

# Slingmakers



2017 ISSUE 153

ASSOCIATED WIRE ROPE FABRICATORS

"An Association Serving the Lifting, Rigging and Load Securement Industry"

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PHONE: 1-248-994-7753 • FAX: 1-800-666-2973 • [www.awrf.org](http://www.awrf.org) • [awrf@awrf.org](mailto:awrf@awrf.org)



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# PRESIDENT'S MESSAGE

Our Spring General meeting in Savannah was a big success, a big thanks to all who were there!

As predicted it was a great place for members to get involved and participate. And as promised, we had a great slate of speakers presenting; Giovanni Coratolo, Jim Wiethorn, Tom Eicher, Al Bates, John Glinski, Baron Lukas and Skip Ohman. Notably, our brief meeting survey showed that the speaker choices were very well received and appreciated by the attendees.

Our "change it up" approach regarding golf on Monday and the tour on Wednesday was embraced by those who were better able to enjoy these activities. Hopefully many of you got to enjoy the restaurants, history and abundant southern charm which makes Savannah a special destination.

Once again, I encourage you to remember that the biggest impact we can all make on the organization is to continue to look for ways to get existing members more involved. And it's not all about the money but rather how we can make our members' experience a richer one. Getting input from all members makes data from surveys more significant, interests within the organization would be more broadly represented resulting in more diverse and informative discussions and meetings. We want your membership in AWRF to be an enriching and rewarding experience. We're glad you're a member of AWRF and we strive to make you glad you're a member!

Our next General Meeting will be a PIE in Minneapolis, MN, October 22nd – 25th, 2017. We look forward to seeing you there and wish you all an enjoyable and safe summer!



**Doug Stitt**

The Caldwell Group, INC  
Rockford, IL • 800-628-4263  
[dstitt@caldwellinc.com](mailto:dstitt@caldwellinc.com)



**2017**



## AWRF CALENDAR

### 2017

July 19 - 22 AWRF Technical and BOD Meetings  
Hilton Garden Inn  
Chicago, IL

September 19 - 20 ASME B30 Committee  
Hilton Minneapolis / St. Paul Airport  
St. Paul, MN

October 22 - 25 AWRF General Meeting and P.I.E.  
Hilton Minneapolis  
Minneapolis, MN

### 2018

January 21 - 26 ASME B30 Committee  
Crowne Plaza Downtown  
Portland, OR

January 31 - February 3 AWRF Technical and Board Meeting  
Marriott Suites on Sand Key  
Clearwater Beach, FL

April 22 - 25 AWRF General Meeting  
Scottsdale Omni Resorts Montelucia  
Scottsdale, AZ

May 7 - 10 ASME B30 Committee  
Nashville, TN

May 15 - 18 ACRP General Assembly  
Doubletree Houston Hobby Airport  
Houston, TX

October 14 - 17 AWRF General Meeting  
Hyatt Regency San Antonio  
San Antonio, TX

### 2019

April 7 - 10 AWRF General Meeting and P.I.E.  
Hilton Cleveland Downtown  
Cleveland, OH

October 27 - 30 AWRF General Meeting  
San Diego Westin Gaslamp Quarter  
San Diego, CA



# Diversifying helps keep things Going with Midwest Lifting Provider

by Peter Hildebrandt



Delta Rigging and Tools, Inc. is one of the largest provider of lifting products and services in the United States. The firm offers a complete listing of lifting solutions, including hoists, winches, wire rope, wire, as well as synthetic slings, accessory parts and hardware. That is all offered, in addition to testing, inspection and field services. Delta Rigging is also now part of a group of companies, under the name of SBP Holdings. Those other firms are Bishop Lifting Products and Morgan City Rentals.

Delta Rigging and Tools however, still serves both domestic and international customers through 12 sales and service facilities and two distribution centers around the country. They provide complete lifting and rigging solutions and support for a diverse range of markets, including oil and gas production and distribution, Energy and Power-Generation, Transportation, Heavy Manufacturing and Construction. Founded in January 2008 when some of the leading industrial rigging and lifting companies merged together, Delta Rigging and Tools continues to grow rapidly by providing its customers in these and other industry segments with the highest possible levels of safety, service, quality and value. Delta Rigging and Tools has a number of Key Focus Areas.

In oil and gas; they are involved in land-based drilling, offshore drilling, drilling services as well as supply oilfield transport. Delta Rigging and Tools has also moved its corporate data center to a data foundry facility in Austin. The Data Foundry team took the time to listen and provide them with the best, most cost-effective solutions, rather than just trying to make a quick sale. They were confident that they were receiving a true consultation and the level of professionalism beyond their expectations, according to Adam Orgeron, Delta Rigging's IT manager. Delta Rigging and Tools (DR&T) found itself approaching an all too familiar problem for many companies – they were outgrowing their current IT infrastructure and capabilities. As business flourished, the operational and capital expense of running an in-house data center increased as well. Power outages and temperature regulation

issues challenged the IT staff and kept them from performing their day-to-day jobs. Adding further concern, their home office was in Houston, Texas; known for the potential of flooding hurricanes. It was time to consider moving their data center operations to a secure, co-located facility.

Location was the primary consideration for the DR&T executive team when choosing a co-location solution. The facility had to offer environmental stability, but it was also important that it remain relatively close to the company headquarters. With a wide-spread operation and global customer base, DR&T needed an IT partner who could ensure maximum up-time and design a solution with built-in redundancy and around the clock, 365-day staffing, as well as monitoring. The solution to this problem, after a thorough data center evaluation process, DR&T chose Data Foundry for their IT co-location partner. Since location was paramount to the decision, Data Foundry's Austin 1 is close enough for convenience, but far enough away from Houston to mitigate the threat of natural disasters. Upon moving the corporate data center to the Data Foundry facility, DR&T's IT staff has been better able to ensure maximum performance of their systems, increased uptime, and exceptional security.

In operation since 2003, Austin 1 is a 40,000 SF data center powered by a dedicated 400 MW substation. Multiple levels of redundancy are built into every level of Austin 1's power infrastructure. The FM-200 fire suppression system and advanced security systems with biometric access controls ensures the security of the facility. With 15-plus fiber provider options to choose from, Data Foundry also offers carrier neutrality. From the substation to distribution within the data center, the design of Austin 1 offers DR&T the peace of mind in knowing their business is up and is always up and running.

"The Data Foundry team took the time to listen and provide us with the best, most cost-effective solutions, rather than just trying to make a quick sale," says Orgeron. "I was confident that we were receiving a true consultation and the level of professionalism was

beyond our expectations."

Since moving its infrastructure into Data Foundry's Austin 1, Delta Rigging has experienced 100% uptime. The power blips and temperature challenges that were common at the in-house location are now 'a thing of the past'. Since Data Foundry's core expertise is in data center operation and management, its experienced teams are easily able to maintain optimal levels across the facility. By outsourcing their data center operations to Data Foundry's experienced constant on-site staff, DR&T also freed up their existing technical teams to work on internal projects rather than managing and operating their own data center – this in turn, saving time and money.

As energy demands grow, the renewable energy market, wind power, hydroelectric and solar has grown rapidly to help fill this need. Today, renewable energy is a critical part of the energy puzzle, and massive private-sector investments are driving large-scale renewable energy projects across the globe.

Delta Rigging and Tools was one of the first rigging and lifting equipment companies to focus on the renewable energy market. Consequently, they have developed expertise in these markets.



A good example of this is in the Wind Energy Industry, where exceptionally high, heavy lifts with delicate positioning requirements and unique personnel safety needs can make projects very complex.

A one-size-fits-all approach is not the best strategy to use. Wind farm developers now turn to Delta Rigging & Tools for their heavy-lifting and personnel climb assist and fall prevention needs.

Texas, home of Delta Rigging and Tools, is also home to some of the largest wind-power production projects in America. Other sites in the Rocky Mountains and Dakotas, are among North America's most important wind fields. DR&T is able to support these and other renewable energy projects anywhere in the United States. They can also ship equipment anywhere in the world to support wind and renewable energy projects internationally.

In fact, Delta Rigging & Tools is widely recognized as the leading provider of lifting and rigging gear to a wide range of industries, including Oil and Gas, Energy & Power, Transportation, Construction and more. Whether you are working on an offshore drilling platform, or plugging and abandoning one; Delta Rigging & Tools has the products and the experience you need.

From shale gas drilling to marine transportation and nuclear plant overhauls, we really have been there and done that – on time, on budget, and right the first time. So, when you think of “lifting” there’s one name that stands out above the rest for Safety, Service, Quality and Value; to ensure your lifts are flawless – *Every lift, Every time*<sup>TM</sup>.

The growing demand for emissions-free energy sources to combat global warming has made nuclear power more critical than ever in meeting the world’s electricity needs. In fact, the International Atomic Energy Agency has predicted that nuclear power capacity could double within the next several decades.

Delta Rigging & Tools is part of this unprecedented period in nuclear industry history as companies bring the firm their heavy-lifting needs.

In the oil and gas industry, infrastructure is typically built to last. But eventually all rigs, platforms and related support well-head equipment comes to the end of its useful life. Operators then need to engage in a permanent plug and abandonment (P&A) effort to decommission and dismantle the infrastructure still in place. This can be a challenging and frequently costly task, and some of the risks remain high. Operators cannot afford to count on unproven vendors. There can be no cutting of corners or inability to provide people and equipment that meet the highest standards in the industry.

In 2012, the firm Bishop Lifting Products joined SBP Holdings. This group also includes Delta Rigging and Tools as well as Morgan City Rentals. These, make up one of the largest wire rope, sling, rigging and rental groups in the United States. This also enables their employees to in turn help leading firms worldwide to work out their lifting and industrial needs. Branches are found in Texas, Oklahoma, Louisiana, Colorado and Kansas. Therefore, customers can access a wide variety of products from any of these different locations. Also, each place is stocked and made-to-order for their region as well as the industries found therein.

Bishop Lifting products likes to keep up the maintenance of a high level of brands, products and services. As with other quality firms, their foundation consists of a vigorous quality system, ingrained health and safety consciousness, active environmental plan and a training program specially set up to meet the needs of the industries using these products.

Morgan City Rentals offers offshore rental equipment as their name implies, known for its availability, accountability, reliability and dependability. Morgan City Rentals has become a leader in offshore rental equipment due to our commitment to quality assurance and safety. We have customized inventory and personnel training to meet and exceed the requirements of our clients. We actively upgrade our rental fleet by listening to our customers’ needs, improving our processes, and keeping up with the new

regulations being introduced to our industry. Among their equipment are the Peerless six by six Jet Pump and the 10,000-pound air hoist and Hydraulic Subsea Boring Drill. Their equipment is actually designed, engineered and certified for offshore use and meets all offshore safety requirements and regulations. All equipment comes with certified lifting slings that meet ASME B30.9 lifting standards.

Morgan City Rentals offers 24-hour service, 365 days a year from three Louisiana Gulf Coast locations in Morgan City, Golden Meadow and Broussard. Their unmatched and in-depth knowledge of offshore rental equipment and preventative maintenance ensure RELIABLE and DEPENDABLE rental equipment. Morgan City Rentals offers many special services including in-house fabrication to build, modify and repair equipment. They even offer training sessions to their clients, providing safe operating instructions and procedures on the rental equipment they offer. These include welding units, MIG Wire feed units and Lincoln Electric 4 Pack Pro Welders.

A few years back, *National Geographic Channel’s World’s Toughest Fixes* host, Sean Riley traveled to the Caribbean island of Curacao to tape an episode of the show which aired on the National Geographic Channel. The featured job called for some particularly complicated efforts and extremely heavy lifting. Delta Rigging & Tools also provided some critical equipment for completing the task.

The cargo ship *Sophia D* had damaged its huge rudder while transporting a multimillion-dollar load of iron ore bound for China. The ship and its cargo were not going anywhere until the rudder was repaired. The main challenge, among quite a few lesser challenges, was the weight of the vital steering equipment – the ship’s rudder. The decision was made early on that it would be more cost-effective to tow the ship with the ore in place rather than go to the great expense of unloading it onto another vessel. *The Sophia D* ended up being towed some 1,000 miles from the Brazilian coast where it had run aground, to

*Continued on page 69*

# AWRF Membership Years

## 30-20-10



### MILESTONE MEMBERSHIPS

Company Name	Year Joined	Number Of Years
PEERLESS INDUSTRIAL GROUP	1986	30
ADB HOIST RINGS	1996	20
ALL-WAY WIRE ROPE & SPLICING	1996	20
CONTRACTORS & INDUSTRIAL SUPPLY CO.	1996	20
INDUSTRIAL SPLICING & SLING CO.	1996	20
TAYLOR CHAIN (DIV. of GRC ENTERPRISES)	1996	20
AMERICAN CRANES & TRANSPORT / KHL GROUP	2006	10
AMICK ASSOCIATES INC.	2006	10
ELKO WIRE ROPE & MINING SUPPLY	2006	10
FIRST® SLING TECHNOLOGY, LLC.	2006	10
GRIGNARD COMPANY	2006	10
I & I SLING (NC)	2006	10
KTL OFFSHORE PTE LTD.	2006	10
NORTHERN METALIC SALES (FSJ) LTD.	2006	10
TULSA CHAIN.COM, LLC.	2006	10
VAN BEEST USA	2006	10
WIRE ROPE EXCHANGE	2006	10

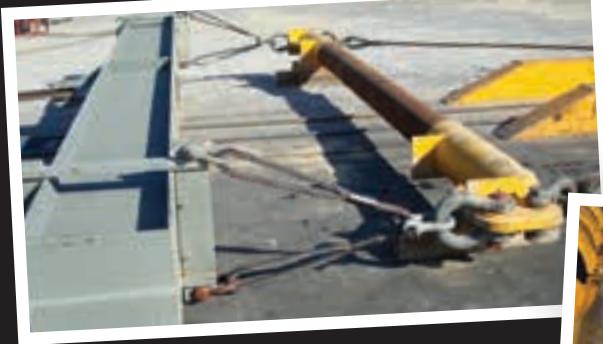


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165 ton load test of a 30 ft. (gray) turbine-lifting spreader beam



195 ton load test of a 150 ton ladle hook



150 ton load test of a custom-built anchor chain jack



In today's business climate, the importance of reliable, verifiable load testing cannot be overstated. When your lift weighs hundreds or thousands of tons and is worth millions of dollars, you need rigging you can depend on—rigging that you know will lift the load and lift it safely.

Each Yarbrough Cable location is equipped with load test machines calibrated in accordance with ASTM E4 standards—with load accuracy of + / - 1% up to 3,000,000 lbs—and traceable to the National Institute of Standards and Technology (NIST).

R&D break test of 4 inch structural strand



247 tonne load test of a crane boom pendant equalizer link



The computer-controlled, load test machine at Yarbrough Memphis has a 1500 ton capacity up to 200 feet of length and a 500 ton capacity beyond 200 feet up to a maximum length of 450 feet. As seen in the photos here, the open body design of the machine facilitates rapid connect and disconnect of assemblies to be tested and provides easy access for testing tools and equipment... ensuring quick turnaround for customer tests. Smaller test machines of 175 tons and 36 tons are also available at our Memphis location. Branch locations in Little Rock, AR and Muscle Shoals, AL have test machines of 100 metric tonnes capacity.

Yarbrough can perform load testing of wire rope, chain, synthetic slings, hoists, rigging hardware, spreader beams, hooks, shackles, custom fabrications, and related components, as well as pre-stretching of wire rope. Yarbrough also provides on-site rigging inspection and on-site load testing to 100,000 lbs., using E4 calibrated, portable load cells.

Our three full-service rigging shops in the Mid-South are ready to serve your testing needs. Contact a Yarbrough rigging professional today to discuss testing for your next project.

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## Memphis, TN - Head Office

950 Stage Road  
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## Little Rock, AR

3000 West 65th Street  
800.749.3690

## Muscle Shoals, AL

1904 Webster Street  
256.383.3212



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



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



## AWRF Trademarks



Associated Wire Rope Fabricators owns three trademarks. Each is registered with the U.S. Patent and Trademark Office in Alexandria, Virginia for protection against infringement. AWRF members are encouraged to use these marks in association with their products and services as symbols of professional craftsmanship.

The first mark is the symbol of a sling containing the language "Est. 1976" in the lower loop and the phrase "Serving The Lifting, Rigging & Load Securement Industry" surrounding the base of the sling image. The second protected mark is comprised of the sling symbol with only the letters "AWRF" inscribed in the loop. The third mark is the second one displayed in a rotating format on the Association's website.

The first mark was registered on October 22, 2002 and assigned Registration Number 2640214. The required follow-up Affidavit was accepted on October 14, 2008 and the registration was renewed on September 10, 2012. The second mark was under Registration Number 2512763 on

November 27, 2001. The follow-up Affidavit was accepted on October 4, 2007 and the registration was renewed on July 5, 2012. The third mark was registered under Registration Number 2796801 on December 23, 2003. The follow-up Affidavit was accepted on March 23, 2010 and the mark was renewed on June 21, 2013.

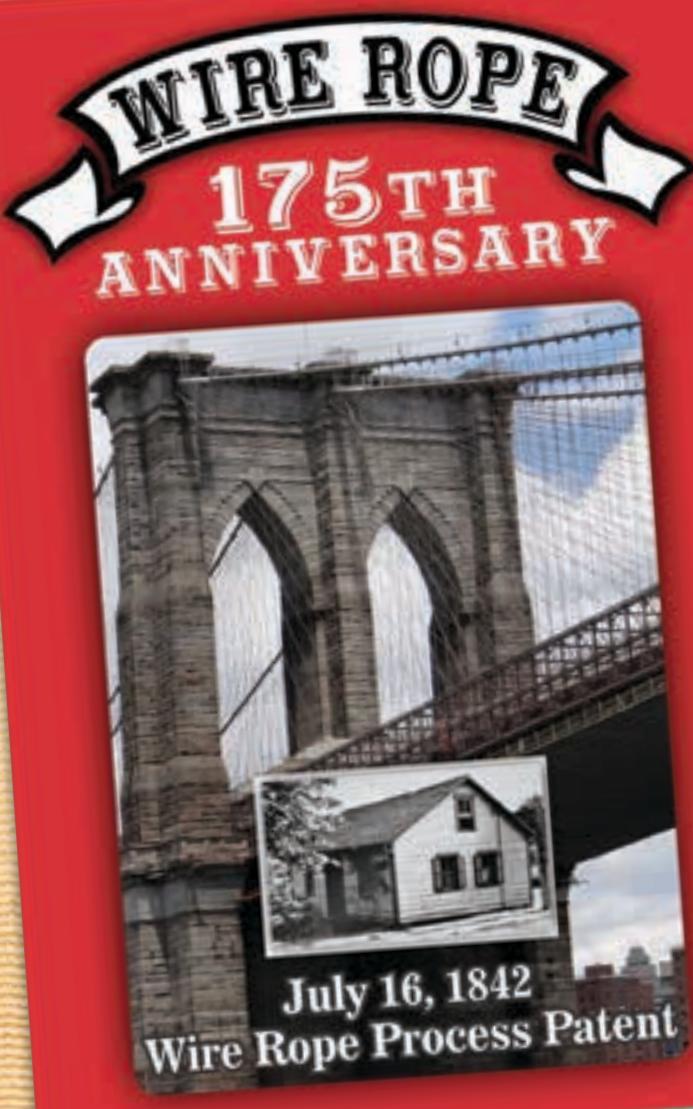
Occasionally, a non-member will attempt to display one of our marks—often a former member. In each case, once noted, the infringement will receive a "cease and desist" letter from my office. We are pleased to report that in all known uses, the unauthorized user has complied. As a function of the legal protection afforded by federal registrations, AWRF is required to "police" the marketplace in order to find and stop all unauthorized displays of AWRF marks. In this regard, our members are asked to advise counsel of any discovered infractions.

Trade Associations such as AWRF enjoy the benefit of "goodwill" generated from the use of their recognized trademarks. Most

infringement cases are filed when a third party attempts to register a mark that causes confusion in the marketplace due to its resemblance to a previously registered mark. A charge of infringement derives its authority from the Lanham Trademark Act, which recites the various types of unfair competition. Generally, the Plaintiff must allege and prove a cause of action for the likelihood of confusion, deception or misrepresentation of source.

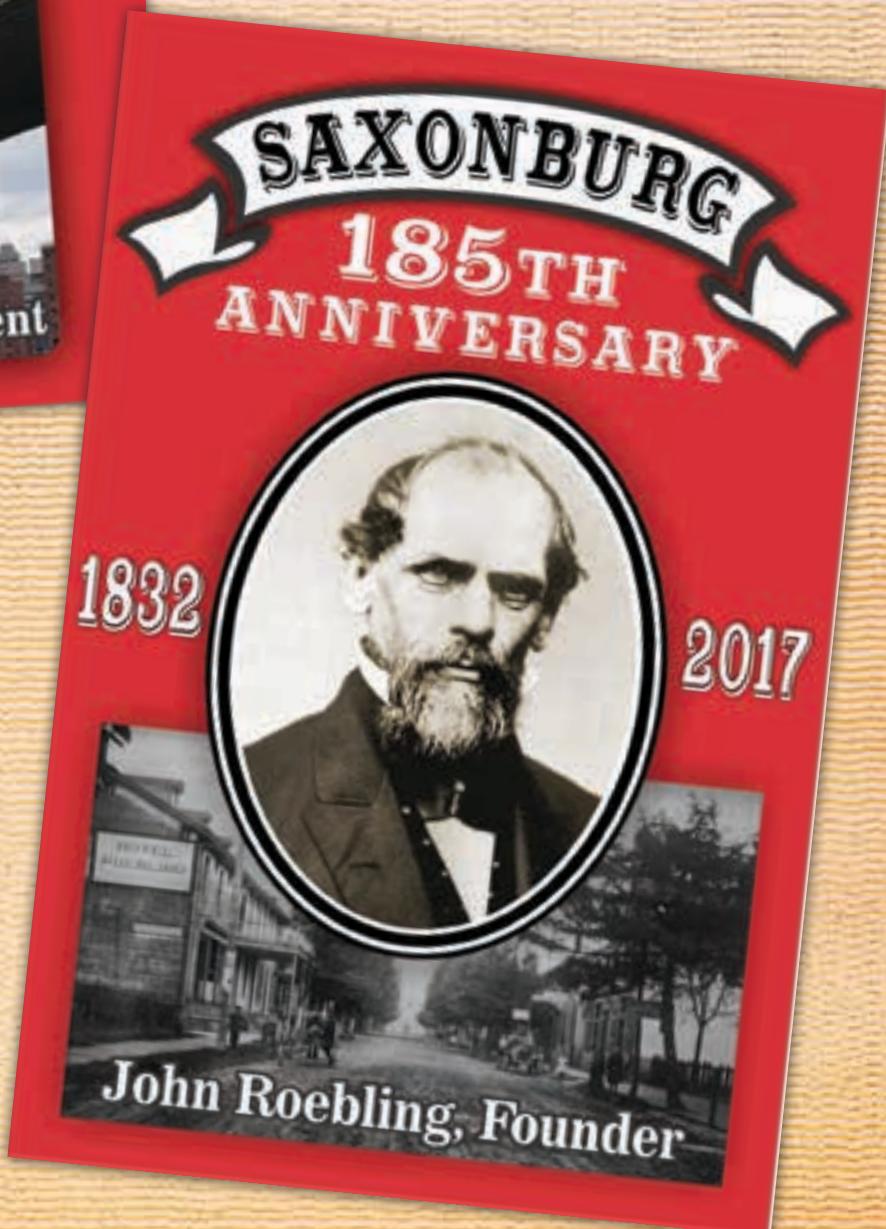
To achieve injunctive relief, the Plaintiff must further demonstrate the probability of injury to business reputation. There is no requirement that a deceptive use of a co-opted mark must be intentional, reckless or fraudulent or even constitute a specific monetary injury. The law is designed to protect consumers against recurring deception.

AWRF members have demonstrated over the years their reliance on the Association's three registered trademarks as valued symbols of industry leadership.



Celebration in  
western Pennsylvania  
town has a Wire  
Rope Back Story

by Peter Hildebrandt



John Roebling left no records of when he started to think about leaving the town he helped to found; Saxonburg, Pennsylvania. But as David McCullough wrote, in *The Great Bridge*, “By 1848, the year after his ‘Great Central Railroad’ speech, with no such railroad in sight, he had concluded that Saxonburg would not become the center of his universe; and that in any event, it was no location for a wire business.”

After analyzing the situation, he decided to move his wire rope operations far to the east, to the old town of Trenton, New Jersey. He bucked the national trend of heading west “and went against the human tide then pouring across Pennsylvania, bound for the still-empty country beyond Ohio. His wife and children were to follow on their own,” explains McCullough.

“He was disgusted with Saxonburg, his son Washington had written, and never revisited it. ‘In Saxonburg,’ the younger Roebling wrote, ‘he was seized with the horror of everything Dutch and never alluded to it.’ In Saxonburg it would be said, ‘the dumb Dutch stayed behind.’”

Then why the celebrations? Before his untimely death in 1869, John Roebling accomplished much by going east instead of west. But there is no denying that his first years in America, in western Pennsylvania were critical, groundbreaking in the eventual widespread success of Roebling and the wire rope producing company that would bear his name for many years. Though today, near Trenton there is even a town named Roebling – where manufacturing

of the wire rope for such projects as the Golden Gate Bridge among many others took place – the process had to start somewhere and this western Pennsylvania village is that place.

Saxonburg’s Historical and Restoration Commission wants the world to know that this western Pennsylvania borough will soon be celebrating both the 185th anniversary of the founding of Saxonburg, 1832, as well as the 175th anniversary of John Roebling being granted a U.S. patent for his wire rope process. That historic patent was granted on July 16, 1842 – just one calendar day after festivities will take place. The main activity will be a community celebration on Saturday, July 15, 2017. This is a great way to recognize both events in the borough’s history.

Those July celebrations will include a morning parade with a historical theme – including an honor guard, Knoch H.S. band and other musical performers – floats, fire equipment, historical cars, farm equipment and many more other activities according to Caesar. In the afternoon, there will be a street party including German music groups, food and other vendors, while the Saxonburg Museum will be open during the afternoon.

“An exceptional reception will be held at the Saxonburg Museum with a meal at Cooper Hall. Our main speaker is Roebling historian Clifford Zink, author of *The Roebling Legacy*. Zink will sign his book at the South Butler Community Library during the afternoon. The tickets sold for the dinner that evening will, in turn, benefit the Saxonburg Museum.”



Kristian Roebling, a direct descendant of John Roebling, has even taken the town up on an invitation to participate during the celebration weekend of July 15-16, 2017. Mr. Roebling and his family will participate in the parade and other planned events

that weekend. While at the same time a “sister city” delegation from Mühlhausen, Germany, will participate in July 15, 2017, celebrations. John Roebling and his brother traveled from their native Mühlhausen to buy the land that they founded as Saxonburg.

Saxonburg was founded in 1832 by two immigrants from Mühlhausen, Prussia (Germany), John Augustus and Frederick Charles (Carl) Roebling. Since opportunities for personal freedom and advancement in Germany were severely limited at that time, many people were interested in the new nation in North America.

An “Immigration Society” was organized in Mühlhausen by John Roebling, and several hundred families agreed to sail to America with John as their leader. The group departed from Bremen, Germany in May 1831 on two sailing ships, the Henry Barclay and the August Edward. However, upon arriving in Philadelphia they could not agree on where to settle.

The Roebling brothers and three other men decided to travel to Pittsburgh where John Roebling located a large unsettled tract of land in southern Butler County. These lands had been assigned to Pennsylvania’s veterans of the Revolutionary War as payment for their service, and much of it was then being sold to land speculators. In 1831, the land around Saxonburg had been inherited by Mrs. Sara Collins, daughter of land speculator, Stephen Lowrey.

John Roebling inspected the Collins’ land and purchased approximately 1,600 acres for \$1.50 per acre. Two of the other men purchased land nearer Freeport. Thus, in the autumn of 1831, only three men of the original large emigration group, settled on the “Saxonburg” lands. During the next several months, they laid out the plans for the village of Saxonburg and John wrote numerous letters to his friends back in Mühlhausen to encourage them to come to America.

In the summer of 1832, several additional families arrived in Saxonburg and the community slowly grew over the next few years. Some families of the original society also

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came to Saxonburg, from places in America to which they had initially settled. Several houses were built the first year. By 1835 the village boasted a total of eleven houses, and some of the 1830's houses are still in use on Main Street. Additional buildings, from the 1840's to 1900, make Saxonburg's Main Street a picturesque scene of earlier times.

John Roebling donated land for a church, along with a proposed plan for its construction. In 1837, church services were held in the newly constructed German Evangelical Protestant Church. The steeple and bell were added in 1863 and a large four-faced tower clock was added in 1919. This building still stands, at the highest area on Main Street, and is the focal point of the town. The Church Office is listed in the Pennsylvania Register of Historic Places.

In 1846, the residents petitioned the court in Butler County to incorporate Saxonburg as a Borough. A Burgess, Councilmen and other officials were then elected. By 1880, sixty families lived in Saxonburg. In 1892, the first gas lines were laid along Main Street to provide lighting for the residents. By 1895, Saxonburg enjoyed the following businesses: five hotels, two general stores, a drug store and doctor's office, a flour and feed store, a lumberyard, a

wagon shop, an opera house, and two schools for the eighty-two 82 students.

Saxonburg in the 1880's enjoyed the prosperity of the oil boom in "Golden City" located one mile west of town. Like other boom towns, it appeared rapidly on the countryside and disappeared in a similar fashion. Major celebrations were also held in Saxonburg on its 100-year anniversary in 1932, and its 150-year anniversary, occurring in 1982.

Currently, annual celebrations are held with the "Saxonburg Firemen's Carnival" during July, and the "Saxonburg Festival of the Arts" during the second weekend in September.

At Roebling's workshop in Saxonburg, Pennsylvania – now adjacent to a replica of the Brooklyn Bridge – Roebling started producing wire rope in 1841. At that time canal boats from Philadelphia were transported over the Allegheny Mountains on railroad cars to access waterways on the other side of the mountains, so that the boats could continue to Pittsburgh.

The system of inclines and levels that moved the boats and conventional railroad cars was a state-owned enterprise, the Allegheny Portage Railroad. The railroad cars were pulled up and down the inclines by a long loop of thick hemp rope, up to 7 cm thick. The hemp ropes were expensive

and had to be replaced frequently. Roebling remembered an article he read about wire ropes. Soon after, he started developing a 7-strand wire rope at a ropework that he built on his farm.

In 1844 Roebling won a bid to replace the wooden canal aqueduct across the Allegheny River with the Allegheny Aqueduct. His design encompassed seven spans of 163 feet, each consisting of a wooden trunk to hold the water supported by a continuous cable made of many parallel wires, wrapped

tightly together, on each side of the trunk. This was followed in 1845 by building a suspension bridge over the Monongahela River at Pittsburgh.

In 1848 Roebling undertook the construction of four suspension aqueducts on the Delaware and Hudson Canal. During this period, he moved to the city of Trenton, New Jersey, where he built a large industrial complex for wire production.

Roebling's next project, starting in 1851, was a railroad bridge connecting the New York Central and Great Western Railway of Canada over the Niagara River. This would be completed in four years and contain a clear span of 825 feet. This structure received its support from four, ten-inch wire cables, and had two levels – one for vehicles and one for rail traffic.

While the Niagara bridge was being built, Roebling undertook a railway suspension bridge across the Kentucky River, which required a clear span of 1,224 feet. The anchorage and stone towers were completed, and the cable wire delivered along with the material for the superstructure, when the railway company became insolvent. The bridge construction was halted, and was later finished as the first cantilever bridge in the US, with a truss for carrying the railway track.

In 1859 Roebling completed another suspension bridge at Pittsburgh. Its total length was 1,030 feet and it consisted of two main spans of 344 feet each, and two side spans of 171 feet each. In 1863, following a break in operations due to the Civil War, building resumed on a bridge over the Ohio River at Cincinnati. He'd started the structure in 1856 and halted due to financing; the bridge was finished in 1867. The Cincinnati-Covington Bridge, later named the John A. Roebling Suspension Bridge, was the world's longest suspension bridge at the time it was finished.

The Borough of Saxonburg in Butler County maintains its original character as it celebrates this year the 185th anniversary of its founding by John August Roebling and his older brother Charles F. – more commonly known as Carl. On a portion of their

*Continued on page 58*

# Support Your Body's Natural Rhythms for a Better Night's Sleep

When it comes to sleep, it's not just quantity that matters—its quality. Getting in sync with your body's natural sleep-wake cycle is one of the most important and often overlooked ways to get better sleep and improve your health. And with the wire, rope, and rigging industry being one where safety is critical, sleep becomes an even more important topic of discussion for the safety of your employees.

According to a poll by the National Sleep Foundation<sup>1</sup>, respondents who report they are sleeping less than 6 hours on a typical workday or weekday (20% of all respondents) are:

- 37% more likely to have driven drowsy at least once a month in the past year
- 49% more likely to report being unable to do various activities because they are too sleepy
- 23% more likely to miss family events, leisure activities or work functions due to sleepiness or a sleep problem



- More likely to do the following activities to help them get through the day when they are sleepy:  
Use caffeinated beverages, eat foods that are high in sugar or carbohydrates, smoke a cigarette or use tobacco, and use alerting medication, prescription or over-the-counter drugs to help them get through the day

Do you relate to any of these coping mechanisms because of a lack of sleep? If so, here are a few tips to help you create consistency and ultimately get the quality of sleep you need.

1. **Try to go to sleep and get up at the same time every day.** Start by setting a realistic bedtime that will work with your lifestyle. Choose a time when you normally feel tired, so that you don't toss and turn. If you're getting enough sleep, you should wake up naturally without an alarm. If you need an alarm clock to wake up on time, you may need to set an earlier bedtime.



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If you are interested in offering this program at your company, contact us at (407) 303-9910 or email [FH.Health.Performance.Strategies@FLHosp.org](mailto:FH.Health.Performance.Strategies@FLHosp.org).

Visit [FloridaHospital.com/HPS](http://FloridaHospital.com/HPS)  
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1. 2009 Sleep in American Poll™, The National Sleep Foundation

2. **Avoid sleeping in—even on weekends or nights you've stayed up late.** We know what you're thinking: "You can't be serious?" It can be tempting to sleep in on weekends, but even a couple hour difference in wake time disrupts your internal clock. If you're sleeping into make up for a late night, opt for a daytime nap instead. This allows you to pay off your sleep debt without disturbing your natural sleep-wake rhythm, which often backfires in insomnia and throws you off for days.

3. **Be smart about napping.** As we mentioned previously, napping is a good way to recharge and make up for lost sleep hours. We recommend two napping options: 1. Shorter naps – napping for 15-20 minutes or 2. Longer naps – napping for 90 minutes. Shorter naps recharge you without entering the REM cycle and longer naps are great for those who only get 6-7 hours of sleep at night.

4. **Fight the “after dinner” drowsiness.** Like many of us, our eyes become a little heavier than normal just after we eat dinner. So if you find yourself getting sleepy way before your bedtime, get off the couch and do something mildly stimulating to avoid falling asleep, such as washing the dishes, calling a friend, or getting clothes ready for the next day. If you give in to the drowsiness, you may wake up later in the night and have trouble getting back to sleep.

These tips should help you get better quality sleep. For those who still suffer from sleep deprivation after trying every tool in the shed know that sleep doesn't just affect you the next day. It can also lead to poor work performance, putting you at risk for serious injuries and impaired cognitive functioning. That's why Florida Hospital has developed a rest program to address these issues.



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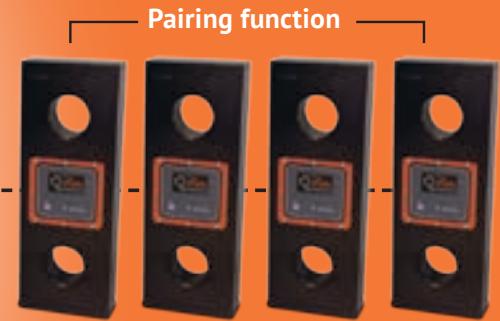
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# QHSE Corner

## Quality, Health, Safety and Environmental Committee

### Eye protection

Are you in danger of becoming an eye injury statistic? According to Prevent Blindness, a Chicago-based volunteer eye health and safety organization, 2,000 workers per day experience a job-related eye injury that requires medical attention. Of those injuries, 10 percent to 20 percent result in temporary or permanent vision loss.

How are so many workers being injured? Eye injuries can occur in numerous ways. According to the National Safety Council, flying objects, such as metal or stone chips, nails, or abrasive materials, cause the most injuries. Other ways employees are injured include being splashed with corrosive liquids or molten metals, being hit by a tool, or coming into contact with poisonous gas or vapors.



### Protection

Before deciding what kind of eye protection is needed, it's important to understand that personal protective equipment should be a worker's last line of defense. Prevent Blindness states that the best protection against suffering an eye injury at work is to first understand what the dangers are for any given job task. To do so, complete an eye hazard assessment. Then eliminate any hazards before beginning work, and use engineering controls such as machine guarding or work screens. After these steps have been taken, determine if any PPE is needed. Protection can include goggles, faceshields and safety glasses.

Prevent Blindness presents 10 ways to help prevent eye injuries in your workplace:

1. Assess your workplace operations carefully, looking closely at work areas, access routes and equipment for potential eye hazards. Study your facility's eye injury reports for patterns.
2. Provide vision tests for workers.
3. Ensure workers are wearing the correct PPE for their job task.

4. Establish a mandatory eye protection program for your workplace. "A broad program prevents more injuries and is easier to enforce than one that limits eye protection to certain departments, areas or jobs," Prevent Blindness states.
5. Have a trained professional check that the eye protection your workers wear fits properly. Make repairs to any defective eyewear but have workers be in charge of their own gear.
6. Be prepared for an emergency by establishing first aid procedures for eye injuries and providing eyewash stations that are easy to access.
7. Provide workers with ongoing educational training on protective eyewear.
8. Let workers know that management cares about their eye safety. One way to show this is by having management wear protective eyewear whenever needed.
9. Don't let your eye injury prevention policies go stale. Regularly review and update them.
10. Keep a copy of your organization's eye protection program in your workplace in areas where employees gather.

For additional safety information visit  
[www.safetyandhealthmagazine.com](http://www.safetyandhealthmagazine.com)



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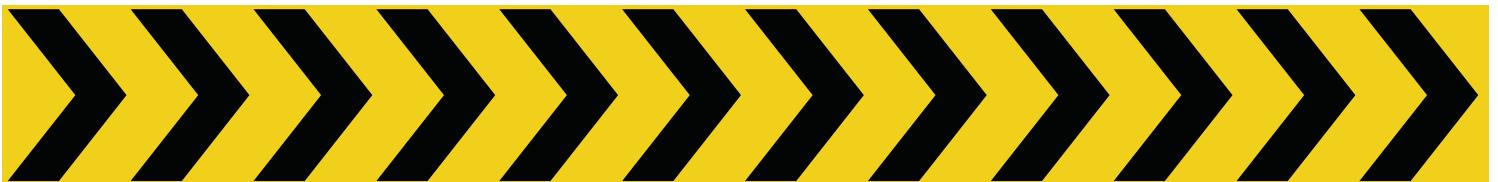
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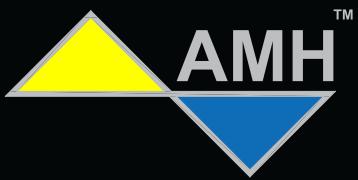
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# Profit Improvement Report

## Making Incremental Volume Profitable Volume



Managers have long been enamored of the idea of generating incremental sales volume. Theoretically, incremental volume represents additional sales that can be generated without any increase in expenses. In management vernacular, "it all goes to the bottom line."

The problem with the incremental volume concept is that there are both good and bad ways of generating such volume. In the overwhelming majority of cases the costs associated with servicing the sale tend to be underestimated. Further, the idea of a "cost-free" sale too often leads to serious margin erosions. The combination of higher-than-planned expenses and a low gross margin is almost always disastrous.

This report examines how the concept of incremental volume can be employed *successfully* in distribution organizations. It does so by examining two specific issues:

- **The Financial Impact of Incremental Volume**—A review of the impact that efforts to generate incremental volume can have on fabrication firms, under alternative cost and margin scenarios.
- **Controlling Incremental Sales**—A discussion of the various ways that firms can ensure that incremental sales volume actually produces incremental profits.

### The Financial Impact of Incremental Volume

**Exhibit 1** looks at the economic impact of incremental volume, under present conditions and three different scenarios. The first column presents the financial position of the typical AWRF member as reported in the PROFIT Report. As can be seen, the firm has \$7,000,000 in sales, operates on a gross margin of 29.3% of sales and produces a bottom line profit of \$280,000 or 4.0% of sales.

The firm's expenses have been broken into two distinct categories: 1) Payroll and Fringe Benefits and 2) All Other Expenses. Payroll, which includes all social costs (payroll taxes, retirement programs and health insurance), is by far the

larger of the two categories. This has some serious implications in the quest to drive truly incremental sales volume.

The last three columns of numbers represents the impact of a 10.0% increase in sales under three different scenarios. The top half of the exhibit provides dollars figures while the bottom half demonstrates the results as a percent of sales.

**Theoretical Scenario**—This represents the idealized situation that too many managers dream about. Sales are up by 10.0% with the same gross margin percentage as before. Of greatest consequence, none of the expenses increase at all. The profit impact is spectacular. Profit rises to \$485,000 or 6.3% of sales.

The only problem is that this set of results almost never materializes. For very small amounts of incremental sales, this scenario can become a reality in the very short run. However, when there is any significant amount of incremental volume—and 10% qualifies as significant—the expenses inevitably increase.

**Best Case Scenario**—This is what could result if the firm managed incremental volume effectively. It combines the 10% sales increase with a parallel 10.0% increase in payroll and an 8.0% increase in the all other category of expenses.

**Exhibit 1**  
**The Impact of Incremental Volume Under Different Assumptions For a Typical AWRF Member**

Income Statement	Current Results	10% Increase in Sales Volume	
		Theoretical Scenario	Best Case Scenario
Net Sales	\$7,000,000	\$7,700,000	\$7,700,000
Cost of Goods Sold	4,950,000	5,445,000	5,445,000
Gross Margin	2,050,000	2,255,000	2,255,000
Expenses			
Payroll and Fringe Benefits	1,100,000	1,100,000	1,210,000
All Other Expenses	670,000	670,000	723,600
Total Expenses	1,770,000	1,770,000	1,933,600
Profit Before Taxes	\$280,000	\$485,000	\$321,400
Net Sales	100.0	100.0	100.0



The idea that payroll will rise right along with sales is based upon the historical reality in most industries. Namely, payroll always has risen directly with sales. More activity requires more people to support that activity. A thirty-year trend of sales and payroll rising together is unlikely to suddenly change.

However, the firm can leverage sales against the non-payroll expenses. With this expense leveraging, profit increases to \$321,400. It is a much more modest, but still attractive, increase that can be achieved with effort.

**Sad Reality Scenario**—This reflects what too often happens when incremental volume comes entirely from new customers. In this scenario, the price charged to new customers has been reduced by 6.0% since “there are no extra costs in servicing them” or more colloquially, “the truck is going right by there anyway.”

This means that the original \$700,000 of incremental volume (10% of current sales) falls by 6.0% and ends up at only \$658,000. This means that profit ends up at only \$279,400 even though the firm has increased its sales activity.

The firm has gained some market share, of course. However, it has done so without reaping additional profits. It has also alienated its existing customer base by charging new customers less. It is a clear example of the race to the bottom.

## Controlling Incremental Sales

Exhibit 1 reflects the reality that the profit impact of incremental volume depends upon two factors. The first is the extent to which incremental volume necessitates incremental expense. The second is the degree to which incremental volume results in gross margin degradation.

To a real extent these two factors are associated with whether the incremental volume comes from external sources or internal sources. In simpler terms, does the volume depend upon new customers or existing ones.

The lure of new customers is irresistible to every organization. However, research going back seventy-five years consistently indicates that

servicing new customers is the lowest-profit approach to profitability. Firms must strive to add customers of course. It should not drive their profit model, though.

The most profitable approach to generate truly incremental volume is to engage in the rather unexciting idea of selling more to existing customers. The classic strategy in this regard is to add an additional line to every order. It involves no more delivery stops, no more orders picked (simply more lines) and virtually no increase in payroll expense.

This approach involves monitoring the sales force to ensure they are engaged in add-on selling. It also requires educating customers as to the breadth of the product line. Finally, in a number of instances it is a matter of being in stock on what customers want to buy. All have major profit implications.

If managed properly, such an internal focus can increase sales by 5.0% to 10.0%. Profit results can actually be a little better than the Best-Case Scenario

## Moving Forward

If managed properly, incremental sales volume can be an important profit driver for AWRF members. The problem is that proper management is extremely difficult to maintain in the face of the pressures for new customers. The real need is to look internally to the existing customer base.

### About the Author:

Dr. Albert D. Bates is Director of Research at the Profit Planning Group, the firm that prepares the PROFIT Report for AWRF. He is also a Principal at the Distribution Performance Project. That organization's web site: distperf.com has numerous free tools that firms can use to improve profitability.

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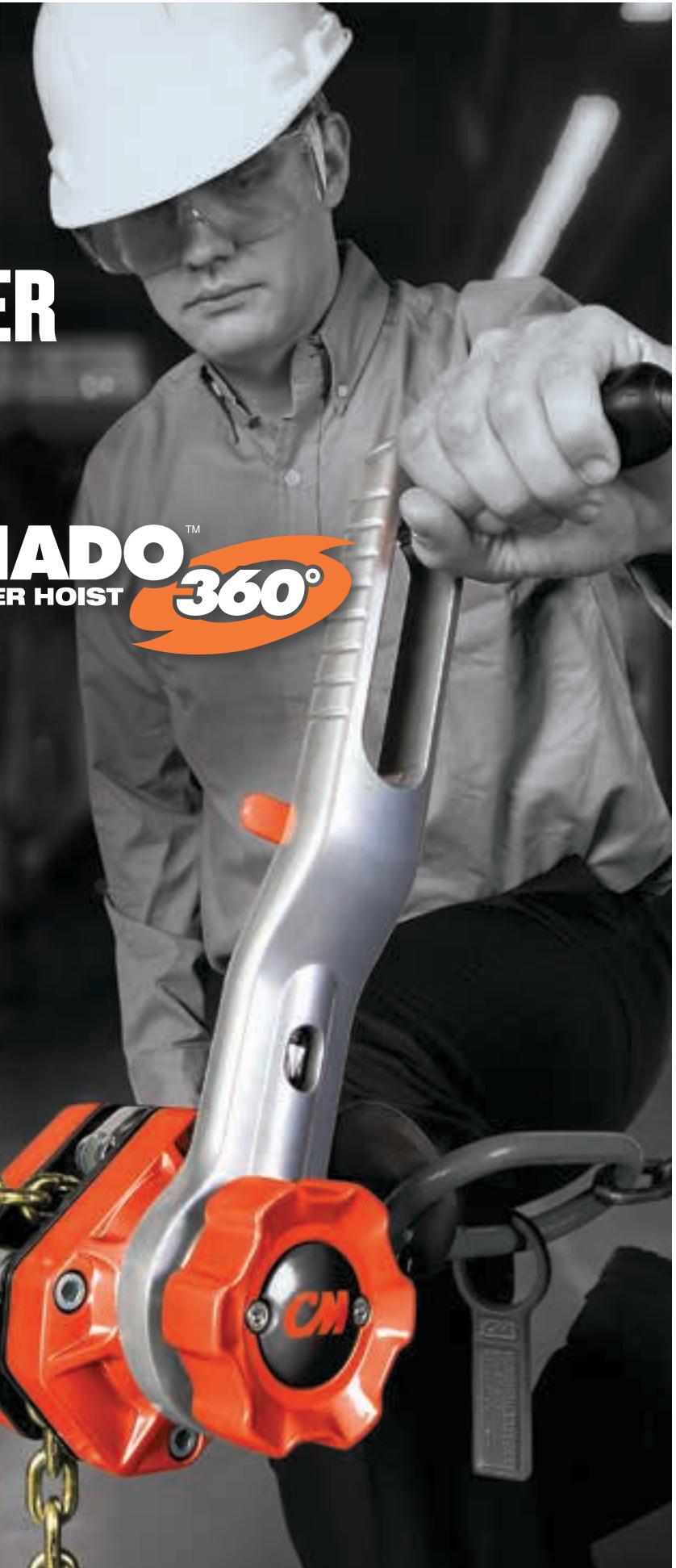
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# Passing Over The Wire Rope Bridge

## Loye Wayne Young

1940 – 2017

It is with great sadness that we announce the passing of the owner and CEO of Superior LMS, Inc., Loye Wayne Young, who departed this life on April 15th, 2017 from complications of Alzheimer's Disease. He was 77 years old.

Loye was born on April 10, 1940 to Cecil Loyd Young and Ila Mae Young (nee Lawrence), in Nashville Arkansas. Raised on a sharecropper's farm, he learned the values of hard work and strong faith, as well as discovering a personal gift for repairing machinery, an essential skill for any farmer.

Leaving Arkansas for Fort Worth, Texas, Loye began training for the newly emerging field of electronics at the age of 18, becoming in 1960 the youngest television repairman for RCA. With the knowledge gained in that field, he went on to work for the Bendix Aerospace Systems Corporation in Maryland, where he worked on flight control systems used in the Apollo Program at NASA. Later transferring to work directly for NASA in radar/communication systems control and operation in Cape Canaveral at the facility which later became the Kennedy Space Center, he worked with the team responsible for maintaining the communication link between Mission Control and spacecraft in flight. While at NASA, Loye also earned his FCC license. Following the end of the Apollo program, he started his first business, a company called Airway/Seaway Communication, an electronics company specializing in the repair and installation of avionics and naval communication and navigational equipment in Corpus Christi, Texas. Selling that company after a few years, he went to work as the physical plant and biomedical equipment manager for Spohn Hospital in Corpus Christi, before moving to Paris, Texas to become the Chief Engineer on staff at St. Joeseph's Hospital.

The Airway/Seaway company in Corpus Christi was the first in a long line of successful businesses, including a home construction company in Paris, Texas, where he also earned his Master Electrician's license. He established a traffic signal maintenance and construction company called Superior Signal in Houston, Texas in 1992. Finally in 1997, in partnership with his wife Mary Young and step-son Robert Renton, Loye established Superior LMS, Inc., a wire rope and rigging shop in Pearland, Texas.

Loye also found time to build and race asphalt track stock cars in the 1970's and was a licensed private pilot, building a kit plane and later flying his Cessna 172.

Loye is survived by his wife, Mary S. Young, six children and step-children, and fourteen grandchildren.

In lieu of flowers, the family requests that donations be made to Shriner's Hospital for Children in memory of Loye W. Young.



## Nancy R. Rauh

1947 – 2017

Pomfret Ctr. – Nancy Rourke Rauh passed away on Monday, May 8, 2017 after a courageous battle with cancer. Nancy was born in Manchester, CT on June 1, 1947 to Joseph A. and Greta (Torrence) Rourke. She graduated from Manchester High School and Saint Louis University with a degree in Business. Prior to settling in Pomfret Center, she lived in Boston, MA and St. Petersburg, FL.

She leaves behind her husband of 39 years John, son Nicholas, daughter Anne, son-in-law Kellen Backer, granddaughter Greta, brother Joseph Rourke and numerous other family members and friends. Nancy was predeceased by her parents, son James, and brother James Rourke.

Nancy had a long career in retail and sales, recently retiring from Arett Sales where she sold lawn and garden supplies across southern New England. Her love of gardening extended beyond her work and she was an avid gardener. She improved the world in ways that went well beyond her beautiful gardens through her volunteer work, from helping Santa answer correspondence to helping build kitchens in a small village in Guatemala.

Nancy loved to entertain, and was apt to invite strangers to dinner or a party. She also enjoyed travel, and recently took up kayaking and deep-sea fishing. She loved the beach, being out on the open water, and cooking. She loved talking with friends and family, arranging flowers, and walking on the Putnam River trail.

While in life Nancy adored flowers, the family asks that in lieu of flowers, contributions be directed to the Hale Family YMCA, 9 Technology Park Dr., Putnam, CT 06260 in Putnam, CT, or to Partners in Development, Guatemala Program, 174 High St. #106, Ipswich, MA 01938. For memorial guestbook visit [www.GilmanAndValade.com](http://www.GilmanAndValade.com)

## Benjamin P. Modica

1934 – 2017

It is with great sadness that we announce the passing of Benjamin P. Modica. Benjamin was born on May 11, 1934, in Brooklyn New York, a son of the late Rose and Joseph Modica.

Benjamin worked in the wire rope industry for most of his career, starting as a splicer for Rochester Wire Rope. He then worked for Theodore J. Burke and Sons in sales where he met his eventual business partner, John F. Gibbons. He next worked for Disco International. He finished his wire rope career at Metro Wire Rope Corporation that he and John F. Gibbons founded in 1977. He was Vice President of Sales of Metro Wire Rope for over 25 years.

He was an avid softball player and devoted NY Rangers and NY Mets fan. Benjamin also had a brief stint in the baseball minor leagues with the Marion Marauders (1953).

They are survived by three children: Joseph Modica and his wife Marianne, Steven Modica and his wife Lorrie, Maria Fichera and her husband Michael; grandchildren Benjamin Modica and his wife Molly, Meredith, Matthew, Christopher, Anne Modica, Carina and Giana Fichera; great-granddaughter Olivia Modica.

In lieu of flowers, memorial contributions in Benjamin's name may be made to "St. Mary's Tuition Angel Fund", 40 Spring Mount Road, Schwenksville, PA, 19473 to benefit families struggling to finance their children's education or to the National Multiple Sclerosis Society, Upstate NY Chapter.





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## Winners!

Left to right  
Greg Moore – Cable Moore,  
Bobby Allen – Trinity Sling,  
Geraldine Cutajar – Uniwire  
and Kerry Hayward –  
Mazzella Companies



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### Long Drive

#### Men

Steve Zande – Service Thread

#### Women

Jessica Sage – Charleston's Rigging & Marine Hardware

### Closest to Pin

#### Women

Sharon Mathis – Chant Engineering

#### Men # 15

Brian Agnew – Fulcrum / Kentuckiana Wire Rope

#### Men # 17

Mike Posey – F.D. Lake Company



### **1<sup>st</sup> Place Women**

Jessica Sage – Charleston's Rigging & Marine Hardware

Sharon Mathis – Chant Engineering

Darlene Kreinkamp – Pac West Wire Rope

Mendy Benton – Campbell Chain

### **2<sup>nd</sup> Place Women**

Gale Mazzella – Mazzella Companies

Kerry Hayward – Mazzella Companies

Jan Amick – Amick Associates

Geraldine Cutajar – Uniwire LTD

### **1<sup>st</sup> Place Men**

Lee Cornwell – Carolina Webbing

Tom Hudgins – Bishop Lifting

Tom Kreher – CECA

Al Steele – ADB – Hoist Rings

### **2<sup>nd</sup> Place Men**

Chris Whitehead – The Crosby Group

Phil Chant – Chant Engineering

Thomas Benton – Marine & Industrial Supply

John Doyle – Peerless Industrial Group

### **3<sup>rd</sup> Place Men**

Bobby Allen – Trinity Sling

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Dale Kreinkamp – Pac West Wire Rope

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### Boeing Recognizes Chant Engineering With 2016 Performance Excellence Award Two Years In A Row

Chant Engineering Co. Inc. is excited to announce it has received the 2016 Boeing Performance Excellence Award for the second year in a row. The Boeing Company issues the award annually to recognize suppliers who have achieved superior performance.

Chant Engineering Co. Inc. maintained a Gold performance rating for each month of the 12-month performance period, from Oct. 1, 2015 to Sept. 30, 2016. Based on this exceptional achievement, Chant Engineering Co. Inc. earned recognition as a Gold Boeing Performance Excellence Award Recipient for 2016. Chant also received this award in 2015.



"We accept this Boeing award with great pride, as it comes from a world-class organization. We always strive to produce our products at an extremely high level of quality and performance. This recognition award from Boeing reinforces our commitment to excellence," said Phil Chant, Chant's President.



For the 2016 award period, Boeing recognized 480 suppliers who achieved superior performance and quality. Chant Engineering is pleased to be included in this distinguished group, and particularly honored to be named among the Top 82 suppliers who were awarded the Gold Level of Recognition!



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### pewag Pueblo Colorado Manufacturing Plant Earns Newest ISO Certifications

On March 22nd, 2017; pewag Traction Chain, Inc. was awarded the ISO 9001:2015

Management System Certification and the ISO 14001:2015 Environmental Management System Certification by Advanced International Registrar for the Manufacture of Traction Chains.

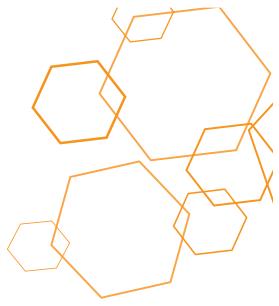
ISO certification is based on quality and environmental management principles including strong customer focus, motivation, environmental focus, the process approach, and continual improvement and review. Together the Quality Management System and the Environmental Management System is at the core of the company's philosophy for an effective, cost efficient and high performing Integrated Management System.

Mike Uhrenbacher/President of pewag Chain Inc. stated, "We are extremely proud of our team and

their efforts to attain the ISO 9001:2015 and ISO 14001:2015 Certification. It means that quality

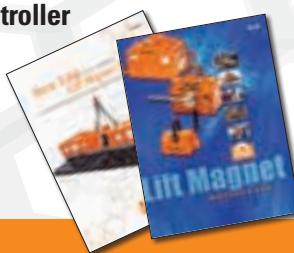
and our control impact on our environment is not just a concept, but a reality. Our policies and procedures document that, but our people show it in how they work – and particularly in how they engage with our customers and the environment. ISO certification provides evidence to customers, suppliers, employees, and the community of our commitment to producing premium quality product and providing superior customer satisfaction, while respecting the environment."





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### A Century of Wire Rope Excellence

PRAIRIE VILLAGE, Kansas – April 20, 2017 – Union Wire Rope, a WireCo WorldGroup Brand, is proud to announce its 100th year as the industry leader in the design and manufacturing of wire ropes and assemblies. Union products deliver exceptional service and unmatched support worldwide. In addition to oil and gas applications, Union Wire Rope products are used in construction, logging, industrial, and surface mining.

Union has a rich history dating back to just before the United States entered World War I. Commodity prices were steadily increasing and headlines such as "Oil Prices Bound to Soar" were typical. Industries were experiencing shortages of supplies and rising prices. The lack of wire rope had become so acute that drilling and production of petroleum products were threatened.

Legend has it that a group of men were playing poker at the Tulsa Club, in the basement of the Tulsa Elks Club. One of the players was Henry Black who was lamenting that he had no wire rope to sell. He suggested that they supply the money and he would build them a rope mill. Black became the catalyst for the oil men

who gathered later to determine the course of action. They purchased approximately 12.5 acres of land on the east bank of the Blue River in Kansas City, Missouri, and on May 17, 1917, Black Steel & Wire Company became a reality.

In 1927 a new management team reorganized the company as Union Wire Rope. After the War, Union was still strong in the oil fields, but they began to seek other types of business. This led to the development of shovel and drag hoist ropes for the mining industry, which played a large part in Union's continued, steady growth.

In 1958 Armco Steel acquired the assets of the Union Wire Rope Corporation, and in 1988 Union was acquired by WireCo WorldGroup, making WireCo the largest wire rope manufacturer in the United States.

Today, Union remains an industry leader in oil and gas, mining, crane and general-purpose ropes with technical support unmatched in the industry. The Union Cut-Off Program, which is designed to calculate, log and track the service life of Union drill lines is recognized by contractors around the world as the best in the industry.

### Passing Over The Wire Rope Bridge

#### *Worswick, Dolores*

1930 - 2017



Worswick, Dolores March 29, 2014. I am writing my Obituary so my children will not have that responsibility. When will God call me is not a given nor what caused my death. Neither is important. Where our souls go is what matters. I was born to Charles and Anna Hatch (deceased) in Philadelphia. I was the thirteenth child of fourteen children. I am the last survivor at this writing including spouses. Two infant boys died each at a month old. One was the second child and the other a baby boy was the eleventh child. A baby girl the fourteenth died at thirteen months old. I was then considered the "baby" of the family. We were a very loving and close family and each loss, close together hurt badly. My Mother had seven children at home when my Father died. I just turned five when he died. My Mother never re-married so was both Mother and Father to us. Added to the three infants she

lost, she also lost two adult children before her death at age seventy. Her faith and strength are the two qualities I always hoped I could attain. My husband Ron pre-deceased me October 13, 2006. His death left a tremendous impact on me and my family. It's said "no one is indispensable" but Ron was one that came very close to being just that, "indispensable". He was our anchor. We dated one year and then married. We remained married for fifty-eight years at the time of Ron's death. My life was never the same. It couldn't be. Ron and I had three sons whom now survives me. Donnie (Candy), Denny (Barbie), Doug (Kathy). No matter how old my sons reached I always saw the faces of the little boys they once were. Boys do have a tendency to touch their Mother's heart forever. I also leave nine grandchildren: Nicole (Eric) Eric (Lindsay), Kristin, Ryan, Alicia (Jake), Niki (J), Matthew, Brooks, and Jenna. I leave fifteen great-grandchildren: Chandler, Michael, Ariana, Grady, Vanna, Doug, Nicholas, Ethan, Jace, Chloe, Ryleigh, Camden, Emily, Jeremy, and Abby. In spite of the above sadness in my life I continued to laugh and have a sense of humor. Gifts from God. I found such beauty driving down tree lined streets with the sun shining through them. It always reminded me of Jesus and Heaven. Serenity. It was a free gift given by God's Creation. As promised by God my death is a free gift to the Resurrection. May God shower my children, grandchildren, and great-grandchildren with many blessings. Private viewing and mass will be held for my family only. In lieu of flowers please make a donation to the following charities. Hirshberg Foundation for Pancreatic Cancer 2990 South Sepulveda Blvd. Suite 300C Los Angeles, CA 90064 <http://pancreatic.org/> Alpha I Foundation 3300 Ponce de Leon Blvd. Coral Gables, FL 33134 <https://www.alpha1.org/> Smile Train 41 Madison Avenue 28th Floor New York, New York 10010 [www.smiletrain.org](http://www.smiletrain.org)

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### Patent Received

Landisville, PA - Lift-All Company is pleased to announce receipt of patent number 9,597,996 from the US Patent & Trademark Office for its Edge Defender™ Cut Protection Pad. It represents our most recent step forward in providing the product support our customers need. Following thorough product development and testing, the Edge Defender™ has spawned a loyal following since its release. This flexible protection pad is used in conjunction with the lifting sling. The product is designed to provide cut resistance along its entire length, against the edge of the load.

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Steve Pacilio – President, Lift-All Co. Inc.

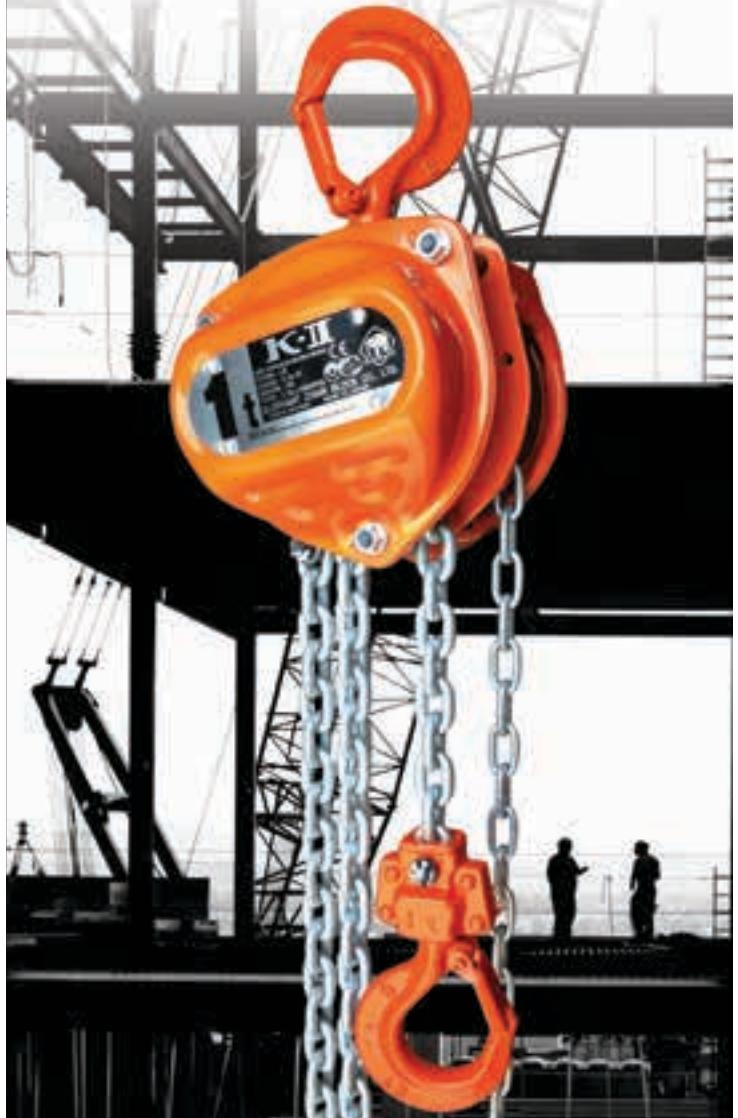
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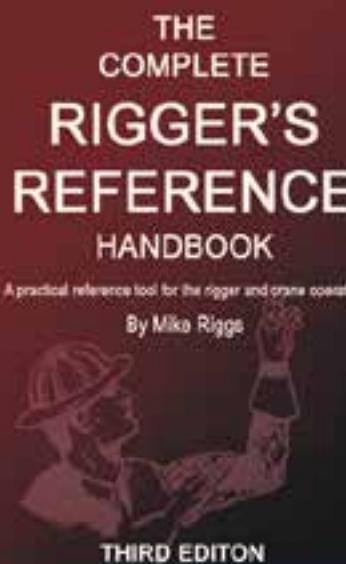
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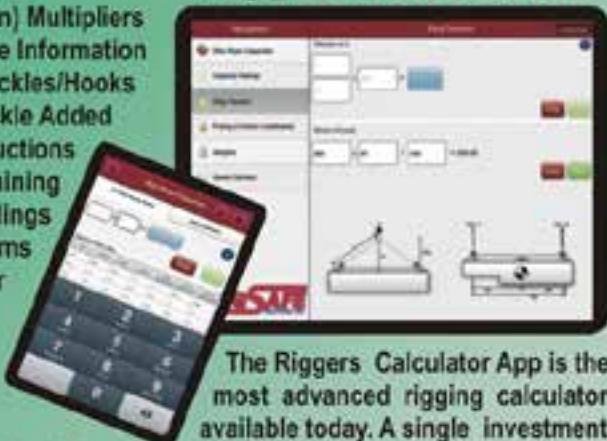
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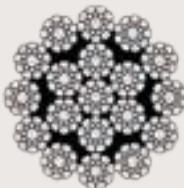
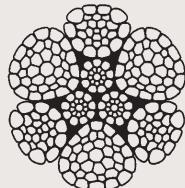
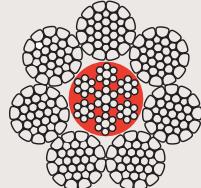
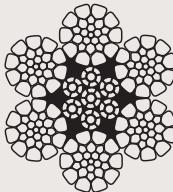
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# The Business Owner's Ladder: What Level Have You Reached?

By KP Persaud

When it comes to being a business owner, I believe there are three possible “levels” that a person can reach. All business owners find themselves at one of these three levels:

- (1) Owners who are *employees* of their businesses;
- (2) Owners who are *general managers*; and
- (3) Owners who are *entrepreneurs*.

I'll describe these levels in more detail later. For now, I want you to understand that these levels are like rungs on a ladder. You start off at the first rung, start climbing your way towards the second, and then hopefully reach the third and final rung.

## Level 1: Employee

Let's start with the first level—the bottom rung on the ladder. A lot of people who own businesses act more like employees of their businesses than owners. How so? Because they roll up their sleeves and perform tasks that hourly workers can do.

Don't get me wrong. There's nothing wrong with having to do this when you're first getting your business off the ground. But if you've been at it for a number of years, it's time to take on tasks that will have a greater impact on your bottom line.

Be mindful of what your time is worth as the business owner. Don't do \$10 per-hour tasks when you could be doing \$200 per-hour tasks.

## Level 2: General Manager

The second level is for business owners who operate like general managers. The majority of owners fall into this category. These owners might not have an official job title of “general manager,” but that's the best way to describe what they do on a daily basis.

These “general manager” owners oversee almost everything: operations, finances, human resources, sales and marketing, and so on.

Even if they relinquish control over some things, they're still looking over a lot of shoulders.

What's wrong with being at this level? Nothing, except that most owners at this level stay here permanently.

In fact, many owners think that this is the apex and there's nowhere to go from here.

They think the end-game of ownership is to just manage, manage, manage—and maybe grow the business some. They try to extract as much profit as possible until it's time for retirement.

Why do some owners settle for being general managers on a permanent basis? Because almost all business owners we've ever worked for or been around during our lifetimes operate this way.

Our stereotypical view of a business owner is someone who is always in the office, sorting through a pile of important papers, talking on the phone all day, and calling all the shots. The person gets there early and stays late.

There's nothing wrong with hard work. That's not what's wrong with this picture.

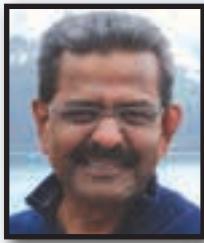
Once you've established yourself as an owner, you've acquired something called leverage. You can start using the leverage you've built up over the years to transform your business—and your life—and reap much greater rewards than you ever could as a general manager.

That's what it's all about when you reach the third and final level.

## Level 3: Entrepreneur

I consider being an entrepreneur the highest level of business ownership. Business owners who are entrepreneurs are focused on building wealth. They do so using their own money, other people's money, their own ideas, or other people's ideas. They don't work for money—money works for them.

If you fall in this category, your goal is to have a profitable commercial enterprise that works for you—and that works *without you*. You view your business as a source of wealth-generation, not a place where you are employed or that you have to manage.



## K. P. Persaud. *Founder, De Kasp Enterprises, Inc.*

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Entrepreneurs want to make their current businesses more successful so that they can use the profits to invest in other businesses, start new businesses, or expand their current ones. In the end, the current business could end up as one income-producing asset amongst others in a larger portfolio.

How does a person reach this rung on the ladder? First of all, it requires finding someone else to play the role of general manager.

Deciding to get a replacement can be difficult at first, as a lot of business owners think they can manage their businesses better than anyone else. They also think the amount of money they'd have to pay someone to manage the business doesn't add up. Both lines of thought are usually wrong.

You, as the owner, may know the ins and outs of your business better than anyone else; however, it doesn't have to always be that way. Think about the tasks you perform on a consistent basis. Many of these can be handed off to another person, if you're willing.

I typically find that an owner can hand off around 70%-80% of tasks to someone else, as most of these are managerial in nature. The other 20%-30% of tasks are high-level business ownership issues that you can continue handling yourself. Over time, you can continue handing off more tasks and trim this number even further.

In terms of having to pay your replacement, think of this way. If you were suddenly relieved of 70%-80% of your current duties, how might you use your time? How much more money could you make?

As an established business owner, you have a lot of opportunities at your disposal. You have a stable of employees, a building, equipment, the ability to borrow large sums, key relationships, and more. This is all leverage you have created for yourself over the years.

Using this leverage, you can create new income streams for your business, start a new business, pursue joint ventures, and more.

Last but not least, you have developed immense knowledge during your time as a business owner. There's no reason you can't put all of this knowledge to use in other business ventures.

### Conclusion

Where do you find yourself on this ladder? Are you at Level 1, Level 2, or Level 3? Many business owners have no concept of these three separate levels. As a result, they'll always stay at the same place.

That doesn't have to be true for you. Business owners who strive to improve will always outperform those who are happy doing the same thing over and over—day after day, week after week. Will you continue to climb or are you happy staying where you are?

As a business coach, a lot of what I do involves helping owners reach the next level on the ladder. To learn more about how I help businesses, please visit my website. Feel free to email me at [kp@kppersaud.com](mailto:kp@kppersaud.com) or call me at (319) 721-3175.



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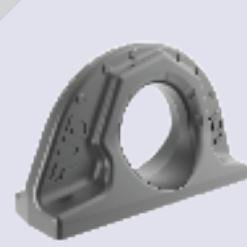
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### Gaylin / Rigmarine Set Spooling Standards

Three recent contracts awarded to the Gaylin Group of companies (of which Rigmarine is part) substantiated their collective status as a major global specialist provider for turnkey wire rope supply and installation packages.

Progressive development of deeper water exploration, supported by new-build state-of-the-art deep-water construction and offshore support vessels have transformed the spooling industry. From mundane spooling of 25t wire to critical logistical and operational scopes of work, the sector demands hours of planning, top of the range tensioning equipment and, of course, industry-leading knowledge and expertise.

Mike Duncan, managing director at Gaylin, said: "All of our international service centres are equipped to provide a varied work scope from the rental of spooling machines and operators only to a full project managed package. Typically, this is in the marine and / or lifting industries and will involve the handling and installation of anchor mooring wires, A&R [abandonment and recovery] wires, mooring systems and crane wires, all presenting their own spooling challenges, and few companies excel at this activity."

Recently, a number of extensive fibre rope spooling and tensioning projects have been executed by the group, each of which, Duncan said, brought with them their own challenges, but also a satisfying level of achievement and knowledge to all involved.

Three projects in particular provide testament to this point. Two case studies presented a simultaneous challenge to install A&R wire rope packages aboard vessels in Malaysia and Azerbaijan respectively. One docked at Johor Port required 109mm x 3,000m, 160t capacity rope. In Baku, aboard another, 112mm x 3,000m rope of 155t capacity was the order of the day.

Duncan reflected on the scale of both projects, recalling local mobilisation of engineers and machinery from Gaylin's offshore marine base in Johor and Rigmarine's Azerbaijan facility. Each location provided an engineering team of at least 12 people, including project management as well as two spooling machines of over 200t capacity.

He said: "Due to irregular reel dimensions in the Caspian, re-engineering of the 200t spooling machine was required in a short timeframe to avoid mobilisation of a specific machine from Europe. This saved the client in excess of \$50k alone."



A winch test system was provided to the same project with specific components, such as a 500t triplate, 500t wide body load measuring shackles and synthetic grommets. Both projects were completed within budget, on time and without incident, Duncan added.

Finally, and most recently, Rigmarine mobilised a team from its new UK operation, comprising a project manager, mechanical fitter, machine operator and two qualified wire rope technicians, to assist with the installation of over 6km of 90mm diameter AHTS wires, all of which were provided by Rigmarine Europe UK.

A bespoke all-weather socketing and rigging facility, in addition to a 250t self-contained back tension spooling machine, supported the team. Also part of the package was a rigging and test equipment loft, including water bags and load cells to test the vessel cranes. The project was completed ahead of schedule, allowing the vessel to depart and take up charter. Duncan highlighted the fact that this was the first of six new-builds for which Rigmarine Europe UK has the supply and installation contract.

He concluded: "As a group we offer a wide range of spooling plant from 5t to 400t capacity and in all we operate in excess of 30 units located in several key geographical regions. Having the machinery is one thing but ensuring we can provide excellent support to our clients via our experience and competency is another. Many wrongly believe it's all about investing in the kit and forget about the ability to safely use it. All of our equipment is in accordance with European and international standards such as LOLER and PUWER, and all of our technicians go through tailored and rigorous training courses."



## PRESS RELEASE

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### Chant Engineering Welcomes Eric Pilacik as its Engineering Manager

Chant Engineering Co. Inc. is pleased to welcome Eric Pilacik. Pilacik will lead Chant's Engineering Department as its Engineering Manager as they expand further into foreign and domestic markets. Pilacik, based at the Chant headquarters building in New Britain, Pennsylvania, brings 5 years of engineering management experience to compliment his new role. Phil Chant, President of Chant Engineering, said "We are excited to have Eric join Chant. He will be a valuable asset and addition to our dynamic team. He will play a key role in enhancing relationships with existing customers and leading our engineering team to ensure we'll be better positioned to continue providing quality service to Chant customers. We welcome Eric and his expertise as part of our growing team."

Prior to joining Chant, Pilacik worked not only in a management role but also in R & D, product development, and as a design engineer in the aerospace industry – earning patents for some of his design work. Privately, he is a proud family man who enjoys spending quality time with his wife and children, volunteering at their sports and club events, volunteering at various parish events, and teaching in his parish's religious education program



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## Celebration in western Pennsylvania town has a Wire Rope Back Story

Continued from page 13

land in 1832 the Roeblings laid out a town named for the German state of Saxony, Saxonburg. It began as their vision for a wholesome town for German settlers. Parcels were sold to families from Mühlhausen who ventured to Saxonburg for a new life in this country.

As the waves of immigrants came during several decades in the mid-1800s, the Germans settled in Saxonburg to establish a center of commerce and farming. In fact, the town has continued with the streets laid out as they were by John Roebling. At the heart of the town is the iconic Main Street with its bustling activity of commerce and hospitality which remains today.

Main Street maintains much of its original character. The street features 32 buildings that are more than 100 years old and is named to the National Register of Historic Places. Today the Saxonburg Memorial Presbyterian Church stands at the highest point in town at the head of Main Street, just as John Roebling had designated when he built the church in 1837. Saxonburg owes much to the Roeblings and their immigration from Germany.

His first cable passed its test of practical use in the Sharpsburg ferry. Roebling in turn secured a contract from the state board of public work for their use on the canals and inclined planes he then began the construction of the works still standing today as tributes to his imaginative intellect, engineering ability and, perhaps most importantly, his perseverance.

Preserved for the ages, in what is called Roebling Park in Saxonburg, is the structure that John Roebling used as his wire rope workshop where he refined his patented cable process.

Roebling utilized machinery of his own design. He first manufactured wire rope along a "rope walk" in a wooded area on the eastern side of town.

Author Ralph Goldinger in his book *Historic Saxonburg and Its Neighbors* describes the process:

"Roebling built a rope walk on his farm, purchases some iron wire and entered into the cable making business. The area at the corner of Rebecca and Water Streets where Roebling Park is now located is the site of the inventor's workshop. His cable factory was operative in Saxonburg from 1841 to 1848.

"Individual strands of wire were laid out, in some cases, almost 2,500 feet across the long meadow which extended southward away from his work area onto the Nagler farm. The twisting machinery was situated outside the workshop and was operated by hand. It was of course, Roebling's own invention. A cable could be completed in a week to ten days. Approximately eight men were needed to twist the cable and sixteen to eighteen men to wind the cables onto reels."

Other histories over many decades pointed out his substantial construction accomplishments, including: a suspension wire aqueduct across the Allegheny river at Pittsburgh, in 1844; the suspension bridge across Niagara river, begun in 1852, and completed in 1855; the suspension bridge across the Ohio river from Cincinnati to Covington, begun in 1856 and finished in 1857; the bridge across the

Allegheny at Pittsburgh, begun in 1858 and completed in 1860. One history from 1895 explained, "and last – the greatest and grandest of all – the East River suspension bridge, connecting New York and Brooklyn. This is the largest suspension bridge in the world, and is a marvel of modern engineering skill. It was completed in 1883."

The Roebling years in Saxonburg ended in 1849 when he moved to Trenton, New Jersey, to build a large manufacturing plant to expand the wire rope process. But the history of the Roeblings in Saxonburg is not complete without referencing his marriage in 1836 to Johanna Herting, the daughter of a tailor who emigrated from Mühlhausen.

Six children were born to the Roeblings during their time in Saxonburg. One of their sons was born in 1837 and baptized



Washington Augustus Roebling. He lived in Saxonburg for the first 12 years of his life. Washington Roebling enlisted in the New Jersey militia at the outbreak of the civil war. He left the service with the rank of Colonel. Col. Washington Roebling's place in history includes his role in the construction of the Brooklyn Bridge. His father, John, injured his foot during the early construction of the bridge. That injury led to lockjaw setting in. John Roebling died in 1869, never seeing his grand bridge completed. But it was Col. Washington Roebling who stepped in to become the Chief Engineer and supervised the completion of the bridge.

When one visits Saxonburg and Roebling Park, the Roebling legacy is not only visible by the preservation of the wire rope workshop. The park includes another reminder of the Roebling's impact and ties to the town. There is a replica of the Brooklyn Bridge.

Adjacent to the bridge replica and the wire rope workshop is the Saxonburg Museum. Besides highlights of the Roebling years in Saxonburg, including a replica of Roebling's wire cable, the Saxonburg Museum provides an insight into the heritage of the people who founded and have lived in the Saxonburg area. And Main Street remains lined with shops and businesses that share the same passion for preserving the town's history.

Perhaps when John Roebling rounded up his fellow Saxon-burgers and had them hand-twist the country's first wire rope out in the fields, he knew history was being made. And though Roebling realized, as well, that his fortune awaited him outside this small village in western Pennsylvania – the place where it all began for the "father of American wire rope" will always be Saxonburg. The cradle of American wire rope will be glad to have you join in with the festivities this summer.







The logo features a stylized 'T' and 'M' in blue, with a grey arch shape above them. Below the arch, the words 'Hoists & Hoist Chains' are written in a smaller, black, sans-serif font.

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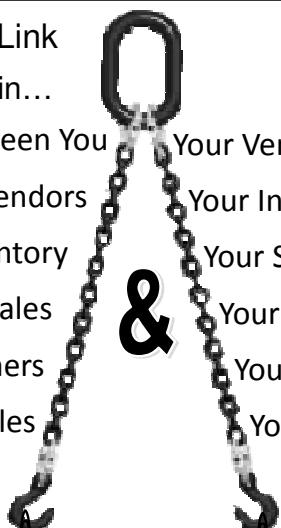
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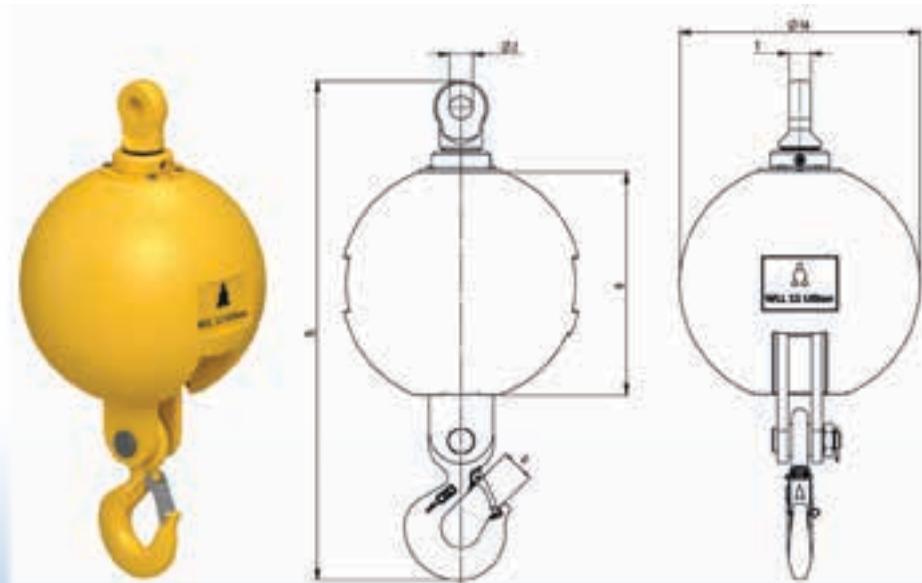
### New Round Style Overhaul Balls by RopeBlock BV of Holland

Associated Wire Rope & Rigging, Inc. announces the introduction of the new Round Style Overhaul Balls by RopeBlock BV of Holland. This exciting new product adds to RopeBlock's existing line of European style cylindrical and pill-shaped overhaul balls, which have been available for years. The new Round Style enhances the overhaul ball offering from the Dutch company.

"Our customers have been asking for the round-shaped overhaul balls and we answered by working with RopeBlock to develop a product that fits nicely in the 5 to 20 Ton range, with weights from 100 to 1,200 lbs." states Scott Fishfader, President & CEO of Associated Wire Rope. "Fitting a variety of wire sizes from 7/16" to 1-1/8", the new Round Style overhaul balls can be configured for almost all modern cranes and other winched lifting devices".

The new Round Style Overhaul Balls are manufactured with the same time-tested components used by RopeBlock on their block and ball products, including high capacity swivel thrust bearings, forged hooks, and RopeBlock's smart engineering. The hooks use a point-locking latch that also serves to monitor distortion and potential deformation, which is a good first-line indicator.

The full range of Round Overhaul Balls will be available through your local RopeBlock distributor. Associated Wire Rope will be prepared for quick shipment of most models from their Southern California distribution center. Please direct questions to [sales@awrrinc.com](mailto:sales@awrrinc.com).



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### Loos and Company Continues Expansion of Sales Team

**Pomfret, CT, February 17, 2017** — Loos & Co., Inc. is pleased to announce the expansion of our sales team with the addition of three new members. As Loos and Company's sales team grows, our newest employees will allow us to continue offering the comprehensive support our customers have come to expect. As a leading domestic manufacturer of stainless steel and specialty alloy wire and wire rope, Loos and Company is always looking to ensure we are exceeding customer expectations.

The new hires include:

#### **Melissa Colli, Inside Sales Representative**

In her role as Inside Sales Representative, Melissa will be serving customers in the Northeastern United States as well as customers in the Midwest and Chesapeake Bay area. Melissa has a strong background in sales in a variety of roles and offers expertise in providing customers with comprehensive solutions.



#### **Jennifer Duprey, Sales Assistant**

In her role as Sales Assistant, Jennifer will be working with our internal and external sales representatives to ensure our global territorial coverage runs smoothly. She joins Loos and Company with a strong customer service background to support the customers in our wire and wire rope markets.



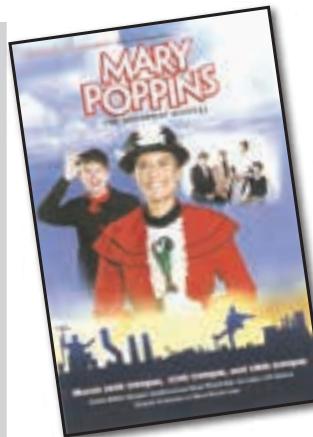
#### **Katherine Bledsoe, Sales Assistant**

In her role as Sales Assistant, Katherine Bledsoe will be overseeing the daily activities in support of our focused markets, including government and military sales. With years of sales knowledge, she will be helping expand our growth in targeted specialty markets.



"These newest team members represent continued growth of sales and customer service capabilities within Loos and Company," says Robert Davis, Vice President of Sales and Marketing. "We are excited about the drive and potential our newest employees bring to the company and anticipate that they will contribute to the continued success of Loos and Company."

These changes will be extremely important as Loos and Company continues to expand their customer base and product scope.



## Member Bits of Interest

McKenna Gubanich, granddaughter of Ed Gubaanich and daughter of Ken Gubanich of DWR, was the lead this Spring in Faith Christian Musical Mary Poppins.

She has performed in the plays for the last four years with earning the lead her senior year. In addition to the theater, McKenna has also performed with the high school select choir and played varsity softball for four years. While playing 3A varsity softball she was selected for All-State three years as an infielder and has earned a scholarship to Utah State Eastern.





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## Diversifying helps keep things Going with Midwest Lifting Provider

Continued from page 6

the Caribbean island of Curacao off the Venezuelan coast for repair.

The iron ore was shifted from the six holds on the ship toward the bow to put the bow deeper into the water and make the rudder more accessible. This raised the stern end up about 20 feet – a big difference. The hoists Delta Rigging & Tools provided for the 50-Ton Rudder episode were 25 metric ton (27.5 US tons) rated, pneumatic-powered chain hoists. The weight of the hoist with the chain, when empty is 1,500 lbs. The hoists are German-made by J.D. Neuhaus. They used a rotary vane motor with two-part line to accomplish the work. The chain used was 22 mm with a traveling length of 40 feet.

Because the hoists run on air and were used underwater, that can create a lot of bubbles, interfering with what the divers see. But normally an air exhaust hose is hooked up to pump the air away from where the divers are working. Some great shots showing the hoists in action underwater and then a simulated view of what happened, proved quite effective. Few other hoists can take the abuse that these are designed to withstand – especially since these were not really designed for underwater use.

Prior to any hoists leaving Delta, they receive a total preventive maintenance treatment and a dynamic load test with a live load. This ensures soundness in the hoist's ability to lift or lower its rated load. The hoists have a five to one safety factor and run on compressed air approximately 180 cubic feet per minute. The control is variable speed, allowing for quite accurate positioning, super-critical on such work as the rudder dismantling – especially the work of re-installing the rudder on the *Sophia D*.

Each hoist had a spring-applied disc brake and is always engaged. When the control is activated to lift or lower, that's when the brake is disengaged and the hoist travels either up or down. When the air is let off that's when the brake sets again, so air is

what energizes the brake. A three-ton air hoist was used to put the 25-ton hoists in place. Delta Rigging & Tools supplied some of the shackles and slings for use in handling the rudder as well. "Though such hoists have been in use for decades and use in this fairly unconventional application isn't new either, this particular hoist excels in adverse conditions," says Kowalik. "These hoists were designed to take very rigorous applications. We have over three thousand of these air hoists and ship them all over the country for use in a variety of applications; this was simply one of the more challenging ones." Delta has load-testing capabilities of up to 150 tons in hoist and tests their shackles too.

No job goes exactly as planned and it was particularly amazing how the hoists held the load in what is called a "shock-load scenario" when the rudder flipped during its removal. Workers were able to re-position and re-rig. Riley described it as undoing a 50-ton somersault underwater. Since Riley is a master rigger, he understood how crucial it was that they were able to do something such as that. When the initial work

with the hoists was completed Delta needed to send a service technician to recondition them. Their technician arrived in Curacao with enough parts to rebuild the motors of the four 25-ton pneumatic hoists in the shipyard. Though the hoists were able to operate underwater, the longer they stay underwater the faster their internal parts start to rust and degenerate in this extremely harsh environment. Since those internal parts are bare steel with no sort of coating

there is little protection against the seawater in which they functioned.

The hoists weighed some 2,500 pounds each, making them difficult to manhandle. Motors weighed approximately 100 pounds each and these were handled without any overhead rigging, hoists or forklifts. The crippled *Sophia D* had been pulled to Curacao stern end first. An attempt was made to pull it by the bow but the damage it had sustained made this difficult, as the bent rudder continually steered the ship around impeding the towing efforts.

Despite how incredible this salvage operation proved to be, those at Delta Rigging & Tools would no doubt add that their hoists are used all the time, worldwide, by a variety of industries, and by people working hard to perform some pretty interesting rigging feats. Sean Riley's show was all about that; taking viewers into the industrial world and demonstrating to them what is possible – that is with help from resourceful people using excellent planning, along with proper hoisting, lifting and rigging equipment.

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### Mazzella Lifting Technologies Opens Branch in Oklahoma City

Mazzella Lifting Technologies (a member of Mazzella Companies), a manufacturer and distributor of lifting and rigging gear, opens a new branch in Oklahoma City, OK. The Oklahoma City location is centrally located to provide products to oil and gas operations, crane rental companies and general construction.

"Our expansion into the Oklahoma market provides further diversification of our customer base, increases our services and capabilities and strengthens our experience and knowledge of the oil and gas segment. In addition, we are providing wire rope installation for well servicing and crane rental companies." says Craig Hayward, Chief Sales Officer of Mazzella Companies.

Craig also states, "Our Branch Manager, Tyler Henley, has over ten years of experience in the rigging and specialty rope industry. His professionalism and relationships throughout the region offer us a unique perspective and an opportunity for rapid growth."

Mazzella will maintain an inventory of wire rope, specialty ropes, fall protection, chain and fittings, synthetic slings, rigging hardware, hoists, hoist parts, pullers and other related rigging products.

"This is an exceptional opportunity for me to grow as an individual with an established and successful organization like Mazzella Companies, while continuing to build on my experience in the oil and gas market. Mazzella has a 62-year history of being an innovator with vast and growing manufacturing and fabrication capabilities." says Tyler.

Tyler graduated from the University of Central Oklahoma and started with Howard Supply an oilfield supply company in 2007. He worked in sales; focusing on the well servicing market. This experience led into the wire rope industry. In 2010, Tyler made the move to a cable spooling service business and focused solely on the well servicing business.

He used his vast knowledge on the spooling and install business to transition into the mobile crane business. This new endeavor will further increase his product knowledge and experience in the rigging business, as well as, move Mazzella into a completely new industry and service offering.

The branch will be located at 301 South Eagle Street, Oklahoma City, OK 73128 and will open on April 1, 2017.



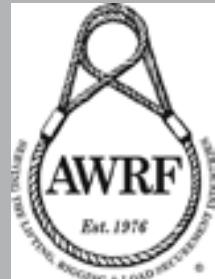
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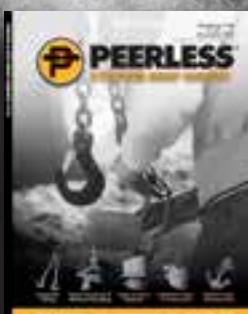


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### Modulift Provides Below-the-Hook Solution for Bedroom Installations

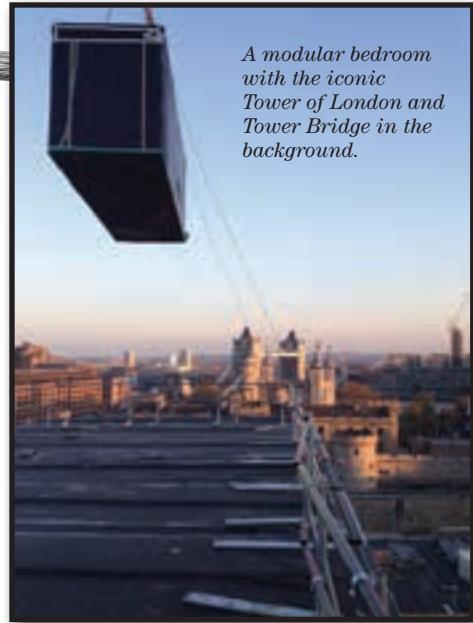
Two pioneers in modular concepts of different kinds combined to install bedrooms at the citizenM Tower of London Hotel, which offer guests views of the River Thames, Tower Bridge and a series of other famous landmarks.

Below-the-hook equipment manufacturer Modulift, a specialist provider of modular spreader beams, supplied rigging equipment as Polcom Modular installed 260 pre-fabricated structural modular bedrooms at the iconic riverside new-build.

Modular construction is fast becoming a building method of choice for organisations looking for rapid project completion, assured quality standards and minimal impact on the environment or the local area, said Ben Paget, structural director at Polcom. Polcom accepted a scope of work to design, manufacture, supply and install the bedrooms over an 11-week period, all at night.

The modules had bespoke designed lifting eyes integrated into the structural framing that were utilised by the rigging team. A bedroom-corridor module weighed approximately 8t, while the heavier bedroom-corridor-bedroom modules were around 12.5t.

Modulift provided standard MOD 24 (24t capacity at 5m / 17 ft.) and MOD 50 (50t capacity at 8m / 26 ft.) spreader beams, slings and shackles that were used in either single or one-over-two configuration depending on the lifting points on the modules; some were four-point lifts and others eight-point. Below-the-hook equipment totalled up to 1.25t in weight for each lift.



A modular bedroom with the iconic Tower of London and Tower Bridge in the background.

Polcom utilised a tower crane leased by Balfour Beatty, the major contractor, which was already onsite for other lifts related to the construction project. Paget

explained that as the crane was sourced prior to completion of the module design, limited height was available for the top floor bedrooms.

He added: "We had to modify the top floor lift with shortened chains and tighter angles to accommodate the final lifts. The module centres of gravity positions were not quite central and we had to manually compensate some of them with sandbags. Modulift's design service was critical to successful delivery of the project, giving us access to high quality drawings, specifications and expertise, particularly beneficial in offsetting the centre of gravity positions during design of the lifting frames."

During the day, spreader beams and lifting equipment was stored in a purpose-built cage that slotted onto the top of a module, located by the lifting eyes. Polcom moved the cage up each time work started on a new floor level.

Prior to installation the modules were transported from Poland to London Thamesport, a container seaport on the River Medway, where they were placed in storage. Most could be moved under normal transport restrictions but the widest had to be accompanied by special escorts. The entire modular installation crew consisted of between six and 10 people, which included resource for site bolting of the modules as well as rigging and traffic marshalling.

Following the success of the project, Polcom has employed Modulift below-the-hook equipment and expertise on further installations in the UK, USA and Canada. Paget said six such projects are taking place at the time of publication.

He concluded: "Our modular system is designed bespoke to every project. Size and shape varies according to the architecture. Where possible we limit the overall width, length and height to standard transportation limits to avoid extra costs, but this is not always possible."



*Polcom originally tested the rig in a one-over-two-over-four configuration but height restrictions onsite meant it had to proceed with either single or one-over-two configurations.*



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### Alps Wire Rope Corporation Management Changes

Alps Wire Rope Corporation announces the following changes in Management:

Effective April 3rd, **Mike Briand** has been promoted to **National Sales Manager**. Mike Briand has been with Alps for 5 years and in the wire rope industry for over 30 years. Previous to Alps, Mike was the Vice President Yoke North America.



Effective March 30th, **Jeff Marterella** has officially resigned as **National Sales Manager for Alps Wire Rope Corporation**. We wish Jeff the best with his future endeavors, he will be greatly missed.



**Ross Benner** has been appointed **Regional Manager for the North Central area**. Ross has been with Alps for more than 21 years and previously held the positions of Purchasing Manager and Customer Service Representative at Alps Wire Rope Corporation.

**Bill Lee** is appointed **Regional Manager for South Central area**. Bill Lee has been with Alps Wire Rope for over 11 years as a Sales Representative. Bill previously worked for NOV, MacWhite and a few others while racking up a total of 36 years in the gas and oil industry.



Congratulations to Mike, Bill, and Ross!



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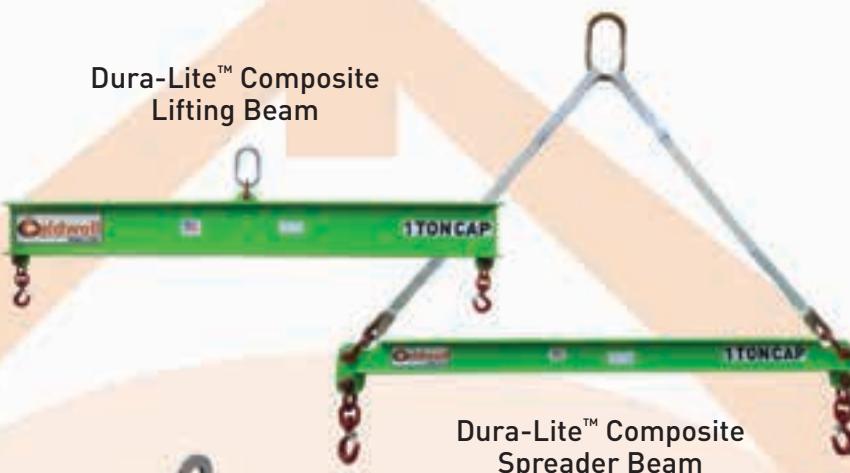
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### New Eriez® Separator Removes Stainless Steel Prior to Wire Cutting and from Zurik Fractions

Erie, PA—The new Eriez® Stainless Steel Rare Earth Roll Magnetic Separator represents a breakthrough for wire chopping facilities, giving users a long-awaited solution to effectively remove stray stainless steel prior to any chopping lines. It reliably recovers and concentrates stainless steel from the “Zurik” conductive fraction from a fines -1” sensor sorting machine or the waste fraction from a fines -1” eddy current separator.

With a magnetic field strength in excess of 20,000 gauss on the roll surface, this *Stainless Steel Rare Earth Roll Magnetic Separator* is the strongest permanent magnet available anywhere. Its incredible magnetic power enables the unit to capture even the smallest pieces of stainless steel before they can cause expensive damage to blades on wire choppers.

The conveyor is designed on 5' centers with a high strength magnetic head pulley (the rare earth roll) and features a 17 mil Kevlar® belt to convey material over the rare earth roll. An adjustable splitter assembly provides a split between a weakly magnetic stainless steel fraction and a non-magnetic material fraction.

Recycling Equipment Product Manager Chris Ramsdell says, “To avoid damage to the belt, input material must be magnetically treated prior to reaching the Rare Earth Roll Conveyor.” He adds, “We work closely with all our customers to understand their unique issues. This allows us to design a complete and effective system to remove any ferrous materials with drum magnets and/or magnetic head pulleys prior to processing on the Rare Earth Roll Conveyor.”

Eriez will showcase the new *Stainless Steel Rare Earth Roll Magnetic Separator*—along with a wide array of additional state-of-the-art metal recovery equipment—at the *2017 Institute of Scrap Recycling Industries (ISRI) trade show*. Eriez is dedicated to advancing the recycling industry through innovation and investment in breakthrough metal sorting equipment. To further this commitment and develop new technology, Eriez established strategic partnerships with two outside firms. This consortium of thought leaders will be represented at the Eriez ISRI booth: 2915. Stop by to learn more.



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### Introducing Suncor Stainless West Coast Distribution Center

Plymouth, MA, May 23, 2017 – Suncor Stainless is looking to the future and looking West to expand their servicing capabilities to their customers and partners. They announce the Grand Opening of their Suncor Stainless West facility in Las Vegas, Nevada on May 30, 2017. Stocked with over 1,600 SKU's their new facility will provide standard FedEx Ground service in 1-day to most of Southern California, Arizona and Nevada, 2-day service to the remainder of California, Arizona, Nevada, New Mexico, Utah and most of Colorado, Idaho and Wyoming and 3-day service to all other points in the western US.

“Due to company growth, we were presented with space restrictions at our Plymouth, Mass headquarters that would impede additional planned growth of both divisions”, said Patrick Striebel, President of Suncor Stainless and Atlantis Rail, “so it made sense to grow our manufacturing and warehousing facilities where we could provide better services to the West Coast.”

Office hours in the Plymouth, MA Headquarters have been changed to accommodate West Coast inquiries and orders up to 3 PM Pacific Standard Time, 6 PM Eastern Standard Time. For specific information regarding office hours, shipment cut off times and product availability from Suncor Stainless West please contact your Suncor Stainless Account Manager.

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



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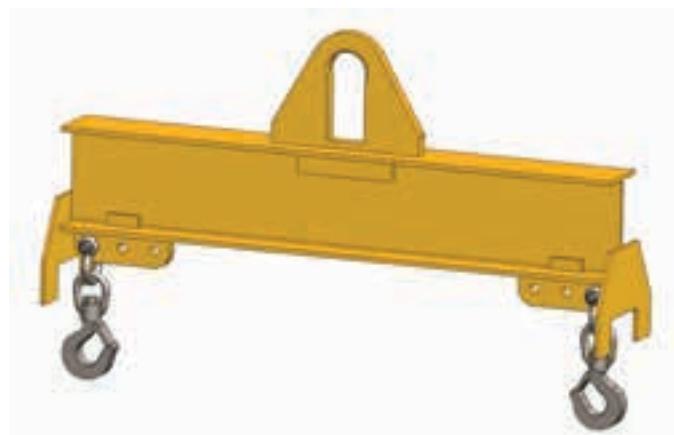


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### Peerless Industrial Group Inc., Standard Duty Lifting Beam (SDLB), I-Beam Design with Flame Cut Bail



Winona, MN – The Standard Duty Lifting Beam (SDLB), I-Beam Design with Flame Cut Bail can be utilized where headroom is limited. Three standard lift points for load adjustment are included, and it is supplied with a pair of shackles and swivel hooks.

The SDLB, I-Beam Design integrates features that are designed to provide a longer product life with minimal maintenance or repairs. Peerless accomplishes this by incorporating stronger welding and design techniques to reduce the stress on the welds caused by higher duty cycles and more severe service.

Another feature of the SDLB, I-Beam Design is in the design of the bail. Peerless performs a two-step machining process to cut a radius edge into the top of the inside of the bail opening. This process helps to ensure a better connection between the saddle of the hook and the upper radius of the bail; minimizing wear and maximizing hook to bail contact.

The SDLB, I-Beam Design includes built-in parking stands that aid in hook attachment and assist in preventing accidental damage to the lower lifting hardware. The SDLB is engineered and manufactured to ASME B30.20 & BTH-1 Design Category B Service Class 2 and has a specified fatigue life of 100,001 to 500,000 load cycles.

All SDLB, I-Beam Design lifting beams are Proof-Tested to 125% capacity and certificates supplied at No Additional Charge.

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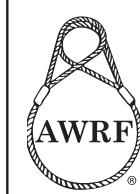
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# RENFROE EXCELS ON CLAMP ENDURANCE TEST

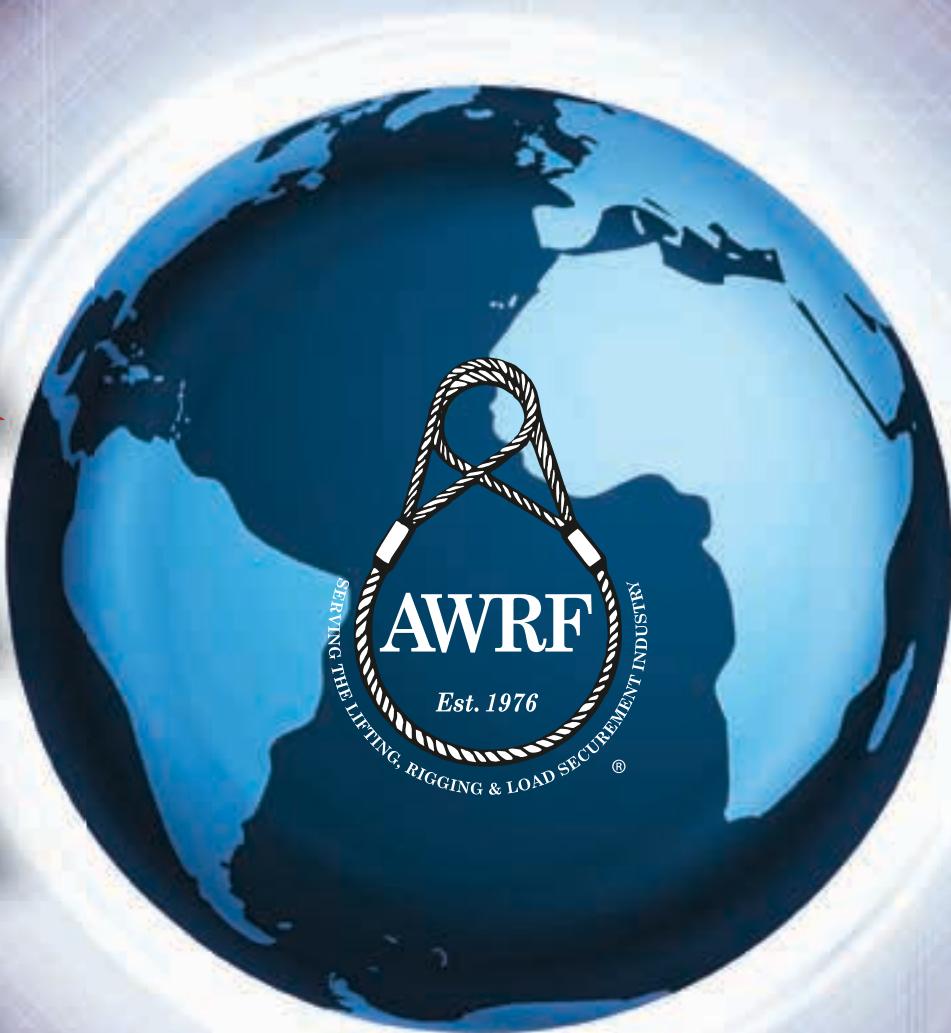


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