

Slingmakers



**ASSOCIATED WIRE ROPE FABRICATORS**  
2025 ISSUE 186

**AWRF 2025 FALL  
GENERAL MEETING**  

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**2025 SCHOLARSHIP  
WINNERS**



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## 2025 AWRF PRESIDENT

**Mike Poroo**

5721 Harvey Wilson Dr.  
Houston, TX 77020

AWRF Members,

As summer draws to a close, I'm pleased to report that our year continues on a strong trajectory. With feedback compiled and financials reconciled from our April PIE & Technical Conference in Denver, it's clear that the new spring format is here to stay. The positive responses and robust engagement have reinforced what we felt coming out of the event – this approach delivers real value to our membership and will serve as a cornerstone for future gatherings.

This summer's Technical Committee & Board of Director's meetings in Detroit were another highlight. We enjoyed a strong turnout, and the AWRF Office (JAGwire) had the opportunity to showcase the much-revitalized downtown Detroit to those in attendance. The Tech Committee's updates and forward-looking discussions set the stage for an ambitious second half of the year, and the Board tackled key planning efforts that will shape our path into 2026.

We also received some bittersweet news during our time together. Barry Epperson, AWRF's long-time legal counsel, announced that he will be retiring later this year. Remarkably, Barry has served the organization for over 45 years – just about AWRF's inception. His dedication, wisdom, and steady guidance have been instrumental in navigating decades of industry change. While it will be no small task to fill his shoes, we are immensely grateful for his service. Barry will be joining us at the General Meeting this fall, and I encourage everyone to take the time to connect with him and wish him well as he embarks on this next chapter.

Speaking of the fall meeting – we're heading to Charlotte, NC for what promises to be a memorable event. Under Aaron Bohnert's leadership as Programs Chair, we've built an itinerary with something for everyone. For the AWRF Gala, we'll gather at the NASCAR Hall of Fame, where members can network while exploring the sport's rich history and interactive exhibits. And for the golfers among us, I'm thrilled to say the Networking Tournament is back, this time at the beautiful Tradition Golf Course. If you haven't signed up yet, I encourage you to do so soon as our hotel room block is expected to fill quickly.

By now, you should have received your Board of Directors Ballot in the mail. This year, we have four Regular Member seats and one Manufacturing/other seat up for election. This is your chance to help choose the leaders who will guide AWRF in the years ahead and I urge you to participate in shaping our future.

Thank you for your continued commitment to AWRF. I look forward to seeing you in Charlotte and finishing 2025 with the same energy and enthusiasm that has defined the year so far.

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## FUTURE MEETINGS

### 2025

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

### 2026

April 20 – 23 AWRF PIE and  
Technical Summit  
Marriott Marquis  
Houston, TX

October 18 – 21 AWRF General Meeting  
Sun - Wed Wailea Beach Resort,  
Maui, HI



### 2027

April 5 – 8 AWRF PIE and  
Mon - Thurs Technical Summit  
Marriott Marquis  
Houston, TX

October 18 – 21 AWRF General Meeting  
Mon - Thurs Omni Oklahoma City,  
Oklahoma City, OK

# AWRF 2025 FALL GENERAL MEETING

October 19 – October 22, 2025

Charlotte, NC



By Groupscule - Own work, CC BY-SA 3.0, <https://commons.wikimedia.org/w/index.php?curid=20312458>

## CONFERENCE

### HIGHLIGHTS

#### **AWRF Gala at the NASCAR Hall of Fame!**

**Tuesday October 21st | 6:00 pm - 11:00 pm**

Nestled in the heart of Charlotte, the NASCAR Hall of Fame offers a dynamic setting featuring the iconic Glory Road, a 33-degree banked ramp showcasing historic race cars, and the Hall of Honor, which enshrines the legends of NASCAR. Guests will have the exclusive opportunity to explore exhibits, immersing themselves in the history of the sport.

#### **Golf Tournament**

**Monday October 20th | 11:30 AM - 4:30 PM**

Bus Pick-up at 10:15 am  
The Tradition Golf Club  
\$145/PP • Rental: \$75

#### **Jimmy Blackmon Leadership for the 21<sup>st</sup> Century**

**Tuesday October 21<sup>st</sup> | 2:00 PM - 4:00 PM**

Sponsored by Emerging Leaders  
Jimmy will share his unique perspective on leadership, growth, and navigating challenges, offering valuable takeaways you can apply both personally and professionally.

#### **Pickleball Tournament**

**Wednesday October 22nd | 12:00 PM - 3:00 PM**

Bus Pick-up at 11:15 am  
Pickleball Charlotte: Sharon Lakes Facility  
8401 Sharon Lakes, Charlotte, NC 28269  
\$60/PP • Beginners Welcome! Lunch Provided!

#### **Emerging Leaders Brunch & Learn**

**Wednesday October 22nd | 9:00 AM - 11:00 AM**

We're excited to announce our Brunch & Learn session for our Emerging Leaders group featuring guest speaker Jimmy Blackmon. This is the perfect opportunity to connect with peers, share ideas, and gain insights from one of today's most dynamic voices in leadership.

Come hang out, grab some brunch, and get inspired with fellow rising leaders!

## A New Way to Stay Up-To-Date

We are thrilled to announce the launch of our brand-new Cvent app, designed to enhance your experience at our upcoming events! This innovative tool will help you manage and navigate events with ease, providing seamless access to schedules, speaker information, networking opportunities, and more—all in the palm of your hand.

### What to Expect:

- Real-time updates on schedules and session details
- Interactive features for networking with attendees and speakers
- Personalized agendas to help you make the most of your time
- Easy event navigation with maps and venue information
- Instant notifications for important event updates and reminders

We're excited to provide you with this new way to engage with our events, making them even more interactive, informative, and enjoyable.



QR code to register

**cvent**

## SCHEDULE OF EVENTS

### SUNDAY – OCTOBER 19<sup>th</sup>, 2025

- 8:00 – 11:00 am Board of Directors Meeting  
*Pomodoro Room*
- 11:00 – 4:00 pm Registration – TBD
- 5:00 – 5:30 pm Emerging Leaders Reception - TBD
- 5:00 – 5:30 pm First Timer's Reception  
*Pomodoro Room*
- 5:30 – 7:00 pm Opening Reception – *Pool*

### MONDAY – OCTOBER 20<sup>th</sup>, 2025

- 7:00 – 8:00 am Networking Breakfast & Safety Awards  
*Grand Ballroom*
- 8:00 – 11:00 am General Business Sessions  
*Grand Ballroom*
- 11:30 – 4:30 pm Networking Golf Tournament  
*Tradition Golf Club*  
Bus Pickup @ 10:15 am
- 6:00 – 7:00 pm Reception – *Pool*

### TUESDAY – OCTOBER 21<sup>st</sup>, 2025

- 7:00 – 8:00 am Networking Breakfast  
*Grand Ballroom*
- 8:00 – 12:00 pm General Business Sessions  
*Grand Ballroom*
- 2:00 – 4:00 pm Business Optimization  
*Leadership for the 21st Century*  
*\*Sponsored by Emerging Leaders*  
*All attendees welcomed*
- 6:00 – 7:00 pm Reception – *NASCAR HALL OF FAME*
- 7:00 – 11:00 pm AWRF Gala – *NASCAR HALL OF FAME*

### WEDNESDAY – OCTOBER 22<sup>nd</sup>, 2025

- 9:00 – 11:00 am Emerging Leaders Brunch & Learn  
*Jimmy Blackmon Presentation w/ Book Signing*
- 12:00 – 3:00 pm Pickle Ball Tournament  
*Pickleball Charlotte*  
Bus Pickup @ 11:15 am
- 4:30 – 6:00 pm Closing Reception – *Pomodoro Room*

*\*Schedule is subject to change*



## Speaker Line Up



**Andrew Busch**

“AI Unleashed: Disrupting the Economy and Shaping the Future”



**Marco Elig**

“Influence of the Positioning of Plastic Sheaves and Steel Sheaves on Rope Life and Service Life: A Comparative Bending Fatigue Study”



**Watson M. McLeish**

“Tax Briefing”



**Yohai Baisburd**

“Tariff Update (as of October) & Made in the USA”



**Jimmy Blackmon**

“Business Optimization”  
Leadership for the 21<sup>st</sup> Century

The mission of IPTAM is to expand the Association’s scholarship funds, which ultimately will result in awarding additional scholarships to AWRF member employees, and their families.



For only \$20, IPTAM provides all conference attendees with a mechanism to be contributors to the scholarship efforts of AWRF.

IPTAM opens the door for conference attendees, whose companies may not currently be donating to the scholarship program, with a way to support, and grow, AWRF’s scholarship efforts. Additionally, even if your company is currently donating to the scholarship program, IPTAM provides you the ability to personally contribute and be a difference maker.



PayPal QR Code to donate

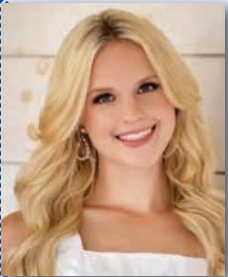
# AWRF 2025 SCHOLARSHIP WINNERS



**Peyton Welinski**  
**AWRF Scholarship**  
**Total Tool Supply**  
**Cloud State University**

My name is Peyton Welinski and I am a senior at St. Cloud State University. I am majoring in Community Psychology, with a double minor in Psychology and Applied Behavioral

Analysis (ABA). This fall I will begin my application for my master's program in ABA, and I hope to stay at SCSU for that. I plan to begin that 2-year program after graduating in the spring of 2026. I am ultimately working towards getting my BCBA and I intend to work in the field of behavioral analysis. I would be providing Early Intensive Developmental Behavioral Interventions (EIDBI) to individuals under 21 who have an Autism diagnosis or other related neurological disorders and disabilities.



**Isabella Ruston**  
**AWRF Scholarship**  
**Patterson Company**  
**Saint Vincent College**

My name is Isabella Ruston, and I am honored to be sponsored by Taylor Grapes at Patterson Manufacturing. I am currently a sophomore at Saint Vincent College in Latrobe, Pennsylvania,

majoring in Communication and Media Studies with a minor in Digital Art and Media. In addition, I am pursuing a Weather Forecasting Certification through Pennsylvania State University World Campus. This scholarship provides me with the opportunity to continue toward my goal of becoming a news anchor and weather forecaster. I aspire to create authentic and factual stories to inform the general public. I am deeply grateful for this support, and I will use it to further my education, and achieve my professional aspirations.



**Mitchel Waycott**  
**Yoke Scholarship**  
**Stren-Flex**  
**University of West Alabama**

My name is Mitchel Waycott, and I am incredibly grateful to be gifted this award. A couple of things about me: I play collegiate soccer at the Division II level, and I also love working out

and spending time with my family. My future educational plans are to finish college with an MBA while maintaining a GPA of 3.8 or higher.



**Seth Mosley**  
**Green Pin Scholarship**  
**(Royal Van Beest)**  
**Certex USA**  
**University of Southern Mississippi**

Hi, my name is Seth Mosley and I am from Mobile, Alabama. I am attending the University of Southern Mississippi majoring in Forensic Anthropology

with a Criminal Justice minor. After graduating I plan to start working a job in forensics for a year or so before going to graduate school to continue my education.



**Julian Araiza**  
**AWRF Scholarship**  
**Holland 1916, Inc.**  
**University of Missouri**

My name is Julian Araiza and I am currently a sophomore at the University of Missouri studying Finance. I enjoy spending time with my family, being outdoors, and

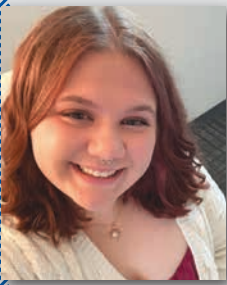
helping others. After I graduate, my goal is to move to either Chicago, or Austin, Texas and work in investment banking. I plan to make many connections on the way and meet as many people as possible. But most importantly, in the end I want to make my family proud.



**Olivia Limera**  
**Jurgen Prohaska Memorial**  
**Scholarship**  
**Harrington Hoists and Cranes**  
**University of Michigan**

My name is Olivia Limera from East Petersburg, PA, and I am a graduate of Hempfield High School. I am honored to receive this scholarship

and will be attending the University of Michigan to study Pharmaceutical Sciences, with the goal of becoming a Pharmacist. Outside of academics, I enjoy dancing to Afrobeats and playing tennis.



**Victoria Weaver**  
**Robert H. Ashley Scholarship**  
**Ken Forging, Inc.**  
**Mercyhurst University**

I am a junior majoring in Political Science (Pre-Law) and Intelligence Studies, and I am starting my Master's in Criminal Justice Administration. I am heavily involved

in the Student Government, Residence Life, and the Honors Program. I hope to attend law school to become a guardian ad litem lawyer.



**Leina Beshir**  
**NACM Scholarship**  
**Kito Crosby**  
**University of Texas at Austin**

My name is Leina Beshir, and I am entering my second year as a Mechanical Engineering major at the University of Texas at Austin. I have been exploring diverse areas within

mechanical engineering, including aeronautics through my work with Texas Spacecraft Laboratories, biomechanics in my chainring lab, and advanced modeling using computer aided design. I love volunteering with SEEK (Student Engineers Educating Kids) as a Program Officer to enhance Austin students' learning experience! I hope to use all of the experience and knowledge I'm gaining throughout college to engineer a more accessible future. I am motivated to continue learning and building!



**Amelia Smith**  
**The Bill Franz Scholarship (Mazzella)**  
**Industrial Magnetics, Inc.**  
**Northern Michigan University**

My name is Amelia Smith. I am attending Northern Michigan University for Elementary Education. My company sponsor is Industrial Magnetics, Inc. My father and

sponsor, Gordon Smith has worked at IMI for over 25 years. I am very thankful for the opportunity to receive this scholarship to help me achieve my goals of being an elementary school teacher.



**Jayde Thomas**  
**The Don Sayenga Memorial Scholarship**  
**APEX Tool Group**  
**York College of Pennsylvania**

I'm currently entering my junior year at York College of Pennsylvania, where I'm pursuing a degree in Mechanical Engineering with a minor in Mathematics. Alongside my studies, I'm a dedicated member of the college's

cross country and indoor/outdoor track and field teams. I'm also committed to gaining real-world experience and plan to complete two more co-ops before graduation to further develop my hands-on engineering skills.

Looking ahead, I'm excited about the possibility of working in the manufacturing industry, though I remain open to exploring all areas within the engineering field. My goal is to apply both my academic background and practical experience to solve real-world problems and make a meaningful impact through engineering.



**Ryan Bacon**  
**Ronald J. Worswick Memorial Scholarship**  
**Bishop Lifting**  
**Embry-Riddle Aeronautical University**

My name is Ryan Bacon, and I am a rising senior at Embry-Riddle Aeronautical University. I am an Air Force ROTC student majoring in

Aeronautics with minors in Aviation Safety, Aeronautical Studies, and Military Science. I enjoy traveling, working out, spending time with friends, and flying planes. After I graduate in May 2026, I will commission as a Second Lieutenant in the U.S. Air Force. I have been selected to attend pilot training, where I plan to earn my wings and pursue a career flying fighter jets, as I am motivated by the challenge and precision of operating advanced aircraft. I am very grateful for this scholarship and the opportunities it helps make possible.



**Baylor Dumont**  
**"The 16 Guys" Scholarship**  
**DCL Mooring & Rigging**  
**Auburn University**

My name is Baylor Dumont and I am a Freshman at Auburn University. During my high school years, I played Varsity basketball and I look forward to participating in some intramural

sports at Auburn. I am enrolled in the Pre-Building Science program which is laying the groundwork for my future academic and professional career. My goal is set on the professional Building Science program for my junior and senior years. With a degree in building science, I aspire to work as a project manager, where I can oversee the entire construction process from conception to completion. This role would allow me to combine my interest in construction with my desire to lead and manage complex projects.

# AWRF 2025 SCHOLARSHIP WINNERS

## TRADE SCHOLARSHIPS



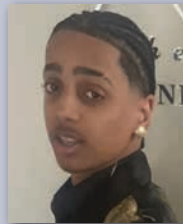
**Elias Fust**  
**AWRF Scholarship**  
**Northern Strands Group**  
**Saskatchewan Polytechnic**

My name is Elias Fust and I live in Saskatoon, SK, Canada with my wonderful wife and five kids. Both my wife's family and my family moved here from Germany before we met around 17 years ago and so our household is bilingual. After we got married I was job-hopping for a few years until I found an opportunity to become a Machinist. I took the opportunity and soon discovered a passion for the trade. Thus I've been working as a machinist for close to two years now. I completed my first year of school this past spring and I'm enrolled to complete my second year in the spring of 2026. I am firmly planning to continue and complete my education so long as God gives me the health and the strength. Once I become a Red Seal Machinist I want to further develop my skills and become adept at handling anything that can be thrown my way in the industry. Perhaps my road will lead me to another employer some day but as of now I am planning to continue working for Northern Strands Group of Companies and to make a difference with my work.



**Ayden Amos**  
**Mel Fireovid Trade Scholarship**  
**Total Tool Supply**  
**Metropolitan Community College**

My name is Ayden Amos, and I am very grateful to have received the AWRF Scholarship. I graduated from Waverly High School in Waverly, NE in May of 2025. Beyond academics, I was involved in multiple sports throughout high school; football, basketball, and track. I enjoy challenging myself through my academics and sports to be as successful as I can be. I will be attending Metropolitan Community College in Omaha, NE starting in September of 2025. I am pursuing a career in the utility lineman field. I am very appreciative of your support in helping me continue to work toward my goal in this next chapter of my life.



**Matteuis Sulcer**  
**Oliver Crosby & Edwin Harrington**  
**Memorial Scholarship**  
**Rasmussen Wire Rope & Rigging**  
**Clover Park Technical College**

My name is Matteuis, and my story is still being written. I have faced challenges that taught me strength, and I have celebrated moments that have shown me the value of hard work. I believe in pushing forward no matter how difficult the path may seem, because every step brings me closer to my goals. My journey is about growth, learning and building a future I can be proud of. I want to go to college to learn the skills I need to become an electrician. Working with light and wires have always interested me, and I know education will help me turn that interest into a career. My goal is to work hard, solve problems and use my trade to help people every day and build a strong future for myself. Thank you to the AWRF scholarship for helping me achieve this goal!

*Thank you to the  
 the Members Who Fully  
 Fund Scholarships!*



**Ashley Sling, Inc.**





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     [issuu](#)

# The Government Affairs Committee

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



## Taxes, Torts, Judges and Energy

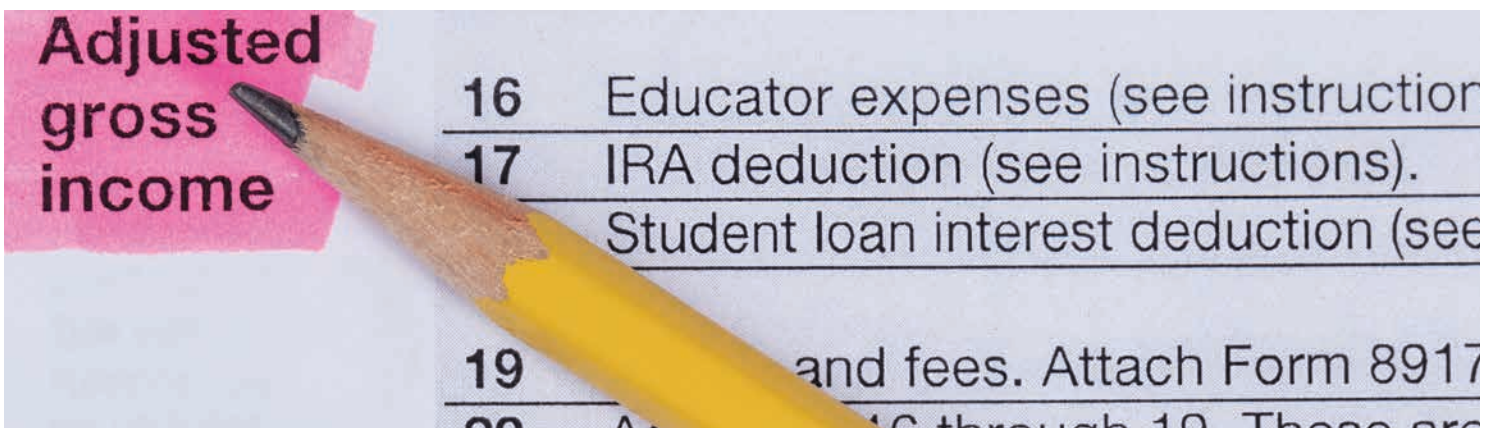
### NEW TAX LAW

The new tax law does a lot more than extend the 2017 tax incentives. Some reductions are made permanent while others are eliminated altogether. Taxpayers using the standard deduction can still take charitable deductions for cash donations of up to \$1,000 for singles and \$2,000 for joint filers. There are strict limits where deductions are itemized. The new standard deduction, which is to be adjusted annually for inflation, is \$15,750 for singles and \$31,500 for married couples filing joint returns. A new child tax credit of \$2,200 per child will adjust for inflation next year, phasing out at \$200,000 income for lone filers and double that for those who file joint returns. The highest income tax rate stays at 37% in 2025 for individual earners with taxable income of more than \$626,350. Taxpayers who have established 529 “college savings plans” may now use these funds tax-free for K through 12 tutoring, SAT and ACT testing costs, and K-12 supplies and books. This year one can deduct \$40,000 on their federal return for state and local taxes paid. This amount will increase by one percent annually but reverts to \$10,000 in 2030. Business owners can legally mitigate the cap, but for individuals there is a phase out at \$500,000 in income. There will be no tax on tips for incomes less than \$25,000 and no tax on overtime capped at \$12,500 for singles and double for joint filers. In each case deductions lapse at \$150,000 in income for individual filers and \$300,000 for joint returns. Taxation of social security remains in place with relief for seniors of \$6,000 through year 2026. Up to \$10,000 in auto loan interest may be deducted if the vehicle is gasoline powered and assembled in the U.S.

This deduction phases out for single taxpayers with income over \$100,000 and joint payers with \$200,000 plus income. There will no longer be a tax credit for lease or purchase of an electric vehicle after September 30, 2025. Solar panel deductions end December 31, 2025. The last tax to be paid is the estate tax. The new death tax exclusion tops at \$15,000,000 for individuals in 2026 with adjustment for inflation beginning in 2027. One provision of the new tax code modifies and enlarges current small business policy deductions while two more sections reinstate research and development (R&D) and other capital cost deductions for pass through business entities to include in-year deductibility of business expenses. When the R&D deduction expired in 2022, the U.S. was hit harder than most countries, placing over \$850B back in the taxable column. New reductions in federal research grants will shift almost all of these expenses to the private sector. As the economy expands, jobs for electricians, machinists and welders should exceed the availability of eligible workers.

### FOREIGN FUNDING FIASCO

AWRF has been a member of the American Tort Reform Association (ATRA) for many years. In contrast, the U.S. legal system invites lawsuits to the extent that many cases, often frivolous, are funded by undisclosed foreign investors hoping to share in the spoils of a hefty verdict or settlement. Moreover, successful foreign plaintiffs in most cases do not pay tax on litigation windfalls which are generally deemed exempt capital gains by the U.S. tax code. Because the ultimate determination is seriously complicated, clarifying tax





regulations are needed. For example, without banning third party financial lawsuits, the tax exemption could simply be removed. While the trial lawyers advocates can prevent remedial legislation by use of the filibuster, if the budget reconciliation process can be invoked, a fifty one vote majority would undoubtedly result in tax legislation discouraging to foreign conglomerate lawsuit financing.

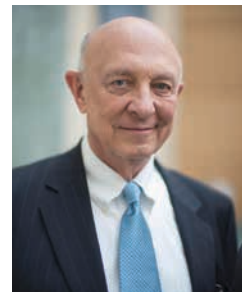
## JUDICIAL OVERREACH

Federal Judges have been issuing universal injunctions blocking the administration's agenda. Both the House and Senate have reacted with legislation which would limit or prohibit such rulings. This Spring the U.S. House of Representatives passed the No Rogue Rulings Act of 2025, sponsored by Darrell Issa (R-CA). The vote was 219 to 213. During the week of May 9, 2025, Senator Charles Grassley (R-IA), introduced a companion bill, The Judicial Relief Clarification Act of 2025. The bill has 20 cosponsors. Senator Grassley is Chairman of the Senator Judiciary Committee. He is not a lawyer. Meanwhile, the U.S. Supreme Court has put the brakes on the breadth of federal injunctions.

## GUARDING THE FUTURE

I recently coauthored a biography entitled *Guarding The Future, The Life of R. James Woolsey*. The book, which was published by the Oklahoma Hall of Fame, is available on Amazon. Many of you will recall Ambassador Woolsey's presentation at the AWRP convention in Baltimore, MD in the spring of 2014. As a former Director

of the CIA, Jim provided many startling insights into the vulnerable status of the U.S. energy grid. A new study conducted by the Department of Energy predicts power lapses in 2030 even if generation is replaced with gigawatts from solar and wind, according to the current plan. Most homes and businesses would be without power for more than a month during the ensuing year given normal weather patterns. Atmosphere disruptions could only exacerbate downtime issues. Where there are concentrations of artificial intelligence data centers running on non-hydrocarbon energy, the situation could be worse. And it is our Congress which created this mess by subsidizing renewables notwithstanding the abundance of coal and natural gas in our own backyard. These resources along with nuclear energy are needed as back up to wind and solar but their refineries cannot make ends meet without running full time. A much needed phase out of renewable subsidies seems to be the only solution. Ambassador Woolsey extolled the virtues of natural gas as a solution to most of our self imposed energy problems. The abundance of this natural resource in this hemisphere and the depth of knowledge surrounding exploration, extraction and refining hydrocarbons could go a long way toward solving our grid problems.



**James Woolsey**

Photo by, Christopher Michel - <https://www.flickr.com/photos/cmichel67/16290835094/>, CC BY 2.0, <https://commons.wikimedia.org/w/index.php?curid=39201528>

When you can remove **risk**, do it.  
When you can't, reduce it.

# AWRF & hsi

ARE EXCITED TO BRING PERSONALIZED TRAINING WEBSITES TO THE MEMBERS OF AWRF. WE HOPE THAT YOU CONTINUE TO PROMOTE

## WORK SAFETY



THROUGHOUT YOUR ORGANIZATION. JOIN US TO HELP CREATE A SAFE WORKPLACE ENVIRONMENT FOR ALL.

**SIGN UP TODAY!** EMAIL: [CAREN@AWRF.ORG](mailto:CAREN@AWRF.ORG)

(NOTE: THIS PROGRAM IS REPLACING CLMI CLIXSTREAM VIDEOS)

  
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## AWRF NEW MEMBERS

Congratulations and welcome to the following new AWRF Members:

### Sponsor Member

#### InspectAll Software LLC

Atlanta, GA

Robert Sarratt

support@inspectall.com

www.inspectall.com



### Manufacturing Member

#### DSR International Corp.

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Albert Wie

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## QUALITY COMMITTEE



**Brian Dewey**  
Bishop Lifting  
Quality Sub-Committee Chair

As we move into the second half of the year, the Quality Committee remains committed to promoting a culture of safety, quality, and environmental responsibility across our industry. We've continued to support member companies with tools and guidance to enhance workplace practices, stay compliant with evolving regulations, and prioritize the well-being of their teams.

### Recent Highlights:

- **Accreditation:** We have companies that have started their renewal to the program and we are excited to announce we two more members starting the process of becoming accredited with audits in the fall
- **Quality Survey:** The committee is currently reviewing the quality survey in hopes of sending to the membership early next year.

Looking ahead, we're eager to promote and engage companies within AWRF to discuss the AWRF Accreditation Program as we are excited to assist the membership with their quality management systems.

As always, thank you for your continued dedication to safety, quality, and excellence in our industry. Stay safe, stay informed—and let's keep raising the standard together.

# Cushman Named Hall of Honor Inductee for Lifetime Industry Contributions

## Honored for Shaping the Rigging Industry Through Skill and Service

Bob Cushman isn't afraid to get his hands dirty at Cascade Rigging in Clackamas, Oregon, the business he founded in 1999. He earned his extensive knowledge of the wire rope industry the hard way—from the ground up. That hands-on approach shaped a decades-long career in the wire rope industry, earning him a well-deserved place in the AWRF Hall of Honor.



At the October AWRF Annual Meeting, the association will honor Cushman as a Hall of Honor Inductee for his decades of service. Cushman began attending AWRF events in 1986 and officially became a member in 1999, when he founded Cascade Rigging.

### AWRF Leadership

In the early 1990s, AWRF invited Cushman to sit in on a board meeting. He thought the industry's work was interesting and has been involved ever since. He volunteers with his wife, Debra, so the activity has been a family affair.

Cushman began his years of service by participating on the Board of Directors. He served as Treasurer, Secretary, Vice President, and then President. He is now the Vice Chair of the AWRF Technical Committee. In his role, Cushman attends two general meetings and two board meetings each year.

As an active member, he says he learned that the association has a bigger impact on the rigging industry than he expected. Participants in a variety of roles rely on the association for answers.

The committee members write preliminary rules on safe rigging practices that the government often turns into laws. Governmental officials are looking for input

from AWRF, which has been described as “the backbone of the industry,” Cushman says. AWRF committees have produced about a dozen manuals. They guide what people are doing in the field, offering best practices for operation and safety.

### Industry Legacy

Cushman was surprised and honored to join as a new member of the Hall of Honor. What impresses him the most is that his peers nominated him. Bob and Debra have put a lot of time and effort into the organization, but they've made great friends as part of the process. “I have an impact on the industry,” Cushman reflects.

Cushman's motto is to be honest and transparent with people. “We lead by example and keep learning every day,” he says. “I enjoy mentoring others.”

He's a hard worker who typically arrives at work at 5 or 6 a.m., so he's available to take questions from the East Coast.

### First Job Leads to Big Wins

Bob Cushman's introduction to the industry was at West Coast Wire Rope, Portland, Oregon, more than 50 years ago. Before he joined the company, he was dating Debra, the daughter of the company's vice president. When Cushman said he was looking for a job, Debra's father offered him a position.

Cushman's tenure at the West Coast Wire Rope job resulted in two big successes. First, he eventually married Debra, the love of his life. As a new employee at West Coast, “I was told I was too small and the work was dirty,” he says. “I was also informed that I'd have to work twice as hard because I was dating the vice president's daughter.”

The second benefit of working at the company was that Cushman gained firsthand experience in many phases of the industry, starting as a worker in the warehouse, a job he held for five years. Eventually, he became the foreman.

From there, he earned several promotions and worked in different parts of the company. As part of his job, he traveled overseas for about eight years, with much of it in Asia.

"I learned the trade of wire rope and also how the product is made," he notes. "That was a great help for where I am today."

### Establishes Cascade Rigging

In 1999, Cushman decided it was time to start his own company. With Debra's support, they took out a second mortgage on their home, and, with the help of a few others, started the company. They bought a lot of equipment and inventory. It took just eight years to pay off this debt.

When Cushman began his company, he decided he wouldn't do a job he couldn't do himself. Unlike many owners in the industry, Cushman still heads to the shop to build assemblies needed by clients. He's a "hands-on" kind of guy.

"We build most of our machinery ourselves," he says. "We're a different breed of rigging shop."

### Innovation and Technical Excellence

Cascade Rigging is based at an impressive 30,000-square-foot warehouse. Its projects include building wire rope assemblies for the U.S. Army Corps of Engineers dams. The five-person company is known for serving smaller shops and government agencies. Cushman decided to keep his company small and manageable. It has seen a huge increase in walk-in trade over the years.

Unlike many industry professionals, Cushman has the rare ability to read blueprints and build assemblies that "will work in the real world," he explains. Many times, he'll ask engineers, "Do you want me to make it work?" Then he'll build the product that will meet his customers' needs.

Dan Ulven, President of The Ulven Companies, Hubbard, Oregon, notes, "Bob Cushman is not just a product expert; he possesses a deep understanding of the global marketplace, its key players, and the ever-evolving dynamics that shape the rigging and manufacturing sectors."

That depth of knowledge informs the way Cascade Rigging approaches each project. The company's

ability to solve complex problems has led to many satisfied customers — and repeat work.

"I think differently than most people who haven't been in the shop building products," Cushman says.

### Looking Ahead

During his many years in the rigging industry, Cushman, 72, has seen the replacement of older products with hydraulics and computers. "Rigging changes all of the time," he adds.

One common theme throughout rigging is to teach employees to follow protocols to keep them safe. "You have to be careful," he says.

### Celebrating the Industry

Cushman has also learned lessons over the years. He wishes he could have told his younger self not to be afraid of asking questions. He encourages people starting out in rigging to learn every aspect of the business.

"Earn the honor of being the boss," he says, and adds that he's very proud of his crew. "I enjoy coming to work. We're all in this together."

Each day brings new challenges to Cascade Rigging. Cushman compares his company to a mini factory. Raw products come in one end, go through different stages in the warehouse, and then the finished product is created. When needed, the crew builds its equipment.

Cushman's dedication to AWRP has its benefits. He's made many contacts in the association and can reach individuals who can help him resolve challenges. He's also collaborated with competitors to deliver excellent results to customers.

### Looking to the Future

Cushman is in no hurry to retire. "I find the work interesting. I really enjoy what I do," he says.

When Cushman isn't at Cascade Rigging, he's home working on his country property located 20 miles outside of Portland, Oregon. Bob and Debra have been married for almost 50 years.

If another owner purchased Cascade Rigging, Cushman says he would mentor the new owner for up to a year. The company receives some strange calls, he says. "We're accustomed to it," but a new owner could find some of the calls challenging.

As the current owner, his goal is "to have customers go away smiling. Then they'll remember us next time."

*Continued on page 64*



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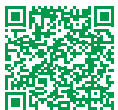


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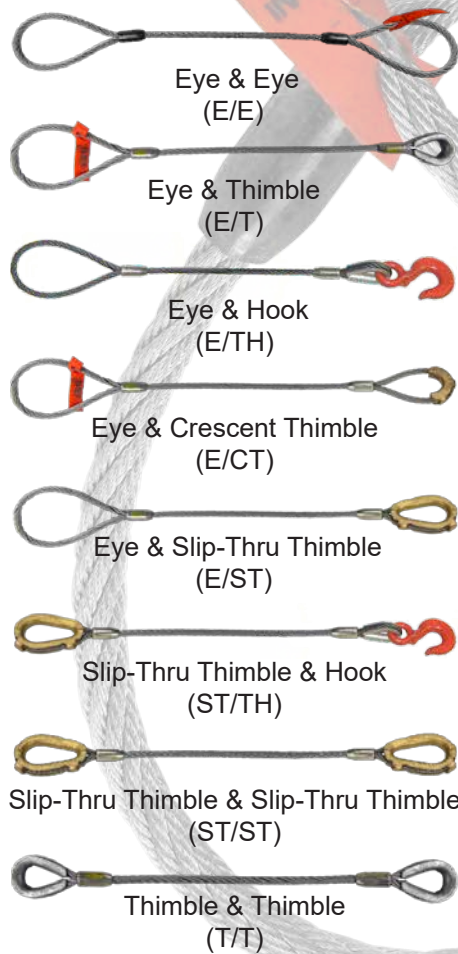
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# AWRF TECH COMMITTEE SUMMARY



**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 July meeting in Detroit, Michigan where we spent two productive days discussing various topics to better support the membership.

To kick off the meeting, we reviewed the recent Technical Summit in Denver. We went around the room to share feedback that we heard or personally observed, focusing on ways to improve future summits. The discussion was productive, and several ideas for refining the format will be implemented moving forward. To support continued success, we've created a new subcommittee focused specifically on technical presentations. Chase Vencl, Kito Crosby, will serve as the chair and Justin Brown, Uniroke Limited, will serve as the Vice Chair. If anyone has any questions or feedback, please contact AWRF office or Chase.

During the subcommittee report outs, we learned that the chain testing has been completed, and Steven Boyko will present the findings at the upcoming meeting. Be sure to attend to learn how the chain performed in relation to the NACM temperature reduction chart for WLL.

Several subcommittees are currently working on about five new Recommended Practices & Guidelines (RP&Gs) aimed to provide members with even more value-added technical information. If you have any ideas for future RP&Gs, we would love to hear from you. Our role is to equip the membership with the best possible resources and insights.

The Technical Committee is also gathering topic suggestions for future technical summits. The Call for Presentations is also open for all members to submit. This is a great opportunity for members to share their knowledge, showcase their expertise, and contribute to industry-wide learning. Looking forward to seeing all the presentations and ideas generated!

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 January and is open to all members.





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# AWRF BOARD OF DIRECTORS SPOTLIGHT

## Terry Driscoll



**What do you enjoy doing outside of work and Board service?** My wife and I enjoy “glamping” – exploring new state and national parks, sampling local wineries and breweries, catching up with friends, all while enjoying the creature comforts of our travel trailer. Most importantly, we never miss a chance to spend time with our children and grandchildren, who keep us grounded and happily busy.

**Is there a book, podcast, or leader that has inspired your approach to leadership?** I believe leadership takes root early in life. My father was my first and most influential example – he led with both compassion and firmness, always grounded in his deep faith. Since then, I’ve been surrounded by exceptional leaders within AWRF, each offering perspectives and styles that I’ve woven into my own approach over time.

**How long have you been involved, and how have you seen the organization evolve?** I attended my first AWRF General Meeting in 2014 at the PIE in St. Louis. After walking the floor and meeting the people, we signed on as members – and before I knew it, I was recruited to run for the board. Since then, I’ve seen the organization completely transform. We’ve moved from the perception of a “good old boys club” to a welcoming place where new ideas thrive. Today, AWRF blends highly technical expertise with essential foundational knowledge, all aimed at educating our members. The benefits keep growing, with a strong focus on quality control and unwavering commitment to safety for end users and customers.

**What excites you most about the mission or work of this organization?** What excites me most is our ability to keep moving forward while staying true to the vision that founded this association. Every step we take to strengthen and support our members not only honors our history but also builds a stronger future for the entire industry.

**What do you hope to accomplish while in your current role?** I’m committed to making a meaningful impact – championing the work of our executive board, fully supporting our President and Vice President, and inspiring members to get involved, share ideas, and help shape the future of our association.

**What advice would you give AWRF Members currently seeking more out of their membership?** My advice is simple – get involved. Attend events, join committees and connect with other members. The more you put into AWRF, the more you’ll get back in relationships, knowledge, and opportunities. This is an incredible network of experience and expertise – tap into it, share your own insights, and you’ll find your membership becomes one of your most valuable professional assets.

# AWRF TECH COMMITTEE



**Melissa Searle**  
 Director of  
 Product Management  
 Laclede Chain  
 Manufacturing Company  
 Risk Management Sub-Committee Chair



**Mason Chant**  
 Chant Engineering  
 Technical Committee  
 Emerging Leader

The **Risk Management Committee** continues to focus on improving safety protocols and best practices within the industry. As noted in the 2024 update, research is underway regarding test bed safety guarding. This research aims to assess different guarding strategies used in the industry and offer technical analysis of their appropriateness. By providing direct comparisons, the Committee seeks to assist members in reducing risk and implementing effective protective measures in testing environments.

The most recent findings and recommendations from this research will be presented at the Spring 2026 meeting in Houston. In addition, the Committee will share the outcomes of both the test bed safety guarding and test bed calibration studies (the latter previously addressed in the 2024 presentation in Nashville).

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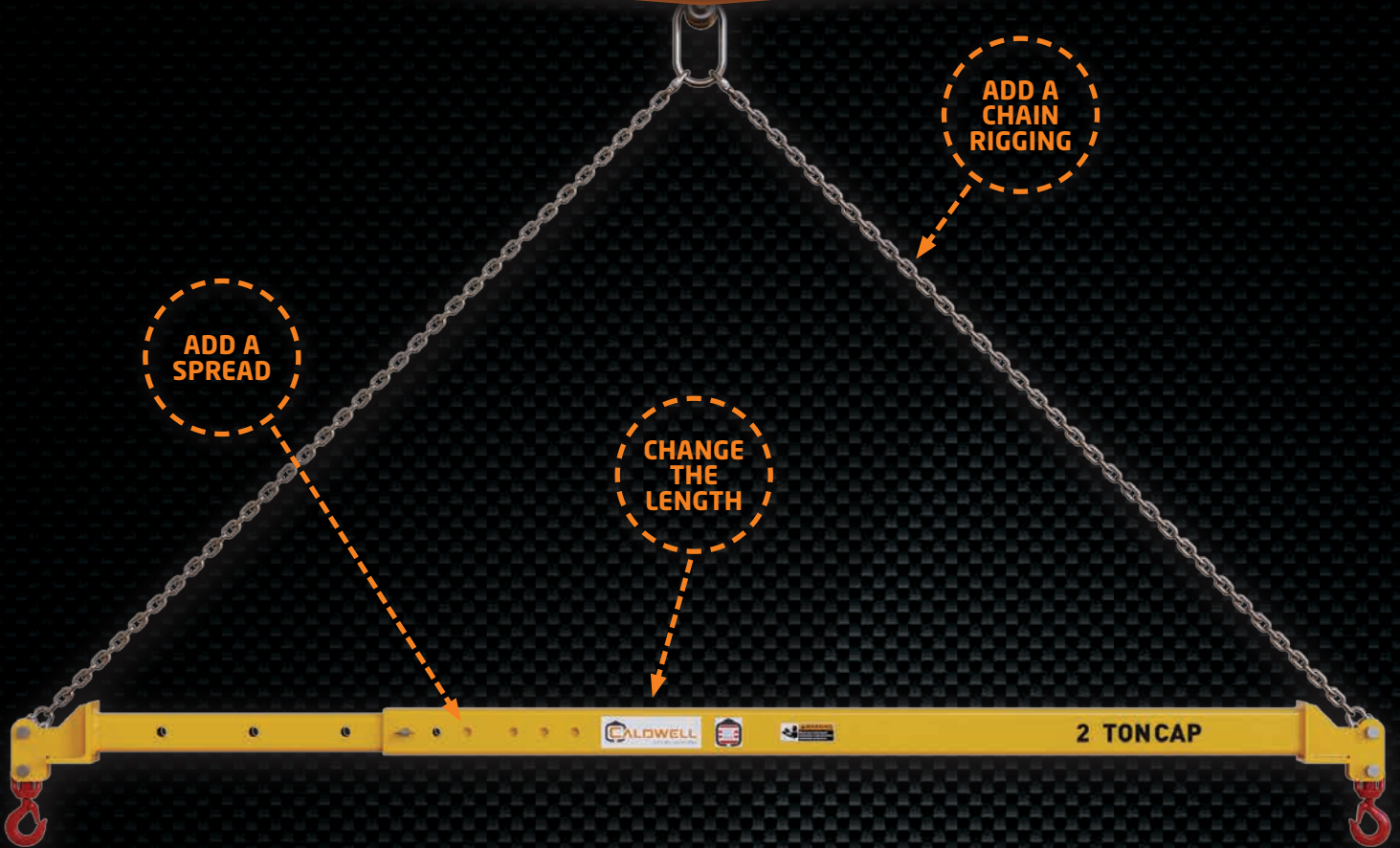
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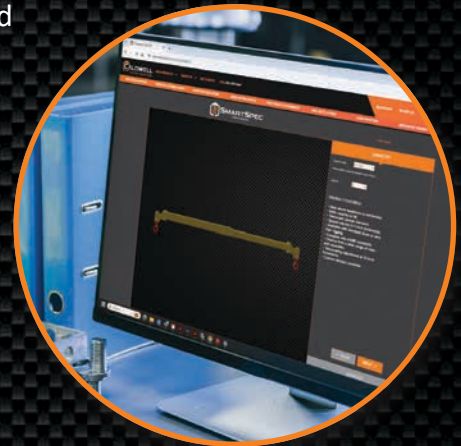
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# 2025 AWRP GENERAL MEETING SPEAKERS

**Andrew Busch** is the former 1st Chief Market Intelligence Officer for the US government and economic futurist at AndrewBusch.com. For the CFTC, he was charged with improving and enhancing the government's understanding of the markets and the economy. His job was to take all the news, information and data on the economy and markets; and filter it into condensed, easily understood research; then communicate it to the government and public.

Andy provided economic and market briefings to White House, US House, US Senate, the SEC, the Federal Reserve Board and the US Treasury staff on a wide range of issues including interest rates, inflation, China's influence on trade, and the impact of technology on the economy.

Prior to joining the CFTC, Mr. Busch was CEO and founder of a boutique financial markets and policy research firm, Bering Productions, Inc (BPI). Before BPI, he was the Global Currency and Public Policy Strategist for Bank of Montreal (BMO) in Chicago. He is author of the book "World Event Trading" covering large crises, like infectious disease outbreaks and war, and their impact on the economy and markets.



**Marco Elig** received his Bachelor of Engineering (B.Eng.) degree in Mechanical Engineering from the University of Applied Science Kaiserslautern in 2015, followed by a Master of Engineering (M.Eng.) degree in the same field in 2023. He began his professional journey as the Head of Testing at the verope Service Center GmbH in 2015, where he honed his skills and expertise in the field of wire rope testing. In 2018, he transitioned to a role as a Research Engineer at KV R&D Center GmbH, further expanding his knowledge and experience.

Since 2021, Mr. Elig has been serving as the Managing Director at KV R&D Center GmbH, leading the company with his extensive expertise in wire rope engineering.

Mr. Elig's professional interests primarily focus on the estimation and monitoring of rope lifetime. His work in this area includes both theoretical research and practical applications, making significant contributions to the field of mechanical engineering, particularly in the durability and reliability of rope-based systems.

**Watson McLeish** is senior vice president for Tax Policy at the U.S. Chamber of Commerce, where he serves as the primary adviser on all tax policy-related matters. This includes the development of tax policy positions, advocacy on tax issues, and coordination of efforts to influence tax legislation and regulations.

Watson previously served as tax counsel at Tax Executives Institute, Inc. (TEI), where he supported the advocacy and educational activities of TEI's Tax Reform Task Force, Federal Tax Committee, and Canadian Income Tax Committee. He was responsible for advancing TEI's advocacy priorities on Capitol Hill and with the Treasury Department's Office of Tax Policy and the IRS. Watson performed the same role in Canada before Parliament, the Department of Finance's Tax Policy Branch, and the Canada Revenue Agency.

In addition, Watson facilitated TEI conferences and seminars throughout the U.S. and Canada bringing together members, tax practitioners, and policymakers. He also served as contributing editor to Tax Executive, the professional journal of TEI.



**Yohai Baisburd** counsels companies, trade associations and governments in a variety of international trade matters in the United States and globally. Mr. Baisburd's practice focuses on trade remedy (antidumping, subsidies, safeguards) litigation and import/export compliance and enforcement proceedings. He is recognized by Chambers and Partners for his Customs Law expertise and in The Best Lawyers in America for International Trade and Finance Law. Mr. Baisburd is on the roster of potential US panelists for NAFTA Chapter 19 panels.

Mr. Baisburd has significant experience in trade litigation before the U.S. International Trade Commission (ITC), the U.S. Department of Commerce (DOC), Mexico's Secretaría de Economía, China's Ministry of Commerce, Australia's Productivity Commission, South Africa's International Trade Administration Commission, the U.S. Court of International Trade, the U.S. Court of Appeals for the Federal Circuit, North American Free Trade Agreement (NAFTA) binational panels, Mexican courts and the World Trade Organization (WTO).

**Jimmy Blackmon** is among the most combat experienced leaders of the modern era. He has led high risk missions all over the world including serving as the air mission commander on the operation that netted #2 and #3 in the famous Iraqi deck of cards. Amazingly, Jimmy also served as the aviation commander during the battles in which four Medals of Honor were earned in Afghanistan – in the very valleys where the attacks of 9-11 were planned and rehearsed. Having achieved impressive results in the military, as well as an experienced consultant in businesses large and small, Jimmy understands how to navigate the complexities of the 21st Century. His ability to develop an organizational strategy, build living systems and processes that enable organizations to thrive with speed and agility in the modern era, and build cohesive teams driven by vision and purpose are unparalleled.

Jimmy's natural storytelling ability bring his experiences alive. From high stakes crisis management in combat to business examples in a multitude of industries, Jimmy shares colorful experiences that are sure to both educate and entertain your audience, but Jimmy is far more than a proven leader and entertaining speaker.



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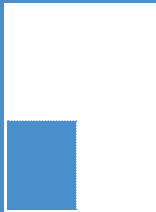
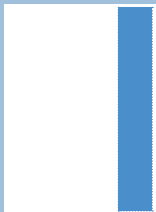
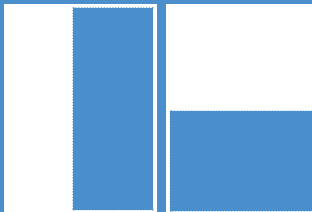
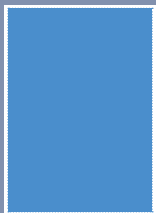
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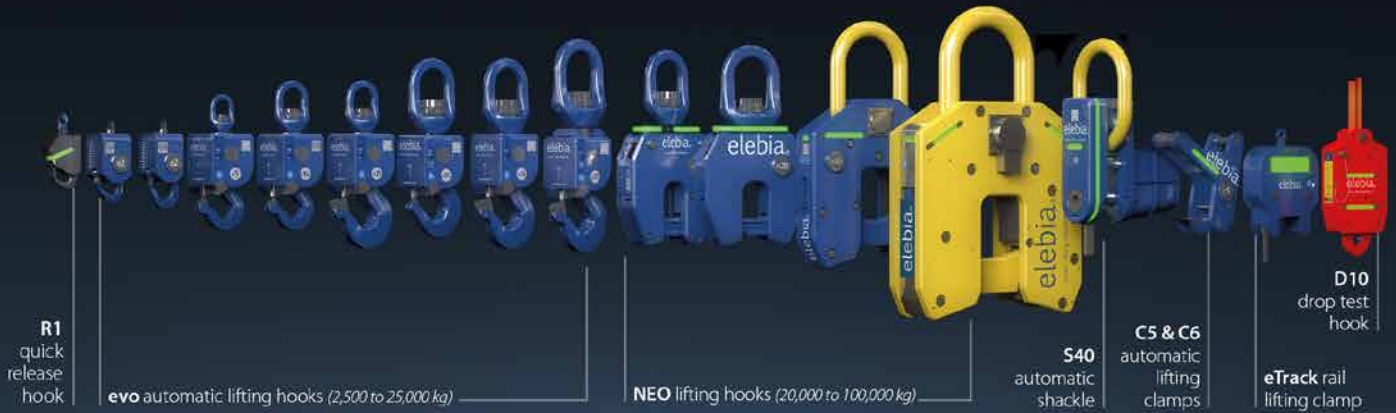
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## Chant's Mathis Builds Relationships Through Product Knowledge and Care

By Leslie Blaize, CPSM

When Sharon Mathis walks into a rigging shop dressed in jeans, boots, and a Chant Engineering shirt, she's met with respect. With decades of hands-on experience and deep product knowledge, Mathis brings solutions.

Her belief is simple: "Knowledge is power, and power is respect," says Mathis, who has worked at Chant Engineering in New Britain, Pennsylvania, for 14 years. The family-owned company recently celebrated its 55th year in business.

With a team of over 60 employees, Chant Engineering is recognized as a leader in high-performance testing equipment for the lifting and rigging industry. Chant provides both standard and custom-built testing machines, swaging and cutting equipment, and consumable products.

Chant's machines test rigging components, such as shackles, wire rope, and chains—ensuring they're safe to lift massive loads. Its test beds are rated for capacities from a few thousand pounds up to one million pounds. They are used in military, commercial, and industrial settings.

Mathis says the company helps customers increase revenue, solve problems, meet calibration requirements, and maintain a strong focus on safety.

### Passion for Manufacturing

Before joining Chant, Mathis spent two decades in manufacturing, developing a passion for hands-on design, fabrication, and customer service. A friend encouraged her to apply for a calibration manager role at Chant. She landed the job and, after seven years, transitioned into a sales management role.

Today, she oversees a five-person sales team, including one woman, Alison Lippe. Mathis travels one week each month to visit domestic and international clients.

Whether she's writing complex proposals or mentoring a new sales rep, Mathis brings authenticity, product knowledge, and a no-nonsense style to every job. She leads by example and helps her team succeed in the field.



Sharon Mathis

### Focused on Client Needs

Mathis is well suited to her role in a male-dominated industry. She describes herself as straightforward and strong-willed, with broad shoulders that can handle challenges.

She recalls speaking with a customer on the phone during her early career. Though he knew she was the manager, he didn't give her much credit—until she visited in person and demonstrated her extensive knowledge of Chant's equipment. Afterward, he sent her a "beautiful apology" and thanked her for proving her expertise.

"People will respect you if you know what you're talking about," she says.

To build that knowledge, Mathis trains alongside Chant's engineers to learn about the company's products, including their installation and calibration.

### Value of a Family-Owned Business

Chant Engineering—described as a "beacon of innovation and reliability"—now includes Mason Chant, who is the third generation of the Chant family.

Company President Phil Chant is on-site daily. "He gets his hands dirty, helps out every department, and is fair," Mathis says. "You ask him a question, and you get solutions right away."

The Chant family is deeply involved in the company's day-to-day operations, and the company is well-respected in both the local community and the rigging industry.

As Mathis notes, many family-owned rigging shops are being bought out by larger companies because younger generations aren't interested in taking over.

### Mentorship and Sales Strategy

As sales manager, Mathis wants her team to "know as much as I do plus more." On sales calls, she models how to engage with customers—and then encourages reps to take the lead on the next visit.

"Communication is key," she says. Her team is encouraged to contact 10 customers or prospects a day. "Don't email—call. Build relationships. Don't just send messages."

Mathis and her team stay current on Chant's product lines, including an upcoming innovation: a patented synthetic shackle called Forged Fiber, which is significantly lighter than traditional shackles. The product is expected to launch in 2025.

"We're very excited for the new shackle to hit the market," she adds.

*Continued on page 69*



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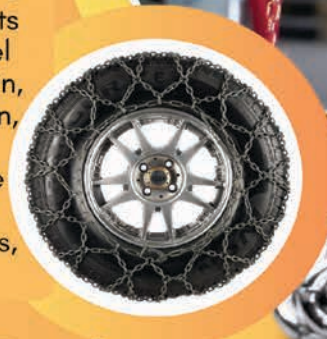


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**Matt Marks**  
DCL Mooring & Rigging  
Emerging Leaders Committee Co-Chair

## Emerging Leaders: Big Plans, Bold Moves, and a Bright Future Ahead

The AWRF Emerging Leaders group is on a mission – and we’re not slowing down.

*The Emerging Leaders of AWRF exist to inspire, support, and develop the next generation of wire rope industry professionals. Through mentorship, meaningful education, networking, and industry engagement, we cultivate a welcoming community where early-career talent from all backgrounds can connect, grow, and lead – ensuring a strong future for our companies and our association.*

With that mission in mind, we’ve got some exciting developments to share.

### A Leadership Boost at the October General Assembly

This fall, Emerging Leaders will host a special session at the October General Assembly featuring a dynamic guest speaker focused on *leadership*. This exclusive event will deliver fresh insights and real-world strategies that attendees can take back to their companies and careers.

### Mentorship Program Kickoff

One of the most exciting initiatives on our horizon is the launch of the Emerging Leaders Mentorship Program. Flyers will be hitting inboxes soon, inviting both mentors and mentees from across AWRF to join. We’ll be pairing experienced professionals with early-career members to spark conversations, share hard-earned wisdom, and accelerate professional growth. The official kickoff happens this October at the Fall General Assembly.

### Eyes on 2026

Looking ahead, we’re already laying the groundwork for the 2026 Product Information Exhibit (PIE) & Technical Summit. Our plan? Bring the next generation into the room. We’ll be reaching out to local high schools, trade schools, and universities to introduce students to the exciting career opportunities in our industry. From guided tours of the PIE to direct conversations with exhibitors, this initiative is about planting seeds for the future.

The momentum is building – and the Emerging Leaders group is ready to lead from the front. Whether it’s through leadership development, mentorship, or student outreach, our focus is the same: ensuring a strong, thriving future for AWRF and the wire rope industry.

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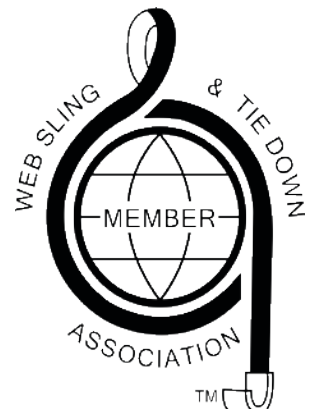
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# Savvy Biz Owners Are Cutting Freight Costs While Everyone Else Is Worrying About Tariffs

By Gene Marks (This column originally appeared in *Inquirer*)

There's been a lot of attention paid to rising tariffs over the past few months and how they'll impact inflation. But there's also another important cost that figures significantly into the price of products: freight.

Over the past five years, the cost of freight has fluctuated significantly.

For example, the price of general freight trucking services increased 57% from mid-2020 through mid-2022 before falling to 25% in June, according to the Bureau of Labor Statistics (BLS). Deep sea freight costs increased about 60% during this same period and are still almost 50% higher than they were during the pandemic, according to BLS.

This kind of volatility makes it very difficult for many businesses to price their products.

Destiny Rykard, the founder and CEO of Destiny Way Logistics in Wilmington, has seen the cost for freight and logistics change significantly during this period.

"It's just been fluctuating due to several reasons like the pandemic, supply chain disruptions, technological and policy changes, as well as geopolitical and economic factors," she said.

Managing freight costs is not only a challenge for many businesses, but it is important because freight can add as much as 10% to 25% to the price of an item. In these days of higher tariffs, every penny is critical. Here's some advice for mitigating these costs.

## Consolidate

For starters, it's important to consolidate shipments when possible to reduce the costs of handling and emissions. By combining shipments into fewer, larger amounts there will not only be less labor but a reduction in carbon footprint and a potential reduction in the risk of loss or damage. A good logistics partner will help do this.

"Our technology will automatically look to consolidate freight," said Joseph McDevitt, a director of marketing and business development at TLI, a freight broker based in Exton. "If it says, 'Hey, you're shipping from the same vendor on a shipment on the same day of the week,' it'll force us to consolidate it. It's important to have vendor accountability on their entire inbound supply chain. ... They've got full visibility and full control over what's going on with the technology."

## Establish good partnerships

It's important to leverage your carrier relationship and constantly negotiate rates. Having clear tracking and full visibility into inbound and outbound shipments improves decision-making and helps identify bottlenecks. McDevitt says a good strategic partnership can formalize rate negotiations, stabilize the prices you'll pay, and lower longer-term costs.

"We do a lot of sourcing of proposals and requests for proposals with shippers on behalf of our customers," he said. "Customers who really want to get good rates will do their best to lock them for the long term."

Rykard agrees.

"One of the most important things is the strategic partnership and negotiating rates on behalf of my customers," she said. "But there are other things to consider besides just costs. The market is volatile and we have to be cautious of chasing temporary rate drops without considering service reliability or longer-term stability."

## Lean into tech

It's also critical to embrace technology and lean into AI solutions as they develop.

"The number-one thing in terms of how we're minimizing costs is using technology — specifically what's called a 'transportation management system,'" said McDevitt. "We have artificial intelligence to audit the invoice the carrier sends out and if it fails the audit, then it goes into a separate workflow for evaluation."

McDevitt and other experts say that the best logistics companies rely on advanced software to find better pricing and to help with planning and visibility of route options. AI is now becoming an important way to do better auditing of freight costs and forecast.

"If you can get as much data as you can, you can make sure that you're calling for the right price," said Ted Kuriger, co-founder of Jillamy Inc., a logistics firm based in Chalfont. "Technology is definitely helping us and a lot of it is just data driven. AI can optimize demand planning, automate invoice audits, and catch billing errors before they affect your bottom line."

Rykard agrees and says that AI's biggest impact is on supply chain demand forecasting, route optimization, automation, and robotics.

*Continued on page 67*



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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# CHAIN & CHAIN SLINGS COMMITTEE



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At the AWRP Spring Technical Summit, members of the National Association of Chain Manufacturers (NACM) delivered a highly informational presentation on chain slings, design standards, inspection requirements, and proper usage. The presentation featured contributions from industry experts including Greg Newell (Campbell Chain), George Kosidowski (Peerless Chain/Kito Crosby), Rodney Reynolds (Columbus McKinnon), Tim Riley (Laclede Chain), and Doug McElravy (Pewag Chain).

NACM was established in 1933 and is one of the oldest industrial trade associations in the United States focused on welded and weldless chain. Members must have at least two years of U.S. based manufacturing experience and represent some of the most respected names in the industry, including Apex Tool Group, Columbus McKinnon, Laclede Chain, Peerless (Kito Crosby), Perfection Chain, Pewag, and Suncor Stainless.

The members first established a good baseline for chain grades and design of slings. The presentation highlighted the different grades and types of chain used in lifting, emphasizing that only alloy chains are approved for overhead lifting applications. Two main types of chain slings are mechanical slings and welded slings. Mechanical slings are assembled in the field using mechanical coupling links and Quik-Connect fittings by trained personnel. Welded slings are pre-assembled using welded components to ensure that they cannot be altered in the field.

All chain slings must include a legible ID tag provided by the manufacturer with the following information:

- Manufacturer's name or trademark
- Grade and size of the chain
- Number of legs and hitch type
- Rated load at specific angles
- Sling length (Reach)
- Serial Number

Chain slings must undergo different type of inspections. The initial inspection, which should be completed before first use, includes a visual inspection of all components, confirmation with the tag, load testing, and then documenting and recording the

process. In addition to this, each sling should be inspected either daily and/or before each use – this will involve visual inspection and tag confirmation. Even with daily inspection, all chain slings shall have documented periodic inspections at least annually with a qualified inspector.

When inspecting a chain sling, common inspection criteria is:

- Tag inspection: must be present, legible, and match components of the sling for grade, size, and workload limits
- Reach check: measure leg length and compare to tag
- Link check: look for wear, stretching, corrosion, weld defects, or damage
- Hook check: ensure no deformation, excessive wear, or mismatched markings
- Removal criteria: remove slings showing signs of heat damage, elongation, corrosion, bent or twisted links, or missing ID tags.

A general rule to follow is "When in doubt, throw it out." Damaged or questionable slings can result in serious injury, loss of life, equipment failure, or major delays in a project. It is always better to be safe than risk an incident. When you remove a sling from service, they should be tagged clearly as "DO NOT USE". The chain slings should then be quarantined for evaluation or repair by an authorized service center, documented in inspection logs, and stored properly to avoid environmental damage.

After this, there was an opportunity for the audience to inspect various chains and slings and identify defects, allowing for hands-on practice to what was shared.

This presentation not only reinforced industry standards but also emphasized the importance of proper inspection and identification protocols to ensure safety and compliance. If you missed the session, keep an eye out for future opportunities to attend similar presentations.

For questions or further guidance, please reach out to the AWRP Technical Committee or NACM representatives



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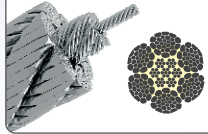


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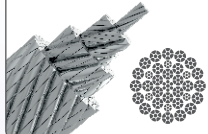
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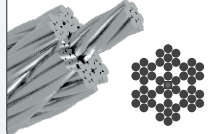
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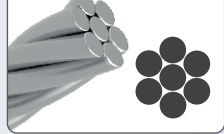
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# Future-Proofing Sales Compensation for Lifting & Rigging Businesses

## Smarter Strategies for Staying Competitive During Volatile Markets

By Mike Emerson

Companies in the lifting, rigging, and load securement industry face mounting cost pressures, especially in today's unpredictable business environment. Tariffs, inflation, and material shortages—especially in steel, synthetics, and hardware—can rapidly drive up prices. While these external forces are out of your control, there's one area you can manage to protect your margins: sales compensation.

Without the right structure in place, sales pay can rise disproportionately during times of inflation, especially when commissions are based on revenue or gross margin. This mismatch can strain profits and sow discord among your team—especially when rising commissions aren't tied to actual performance improvements.

### Inflation-Driven Compensation Spikes

Many AWRP member companies compensate reps based on sales or gross profit. It's a tried-and-true model that incentivizes growth. But during inflationary periods—when the cost of chain, wire rope, synthetic slings, and associated gear increases—this approach can backfire.

Let's say your steel suppliers raise prices due to tariffs or global demand shifts. You pass those costs along to customers, and suddenly, your rep's commissions rise 20–30%... even though they didn't bring in more volume or new accounts. This can distort payroll, cause resentment among non-sales staff, and pressure your bottom line.

One real-world example: A distributor saw a top rep's earnings jump from \$500K to \$850K during a pricing surge—without any increase in effort or customer growth. That kind of windfall can destabilize your culture and create long-term issues if left unchecked.

### Smarter Structures: Performance Over Price

Rather than abandoning commission models, you can make targeted adjustments that align compensation with true business performance—especially useful when prices are beyond your control.

#### 1. Adjust the Commission Rate

If average selling prices increase by 25%, consider reducing the commission rate by the same proportion. For example, a 10% commission might become 7.5%. This brings compensation back in line with historical earnings. Be transparent with your team about why you're making the change and how it protects the health of the business long-term.

#### 2. Redefine What Qualifies for Commission

Set a non-commissionable baseline tied to past sales performance—say, 70% of last year's total. Only sales

above that level trigger commissions. This rewards reps who grow the business, not just those riding a wave of price hikes. You can even offer higher commission rates on sales that exceed targets to motivate aggressive growth.

#### 3. Consider Goal-Based Bonuses

While more complex to implement, bonus-based pay lets you set flexible, inflation-adjusted targets. This system rewards reps for achieving defined milestones, not just revenue totals. It's ideal if your team structure is shifting—such as assigning inside sales to handle repeat orders and outside reps to hunt new accounts.

#### Proactive Policy = Predictable Results

If you want to avoid scrambling during the next price surge, it's wise to have a clear policy in place now. A well-defined *inflation-response plan* should include:

- **A Clear Trigger:** Example: "If average unit cost rises by more than 6% in a quarter, new compensation adjustments take effect."
- **A Simple Formula:** For example, if the trigger is 6% and inflation hits 10%, sales goals increase by the 4% difference.
- **Transparent Communication:** Don't wait until tensions are high. Make sure your team knows in advance how the policy works and when it will apply.

#### Reflect Role Shifts in Your Structure

Many AWRP businesses are evolving their sales models—assigning inside reps to manage existing accounts and giving outside reps more responsibility for growth. If that sounds like your team, your comp plan should reflect it. For example, outside reps who generate new business may need higher incentive potential to reward prospecting and long sales cycles. Inside reps managing repeat orders can have lower targets or base pay, since their job is more about relationship management and order efficiency.

#### Final Steps: Audit, Model, Plan, Communicate

1. **Audit** your current compensation plan. Are you overpaying for static business?
2. **Model** scenarios: What happens if prices rise 10%, 20%, or more?
3. **Plan** your inflation-response framework now.
4. **Communicate** with clarity to build trust and avoid surprises.

With smart, flexible compensation strategies in place, AWRP member companies can maintain stability, reward true sales performance, and protect profitability—no matter what market forces come next.



Mike Emerson, Managing Partner at Indian River Consulting Group, has worked with hundreds of distributors and manufacturers of all sizes on sales strategy, structure and compensation. Contact Mike at [ircg.com](mailto:ircg.com)



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## Caldwell launches custom lifting beam with LGH

**A new lifting beam that enables forklifts to more efficiently carry longer loads is now in service.**

LGH, the largest lifting and rigging rental company in North America, approached Caldwell with a challenge it saw across several customers. Together the companies created the Caldwell Telescoping Forklift Beam, now exclusively available from LGH.

“We noticed a recurring challenge in the field: customers needed a way to lift and transport longer materials like rebar bundles and piping without the overhead clearance or access for cranes,” said Chris Hyatte, product manager at LGH. “Traditional forklift attachments just weren’t cutting it in terms of reach, adaptability, or safety. We saw an opportunity to create something better—an all-in-one solution that would bridge this gap and maximize on-site efficiency.”

The Caldwell Telescoping Forklift Beam is designed for lifting applications on construction sites, industrial warehouses, or other environments requiring the lifting and placement of long or bulky materials. It improves the versatility of forklifts and enables lifts without the need for a crane. Designed for durability and adaptability, this innovative attachment provides a safer and more efficient way to lift and transport long, heavy loads.

The beam is already in use on several customer job sites, and LGH says that the response has been overwhelmingly positive. “Customers love the versatility and how quickly they can adapt it to different lifting needs,” added Chris. “Many have commented on how it’s increased their material handling efficiency while keeping operations safe and streamlined.”



*The beam is already in use on several customer job sites.*



*LGH approached Caldwell with a challenge it saw across several customers. Together the companies created the Caldwell Telescoping Forklift Beam.*

Key features include:

- A spread range of 12 to 20 feet, with nine 1 ft increment settings
- 10,000 lb load capacity
- Low headroom profile of just 14.7 inches
- Dual 5-ton swivel hooks and an optional center hook
- Easy adjustment using removable hitch pins
- Balanced adjustments on both sides for enhanced safety

“Caldwell has been a fantastic partner throughout this project,” concluded Chris. “From the earliest design discussions to final production, their team was responsive, innovative, and genuinely interested in solving our customers’ challenges. We worked together to prototype, test, and fine-tune the beam until it met our exacting standards—and the result speaks for itself.”

Caldwell brings over 70 years of lifting equipment expertise to the table, offering a comprehensive range of solutions including jib and gantry cranes, below-the-hook attachments, slings, and tie-downs. Caldwell also partners with the RUD Group to unify sales and marketing activities in North America for RUD material handling and lifting devices within a common organization. The RUD portfolio includes slings, hoist rings, and lifting points for the most complex tasks for integration into almost any application.

LGH maintains the largest rental inventory of lifting and rigging equipment in North America, with over 70,000-line items. With 24 locations across the U.S. and Canada and more than 60 rental representatives, LGH provides expert rigging solutions for industries including construction, energy, marine, transportation, and industrial sectors.

To find out more about the Caldwell Telescoping Forklift Beam, visit <https://rentlgh.com/>. For further information on Caldwell and its products, visit <https://www.caldwellinc.com/>.

# Safety Alert

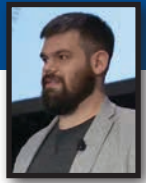
Safety is at the heart of everything we do here at pewag and Modulift. All Modulift products conform to the highest safety standards and global regulations including DNV 2.22 for lifting appliances, ASME B30.20: Below the Hook Lifting Devices, and ASME BTH-1: Design for Below the Hook Lifting Devices.

Combining Modulift manufactured products with those not produced by Modulift constitutes a deviation from the manufacturer's (Modulift) recommendations as per ASME B30.20-1.2.3. Such use carries significant risks, including invalidation of certifications by Modulift and lack of User Manual.

Such use at any capacity and span lays entirely at the user's own risk.

We feel it is our duty as a respected brand in the lifting industry to let everyone know what issues could arise if Modulift products are combined with other brands. We remind you to always check for the Modulift Data Plate, pictured here, on all components of your spreader beam.





Nickolas Vostoris  
www.TheVOSNetwork.com  
Nick@TheVOSNetwork.com

The good news? For the first time in over 20 years, a social media account with 100 followers can reach the same number of people as an account with 1 million followers. The bad news? For this to work, you still need to post good content on a regular basis!

Platform algorithms (the brains behind how content is shown to viewers) change frequently, but one trend seems to provide consistent growth across all spaces. It is a “video-first” ideology that focuses on raw, personable footage over highly produced content you would expect to see in a TV commercial.

## Platform Selection and a Minimalist Mindset

The conventional advice was once to spread out your content across all available social media sites in a copy/paste style designed to get in front of as many online audiences as possible. But this is no longer what the powers that be want to see, and it could be hurting your profile. Instead, you should focus on just one or two platforms and post unique content on each of them.

Each platform is scanning the internet for similarities and punishing accounts they deem to be too unoriginal. If they see you posted the exact same thing on a competing site, they can remove your post from explore pages, limit your reach, and (in some cases) label your account “spam.” This all started a few years ago, when platforms like Instagram targeted videos containing TikTok-branded watermarks. Now, these algorithms can scan copy, video, and imagery, all for the purpose of keeping their feeds authentic.

## Meta Has Killed User-Generated Content

User-Generated Content (UGC): Photos, videos, reviews, or other posts created by everyday users rather than brands, often shared on social media to showcase authentic experiences.

**Your Original Footage**



**Their Shared Footage**



The most significant algorithm update that could affect the lifting and rigging industry came from Meta (Facebook, Instagram, and Threads). They have effectively declared war on accounts that share images and video footage from other accounts and platforms. For instance, if you follow AWRF on social media, you may have noticed we doubled our Facebook following last quarter (gaining tens of thousands of new followers each month). Just one month after Meta updated its algorithm, our growth slowed to a snail’s pace. Our audience loved seeing massive cranes and intricate lifts from across the globe, and now those same posts are labeled “spam.”

Luckily, we caught on very quickly and switched up our approach to follow a few new guidelines:

- Add descriptive overlays to shared images and video, while leaving any of your original footage clean and free of watermarks.
- Include voice-over audio for context and a detailed project description.
- Create multiple sets of copy that are distinctive and designed around each platform’s best practices.



**Collaborator**  
@CraneRental

**Tagging**  
@RiggingShop  
@ChainDepot  
@WireRopeCo  
@PropertyMNG

## What’s Working Now

These platforms value genuine human connection and interaction above everything! One way to take advantage of this is by joining forces with other accounts to maximize engagement. This is done by inviting partners to be “collaborators” on your post. By doing this, your post will be shared on their profile grid and directly to their audience’s personal feed. You should also tag all brands involved in a project, from the rigging manufacturer to the crane rental company.

Much like UGC, hashtags are also on death’s door. Platforms no longer need the “#” category tag, since they now use AI systems to scan posts and extract interest-based keywords. If you are familiar with how website SEO (search engine optimization) works, it is a very similar process designed to categorize content based on what the reader is looking for online. Instead of packing buzzwords into your post copy and listing a bunch of hashtags, take the time to be descriptive about what you are sharing. By telling a story with your post, you provide context clues to the algorithm and influence it to share your content with the right audience.

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## Talurit Group expands further & establishes subsidiary Talurit Middle East in SAIF Zone, UAE

Talurit Group, the global leader in mechanical splicing and wire rope handling solutions, has taken another major step in its international growth strategy with the launch of Talurit Middle East – a new subsidiary based in the United Arab Emirates, created to better serve one of the world’s fastest-growing industrial markets.

With office and warehouse facilities now open in the Sharjah SAIF Zone – adjacent to Sharjah International Airport and approximately a 20minute drive from Dubai International Airport – Talurit Middle East strengthens the Group’s local presence and responsiveness across the Gulf Cooperation Council (GCC) and its key markets. Customers in the region will benefit from direct access to Talurit® equipment and complete mechanical-splicing solutions from local stock – significantly reducing lead times and ensuring rapid, reliable supply. A dedicated team of specialists will offer on-site technical support, training, and service, underscoring the Group’s commitment to providing superior service levels wherever its global customer base operates.



**Victor Lindh, CEO of Talurit Group, comments:** “Establishing Talurit Middle East strengthens our ability to serve global customers where they operate, with the quality and responsiveness they expect from us. Our new presence in the area is fully aligned with that strategy of following our customers and continually

improving the service we offer. The Gulf region is central to major energy, construction and heavy-industry projects – all where safety and reliability are paramount, and this investment allows us to support them swiftly and sustainably.”

The subsidiary is led by Steve Hodgkins, a seasoned expert who brings more than two decades of experience in the lifting, rigging and wire rope sector throughout the Gulf.



**Steve Hodgkins, Managing Director at Talurit Middle East, comments:** “I’m thrilled and honoured to lead Talurit’s expansion in the Middle East – it is such a dynamic market. With local stock, great expertise and world-class products, we’re set to be a real game

changer for customers here, and I believe we will drive real progress in both safety and efficiency. This marks an exciting new chapter for the Group, and I’m proud to represent and grow the Talurit® brand across the region and beyond.”

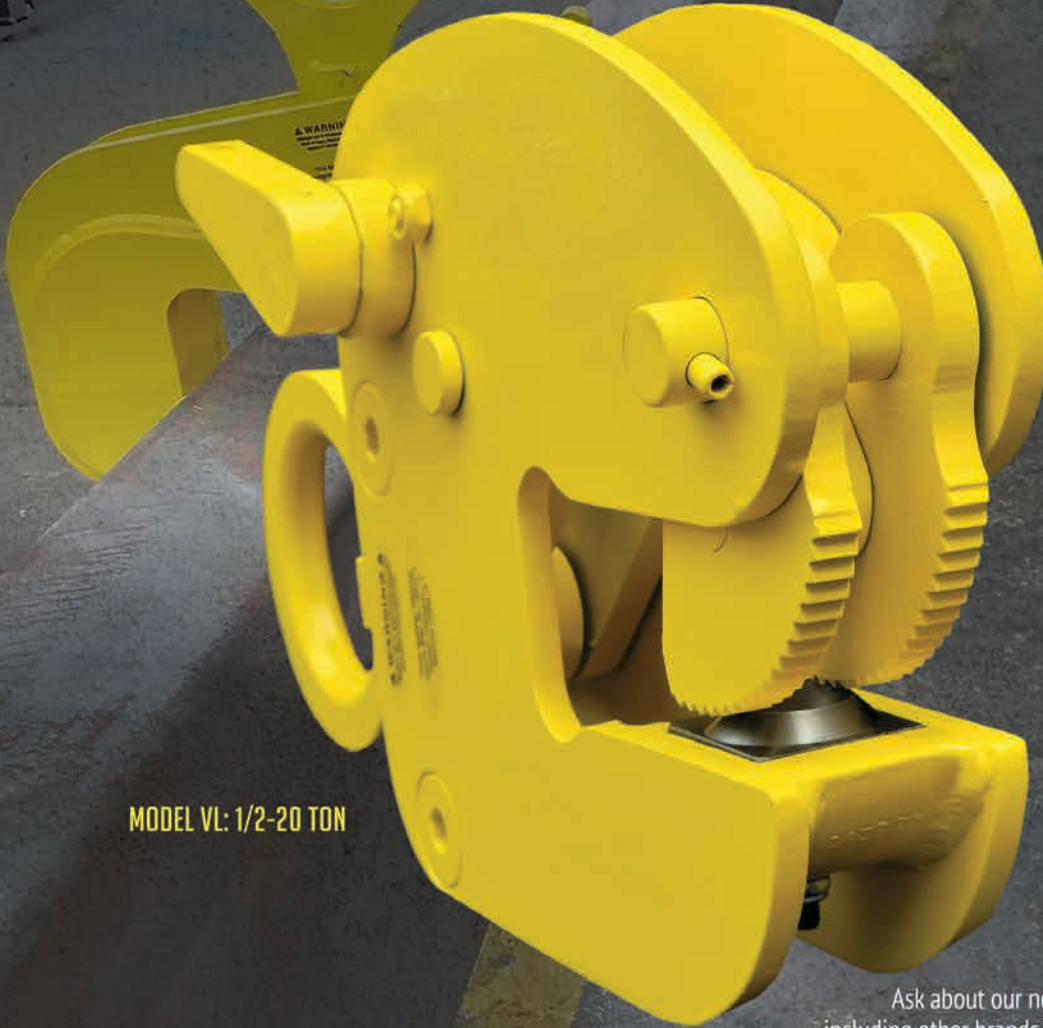
Talurit’s new presence in the Middle East will primarily support high-demand sectors such as offshore oil and gas, construction, marine, mining, infrastructure and crane/lifting operations. These industries rely on safe, efficient and reliable equipment – exactly what Talurit® delivers. With more than 75 years of innovation, Talurit continues to lead the way in wire rope splicing and handling solutions worldwide. Today, the Group operates seven companies globally, supported by a wide network of authorized dealers – shaping a safer, more efficient future for the industry.

To learn more about Talurit Middle East, please contact Talurit Group at [info@talurit.com](mailto:info@talurit.com) or visit their website at [www.talurit.com](http://www.talurit.com)



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# TECHNICAL COMMITTEE



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

## AWRF Technical Committee Minutes

Westin Book Cadillac – Detroit, MI  
July 23-24, 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  
Michael Benavage – Bridon Bekaert – WRTB  
Paul Boeckman – Kito Crosby  
Steven Boyko – Mill Valley Splicing  
Mason Chant – Chant Engineering  
Jeff Doerge – cromox, Inc.  
Alex Harris – Chant Engineering  
Curt Jabben – AWR & R  
Matt Mazzella – Mazzella Companies  
Celena Moses – Royal Van Beest  
Rodney Reynolds – Columbus McKinnon  
Joe Sclaro – ADB Hoist Rings  
Melissa Searle – Laclede Chain  
Anton van der Zalm – Royal Van Beest BV  
Thanasis Varnava – Cortland

### Guests

Emily Wagner – JAGwire  
Nicole Sauve – JAGwire  
Caren VanZant – JAGwire  
Mary Beymer – Skookum  
Debra Cushman – Cascade Rigging / Board Member  
Terry Driscoll – Mazzella Companies/Board Member  
Jeff Ferchen – Caldwell Lifting/Board Member  
Bill Higginbotham – Royal Van Beest  
Matt Marks – DCL Mooring & Rigging  
Michelle Matheina – Laclede  
Ryan Murphy - Cortland  
Liz Shelton – Etched  
Nick Vostoris – The VOS Network  
Michael Wagner – Yoke  
**Absent –**  
Tom Eicher – Caldwell Group  
Robert Jasany – WSTDA Liaison  
Luis Jimenez – ARG Industrial  
Andrew Mullis – Paducah Rigging  
Chris Richardson – Lone Star Rigging

### Committee Members

Troy Raines – Columbus McKinnon  
Chase Vencl – Kito Crosby

#### 1. Call to Order

- Chairman Klein called the meeting to order at 1:05 pm, July 23, 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 January 2025 meeting in Sugar Land, TX Additions, Revisions, Comments?
  - Motion to accept minutes; Moses, 2nd Searle Minutes approved.

#### 5. 2025 Budget J. Gilbert / Klein

- Gilbert - Reviewed budget and costs of publications P&L shown on screen
- Boyko - Testing needs to be included \$15k, Wagner – invoice not yet received
- Wagner Additional publications to purchase.
- Gilbert – should buy B30.9, Klein- 2024 or 2025 version Raines – just published as 2025.
- Wagner – funds available to purchase. Budgeted in January to purchase B30.9.

#### 6. Technical Presentation upcoming General Meeting – Klein

- Review of Technical Summit
  - Klein – a lot of positive feedback, kudos to those that worked on it Comments?
  - Moses – many positive comments to the changes and learned a lot. Negative -too many back-to-back
  - D Cushman - many positive, 1 item more signage outside of the presenter rooms.
  - Searle – improve QR on screen how much feedback 1 QR for everything. Some presentation different than what submitted. Run through day before.
    - VanZant – speakers made last minute changes

- Boyko – enough material to continue. Keep going crowd interested? What specific info do they want to see?
- Wagner – Potential survey what membership wants. Feedback no more than 30% Possible sales tracks? More/different topics/content. Possible more money needed for speakers.
- Klein – is a dual path best approach? Keynote and then options.
- Wagner – speakers need to know time frame some could have gone longer.
  - Klein – 30 mins better or longer presentations?
  - Reynolds – 30 mins good, high points, can ask questions later.
  - Searle – agrees with Reynolds. Questions can lead to more presentation topics.
  - Gilbert – do they all have to be the same time length?
- Klein asked Poroo for comment – Incredible PIE – no bad feedback. 25 presentations some twice is a lot of topics. 1 day okay not 1.5 days. A lot of the work. The technology in this industry does not change a lot. Liked some presenters went twice. Board to create a committee to help to make the process easier for the spring meeting. Tech Committee is important to AWRF.
- R Cushman – Not running out of ideas April was a splash in pool of information.
- Wagner – reviewed that Charlotte meeting was last re-book from Covid. Needed to cover Wednesday night rooms. Houston – more pickleball on Wednesday to cover those nights. Need to watch attrition/unused rooms.
- Wagner – showed the Houston floor plan on the screen. Marriott Marquis – Texas ballroom. Many options for breakouts. PIES getting large are limiting the hotel options.
  - Gilbert – any feel for other than owners attending?
  - Wagner – discounted rate helped bring more people.
  - Wagner – need more load securement presentations. Reaching out to other associations NCCCO, etc.
  - Raines – trooper presentation DOT citation issued– Houston location.

#### • Call for Presentations document reviewed

- Klein – when sending? Wagner – immediately as soon as corrections made, dates approved
- Klein – Deadline change to September 15th, Preliminary Acceptance October 15th, Final acceptance November 15th. Need presentations by January 15th for Tech Committee meeting January. Presentations can be decided at the meeting.

- o Moses – Epperson to reach out to CSVA contact. Epperson – Willing to travel? Yes non-profit.
- o Reynolds – Enforcement industry & government people around trucking industry. Service criteria for cargo/load securement. Good presentation
- o Boeckman – Call for Presentation – define/ limitation?
- o Varnava – what is a sales pitch? Catalog? Hard to do.
- o Wagner asked Searle to define what committee was looking for.
- o Searle – cited example. Can use product but not name – ex. Cam Blocks remove Crosby.
- o Wagner – previously offered New Product Spotlight, can bring it back can be more sales focused.
- o Searle – could bring back. Presentations educational – not product specific or company specific.
- o Klein – no panel discuss at Tech Summit. More selective on presentations. Keynote and then paths.
- o Klein – define sales pitch add case study.
- o Klein – do we need to create a Sub Committee for Technical Summit?
- o Wagner – Yes. Ideally Tech to create Chair/VC and also Board create Chair/VC, 4 people will work on it. More defined?
- o Wagner – office always here to assist. 4 people reviewing presentations.
- o **Motion to create a Technical Summit Sub-Committee Chair and Vice Chair Doerge, Moses 2<sup>nd</sup>, motion approved.**
- o Klein any volunteers? Chair Chase VencI, VC Justin Brown. Members: Bill Higginbotham, Melissa Searle, Mary Beymer, Michelle Mathenia
- o Klein - Fall Charlotte meeting 1 presentation from verope (K & V) testing results data not product specific
- o Wagner – reviewed Speaker Schedule – possibly on the RPG's 30 minutes? Any Tech Summit presentations well-attended possibly in Charlotte.
- o Wagner – NACM and van der Zalm's drew crowd. Possibly D/d.
- o Klein – 8am RPG review, proposed.
- o M Chant – possible presentation with Test Bed topic.
- o Wagner – van der Zalm will present on shackles.
- o Searle – Testing results, Boyko - will present them with the RPG's 30 minutes
- o Klein – RPG update 7:45 – 8am then Boyko Chain Testing results.
- o Klein – Testing on Tuesday, van der Zalm can have 45 minutes.
- o Wagner - Fall schedule is now full. Comments?

#### 7. SC Chairs/Rosters – B. Cushman

- o B Cushman – anyone retiring and is backup in place?
- o Ferchen – Eicher semi-retirement. BTH Committee, Scolaro VC. Klein asked Scolaro to contact Eicher, interest in Chair,
- o B Cushman - Vice Chairs all seats filled, changes?
- o Klein & Wagner reviewed # of voting members – 15, 9 for majority.

#### 8. ASME Report – Klein / Gilbert

- Klein – Boeckman, Gilbert, Klein attend Main meetings reviewed report in PDF
- o Klein read topics of meeting: legislation report, NYC inspectors, WA state tower cranes, FL tower crane securement, hurricane industry, electrification of crane industry.
- o Several Government / OSHA members – travel frozen didn't attend
- o 32 standards, renew dates. B30.9 – 2024 delayed on appeal.
- o Varnava – confirming B30.9 will be a 2025 publish date will be in print within 2 months of approval.
- o Klein - Will hit 2025 budget. Buy 2025 not 2021
- o B30.26 Rigging Hardware will be 2025 release
- o Klein – Blocks will be brought in name change name of B30.26 to Cranes and Rigging Hardware ad hoc will decide Klein and Jeremy from Manitowoc will decide. 5-year cycle.
- o B30.30 Ropes -ERWIS letter discussed, 3-year cycle updated 2026.
- Gilbert to Epperson – liability to AWRF if AWRF does not offer the most current issue? Epperson – No. Make known widely not the current version but available for the person to buy
- Boeckman – some responsibility to user for most current edition.

- ISO-GT96 Eric Fidler chairs – dominated by US and UK. Now China dominating with standards
- Raines – how dominating, only 1 vote
- Klein. – not sure how it works. Raines – it is confusing. Klein – reach out to Fidler.
- Klein – ASME meeting always open. September AZ, January virtual

#### 9. Government Affairs – Epperson

- Epperson reviewed report
- National Injunctions, interferes with policy
- Tariffs
- Workplace Safety
- Shop Efficiency/Safety

#### 10. Technical Committee Binders – B. Cushman

- B Cushman – everything out to review on RPG
- Klein – update and remove info not needed asked Chairs to review and edit. Talked about updating many times. Who will do this? Dated material. Ex: federal standard for wire rope not needed if ASTM standard available. VanZant – could update membership x document no longer in Tech binder. Klein – available for free download.
- Klein – asked Chairs to review, what can be eliminated? Not being used. So not applicable anymore.
- Wagner – Manufacturing companies may not have a tech binder, contact office for a set.
- Klein – indexes on website
- Moses – Make electronic?
- Wagner – can't make ASME / WRTB electronic. Copyright. Electronic version severely redacted.
- Wagner – reviewed Technical Presentations web page and advised of new layout. By topic not meeting. Reminded to get access to technical portal.

#### 11. Subcommittee Reports

- **Web Sling & Round Sling – Absent Jasany/Jimenez**
- Klein - Sub-Committee Chairs not in attendance, please review report.
- Sling shrinkage study
- **Chain & Chain Slings – Doerge / Searle**
- 4 projects
  - o Chain markings database
  - o RPG review, submitted
  - o Components
  - o Temperature Test
- **Testing – Boyko / Mullis (absent)**
- Boyko – reviewed report - samples sent to TMT (Tension Member Technology) all 3/8 100 grade samples sent with tags according to protocol.
- Read results of chart.
  - o 1<sup>st</sup> control -Destruction load at 39,350lbs. higher than 4:1 for 3/8 grade 100 – control. Anomaly with temp testing starting @ 400 degrees – bad break. New sample 31,100# All results will exposure time of 1 minute. Added expose element. Chain up to temp left for 10 minutes, cool to ambient, took to destruction sample at 400 degrees broke at 39,900 around control value
  - o 2<sup>nd</sup> control – expose 800 degrees, broke at 20,800#
  - o 3<sup>rd</sup> control – 1,000 degrees, broke at 14,500 additional sample exposure time 10 minutes then then broke at ambient air temp.
- Boeckman - Dwell time meaning?
- Boyko - in oven, temperature stable period of time then destruction no irregularities. Data recording on chain.
- Boyko – will see if chart for temperature increase be included.
- Reynolds – why not 3 links,
- Boyko – 3 or 10 links, data point, samples from Boyko's shop.
- Boyko – reviewed pictures, end results values confirm tables in place currently, published more conservative reduction as temp increase reduction more conservative.
- Discussion on results.
- M Chant – need information on calculation.
- Searle – only 1 test at 800 degrees? Typo?
- Boyko – recommended 2 exposure temps. not an error only 400 and 1000.
- Boyko - TMT will put together a more compressive report, include callibrations
- Murphy – unusual break? Boyko at weld.
- Reynolds – recommended make calculation of how long the 3/8"

# Technical Committee

- chain would need to be exposed to the temps in the test chamber in order to assure the chain is the same temperature all the way to the core.
- Boyko – will include in presentation at fall meeting
  - Klein – enough information - any additional testing?
  - Boyko – for Tech Committee to decide More samples?
  - Searle – give report to NACM and review? NACM can advised if additional testing is needed.
  - Wagner – if additional testing perhaps NACM can fund and share information.
  - Boyko – results prelim picture of what tables represent
  - Klein – when final report? Boyko – mid-August
  - Boeckman – Will TMT have conditions? Info to general membership? Why & conclusion from the Technical Committee
  - Boyko – presentation - benefit of Tech Committee
  - Boeckman – TC should agree with results.
  - Reynolds – independent testing. Fall Presentation. Should the results be released before NACM reviews? NACM review first? Boeckman – what role did NACM have? Shouldn't need their approval Boyko – None tables will be reviewed by NACM changes for future.
  - **Motion: Technical Committee accept preliminary report from TNM and that it generally aligns with NACM values published 1<sup>st</sup> Boeckman 2<sup>nd</sup>. Boyko, Discussion – Boeckman – need a unified push on the results. 1 opposition, Motion passed**
  - **Motion – Chair of the Testing Committee provide a presentation on the intent, results, and further actions at the October meeting 1<sup>st</sup> – Boeckman, 2<sup>nd</sup> Gilbert, Motion passed. No Discussion.**
    - Klein – any projects?
      - o Boyko - Article for Slingmakers
    - Cordage/Cordage Ropes – Varnava for Richardson
    - No report
    - Waiting for B30.9-4 to be approved. Brooks meeting invite (in 1 month) Klein – will have soft shackle splicing? Varnava – Yes.
  - **Wire Rope and Wire Rope Sling – Klein/Benavage**
    - Add Jill Reeves to Sub Committee list.
    - Spelter socketing RPG – 90% complete will get the info for formatting to send to committee. Will send to the AWRF office. Goal to complete in 2025.
    - Wire Rope Sling Shop RPG – reaffirm
    - Spooling RPG in the works not sure of which Sub-Committee.
    - Assignment – request to confirm efficiency of sliced rope for swaged and compacted strands
    - Gilbert – reminded group of archives at Colorado School of Mines and in the office. May save time.
    - Slingmakers articles? Wagner will post deadlines later in meeting
  - **Below-the-Hook – Eicher (absent) / Scolaro**
    - No report
  - **Load Securement – Reynolds / Moses**
    - Not completed: reach out to Cordage and Wire Rope Technical Board
    - Joe Spelman- Kito Crosby, Tim Sanders – U.S. Cargo Control new members
    - Objective: Slingmakers article - out of service inspection criteria – load securement not cargo securement. Have CVSA talk at a General Meeting. Vehicle Committee writes standards
    - Wagner – to attend meeting in September.
    - Moses reached out to CVSA – they said AWRF should be using their document. No reinventing.
    - Out of Service Criteria published each year even if no changes.
    - Reviewed part of CVSA document.
    - Reynolds - only need part of the document.
    - Wagner – Use one section?
    - Reynolds – 95% of information not needed for AWRF.
    - Boyko – Important Links on website?
    - Wagner – Information Resources Committee dissolved possible to re-open Boyko – where to go to get information. Wagner – list important links
  - **Blocks & Tackle – Jabben / Eertman (absent)**
    - Received comments on first draft. Revising report for review, a lot to do- photos etc. Scheduling tough but will continue. In process Changes to B30.26 will have an effect. Boeckman – 3 to 5 years before effective.
  - **Sling, Fittings, Terminations and Other Rigging Hardware – Boeckman / van der Zalm**
    - New members Victor Lindh, Talurit / Jill Reeves, ARG Industrial
    - Past assignments: make a RPG on Flemish Eye Wire Rope Terminations
    - Review current RPG's standardize format, prepare an outline of proposed RPGs.
    - Goals / Actions: Sub-Committee meeting in June. Prepared table of paragraph titles for current RPGs to compare. No standardization. Prepared purpose statement. Draft of the outline.
    - van der Zalm keeps all updated on International Standards – van der Zalm reviewed report ISO. Any questions let the committee know. Working on new standards for synthetic chain.
    - Discussion on de-harmonizing.
    - Sub-Committee meeting RPG agree on outline and purpose statement *"6/19 meeting To provide AWRF members with a reference document outlining recommended best practices for wire rope selection, sleeve selection and the proper construction of Flemish Eye terminations. Does this align with the Technical Committee? Not only producing a Flemish Eye everything goes into it. Listed criteria on report. Discussion - Could be just about the construction of it.*
    - Outline based on a previous – reviewed format in the chart in PDF.
    - Discussion on what the document should/should not include. Draft next meeting – maybe?
    - Does the TC want the RPG constructed as presented? B Cushman – yes. Boeckman – intent for rigging shops. Boeckman – all-inclusive good for new hires for Flemish eye? Boyko – 30,000 view or 100 ft view? Boeckman – that is the decision. Boeckman- what is best use of this book? M Mazzella – likes simple version, has seen document like this from ESCO. Boeckman – info out there, not replace, combine and general information. Klein – start with the 30,000 ft view. Does the purpose statement sound right? Any objection? M Marks – 30,000 ft view good starting can include variations sub-section. USA guideline for fabrication vs DIN standards B Cushman – title – *Standard Carbon Steel Flemish Eye Construction?* Boeckman – good with that Boeckman – any discussion on Texas Tuck? M Mazzella a lot of people do it Will need support from the AWRF office. Wagner – office has a contact for drawings, send pictures, will convert. Klein – photos or line drawings? Boyko – line drawing clear depiction.
    - Slingmakers article
    - Will need support from AWRF office
    - No other assignments
  - **Mechanical & Non-Electric Hoists – M. Mazzella / T. Mazzella (absent)**
    - No report
    - Klein – Hoist RPG approved, 5 years for review Wagner – distributed new copy.
  - **Risk Management – M. Chant / A. Harris**
    - Test Plan for Safety Guard, Chant Engineering offered to preform test and use data for presentation. Reviewed test protocol.
    - 1. Welded wire mesh
    - 2. Expanded wire mesh
    - 3. Welded wire mesh with polycarbonate
    - Reviewed photo in report
    - Any feedback or changes Varnava – like nylon make as long as possible. Boyko – similar to hurricane windows. Chant – a lot of energy required for break test especially nylon.
    - Klein – timeline? Chant – Fall testing - probably not for fall meeting, spring more likely.
    - Slingmakers article – Adapt previous presentation
    - Varnava – how to make sure always breaks on dead end? Cut? M Chant – yes, maybe single leg, straight pull.
  - **Technical Communications - Searle / A. Harris**
    - Adding members Michelle Mathena. Laclede and Liz Shelton, Etched
    - Task to review Technical Communications for the Technical Summit, write an article for Slingmakers after the Tech Summit.
    - No open tasks
    - Wagner – Tech Summit why didn't record? Possible in future. Searle – will be expensive? Wagner – yes. Searle – one room record and flip am/pm sessions, so all are recorded. van der Zalm – did his presentation in a Teams meeting, recorded and was able to share video easily.
    - Wagner – Tech minutes in Slingmakers Klein - thanked Searle for all her help.
  - **Motion to adjourn at 4:55PM Moses, 2<sup>nd</sup> Reynolds, Motion passed**

## 12. Quality Surveys & RP&G Reviews – Klein

### • RP & G

- Swager Safety Guide word document with changes shown on the screen.
- Hoists RPG – good to get to membership
- Wagner – approving more RPG's send in one mailing, not multiple.
- Wagner – explained why formatting is wonky, changed from vertical
  - o **Swager**
  - o Cushman worked with Dan Morrow, ESCO for changes, more operation of machine, removed some wording. How to run the Swager.
  - o Many changes, Not big on using word of safety
  - o Small changes, condense text.
  - o Reviewed changes/edits. Common sense. Format not ideal in word.
  - o Biggest is making the print changing from vertical to horizontal
  - o B Cushman – page 5 remove wording putting items into swagers, common sense.
  - o Test Bed is the other vertical one with this change
  - o 4-poster to alligator wording biggest change
  - o Wagner – once text in InDesign – vote virtually
  - o Klein – title change to **RPG for Swaging Machine**
  - o Wagner – all RPG's need to be updated and the same. Covers not uniform.
  - o Raines – 2<sup>nd</sup> page reads better.
  - o Boeckman – reason for taking out “don't dos”? B Cushman – gear towards user's manual Does it hurt to have these in the document? B Cushman – a little bit still in there.
  - o Klein – timeline? VanZant – make priority, 2 weeks. Klein – VanZant to clean-up and distribute.
  - o Klein - September – virtual meeting? Wagner – yes
  - o Klein – letter in back is cornerstone, removing the word safety also in Test Bed.
  - o Boyko – mouthful make title **Recommended Practices & Guidelines: TOPIC** flows better
  - o Wagner - Clean up title on each one
  - o Boyko – Hoists is a test procedures title: **Recommended Practices & Guidelines: Manual Lever Hoists, Manual Powered Overhead Hoists Test Procedures**
  - o Wagner – electronic ballot
  - o Wagner – picture on the cover should all be the same
  - o Klein – virtual meeting late August, early September
  - o **Sling Shop RPG**
  - o Klein- Re-affirmation with no changes, not going through it page by page. LEEA bases audit on document.
  - o Wagner – Guideline or Guidelines? Klein – plural
  - o Klein – title changed to: **Recommended Practices & Guidelines: The Operation of Sling Shops**
  - o Klein – no other changes than title
  - o Wagner – update to cleaner logo, make all text same font.
  - o Wagner – adjusting logos and make fonts the same
  - o Circulate with Swager
  - o Klein – document from Quality Survey, any major changes would need to be done after another quality survey. Who responsible? Board of Directors. 2018 last survey.
  - o Boeckman. – survey to include new RPG's Terminations
  - o Klein likes photos for cover (likes sling shop photo)
  - o Sling Shop refers back to all the other RPG – need to include Turnbacks
  - o Make the photos of the covers “the latest version” remove the dates so they don't get outdated. Text to Recommended
  - o Wagner – some photos and some drawings, Klein likes photos but some cases the graphic works better.
  - o Epperson reminded value of letter at back of RPG
  - o Title and anywhere RPG is stated do independently Swager will have a lot of comments.
  - o Chairs watch for email of documents.
  - o Scolaro – header will change, and title should change
  - o Klein-Sling Shop and Swager dated 2025,
  - o Klein – new RPG's:

- o Rope Spooling needs to go to sub-committee.
- o Crane Block Inspection
- o Spooling
- o Spelter
- o Klein – new documents
  - ◊ Load Securement
  - ◊ Chain Markings
- o Rope Spooling document out there Gilbert has, Emily will find
- o Klein – ask if anyone wanted to tackle the Spooling RPG? Time restrictions, table for now.

### o Chain Slings

- o 2026 publish date
- o Statement change needs to be made
- o Fixture change, need picture.
- o Doerge - Drawing in the book – will come back same picture in Wire Rope RPG.

### o Accreditation Program

- Wagner - 3 scheduled for fall 8 already in the program not everyone can do it just for sling shops, people want to be a part of it but doesn't make sense. Robert why don't audit to other RPG's?
- Ferchen 38 members on list that would fit profile for program

## 13. Slingmakers Articles - Klein

- **2025 each committee assigned an article.**
- o Members like to hear from the Tech Committee
- o Call for Presentations in the 8/8 Slingmakers and promote spring tech summit.
- o Wagner – put heavy next year for tech content 50<sup>th</sup> anniversary
- o Wagner showed on screen ideas for 50<sup>th</sup> anniversary content will share with TC. Feedback
- o History would be good for a keynote speaker
- Issue #186 – DUE 8/8**
- Technical Committee Chair -
- o Sub-Committee Update - Chain & Chain Slings -
- o Sub-Committee Update - Risk Management -
- o Sub-Committee Update - Below the Hook – Scolaro will submit if Eicher doesn't
- Issue #187 – DUE 11/7**
- Technical Committee Chair -
- o Sub-Committee Update - Blocks, Tackle & Other Fittings -
- o Sub-Committee Update - Sling Fittings & ASME B30.26 -
- o Sub-Committee Update - Cordage & Cordage Institute -

## 14. WSTDA Report – Jasany (absent)

- Raines attended gave feedback –Roundslings when use sub link 3 or 4 legs, WR and Synthetics assumes WLL 4 legs.
- Protocol on edge protection testing, RPG Rating for Edge Protection
- Next meeting: October in Toronto, Canada

## 15. WRTB – Benavage

- Feedback on new user's manual, any comments? None
- Klein – AWRF purchased and shipped
- Benavage – anything to take back to WRTB Board? Klein – testing data efficiencies splicing Old achieves Benavage to contact Sleightholm, Klein to contact Means.

## 16. Old/New Business - Klein

- Epperson advised retiring end of the year, impressed by professionalism of committee, great leadership. Will see at October meeting and down the line.
- Klein – thanked Barry for his guidance

## 17. Date and place of next TC meeting - Klein

- Scottsdale, AZ – late January 2026 – tentatively 28<sup>th</sup>-30<sup>th</sup> - last week of the month.
- Schedule Zoom meeting in September
- Klein - 10/15 end of Call for Presentations, Vencl to decide if virtual needed, or roundtable at October meeting
- Wagner – headshots for website

Adjourn 9:20am

- **Motion: Motion to Adjourn 9:20am Jabben, 2<sup>nd</sup> Boeckman - Motion Passed.**

Respectfully Submitted,  
C. VanZant

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## Ketten Wälde GmbH launches cromox® roundsling connectors

Ketten Wälde GmbH has launched their new cromox®-branded roundsling connectors, purpose-built for the defence industry and other specialised environments requiring high-performance lifting components.

Ketten Wälde GmbH, established in 1948, set-up cromox®, a premium stainless-steel brand, approximately 17 years ago. The cromox® range includes chains, chain slings, load hooks, shackles, chain hoists, and hoist trolleys. The CRSV line is used for connecting synthetic slings by means of an optimised load-bearing surface to an oblong-shaped masterlink sub-assembly – likely a lifting point or machined attachment on a load.

Three new sling connector models are available: CRSV-08, CRSV-10, and CRSV-13, in 1.55t, 2.45t, and 3.85t capacities. Users can rig 30mm-, 40mm-, and 50mm-wide synthetic slings. The range is an evolution of the popular cromox® CVG series of connecting links. The new line will be of interest to the multitude of existing and prospective customers that supply equipment for applications involving roundslings and masterlinks.

### **Stainless steel sling connectors (Grade 60) – built for demanding environments**

Franz Wälde, CEO at Ketten Wälde GmbH, said: “Synthetic rigging equipment and roundslings are ubiquitous in many industries where specialised lifting attachments are a prerequisite. The defence sector is just one example, where critical components, like propulsion systems, need to be lifted on vehicle, vessel, and weapon system production lines. The CRSV presents a number of natural product advantages – Grade 60 and AISI Duplex material – that suits it directly to cleanroom and demanding environments.”

### **High-strength, corrosion-resistant, and cleanroom-ready**

A typical sling assembly would utilise anything from one to eight CRSV products, rigged the same way as a chain sling with a hammerlock (a mechanical coupling used to connect two components of a lifting



cromox-CRSV

or load-handling system). End users make their selection based on the working load limit (WLL) and dimensional charts provided.

Grade 60 offers higher WLL at a smaller dimension and lighter weight. AISI 318LN Duplex body and bolt combine with AISI 301 spring. AISI 318LN has a high ductility strength and superior corrosion resistance.

Wälde added: “While we acknowledge that geo-economic challenges are out there, our concentrated niche approach to markets, aligned with steady development and ongoing investment, continue to put us in a position where we can successfully service our ever-growing customer base. These new cromox®-branded roundsling connectors are another example of that.”

### **LiftEx 2025: Sling connector launch at Europe’s top lifting event**

See the new cromox®-branded CRSV roundsling connectors at this year’s Lifting Equipment Engineers Association (LEEAA)-organised LiftEx trade show, which takes place 18-19 November at the Exhibition Centre Liverpool.

In the meantime, Ketten Wälde GmbH will boost stock across three global warehouses: in Germany, the UK, and the U.S., and is already shipping directly from headquarters.

For more information contact Jeff Doerge cromox US, 314-578-7035 [jeff@cromox-us.com](mailto:jeff@cromox-us.com)



## Axel Johnson International Expands Global Presence with First Acquisition in Canada

Axel Johnson International expands into Canada with the acquisition of Lam-é St-Pierre Group, marking the group's first establishment in the country. The acquisition is made by the business group Lifting Solutions, a leading provider of lifting and rigging products and services. This strategic direction creates opportunities in a new geographic market with an industrial composition and cultural fit well-aligned with the group.

Axel Johnson International's business group Lifting Solutions has acquired Lam-é St-Pierre Group (LSP Group) a privately held Canadian company specializing in lifting and rigging solutions. This acquisition includes the acquisition of Industrial Rigging & Supply in Ontario, a privately held company of which LSP Group previously held a 50% interest. With this strategic acquisition, Axel Johnson International takes its first step into the Canadian market, marking a significant milestone in the group's geographic expansion strategy.

LSP Group has a strong presence across Ontario, Quebec, and New Brunswick with over 100 employees. With over 70 years of experience, the group has built a solid reputation in the energy, mining, and construction industries through its companies Lam-é St-Pierre, Boulons LPG, and Industrial Rigging & Supply. Together, they offer a comprehensive portfolio of lifting equipment, rigging solutions, engineered lifting tools, and value-added services such as inspection, certification, and training.

"Expanding into Canada reflects our ambition to grow in markets where we see long-term potential and cultural fit," says Martin Malmvik,

CEO of Axel Johnson International. "Canada's industrial base, resilient economy, and strong values around partnership, quality, and responsibility make it a compelling match for our group. We see this as a long-term commitment to building presence and partnerships in a new part of the world."

For Lifting Solutions, LSP Group provides a robust platform to accelerate growth. With a decentralized model, strong financial performance, and an experienced management team, the company is well-positioned to lead further development in the region.

"We are proud of what we've built over the years and see Axel Johnson International as a strong partner to support future growth and development of the group" says Alphonse Belanger, co-owner of LSP Group. "Becoming part of Axel Johnson International unlocks a new set of opportunities for us. We are joining a group that shares our values, understands our business, and brings a broad industrial network with deep expertise and cross-border collaboration. I'm very excited about what the future holds for the LSP Group."

"LSP Group is everything we look for in a platform company: a clear market leader with a proven track record of growth, a strong local brand, and an entrepreneurial culture that mirrors our own," says Mattias Jaginder, Managing Director of Lifting Solutions. "Their ability to combine lifting know-how with customer-centric service makes them a perfect fit in our group. We look forward to supporting the team in their continued journey and expanding our offering across Canada together."

Lam-é St-Pierre Group has engaged PwC Corporate Finance as the exclusive financial advisor and Therrien Couture Joli-Coeur as the legal advisor.



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## Suncor® Stainless Announces the Appointment of David Doherty As the New Associate Product Manager

Plymouth, MA, June 20, 2025 – Suncor Stainless Inc., is the leading manufacturer for stainless steel hardware in the industrial, marine, government, architectural, OEM and commercial industries. Suncor Stainless is thrilled to welcome **David Doherty** as the new Associate Product Manager. In this pivotal role, David will support product strategy, development, and execution, collaborating closely with cross-functional teams to enhance customer experience, drive product improvements, and support the company’s expanding portfolio.



David Doherty joins Suncor Stainless with previous experience in Project Management, Cable

Manufacturing & Team Leadership. With a background in Business Management, Product testing & assembly, & Cross-team Dynamics he is well-positioned to make an immediate impact.

We are excited to welcome David to the Suncor family; with his expertise and track record he will be a great fit for this role.

“ I’m thrilled to be joining the team at Suncor Stainless. Suncor’s reputation for quality and innovation is what drew me here, and I’m excited to contribute to the continued growth of products that serve our customers’ needs.”

David Doherty, Associate Product Manager

You can contact David Doherty at (800) 394-2222 or [sales@suncorstainless.com](mailto:sales@suncorstainless.com).

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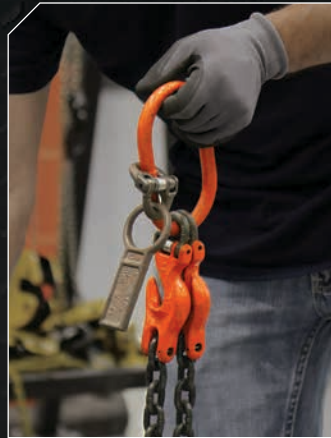


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## SUNCOR STAINLESS® HAS DEVELOPED A NEW LINE OF STAINLESS STEEL FORGED SURFACE FIXED MOUNT GRAB & SLIP HOOKS

Plymouth, MA, June 25, 2025 – Suncor Stainless® Inc., is the leading manufacturer for stainless steel hardware in the industrial, marine, government, architectural, OEM and commercial industries. Suncor Stainless announces the launch of a new line of Forged Surface Fixed Mount Grab & Slip Hooks. These new Grab & Slip Hooks represent integral components within the industrial landscape, facilitating the secure lifting and manipulation of loads, and designed to handle heavy loads across diverse sectors.

Durability is paramount, especially in harsh environments and applications. The new line of Forged Surface Fixed Mount Grab & Slip Hooks is made from grade 316 stainless steel and are built to withstand corrosive substances, extreme temperatures, and rugged conditions, ensuring uninterrupted performance in challenging settings. Ease of use is another key consideration. Innovative features like quick-release mechanisms streamline handling processes and enhance productivity. In environments like chemical plants and construction sites, where conditions are harsh and demanding, durable and reliable hooks are indispensable.

The 316 stainless steel guarantees optimal performance and longevity. The Grab Hooks accommodate a chain size range of ¼” – ½” and support working load limits (WLLs) with a range from 2,200 lbs. to 7,300 lbs. (998 kg – 3,311 kg), while the Slip Hooks supports working load limits (WLLs) with a range from 1,500 lbs. to 4,000 lbs. (680 kg – 1,814 kg). Note: For weld-on options, the working load limit depends on the quality of the weld attached.



“Hooks serve critical roles in various industries, our hooks offer unmatched versatility and adaptability to suit diverse operational needs, ensuring a secure and stable attachment in any setting.”

- Patrick Striebel, President / CEO

Suncor’s new line of surface mount hooks exemplifies the industry’s commitment to innovation and excellence. Engineered with cutting-edge technology, these hooks set new standards for performance and safety across diverse industries.

To learn more about the world’s most complete and highest quality sources for stainless steel hardware and custom parts – visit our [www.suncorstainless.com](http://www.suncorstainless.com).

## Cushman Named Hall of Honor Inductee for Lifetime Industry Contributions

Continued from page 17

Cushman's contributions continue to shape the rigging industry—and the people within it.

Ulven agrees. "The collaboration between Cascade Rigging and the Ulven Companies is a testament to decades of mutual respect and shared commitment to quality and innovation in the rigging industry," he notes.

Celena Moses, regional sales manager for the Royal Van Beest Group, Houston, Texas, and a fellow AWRP member, appreciates Cushman's long-standing support of the association.

"Bob Cushman represents the true meaning of 'Men of Rigging.' Not only does Bob offer a world of knowledge in the rigging industry, but he's also a great mentor to many who have come to know him," says Moses. "He is always wearing a smile and ready to tell you a rigging story. I'm honored to know him and call him a friend!"



Bob Cushman 1990's

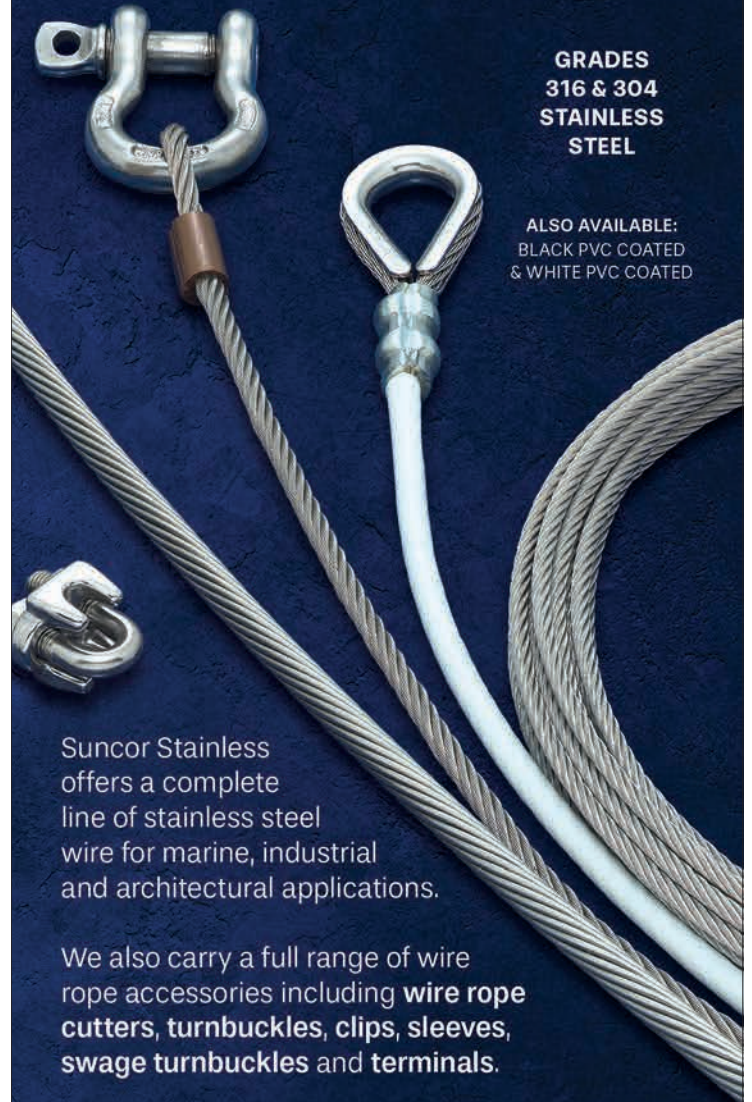


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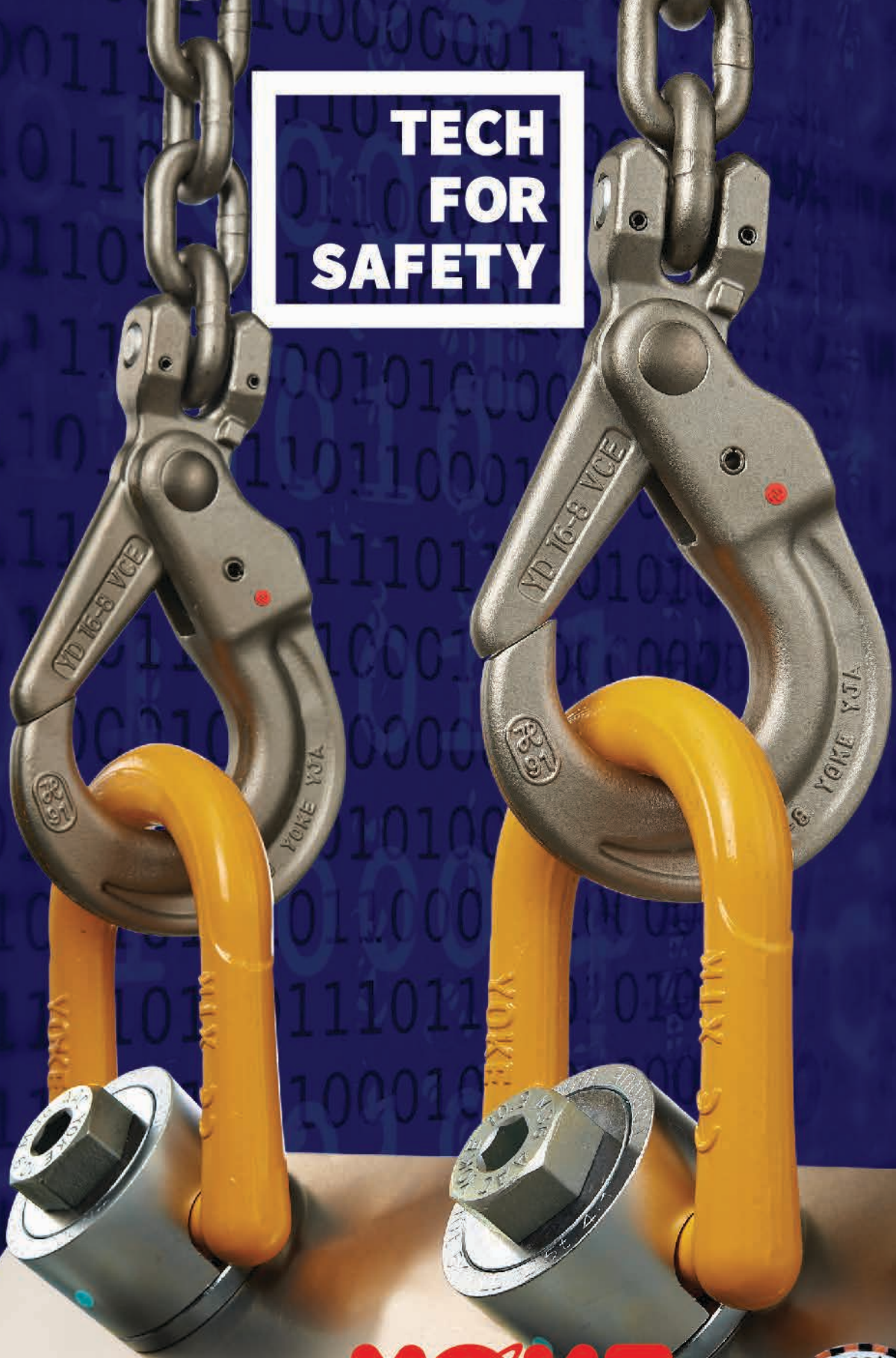
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## Savvy Biz Owners Are Cutting Freight Costs While Everyone Else Is Worrying About Tariffs

Continued from page 37

“Technology plays a crucial role in minimizing the shipping costs and optimization logistics operations,” she said. “Several of the technologies [that have] been helpful for me is AI and machine learning as well as automation and robotics, and cloud computing.”

### Plan

Finally, it’s always critical to plan as much as possible. Failing to adapt quickly can lead to inefficient operations and higher costs.

“There’s a million different ways to get your load from Philadelphia to Chicago, whether you put it

on the rail or put it on the truck or consolidate it,” said Kuriger. “By planning effectively, companies and their logistics partners can evaluate all the options and make the right choice.”

Rykard says that lack of planning can create many headaches, and her best customers are always thinking weeks or even months ahead.

“Poor demand forecasting, inefficient route planning, lack of visibility and tracking, inadequate inventory management ... all of these things can lead to increased costs and shipment delays.”



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## Know Your Grade: Choosing the Right Chains and Hooks for the Job

When it comes to rigging, understanding grades of chains and hooks is just as critical as selecting the right size or style. Whether you're securing loads or lifting them overhead, using the correct grade of chains and hooks isn't just a recommendation – it's a safety requirement!

Chain hooks generally come in two styles:

- Clevis Hooks, which attach directly to a chain.
- Eye Hooks, which connect via a connecting link.

The right type depends on your specific application – but regardless of style, the grade of the chain and hook is the most important factor for safety and compliance.

ASME requires that any rigging hardware used for overhead lifting needs be an alloy G80, G100, G120. Knowing your grade could mean the difference between a safe lift and a serious safety violation.

### Understanding Grades for Chains and Hooks

#### Grade 30 – Low Carbon Utility

G30, are low-carbon steel chains and hooks used in light-duty applications such as guard rails and agricultural tie-downs. These hooks typically have a zinc chromate finish and no identifying markings. They are not suitable for overhead lifting.

#### Grade 43 – High Test

Often found in towing, logging, and marine applications, Grade 43 hooks meet higher performance criteria. They are typically self-colored or zinc chromate finished, and marked with "G43" in raised lettering on hooks. Still, these are not approved for overhead lifting.

#### Grade 70 – Transport Chain Hook

Typically made from heat-treated carbon steel, G70 hooks offer greater strength than Grade 43. Common in towing and load securement, G70 hooks are usually finished in a distinctive gold zinc chromate – a quick visual cue for roadside inspectors. These will also have "G70" forged markings on hooks. Not approved for overhead lifting.

### The Lifting Grades

#### Grade 80 – Minimum Standard for Lifting Applications

Manufactured from heat-treated alloy steel, G80 is the minimum grade approved by ASME for overhead lifting. Balancing strength with ductility, makes this grade ideal for marine or shock-load environments. Look for powder-coated finishes on hooks and grade markings + traceability codes on accessories and chains.

#### Grade 100 – Higher Standard for Lifting Applications

Made from heat-treated high grade alloy steel, G100 generally provides approximately 25% more strength than the equivalent Grade 80 product. G100 is the preferred and most commonly used grade for most lifting applications and allows users to downsize hooks and chain for the same working load. However, the specific nature of the lift needs to be taken into consideration. Like Grade 80, fittings come with powder-coated finishes and raised markings on hooks, and traceability features.

#### Grade 120 – Highest Strength Chain and Hooks for Lifting Applications

Still emerging in the U.S. market, Grade 120 offers premium chains and hooks which typically offer 50% more strength than the equivalent Grade 80 and 20% more strength than the comparable G100 products. As with Grade 100, the specific nature of the lift needs to be taken into consideration in order to determine the best chain and hooks for the lift. Grade 120 chains and fittings come with powder-coated finishes, raised markings on hooks, and traceability features.

#### Strength vs. Ductility: What's the Trade-Off?

High strength chains and hooks require steels with a higher alloy content and changes to the heat treatment process to reach higher strength capacities. While all lifting chains need to meet or exceed ASME standards regarding ductility (stretch before failure), certain lift applications such as offshore rigs or environments with dynamic shock loads may favor Grade 80 for its proven ductility in these harsh environments. However, lifting applications in more controlled environments can safely benefit from the higher lifting capacities of Grade 100 or Grade 120 products.

AMH - Cartec G10 Clevis Self Locking Hook

AMH - Cartec Stainless Steel G60 Eye Sling Hook with Latch



AMH G10 Gray Classic BB Self Locking Hook

## What About Stainless Steel?

You may see stainless steel fittings marked T304 or T316, these indicate corrosion resistance, and not a lifting grade. Only stainless steel chains and hooks marked G50, G60, or G63 are approved for overhead lifting.

- T316 has added molybdenum for superior resistance to chlorides (like saltwater).
- T304 is more cost-effective but less resistant to harsh environments.
- All stainless hooks are unpainted, since the material resists corrosion inherently.

Important: Marine applications often use stainless G43, which is acceptable for applications where loads are only being pulled or secured.

## All Material Handling: Lifting You Safely

All Material Handling's experienced team ensures you're in compliance by offering:

- Alloy chains and fittings in Grade 100
- Stainless steel chain and fittings in Grade 60

That means when you order from AMH, you can be assured chains and components meet or exceed ASME standards for overhead lifting. Reach out to your friendly AMH customers service team at (312) 698-8658 or (877) 543-8264 or sales@allmaterialhandling.com for personalized service.

## Recruiting the Next Generation

Chant hires many of its employees from community colleges and trade schools, bringing in talent trained in welding, fabrication, and electrical wiring. Others come from backgrounds in hydraulics or mechanical engineering.

"No two jobs are the same," Mathis says. "The industry demands creativity, critical thinking, and problem-solving."

To encourage a more inclusive workforce, she suggests using gender-neutral job postings and highlighting the women already working in the industry. Awareness campaigns and hands-on exposure—through internships and trade shows—can also help attract new talent.

## Learning from AWRF

Mathis appreciates her involvement in the Associated Wire Rope Fabricators (AWRF), which plans two events a year. Chant is an active participant.

As an attendee at these AWRF sessions, Mathis says she meets many of her customers in one place and connects and strategizes with her team. Alex Harris, a Chant sales representative, is part of AWRF's Emerging Leaders program.

Mathis also is involved in the Web Sling & Tie Down Association (WSTDA).

## Continuing to Innovate

As technology and safety standards evolve, Chant Engineering adapts. The company is committed to improving its machines and software to meet customer expectations for performance, data tracking, and automation.

Chant also offers training and certification, enabling customers to safely and effectively utilize the equipment. All machines require annual calibration, and Mathis often travels with technicians to check in with shop managers and spot emerging needs.

"I like meeting customers and making sure they're satisfied and happy with our equipment," she says.

One standout moment for Mathis came years ago during a visit to Bishop Lifting in Houston, Texas. There, she saw Chant's largest machine in action: a 250-foot-long test bed with a 3.3-million-pound capacity—roughly the length of a football field.

### Relationships at the Core

Throughout her career, Mathis has built trust. Whether closing a deal, resolving a concern, or training a colleague, she knows success comes down to long-term relationships.

"It's been a great journey. I'm enjoying it and encourage more women to join the industry," she says.

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# FUTURE MEETINGS

**TECH SUMMIT & P.I.E. 2026**

**APRIL 20-23  
MARRIOTT MARQUIS  
HOUSTON, TX**

**TECH SUMMIT & P.I.E. 2027**

**APRIL 5-8  
MARRIOTT MARQUIS  
HOUSTON, TX**

**TECH SUMMIT & P.I.E. 2028**

**APRIL 2-5  
OMNI CHAMPIONSGATE  
ORLANDO, FL**

**FALL GENERAL MEETING 2026**

**OCTOBER 18-21  
WALEA BEACH RESORT,  
MARRIOTT MAUI  
MAUI, HI**

**FALL GENERAL MEETING 2027**

**OCTOBER 18-21  
OMNI OKLAHOMA CITY HOTEL  
OKLAHOMA CITY, OK**



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