pratt. “The canal really is this transformational structure radically changing the state economically, socially, culturally, and making it in turn, difficult to even imagine the canal not being in existence.

“Today visitors can hike and bike alongside the canal for miles or paddle by kayak or other vessel the entire length of the canal from Buffalo to the Hudson. Seems like at least every year one person kayaks the entire canal. The National Historic Canalway Corridor was established in 2001, but the canal way did not get going as an actual agency until around 2010. Though we do work closely with them, we are also independent.”

For those wanting to learn and see even more associated with the Erie Canalway NHC, it is also home to a wide variety of National Park Site units of both historical and recreational use. These include: Fort Stanwix National Monument, the North Country National Scenic Trail (which runs all the way from New York State to North Dakota), Saratoga National Historical Park, 34 National Historic Landmarks, as over 800 listings on the National Register of Historic places – including over 1,400 properties.

All this is enough to keep someone busy for a long while – maybe even longer than it took to construct the Erie Canal 200 years back.

As we have just completed our AWRF Winter Board Meetings in Sugar Land, TX, I am pleased to report the financial status of our association remains strong. The board approved our 2025 operating budget, and each committee chairperson has submitted their annual budget requests. We have made significant progress in maintaining our financial stability while also investing in key areas that support our mission. Some of the key highlights include:

- Membership remains stable with several new members joining the association in the past year. The Membership Committee has worked diligently on aligning membership dues to enable the association to operate with the headwinds of increasing costs. These improvements allow AWRF to continue to provide its members content and programs that make our association the leader in its industry.
- Starting this Spring in Denver, CO we will have our first PIE and Technical Summit. This will be the theme moving forward every spring. This new format illustrates the Board's commitment of bringing value to its membership by providing a robust lineup of presenters discussing technical subject matter on a variety of topics important to our members and industry.
- Scholarship income has increased over the past year, with a total of 15 AWRF scholarships being granted totaling \$52,500 annually to students of member companies either continuing their education or attending a trade school. Many thanks to all the member companies that continue to support this very important aspect of our association.
- An Ad-Hoc-Committee was formed in 2024 to look at ways of providing sponsorship opportunities for members at our annual meetings. The initial kick-off began at our fall meeting in Palm Springs, CA and was very successful. These sponsorship opportunities will continue as we move forward.

We are committed to ensuring that our finances remain in a strong position to support the growth and activities of the association. With your continued engagement, AWRF will continue to lead the way in advancing the industry. Together, we are stronger, and I look forward to the continued success of our association.

As always, I welcome any questions regarding this report or our finances, and I encourage all members to stay engaged in our ongoing efforts.

Thank you for your continued support!
Paul DeMattie
Kito Crosby



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HONORING PELLOW'S AWRF LEGACY

Continued from page 31

A Career Built on Resilience and Integrity

Looking back, Don expresses gratitude to those who played a role in his career: clients who hired him for product litigation work, colleagues who supported and purchased his books, and the many individuals who shared his passion for improving the industry. While he will miss the daily interactions, the friendships he has built will endure.



Don Pellow's AWRF legacy is a testament to the power of building relationships, advancing technical knowledge, and promoting collaboration across the global lifting, rigging, and load securement community.

Don's journey is also a story of resilience. When his first wife passed away, leaving him to raise three teenagers, he took a leap of faith and started Pellow Engineering. With the support of his industry contacts, he successfully built and sustained the firm for three decades.

His guiding principle throughout his career has been simple but powerful: keep moving forward and never give up.

"I hope people remember me for the integrity and honesty I brought to the table, my engineering ability and expertise, and my leadership role within AWRF and the Technical Committee," Don says.

Setting the Standard for Future Generations

As the industry evolves, Don's dedication to safety, education, and leadership will continue to guide AWRF members and inspire the next generation of leaders. His legacy stands as a testament to the power of knowledge, integrity, and the lasting impact of collaboration.



Don and Jackie at the AWRF General Meeting in Asheville North Carolina. October, 2010

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Ascent Lifting, Inc. Announces the Acquisition of Charleston's Rigging & Marine Hardware

Ascent Lifting, Inc. ("Ascent"), a portfolio company of Shorehill Capital ("Shorehill"), announced that it completed the acquisition of Charleston's Rigging & Marine Hardware ("CRMH") on February 3, 2025. This marks the third acquisition for Ascent, a leading value-added distributor and fabricator of lifting and rigging products with 40 locations nationwide.

CRMH is a Charleston, South Carolina based distributor and fabricator of industrial rigging products and safety solutions, with a crane service segment serving major industrial demand centers such as defense, infrastructure, mining & manufacturing. CRMH operates from two locations in South Carolina—North Charleston and Columbia. Both are full-service branches with fabrication and load testing capabilities.

"We're thrilled to partner with Jessica, Skip, and the entire CRMH teams," said Dee Schweigert, CEO of Ascent Lifting. "This strategic partnership strengthens our ability to deliver high-quality solutions to our customers and establishes two

physical locations in the highly attractive South Carolina market. We intend to be the acquirer of choice in the rigging industry and add great people and companies to the Ascent Lifting and CERTEX teams. CRMH is a prime example of this strategy."

"Ascent Lifting and the team at Certex are ideal partners for the continued growth of CRMH," said Skip Sawin, a co-owner of CRMH. "Sharing our strategic vision for both our customers and our employees was a key component of our decision to partner with Ascent Lifting," said Jessica Sage, the other co-owner of CRMH.

Robert Jackson, Managing Director at Shorehill, said, "We are excited to continue to build the Ascent platform with the addition of CRMH. Skip and Jessica have an incredible reputation in the industry, and we are looking forward to our partnership."

Fredrikson & Byron and Katten Muchin Rosenman LLP served as legal advisors to Shorehill and Ascent Lifting. Terms of the transaction were not disclosed.



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GLAD 2025: Lifting Careers, Building Futures – Addressing Skills Shortages and Shaping Tomorrow’s Workforce

The Lifting Equipment Engineers Association (LEEA) is proud to announce the return of Global Lifting Awareness Day (GLAD) 2025 on Thursday 12th June 2025, with the theme “Lifting Careers, Building Futures.” This year, GLAD is dedicated to tackling the growing skills shortages across the lifting industry, promoting practical tools to attract new talent, and using the day as a launchpad to inspire the next generation to explore careers in lifting.

The lifting industry plays a crucial role in global infrastructure, construction, manufacturing, logistics, and more, yet many employers are struggling to recruit and retain skilled professionals. As recruitment challenges intensify, GLAD 2025 aims to provide practical solutions to help businesses identify, develop, and retain top talent.

What to Expect on GLAD 2025

Throughout the day, LEEA and its industry partners will roll out a series of activities, resources, and discussions designed to:

- ✓ **Support Employers** – Providing insights into recruitment best practices, apprenticeships, military resettlement programs, and effective interview techniques to help businesses attract and retain the best talent.
- ✓ **Empower Job Seekers** – Showcasing why the lifting industry is a fantastic career choice, highlighting career pathways, training opportunities, and advice on how to enter and progress in the field.
- ✓ **Promote Industry-Wide Engagement** – Encouraging all stakeholders, from business leaders to training providers, to collaborate and invest in the workforce of tomorrow.

Save the date,
Thursday
12th June

Lifting Careers, Building Futures



A Special Industry Report & Webinar

As part of GLAD 2025, LEEA CEO, Dr. Ross Moloney and Matt Barber, LEEA Director of Membership, will host a special webinar launching an exclusive industry report that highlights the most pressing issues related to skills shortages, skills gaps, and recruitment across the lifting sector. This report will provide valuable insights into the challenges facing businesses today and actionable strategies to ensure a sustainable and skilled workforce for the future.

A Launchpad for the Next Generation

GLAD 2025 is not just about today’s challenges—it’s about securing the industry’s future. By raising awareness of the diverse and rewarding careers available, GLAD will serve as a springboard for young people, career changers, and underrepresented groups to explore opportunities in lifting. Dr. Ross Moloney, CEO of LEEA, commented: “The skills shortage in our industry is a challenge that we must address together. GLAD 2025 provides a platform for businesses, educators, and job seekers to come together, share solutions, and shape the future of lifting. It’s time to lift careers and build futures.”

Get Involved

LEEA invites industry professionals, businesses, and training providers to join the conversation on GLAD 2025 by sharing success stories, promoting career opportunities, and engaging with the wealth of resources available. Follow the campaign and share your stories using #GLAD2025.

For more information, visit globalliftingawarenessday.com

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Why “Doing Less” Is The Key To Scaling Your Small Business These Next 6 Months

By Gene Marks (This column originally appeared in Entrepreneur)

Key Takeaways

This year, I am determined to adopt powerful strategies that will enable me to maximize my achievements while minimizing my efforts.

I travel a lot for my job, and although there are many downsides to being on the road, there is one significant benefit: it gives me time to think.

When you travel — particularly when you're solo, as I oftentimes am — you have a lot of time to think. In the Uber. In security. Walking through the airport. Waiting for your flight. Being on your flight. Doing the reverse at your destination. Some people listen to music or podcasts during this downtime, and there are occasions when I do the same. But most of the time, I'm thinking. What are my thoughts?

Same as you, if you're a business owner. I'm thinking about things going on in my life and my company. A new product we're working on. A sales campaign I want to try. A challenging client situation. A difficult employee. Whether the Phillies should trade Alec Bohm. Why the guy sitting next to me is wearing sandals. Lots of thoughts are going through my little, silly, pathetic mind. But that's fine. Thinking is good. And when I return from a trip, I usually have new ideas, different approaches to a problem — brilliant thoughts to share.

When I travel, I'm not on the phone as much as when I'm in the office. I'm also not sending as many emails or attending as many meetings. I'm doing less, but actually, I'm doing more.

Back in my office the next day, I'm completing tasks. I'm reviewing contracts. I'm working on a proposal. I'm on Zoom. I'm messaging an employee. I'm calling a contractor. I'm running to a client meeting. I'm doing a lot. But am I doing the right things? Am I really contributing to the long-term profitability and growth of my business? Am I acting or just reacting? I think you know the answer.

As business owners, we all spend too much time doing too many irrelevant things instead of what's really important: thinking. Thinking about the future. Thinking about how to make our customers delighted, our products better, our employees happier. We should be thinking about the economy, regulations and new laws that may affect our business and how we're going to deal with them. We should be thinking of our cash flow, our investments and how to increase the value of our businesses. But what about all the daily minutiae we have to deal with? I need to do less of them. So, I accomplish more.

Here are some actions I'm going to take this year so that I can accomplish more by doing less.

Outsource to experts

I should not be doing my own payroll, creating quotes, researching issues or sending out bulk emails. This year, I'll outsource these tasks. I'll pay accountants, salespeople and outside marketers to do this for me. This will save me hours of time. And yes, it will cost, but the cost-benefit ratio will be much higher.

Force myself to get out more

I will leave my desk, play squash or ride my bike in the middle of the day, visit more clients, and have lunch with people I should've had lunch with years ago. The more I'm out, the more I leave my business to be run by my talented people, and the more time I will have to think about the business and how to scale it.

Join a CEO group

There are many great organizations around the country that assemble local groups of CEOs and business owners who regularly get together to discuss their businesses. They discuss their problems, share their financial information, offer guidance and ask for help. If I were to take the time to be with them and listen to what they have to say, I would benefit and grow. I may even have a few thoughts to help them, too.

Follow the 80/20 rule

It is amazing to me how much time I spend on clients that generate so little profit. Like many, I just want to please people. I realize that every client is important, and I want a client paying me \$100 to be just as satisfied as a client paying me \$10,000. But come on, does that really make sense? This year, I'm going to spend less time agonizing over small, marginally profitable accounts and focus on the clients who are truly the most valuable to my business. I'm not going to ignore the smaller clients. But I'm going to have a limit as to how much time I'm going to spend on them. I'll do the same with our products and services. Do we need to have so many? Can we get more done with fewer offerings?

Finally, I'm going to lean more into tech this year

I will look at every task I perform during the day — responding to emails, following up on opportunities, sending bulk messages, attending meetings, reviewing invoices, and writing proposals — and ask myself how this can be done quicker with technology. My company uses a great CRM (Customer Relationship Management) software application that comes with many workflow and automation features that are beginning to leverage AI, all designed to get more things done in less time. I will speak frequently to this vendor and ask how I can be doing things quicker and better with their software.

2025 is when I will do less. Less busy work. Less micromanaging. Less detailed tasks. That's what my smartest clients do: they make the time to think. They accomplish more by doing less.



Gene Marks

Gene Is A Columnist & Author.

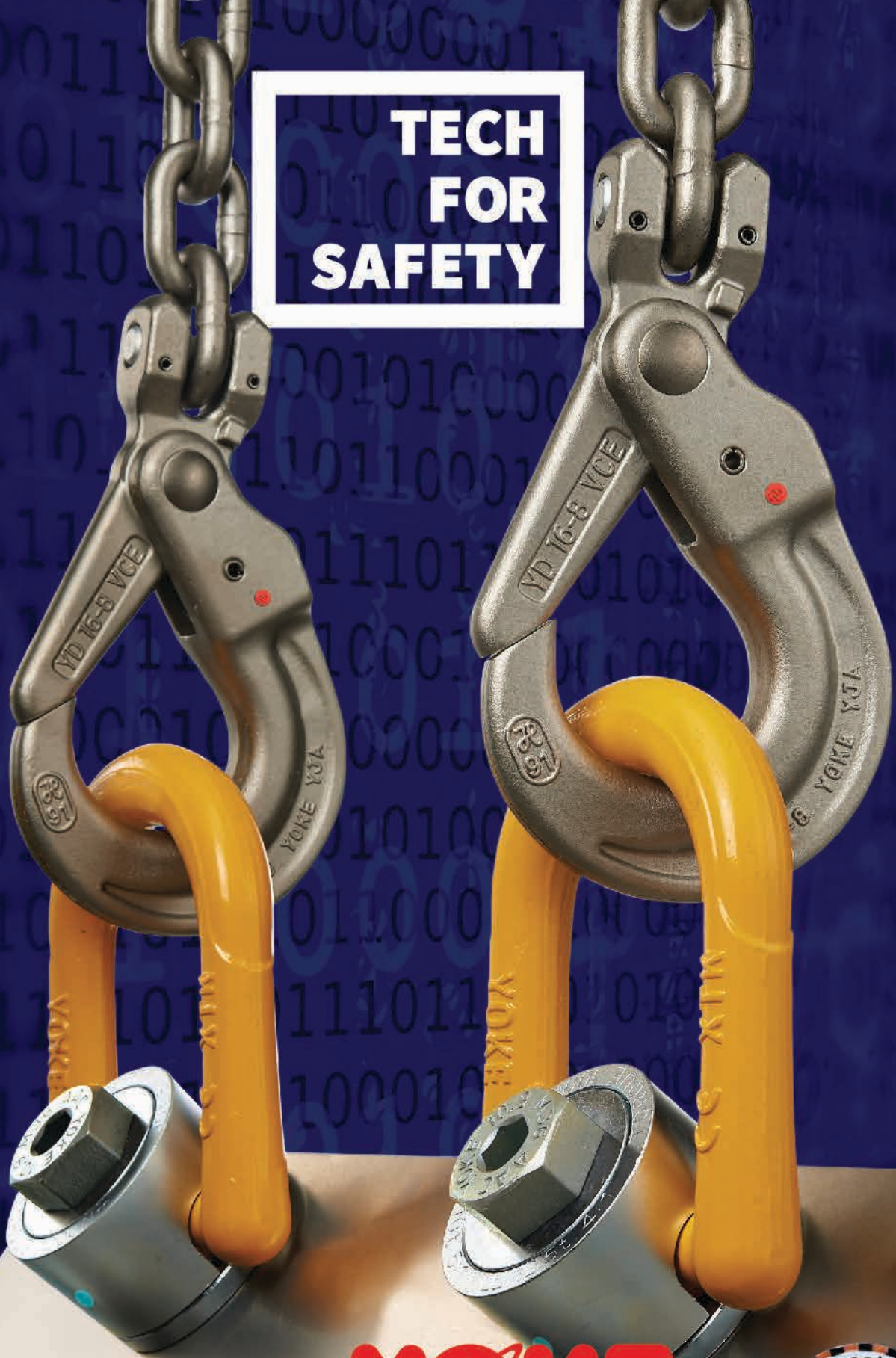
A past columnist for both *The New York Times* and *The Washington Post*, Gene now writes regularly for *The Hill*, *The Philadelphia Inquirer*, *Forbes, Inc. Magazine*, *Entrepreneur Magazine* and *Fox Business*.

Gene has written 5 books on business management, specifically geared towards small and medium sized companies. His most recent is *Want More Cash?: 100+ Ideas And Strategies For Increasing Your Company's Cash Flow This Year*.

A Professional Keynote Speaker.

Through his keynotes and breakout sessions, Gene helps business owners, executives and managers understand the political, economic and technological trends that will affect their companies and—most importantly—the actions they can take to continue to grow and profit.

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