

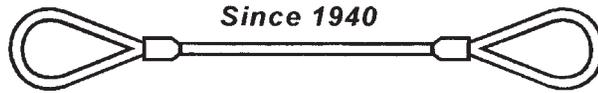


Slingmakers

Issue No. 103

Fall/Winter 2004

Industrial Splicing and Sling, L.L.C.



Wire Rope-Chain-Fittings-Chokers-Slings
Inspections-Seminars-Testing

Letter From The President

As we enter the final months of year 2004, we have the opportunity to reflect back on the year and take stock of what we have accomplished. Your Association has gone through many positive changes during the year 2004 and has emerged a stronger and more member progressive Association. I feel very fortunate to have had the opportunity to participate in this growing process.



Our fall general meeting scheduled for October 17-20 at the Westin Horton Plaza Hotel in San Diego, California is shaping up to be another successful event. We have close to 400 attendees signed up for our meeting and record numbers signed up for the spouse's tour, golf, fun run and tennis activities. With the outstanding educational programs and entertainment scheduled in San Diego, we will have another great meeting, don't miss it.

The votes are in on this years new board of directors inductees and I would like to congratulate the new directors and ask that all of our members recognize the newly elected board members and encourage them with your support.

Once every four years, we as United States citizens have the obligation to vote for a U.S. President. With many political issues at stake, some directly effect our businesses, such as, taxes, liability insurance, health care, energy, security issues and

economic issues, your vote counts in making our country a better place to live and work. Please take the time to vote in November, your vote counts.

Our Association functions primarily with member volunteers that take time away from their companies and work with other volunteers to continue to bring all of our Association members value for their investment. With over fifty percent of our membership companies not participating, we need to reach out to these members and convince them that their involvement in the Association is rewarding as well as the betterment of their Association.

The Technical Committee continues to work hard for us and will be presenting four outstanding and pertinent presentations at our San Diego general meeting. Please look for these Technical Committee presentations on your agenda and plan to attend.

We have received many favorable comments about the new format of the Slingmakers. Thank you all for taking the time to send your comments to us. Slingmakers is your publication and should reflect your ideas and content.

Mark Metz
AWRF president

CONTENTS

Winners of Memorial Scholarship

Technical Committee ASME Update

Labor Legislation

Management

New Board of Directors

AWRF officers for 2004-2005

Safety Committee

Preservation Committee

ASME B30.26 Update

The Benefits of ISO Registration

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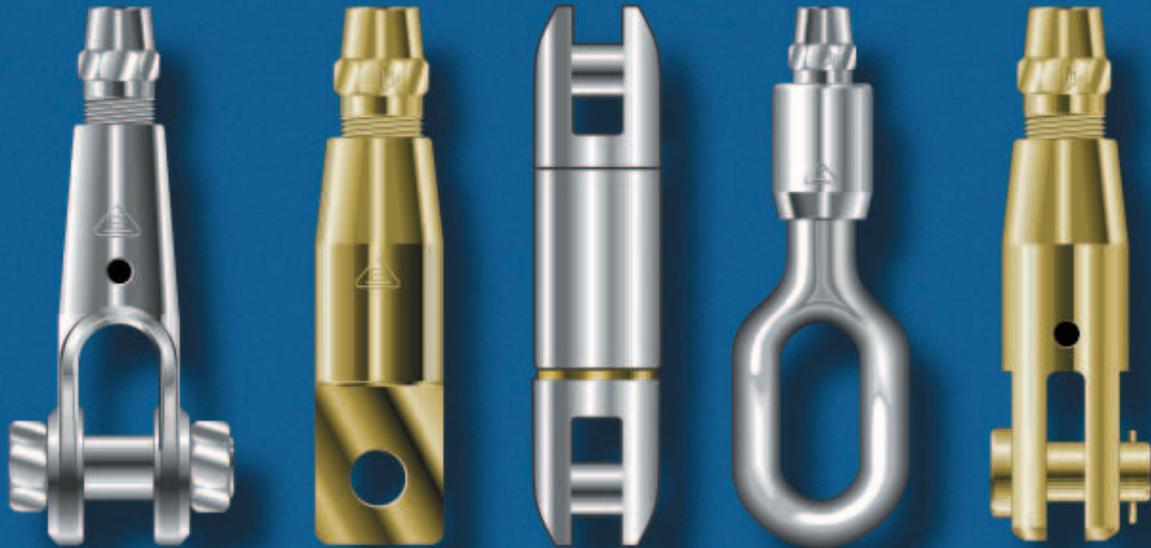


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 Fort Wayne, Indiana

AWRF Scholarship Winners



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 Class of 2004
 F&M Mafco, Inc.
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Felisha Johnson
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 F&M Mafco, Inc.
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Brian David Moran
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 Tulsa Oklahoma



Ellen Wolke
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 Harrison Ohio



The Synthetic Advantage...

With today's advanced fiber technology, synthetic cables can now be made to outperform steel in nearly every regard. These fibers can be used to produce a cable assembly with greatly enhanced characteristics as to lightness, strength, flexibility, fatigue resistance, and corrosion resistance.

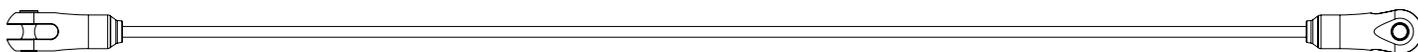
Was Not Resolved...

The historical drawbacks of synthetic cable have little to do with the fiber or cable itself, but rather the lack of end fitting, and of process technology. Cables could only be terminated with unwieldy mechanical fittings or hand splices. Both of these methods are hindered with non-repeatable length tolerances and limited adaptability to steel cable hardware and attachments. Furthermore, traditional mechanical fittings develop poor termination efficiency and are very high in cost. Hand splicing has problems with minimum assembly length and long, bulky splice areas. The end product using either method was simply not compelling enough to gain a real advantage.

Challenge us! From robotics to bridges, aerospace to automobiles, Applied-Fiber is centered on developing customer-specific alternatives to traditional steel cable or chain. We welcome your inquiries.

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INDUSTRY TECHNICAL INFORMATION



Don Sayenga
Technical Advisor



ASME B30 UPDATE

The B30 safety standards committee of the NY-based American Society of Mechanical Engineers meets 3 times each year. A three-day meeting September 13-15 at Minneapolis MN included a meeting of the B30.9 Slings subcommittee. Delegates Don Sayenga (Cardon MG, Tucson AZ) and David Bishop (Bishop Lifting Products, Houston TX) attended, representing AWRF. Sayenga holds the AWRF seat on the main committee and Bishop (who formerly held the seat) is his voting alternate on the main B30 committee. Both are members of B30.9 subcommittee.

The September business agenda of the ASME B30 main committee was unremarkable. A task force, ordered by ASME to study the possibility of splitting B30 due to its greatly enlarged workload, had been disbanded last year because of resistance from within the committee itself. Sayenga introduced a proposal to revive the study of a possible split. A motion made by Andrew Toth to revive it was soundly defeated 27-4. Charles Lucas (Crosby Group, Tulsa OK) announced that the new B30.26 would be published in a few months. The proposal from AWRF member Mike Parnell (WRRRC, Vancouver WA) to add a new safety standard for rollers volume was endorsed.

Sayenga then pointed out that the committee would be increasing its workload by assuming the task on rollers, while at the same time it was habitually shirking its duty to finalize safety standards for Container Cranes, an item that had been on the agenda for several years without any action whatsoever. Paul Zorich, B30 Chairman, agreed with Sayenga, calling for a motion to disband the existing B30.24 subcommittee. The motion passed almost unanimously. Zorich next appointed Jim Richardson, U.S. Navy, as the new chair, directing him to form a new subcommittee to begin work immediately. Any AWRF member having an interest to work on safety standards for container cranes should make contact with Richardson at the U S Navy Crane Center. His address is available from the AWRF office. Action on Container Cranes is long overdue.

The B30.9 Slings subcommittee is chaired by Larry Means who represents the Wire Rope Technical Board. His meeting was the second he has held this year, working on editing portions of B30.9-2003 (recently mailed out to AWRF Regular Members) in preparation for the issuance of the next B30.9 edition in 2006. Responses to comments received on various B30 balloted items were the main business of the meeting. Dave Richards, representing Cordage Institute, opened discussions about adding some new cordage sling tables to recognize cordage made from higher strength synthetics. AWRF member Mike Gelskey (Lift-It Mfg., Los Angeles CA) was introduced by Larry as a new member of the subcommittee, whom he had recruited to help with updating Chapter 6 Roundslings. Numerous printing errors have been identified in B30.9-2003 and Larry asked his "chapter champs" to compile a complete listing of these. If any AWRF member has noticed a printing error, please inform these "champs", many of whom are AWRF members:

- Chapter 0 - Don Sayenga (Cardon MG, Tucson AZ)
- Chapter 1 - Brian Todd (Campbell Chain, York PA)
- Chapter 2 - Larry Means (Means Engineering, St Joseph MO)
- Chapter 3 - David Bishop (Bishop Lifting Products, Houston TX)
- Chapter 4 - Dave Richards (Cordage Institute, Wayne PA)
- Chapter 5 - Mark Kowalick (Liftex, Houston TX)
- Chapter 6 - Mike Gelskey (Lift-It Mfg., Los Angeles CA)
and Dave Decker (US Navy)

The next B30 meeting is scheduled for San Antonio TX January 17-18, 2005

End of Report by Don Sayenga

Additional Technical Information on Pg 19

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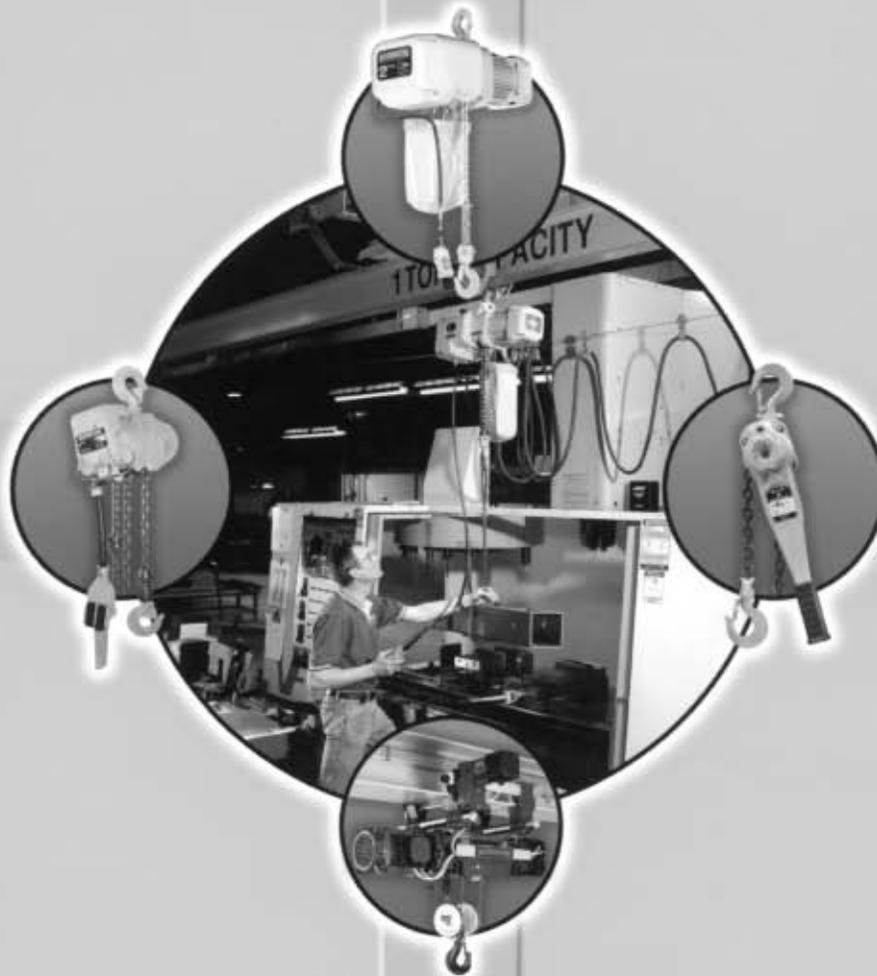
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LABOR LEGISLATION

By
J. Barry Epperson,
Legal Counsel and Chairman,
Government Affairs Committee



ATTORNEY FEES

On May 18, 2004, the U.S. House of Representatives adopted legislation ensuring that small businesses prevailing in lawsuits against OSHA can automatically recoup their attorney fees and costs expended for legal representation. The AWRP Government Affairs Committee (GAC) lobbied vigorously for this result because our members are too often forced into undesirable settlements simply because they don't have the resources to spend defending frivolous citations by OSHA. H.R. 2731 provides that a business with 100 or fewer employees will be awarded attorney fees and expenses associated with a successful appeal of an OSHA citation.

APPEALING UNAPPEALING OSHA CITATIONS

Simultaneously with the attorney fees legislation, the U.S. House adopted three additional workplace bills designed to protect employees against OSHA oppression. Two of these bills, H. R. 2729 and H. R. 2730, deal with the Review Commission which hears appeals from OSHA citations. The first bill would expand the Commission from three to five members, thus facilitating the acceleration of the appellate process. The second piece of legislation would preempt an erroneous Supreme Court decision which mandated that Appellate Courts must defer to the OSHA prosecutor rather than the Review Commission in adjudicating issues of law. Under H. R. 2730 opinions of the independent Review Commission would take precedence over those of the DOL prosecutor. Finally, H.R. 2728 would expand the fifteen-day period of limitations for contesting OSHA citations. Your GAC along with other employer groups, has lobbied Senate members to act on these bills, but unless they are appended to some other initiative as amendments, passage is doubtful in the 108th Congress. Nevertheless, adoption by either wing of Congress prompts action in succeeding legislative sessions.

ERGONOMICS

In 2003 the National Safety Council (NSC) withdrew its prolonged effort to develop a national consensus standard for the American National Standards Institute (ANSI). As a member of the National Coalition on Ergonomics (NCE), AWRP has worked with the business community, to convince Congress and the Department of Labor (DOL) that no true consensus is possible. Against the advice and counsel of NCE, DOL has promulgated two industry specific ergonomics standards and is working on a third. In contrast, the business community has advanced the proposition that ergonomics hazards can be dealt with under OSHA's general duty clause where the facts of the particular case and the application of true science can demonstrate whether or not an alleged hazard is causing or has the probability of causing serious harm or death to workers. Authentic scientific studies note a conspicuous lack of evidence that there exists a general cause and effect relationship between workplace exposures and musculoskeletal disorders.

During Congressional sessions in which a business friendly agenda is feasible, your AWRP Government Affairs Committee works with other associations and coalitions to promote initiatives such as the above referenced bills. Sometimes the promotion of a cause means the defeat of a government program such as a proposed generic ergonomics regulation. This year the voters in the state of Washington defeated Initiative 841 which would have created a general ergonomics standard for all businesses in that venue. AWRP congratulates the Washington state business community and pledges continued vigilance and action in both federal and state arenas.

U.S. SENATE ELECTIONS 2004

Of the eight open seats in the United States Senate, five are held by Democrats in the South. Republicans are vacating in Oklahoma, Colorado and Illinois.

The Democratic Party hopes to retain each of its nineteen contested seats in the Senate but the Republicans are challenging vigorously in Georgia, South Carolina, Florida and North Carolina, where Zell Miller, Earnest Hollings, Bob Graham, John Breaux and John Edwards are respectively retiring. Of these five states, Georgia and South Carolina lean Republican and the others are too close to call. Although AWRP members in Louisiana would have had little choice at the polls in November if Senator Breaux had chosen to run for a fourth term, now there is a clear choice between Republican David Vitter and Democrat Chris John.

Similarly, Bob Graham's abdication in Florida opens another door, and, in North Carolina where Vice Presidential Candidate John Edwards would have struggled, the Democrats are pinning their hopes on Bill Clinton's former Chief of Staff, Erskine Bowles to outlast a strong Republican candidate, Representative Richard M. Burr.

Elsewhere, notwithstanding disconcerting weaknesses in their party's candidates, the Democratic Party is leading in Washington State and South Dakota. In the former state, Republican challenger George Nethercutt is probably too conservative to overtake incumbent Patty Murray whose reputation as an extreme liberal does not equate to radicalism in the minds of many voters in Washington. Likewise, it is Tom Daschle's position as top Senate Democrat which strengthens his otherwise tenuous candidacy in South Dakota.

Other states where Democrats have the advantage are: Oregon (Ron Wyden), Arkansas (Blanche Lincoln), Vermont (Patrick Leahy), Nevada (Harry Reid), Indiana (Evan Bayh), New York (Charles Schumer), North Dakota (Byron Dorgan), Hawaii (Daniel Inouye), Maryland (Barbara Mikulski) and Connecticut (Christopher Dodd). Barbara Boxer of California and Russell Fiengold of Wisconsin are also slight favorites.

Republicans may well lose their formerly held seat in Illinois where State Senator Barack Obama won the primary by a landslide in March. Other states which the GOP hopes to protect are Colorado and Oklahoma, where voters will fill open seats due to the respective resignations of Republicans Ben Nighthorse Campbell and Don Nickles. Jim Bunning of Kentucky and Christopher Bond of Missouri are also engaged in tough races.

Of the thirty-four Senate races, eight of the fifteen being defended by the Republicans are considered safe: Kansas (Sam Brownback), Alabama (Richard Shelby), New Hampshire (Judd Gregg), Arizona (John McCain), Idaho (Michael Crapo), Iowa (Charles Grassley), Utah (Robert Bennett) and Ohio (George Voinovich).

While the election momentum seems to change daily, the Democrats are still playing defense in the Senate. Virginia Senator, George Allen, Chairman of the National Republican Senatorial Committee sees the numbers and changes as good for his party, but his optimism remains cautious. On the opposite side of the aisle, Jon Corzine (D-NJ), who heads up the Democratic Senatorial Campaign Committee, is putting on an optimistic face about his party's chances of regaining a Senate majority.

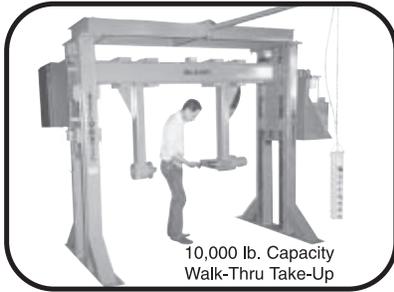
AWRP members should consider each congressional race as critical to the national policies which affect the daily activities of the workplace. From regulatory reform to tort reform, the maintenance and growth of a successful manufacturing or fabrication operation depends to a great extent upon the work done in the trenches on Capitol Hill. Your AWRP Government Affairs Committee is there for you throughout the year, but you and your employees must elect the decision makers.

REEL & COIL HANDLING SOLUTIONS

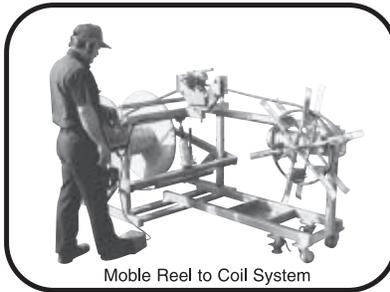
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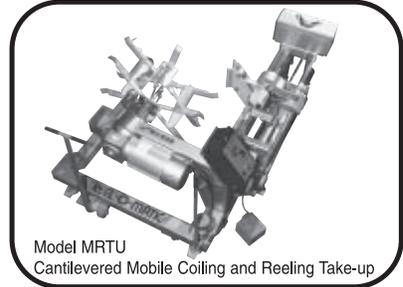
Mobile Shaftless
Self-Powered Take-up



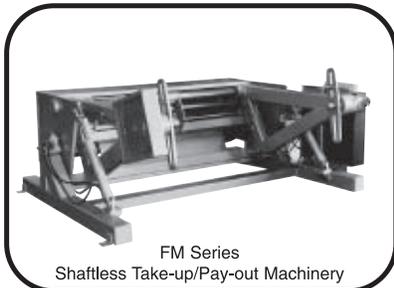
Shaftless Rim Drive Take-up



HSS 751 with Coiler



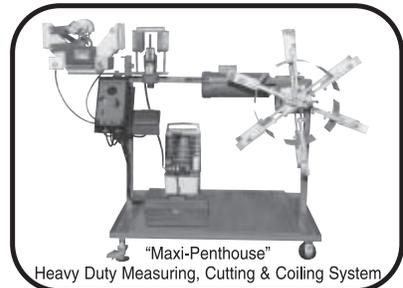
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MANAGEMENT

Thieves at work

From the pages of Industrial Distribution

By James E. Merklin, Contributing Editor — 9/1/2004

U.S. companies lose an average 6 percent of their total revenue to fraud by their own employees—at a cost of \$600 billion every year, far more than armed robbery. And unlike armed robbery, fraud is an inside job. How can you tell if fraud is going on in your company? More importantly, how can you prevent it in the first place? Here's a look at who commits fraud, how they do it, and how to spot what they've done.

Who does the stealing?

The typical perpetrator isn't a high-school dropout; it's a college-educated white male. And while there may be more rank-and-file employees involved in fraud, losses from managerial fraud are four times higher, and those from executive fraud are 16 times higher. Employees who commit fraud rationalize the crime in several ways: It's only fair. Everybody else does it. No one will know. I'll repay it eventually.

A company may inadvertently invite fraud—through poor screening of new hires, by failing to document disciplinary actions, by inconsistent personnel policies, and by neglecting to inform employees about internal controls. And the internal controls may not be much help anyway, if they're insufficient or easily neutralized—or sometimes if they're too consistent.

Rank-and-file employees—Common inventory fraud by employees includes direct theft, good inventory scrapped and sold, sales refund schemes, and unauthorized outbound shipments.

Some production processes involve complex accounting systems, numerous employees and large volumes of product. All this makes inventory fraud particularly difficult to detect and prevent. The most attractive inventory is small and portable, very valuable, or easily marketable.

Management—A dishonest manager may try to misrepresent operational performance and earnings by inflating inventory, because for many firms the largest expense is cost of goods sold. The fraud may involve manipulating physical quantities or falsifying their values. There may be empty boxes in a warehouse, bricks packaged as computer parts, tags altered after a count, multiple counts of the same items, rigged barter transactions and bulk sales, or any of a thousand other things.

Sometimes the object isn't to inflate inventory, but to understate it. Minimizing stock-on-hand can be attractive to business owners who want to evade taxes, or are facing penalties from business or personal legal proceedings and want to hide assets.

How the fraud is done

Some fraud schemes arise quickly when a company's lax oversight makes for easy picking. Others may involve elaborate planning by trusted employees who know the details of the company's operations or are close to key partners.

The first step in a fraud scheme is often a test designed to see how the company responds. There may be an "accident" or anonymous small-scale theft. If that goes well, the plan develops further. Here are some common targets:

- Accounts Payable can deliver kited or forged checks, kickbacks, rigged bids, transfers to fictitious payees and even paychecks to ghost employees.
- Accounts Receivable can permit lapping—the ongoing replacement of stolen receipts with subsequent thefts.
- Expense accounts can hide inflated or invented costs for travel, entertainment, supplies or seminars.

- Inventory is vulnerable to theft, diversion, overstatement, understatement, quality substitution, false weights and measures, short shipments or false valuation.

What happens after the crime depends on how likely it is to be detected. If detection is unlikely, the perpetrators may lie low. If not, they resign before the crime is discovered.

Ways to detect inventory fraud

The basic tools for uncovering inventory fraud are tests for quantities, compilation and valuation.

Testing by physical count—Cycle counts or continuous updates are customary ways to account for inventory, but for a fraud investigation you'll probably need a full physical count. It's a good idea to hire an outside inventory services firm for this. It will conduct its count efficiently, with a minimum of notice and using its own count team.

It's vital to guard the integrity of the count. It should be done outside the view of employees, and with strict controls over count sheets and/or tags, whether used, unused or voided. The counters should examine inventory contents, with tests for purity and grade if appropriate.

The counters should also check records to make sure that goods received and shipped near the date of the inventory were properly included or excluded.

Testing inventory compilation—Earlier we mentioned falsification of counting and pricing of inventory. This is especially likely when counts of the same items at various locations are aggregated into one list. Investigators should inspect not just the final list, but every iteration that preceded it.

Testing inventory valuation—It's vital to confirm that all the invoices from vendors support the stated value of inventory on hand. If a company uses the dollar-value LIFO (last-in, first-out) method, there may be manipulation of LIFO pools to inflate ending inventory.

In an average-cost system, slow-moving items deserve particular scrutiny, which may require purchase and sales documents from several years. Investigators should demand an explanation for any improperly valued items. And they must not be fooled by doubletalk, evasive responses or complex pricing formulas.

Inventory fraud presents costly and complex challenges—challenges a distribution company, whose core business isn't policing or investigating, may have difficulty meeting. Often the best course is to contact consultants and specialists trained in company-wide risk assessment, computerized models for detecting suspicious patterns, physical inventory counts and financial statement analysis.

Author Information

James E. Merklin, CPA, CFE (certified fraud examiner), is a partner and director of manufacturing services for Bober, Markey, Fedorovich & Co., a CPA firm based in Akron, Ohio. Contact him at jimm@bobermarkey.com.

Five warning signs of inventory fraud

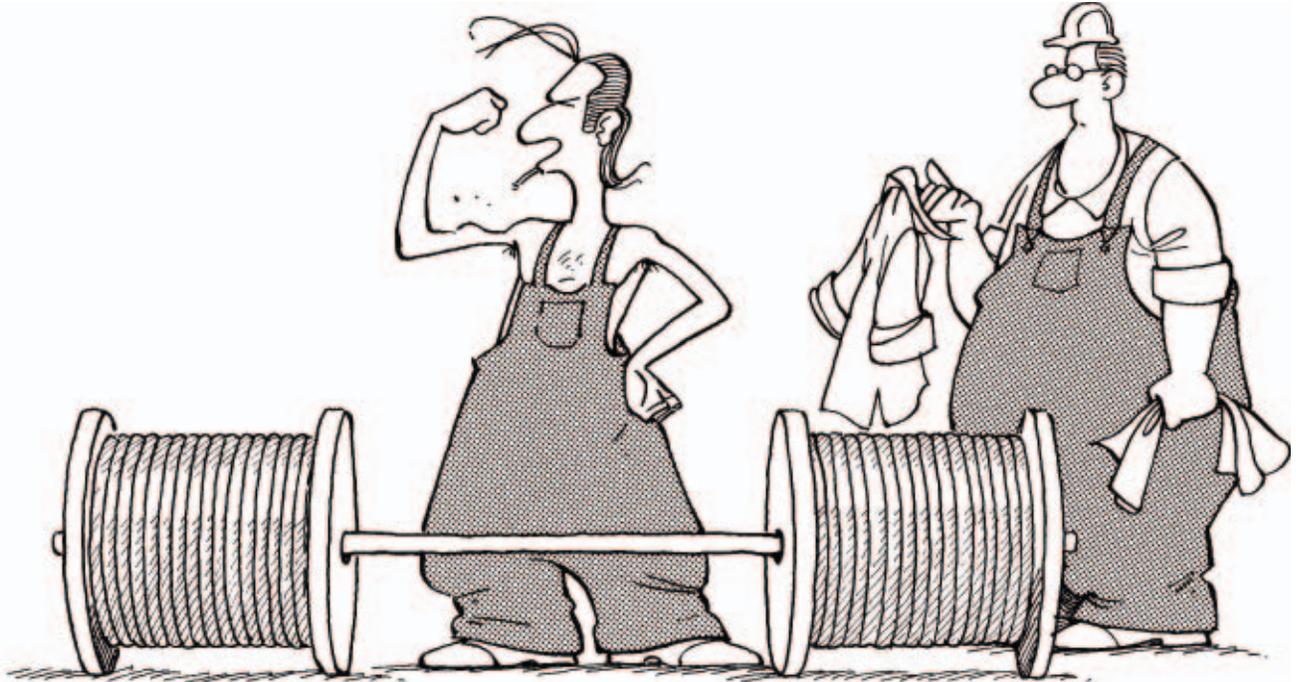
Some early warning signs of inventory fraud include:

- 1 Unexpected shortages or fluctuations in inventory accounts
- 2 Large adjustments to counts after a physical inventory
- 3 Significant increases in cost of goods sold
- 4 Significant decreases in gross margins
- 5 Unusual or late journal entries

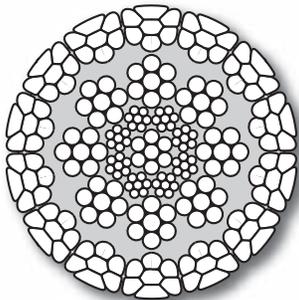
You'll need to do an objective analysis to spot these symptoms. One useful method is to calculate three ratios in detail regularly and in different months or quarters: age of inventory, gross profit margins and inventory turnover. But don't instantly assume fraud if something shows up. It may indicate just faulty record keeping, which is fairly common in this area.



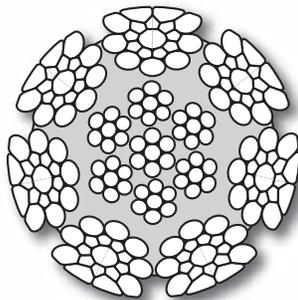
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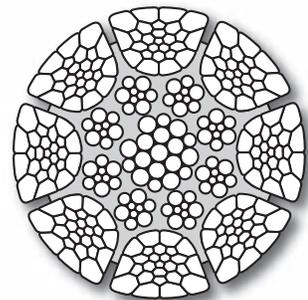
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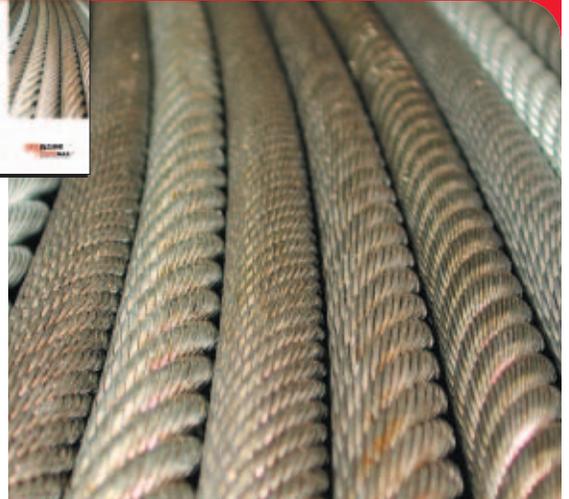
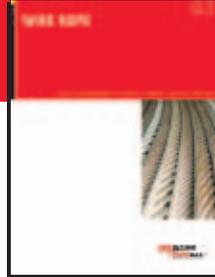
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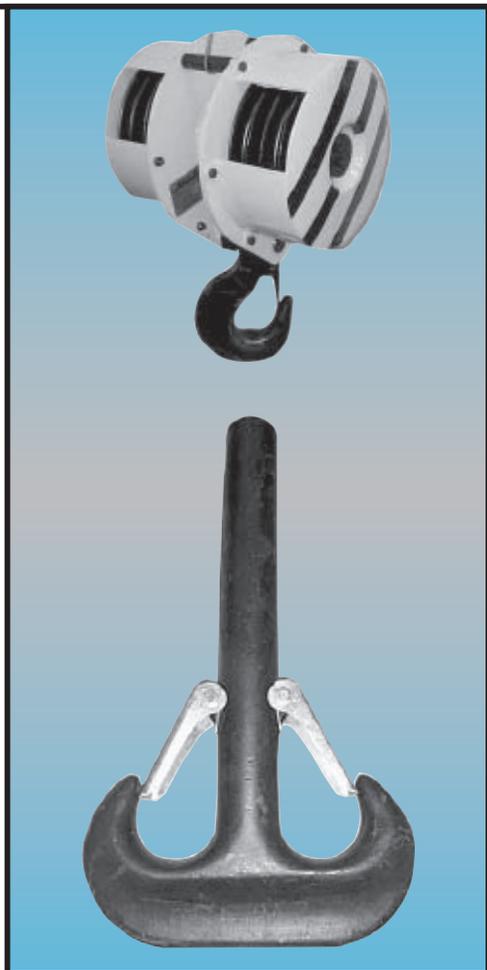
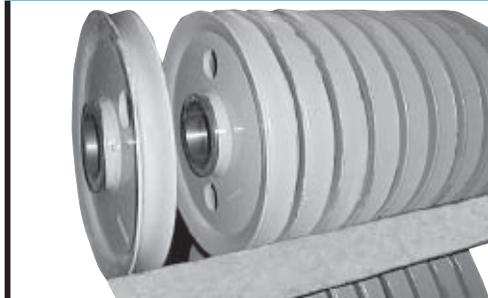


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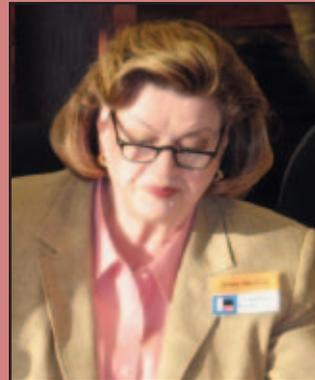
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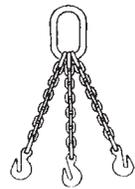
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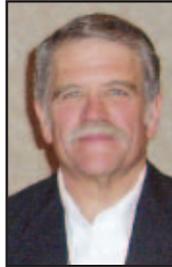
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As you know, having Products Liability Insurance is a requirement for membership in AWRP. The Insurance and Legal Resources Committee has reviewed all member files and entered the expiration of each company's insurance certificate in our data base. If you have not done so, please have your carrier put AWRP on automatic distribution each year your certificate expires.

A reminder will be sent in the dues notice to provide the Association with a current certification.

We appreciate your cooperation on this very important issue.

Brad Fowler,
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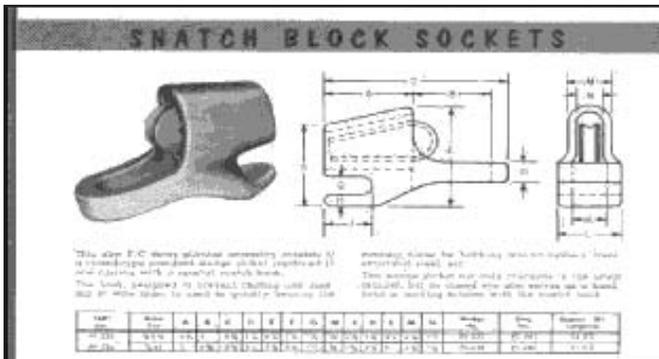
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More bits and pieces from the Preservation Committee....

To date the listing of our catalogs is continuing to grow. What continues to amaze me are the types of marketing tools that have been used over the years for our industry. We have a lovely collection of belt buckles from the 60's - 70's era. We have an ashtray, tie tack, coaster, barware, and matches. (It appears that entertaining and parties have always been important in our industry!) There are also several tools slide rules, calipers, etc. We will have a lot on display in Boston next year. I hope you will enjoy the treasure

From time to time I see pictures of things that I know are probably still in use somewhere. The problem is that the person out in the field calling on a customer sees an item and has no clue where to find another. They try to Google, but do not get anywhere. To illustrate this I have attached the picture below. I have never seen one, but I am sure there is still one out there in some logging facility somewhere. The person using it has used it for 50 years with out any problems. One-day fatigue finally gets the best of the item. The customer cannot live without the exact item. ("The last one worked for 50 years, why change now?") Maybe one of you will see something odd, or run across an unfamiliar company name. Please feel free to send it in or call and we can check the records to see if we have the catalog and specs. You may get lucky!



Ferrell Cheek Catalog #22 October 1955 I

New Rigging Hardware Volume B30.26

Continued from Pg 9



The ASME B30 Standards Committee authorized the development of a new Rigging Hardware volume in December of 1999. Charles Lucas of Crosby was appointed subcommittee chairman and called the first subcommittee meeting in February 23rd 2000. At the instructions of the Standards Committee, it was determined that the volume should contain five chapters covering detachable hardware used in rigging. These products were identified as:

Chapter 1 Shackles (anchor, chain and synthetic sling bodies with screw pin or bolt type pin)

Chapter 2 Adjustable Hardware (including turnbuckles, eyebolts, eye nuts and swivel hoist rings).

Chapter 3 Compression Hardware (forged wire rope clips and wedge sockets).

Chapter 4 Links, Rings and Swivels (oblong, round and pear shaped links, and eye & eye and eye & jaw swivels).

Chapter 5 Rigging Blocks (including tackle, utility, rolling and snatch blocks).

Each chapter contains information on the selection, use and maintenance of these products. The chapters also call out the requirements for design factor, proof load and identification. User training is required in the selection, inspection, cautions to personnel, effects of environment and rigging practices. A detailed discussion of these topics is included in each chapter.

The subcommittee consisted of 16 individuals from various backgrounds. It had three people involved in corporate safety, five people representing manufacturers, four users, two rigging trainers and two people from the general public. The subcommittee on several occasions invited representatives of corporations that produced the products in that chapter to share with them their technical expertise.

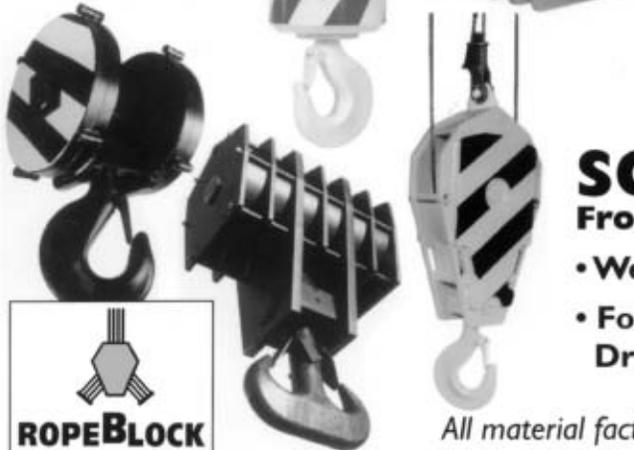
The volume has completed ANSI Public Review without comment and is now under consideration by the ASME Board on Safety Codes and Standards for final ASME approval. It is anticipated that the new volume will be published by March 2005.

Charles Lucas

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The Benefits of ISO Registration

ISO is a program that everybody talks about, but few small business people implement. The initial expense to install a good quality control program creates a significant benefits, and the long-term benefits are difficult to define. The purpose of this dissertation is to provide clear-cut reasons for undertaking the installation of an ISO program and create an awareness of the increased sales and profits derived when the process is completed.



To establish an ISO program a company works with a consultant who provides a blueprint for the necessary documents that must be created. Everything that a corporation does is written into a procedure exactly as the operation is performed by the employees. The procedure is a step by step explanation of the product to be manufactured or the task that is performed. When all of the procedures are completed and the employees are trained to carry out their required duties as specified in the procedures, the company will be audited for compliance by an independent registrar. If the audit is successfully accomplished, the company will become registered and issued a certificate to indicate their official ISO Quality Registration. This accomplishment should be proudly displayed on signs and literature and announced to everyone who does business with the corporation. Audits of the program to validate conformance to the procedures will occur annually to maintain a current certificate of registration.

The first major benefit of a good quality program is the continuous improvement in products and services for the corporation's customers. As the quality of the products and service improves, the registered company increases market share and sales. Customers will want to deal with the supplier that shows an interest in producing consistently better products than competitors. The first company to become ISO registered will instantly gain an advantage over other companies in the same field, giving the customers a valid reason to choose them over anyone else. As competitors lose market share, they will be forced to install their own ISO program if they want to remain a player.

Higher revenue and market share are obtained through flexible and fast response to market opportunities, increased effectiveness in the use of the organizations resources, and enhanced customer satisfaction. The ISO program creates improved customer loyalty leading to repeat business and overall satisfaction.

The organization benefits from a structured unity of purpose enabling all employees to be fully involved in achieving the corporation's objectives. Activities are evaluated, aligned, and implemented in a unified way. Miscommunication between levels of an organization and among separate facilities will be minimized. People at all levels are the essence of a company and their full involvement enables their abilities to be used for the benefit of the corporation. A good ISO program motivates people to be innovative and stimulates creativity. Employees are accountable for their own performance and eager to participate and contribute to continual improvement.

An organization and its suppliers are interdependent, and a mutually beneficial relationship enhances the ability of both parties to create value for each other. A good quality program optimizes costs and resources providing flexibility to changing market conditions, customer needs, and expectations.

Implementation of a comprehensive and fundamental program for quality will provide a corporation with governing rules for leadership in operating the business. Customer focus will be enhanced because the result of a structured organization directly benefits the customer with improved products and service. Meeting or exceeding the customer's expectations becomes a common theme with every facet of each activity directed toward improving relationships.

Many industries require audits of suppliers to determine their ability to provide repetitive quality products. Some industries like aircraft builders, utilities, electrical equipment makers, automobile manufacturers and defense contractors have auditors who travel to suppliers and spend time and money doing quality assurance surveys. A company with a registered ISO program will only need to send their current certificate to preclude the necessity of a separate audit.

After the ISO program is established, suppliers of goods and services are evaluated and critiqued for their own ability to provide your business with continuous improvement in your purchased items. Goods are inspected upon delivery and prior to being processed into your finished products. The time saved by identifying nonconforming parts before they are interjected into the production process enhances the value of the program.

Companies with multiple plants will benefit by using the same written procedures at each facility, producing a commonality of product. Shipments from various facilities to the same customer will be identical in composition, length, weight, and packaging.

Training of new employees or an old hand given new responsibility is performed easily and quickly when the ISO procedures are used for educational purposes. The program is a living document with provision for changes when an improvement in the process is identified. A procedure is simply a statement of what you do, and the audit confirms you do what you say.

Today, every business is operating in a litigious society where lawsuits for product liability have struck with increasing frequency. When a lawsuit is filed, a major benefit of a registered and audited quality program is the documentation for traceability of parts used to fill a customer order. An ISO quality program provides the defendant with a foundation for arguing the ease. It becomes irrefutable evidence that the manufacturer has taken every precaution to provide the customer with a quality item. Warning tags have become the focus of plaintiffs attorneys and the lack thereof has cost many companies millions of dollars. Of paramount importance is the establishment of procedures covering this vulnerable area in a good quality program.

Continued on Pg 23



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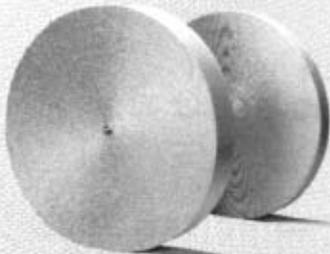
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The Benefits of ISO Registration

Continued from Pg 21

The biggest mistake a company can make in 2003 is to think they don't need to implement a structured, audited quality curriculum. To be a successful business in the future will require an investment of time and money to implement a good program. What is spent now will be less than what it will cost if a competitor gets a plan installed first.

You might be the CEO of a large corporation doing business around the world, but the establishment of a registered 150 program will ultimately be decided by your customers. As a corporate officer it is up to you to inquire among end users of your goods and services to determine their interest and acceptance of your current quality program. How they feel about what you do counts more than how you feel.

If keys to success include the improvement of quality, sales, profits, market share, productivity, customer loyalty, creativity, service, costs, morale, and the corporate image, there is no better investment with a faster return than a registered ISO program.

Dennis St. Germain

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Static Electricity or Insulator? That is the Question!

August 12, 2004



Most sling fabricators and customers have an idea that all synthetic slings are non-conductors of electricity and therefore act as insulators. This is an invalid assumption and in fact nearly every type of web and round sling is a conductor of electricity at some point in their life. A sling that does not conduct electricity and can be classed as an insulator has the ability to store static electricity which can cause sparks when the sling comes in contact with another object.

Static electricity is an electric charge that is stationary and usually acquired by a body by means of electrostatic induction or friction. Rubbing different materials against each other can produce static electricity. When a positive or negative charge builds up in fixed positions on objects, certain phenomena can be observed that are collectively referred to as static electricity.

The charge can be built up by rubbing certain objects together, such as silk and glass, or rubber and fur; the friction between the objects causes electrons to be transferred from one to the other – from a glass rod to a silk cloth or from rubbing nylon slings across a rubber hose – with the result that the object that has lost the electrons has a positive charge and the object that has gained them has an equal negative charge. An electrically neutral object can be charged by bringing it in contact with a charged object. An object that has gained static electricity will emit a spark when it is placed near another object.

A non-conductive synthetic sling could build-up a static charge. When this static charge is released through contact with another object, a spark may be generated. This spark could ignite a gas causing a fire.

Synthetic slings that are listed as good insulators and are non-conductive can become conductive by contamination from moisture, dirt, dust, grease, or oil. A sling that is a conductor cannot build-up a static charge.

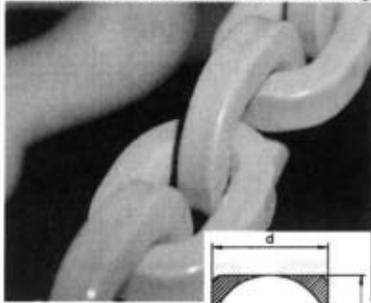
Customers sometimes ask to have synthetic slings treated with an anti-static spray. The anti-static spray is designed to insure a sling is a conductor and will not hold a static charge. A sling with conductive fibers reduces the build-up of static electricity and is safer to use in areas where sparks would be dangerous. Conductive fibers are like those installed in rugs and carpets to dissipate static charges that cause two people to spark when they touch each other.

If you are asked to supply a synthetic sling as an insulator, make sure you warn that the sling will conduct electricity if it is contaminated with moisture, dirt, dust, grease, oil, or any number of materials. Just because a sling has passed a test and is rated a good insulator does not mean that it will remain so during its lifetime.

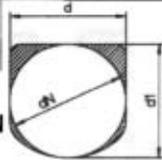
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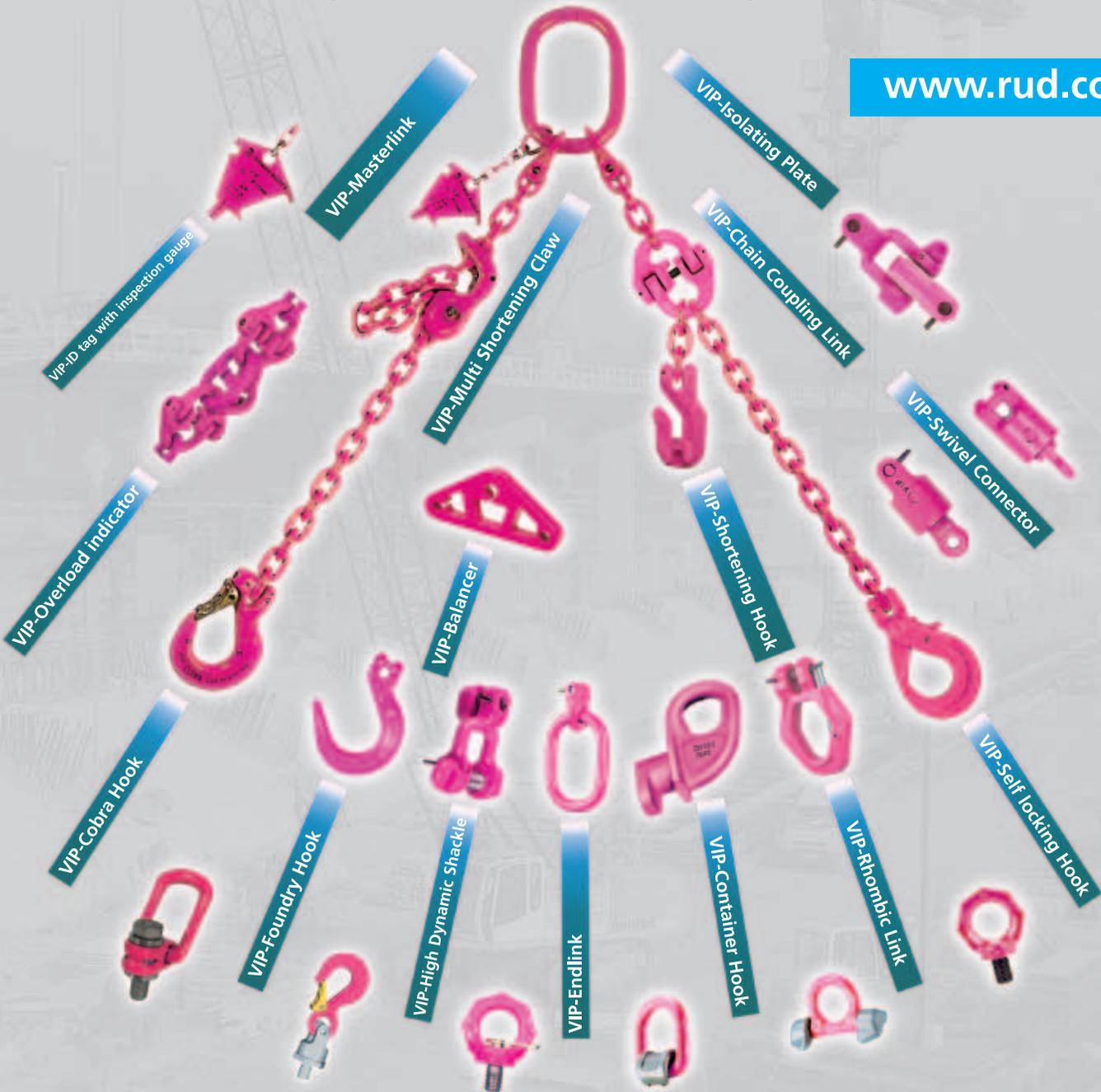
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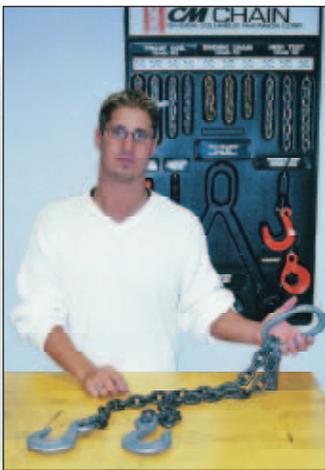
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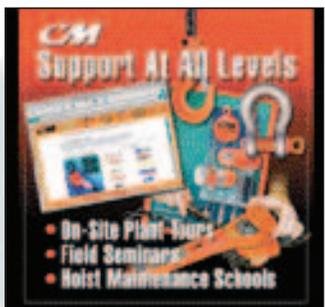


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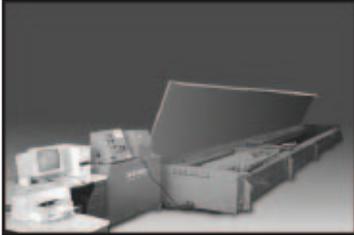
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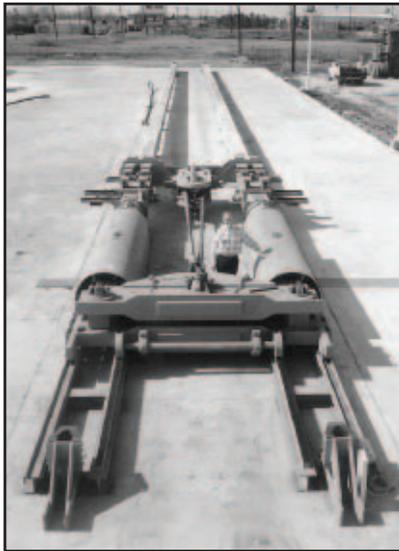
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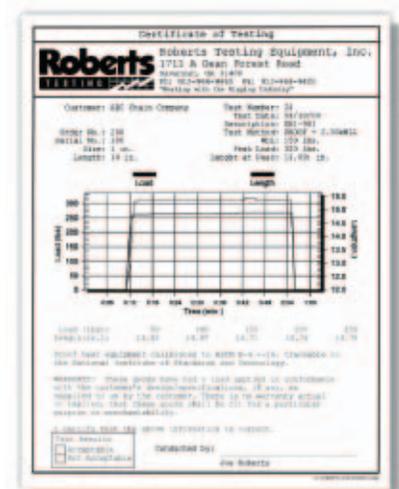
Web Grip. Capacity: 6" and 12" webbing



3,000,000 lb. Test Bed at Lowery Brothers in New Orleans, LA



Horizontal Production Machine



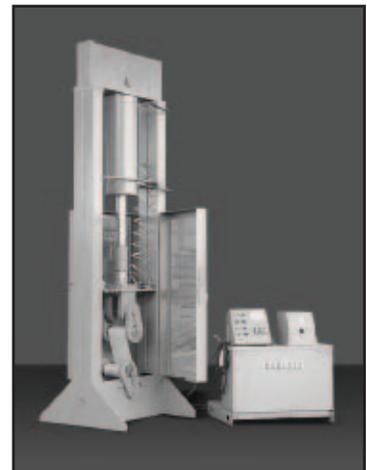
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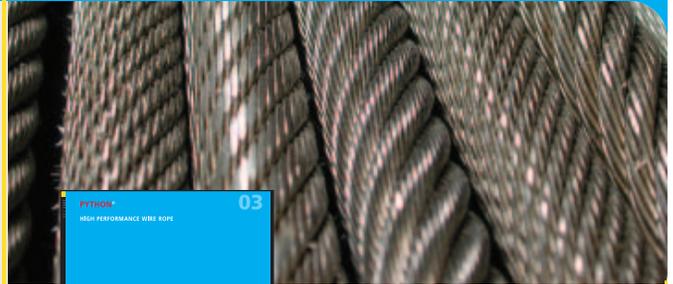
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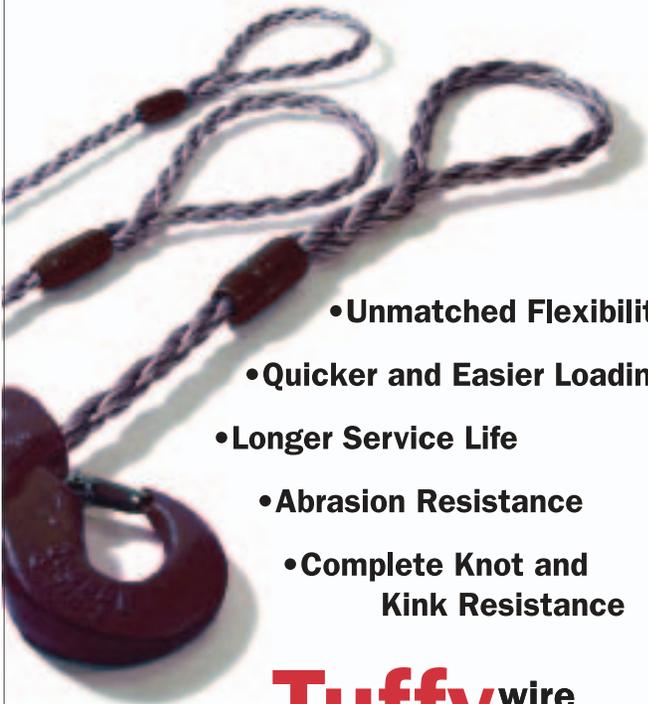
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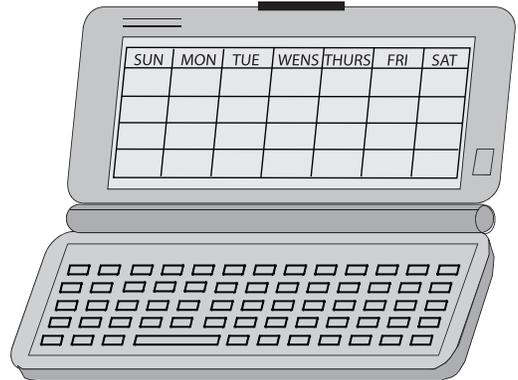


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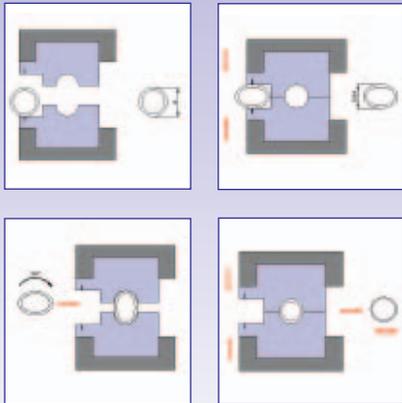


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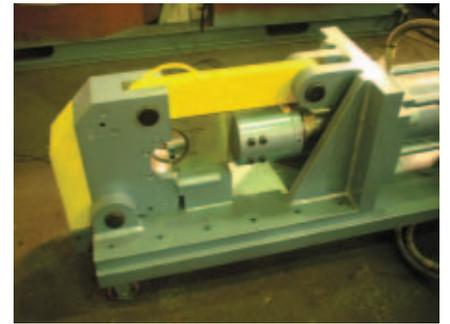
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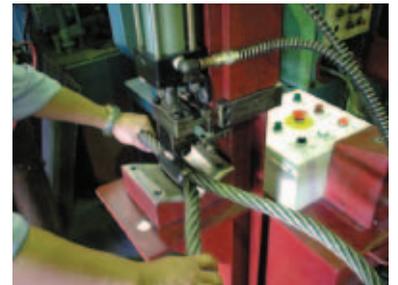
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