



SLINGMAKERS

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Winter, 2006

Message from the President



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Dear AWRF Members,

The final figures are in . . . the AWRF Fall Meeting in San Antonio attendance totaled 460 registrants. This was the largest meeting to date! We can attribute this stellar attendance to a strong business climate and the increased "Value" of an AWRF membership. This meeting and corresponding attendance were the direct result of the time and effort of our volunteers who this past year set out to improve, and in some instances, redefine what AWRF should offer its' membership and how it should be presented.

From the venue to the program and through to the entertainment, San Antonio 2006 represented the revitalized meeting format we were hoping for, with the exception of the rain that Mr. Yoder continues to bring with him (time and time again). At least now you will never know how bad my golf game really is!

On a brighter note, the business session attendance was far greater in San Antonio than I can recall over the past fifteen years. Paul Boeckman has done an outstanding job soliciting speakers and organizing our program.

Our drive this next twelve months will be to "Continue the Momentum" of the association and look for ways to improve the association and provide an even "Better Value" to our membership.

We are fortunate to have a group of very dedicated and talented Officers working for the membership this next year.

The incoming slate of Directors and Officers for the AWRF is now in place. Anne Renfroe of J.C. Renfroe & Sons is our incoming Vice President. Anne's accomplished organizational and management skills will serve our association well as she looks to develop a strategic Long Range Plan for our organization. Alex Edwards of Paducah Rigging, Inc. has accepted the position of Treasurer for AWRF, where he will concentrate on managing the funds of the organization and maximizing our investments to support our contingency plan and scholarship fund. New to the Executive Committee is Teresa McGee of Newell-Davis Company, Inc. serving this year as Secretary of AWRF. Since being elected to the Board of Directors two years ago, Teresa has had a solid impact on AWRF with her contributions as chair of the Program / P.I.E. and Safety Committees.

Another first for AWRF! We have six second generation member representatives on the Board of Directors this year (Alex Edwards, Tom Miller, Jack Gibbons, Jeff Bishop, Andrew Hall and Dennis St. Germain Jr.). The future of the organization will be in good hands as long as we are able to continue to

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THE GOVERNMENT AFFAIRS COMMITTEE IN 2007



By
Barry Epperson,
General Counsel and Chairman,
Government Affairs Committee

Throughout the year 2006, the Government Affairs Committee has provided regular reports to the Board of Directors and general membership detailing the progress of AWRF legislative and administrative initiatives on a state, federal and international scale. Principal challenges facing AWRF involved the OSHA sling safety standard and swager guarding policies, health care plans for association members, civil justice reform, income and estate tax reform, as well as various antitrust judicial decisions from the EC, Canada and locally. Transitions within the U.S. Supreme Court have been generally favorable to U.S. business interests.

As in the past, the special needs and concerns of the lifting, rigging and load securement industry have been communicated to the appropriate authorities by means of liaison with members of Congress and/or their staff representatives. Administrative branch contacts at the Department of Labor, OMB, the Small Business Administration and the Federal Trade Commission have also been maintained. To the extent possible accommodation has been made to our non-U.S. based members – particularly those doing business in North America. The effectiveness of this effort has been demonstrated in the form of GAC participation by two Canadian members indicating representation beyond normal expectations.

The Government Affairs Committee has delivered the message of this industry both personally and through participation in coalitions having similar interests. Among those organizations in which AWRF has enjoyed participation are the Lawsuit Abuse Reform Coalition, the American Tort Reform Association, the American League of Lobbyists, the American Society of Association Executives (as a past member of the Legal Advisory Council) and the U.S. Chamber of Commerce. As a bonus of association membership, a website link to the Chamber's government relations data bank has been established. The GAC has conducted six Government Affairs Committee seminars in Washington, D.C. A seventh will be scheduled in the future at the Chamber offices. Attendance last spring at the Chamber's Small Business Conference provided new insights and opportunities for the AWRF government relations agenda. Additionally, the Government Affairs Committee has maintained connections with the National Federation of Independent Business, the National Association of Manufacturers, the Specialized Carriers and Rigging Association and numerous other nonprofit groups sharing similar goals.

AWRF membership in the U.S. Chamber of Commerce, has been significantly instrumental in bringing about changes to the obsolete and unsafe OSHA Sling Standard. By achieving the Agency's short list for proposed revisions, the process is enroute to new OSHA guidance rules, similar to the standard recently adopted by B30.9 subcommittee of ASME, where several AWRF members enjoy leadership positions.

Having participated in OSHA's initial ergonomics standards meeting in Washington D.C., the Government Affairs Committee has continued the Association's vigil as members of the National Coalition on Ergonomics.

Although the global war on terrorism weighs heavily on all of us, it is our hope that the lobbying efforts of AWRF and its partners in industry will continue to resonate until real tort reform replaces the current uncertainty in our legal system. As previously reported, there have been tort reform gains in many states with few reversals in others. A federal class action reform bill became law in 2005. It is expected that additional civil justice reform measures will be linked to heightened national security in the U.S. In addition, we are hoping for more vitally needed fiscal incentives to supercharge the U.S. economy where most AWRF members do business.

The Government Affairs Committee continues to monitor judicial transformations at both the state and federal levels.

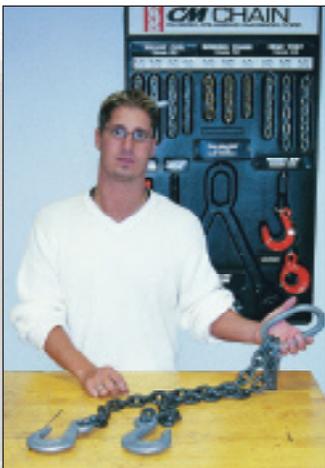
The maintenance of international recognition of AWRF as the leading entity for the lifting, rigging and load securement industry requires consistent liaison with many entities at many levels of the economy. Accordingly, the GAC has endeavored to maintain open lines of communication with government agencies such as the U.S. Department of Commerce, Treasury, Labor, Justice and State. This initiative has guided us well beyond the boundaries of Capitol Hill and Congressional lobbying to the halls of OSHA, EPA, Census, Customs, the EU and the Federal Trade Commission.

Clearly, AWRF members who are engaged in the lifting, rigging and load securement industry have much at stake in Washington, D.C. As the eyes, ears and legs of the Association, the Government Affairs Committee must intensify its efforts in 2007 in order to achieve the expectations of the membership. As foreign and domestic commercial policy is shaped by Congress and the Administration, we must be on hand to protect the interests of the Association.

The demographics of the newly elected U.S. Congress call for a different approach in both the legislative and administrative theaters. Often this means taking defensive measures. While there is some comfort in the fact that without sixty votes in the U.S. Senate, antibusiness causes can be filibustered into oblivion. Our mission requires continued vigilance. Participation in cause-based coalitions as well as the pursuit of ever-changing individual contacts is necessary in order to effect positive results for our members. To fulfill the purposes set forth in the Association Articles and By-Laws, this Committee has a mandate to represent the membership by advocating the objectives of the lifting, rigging and load securement industry in such a manner that we will be recognized and not just heard. A strong Government Affairs Committee is needed to accomplish this mission which requires the continued support of the AWRF membership.

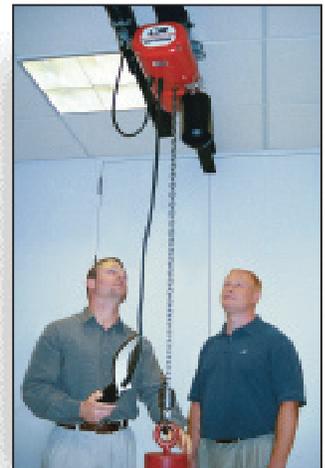


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- U.S. economic growth has slowed, and activity in the wire-rope related sectors is mixed.
- Healthy economic growth has spread around the globe. Will it continue?

U.S. Economic Situation

The U.S. economy is growing respectably, by 3.0%, in the third quarter of 2006 compared to 3Q2005. Unemployment has fallen steadily, and consumers and businesses still have a fairly positive outlook. Even so, uncertainties persist. Concerns about rising inflation hover over the Fed, though they've left interest rates unchanged since June. The main uncertainty is the severity of the housing market downturn and its drag on the overall economy. Other concerns are high energy and commodity prices as well as motor vehicle sales.

Employment continues to grow at a steady pace as well as household income. However, consumer spending growth is slowing, especially housing related durable goods. Automotive sales, light trucks in particular, remain sluggish and inventories are high; so new and more efficient models are being offered at big discounts. Gasoline prices remain relatively high, despite recent declines. Still, most consumers are finding alternative ways to cope.

Housing starts have fallen sharply and will continue to decline until unsold inventories fall to more normal levels. On the other hand, nonresidential construction is way up, boosted by low vacancy rates and reconstruction efforts in the Gulf Coast. Government construction also is growing nicely, as state and local government budgets improve and new federal transportation funds are released. However, concerns about high construction material prices persist.

Corporate profits remain high. With plenty of cash flow, business spending for information processing equipment and software remains strong, as well as spending for other types of equipment. Sales of construction and metalworking machinery, heavy trucks and railcars all have risen, for example. Oil and natural gas drilling and production activity also has increased significantly, due to high energy prices in the last couple of years.

U.S. imports of foreign-made goods and services continue to grow, swelling the goods trade deficit noticeably to \$718.6 billion during the third quarter of 2006. However, exports have increased as well, thanks to the low foreign exchange value of the U.S. dollar.

The Transportation Services Index (TCI*) for freight posted a slight decline during the third quarter of 2006 from the same period in 2005, mostly due to lower shipments of automotive parts and vehicles.

Outlook: The economy will grow by about 3.4% in 2006 and slow down to 2.5% in 2007. Housing activity will continue to drag, and light vehicle production and sales will be flat at best. However, growth in exports and business fixed investment—especially nonresidential and infrastructure construction—energy drilling, commercial aerospace manufacturing, and most types of business equipment—will pick up the slack.

* *Transportation Services Index (TCI) measures the month-to-month changes in services provided by the for-hire transportation industries, including railroad, air, truck, inland waterways, and pipeline.*

	2004	2005	3Q 2006
Real GDP Growth	3.9	3.2	3.0
Manufacturing Production	3.0	4.0	6.1
Manufacturing & Trade Sales	3.9	3.3	3.2
Goods Trade Deficit (\$2000)	667.8	706.7	718.6
Vehicle Sales (Mils, SAAR)			
--Cars (Domestic)	5.4	5.5	5.4
--Light Trucks (Domestic)	8.1	8.1	7.4
--Medium/Heavy Trucks	0.4	0.5	0.5
Construction:			
--Housing Starts (Mils)	1.95	2.07	1.72
--Private Nonresid Bldgs	5.5	7.2	21.2
--Gov't Bldgs & Inf'structure	2.9	6.2	9.9
Bus. Equipment Spending			
--High Tech & Software	10.1	8.5	9.0
--Other Machinery	3.8	9.5	2.0
Freight Transportat'n Index	110.3	111.8	109.7
Oil & Gas Rigs Running	1,192	1,383	1,721

*Percent change from previous year unless otherwise noted.

GLOBAL ECONOMIC FORECAST

The global economy continues to operate at a brisk pace in 2006, somewhat faster than 2005. The expansion is more broad-based this year, with other areas picking up in addition to China and the U.S. Our forecast for global economic growth in 2007, at 4.8%, is a bit below 2006's pace but, if it comes to pass, will mark the strongest four-year period of global growth since the early 1970s.

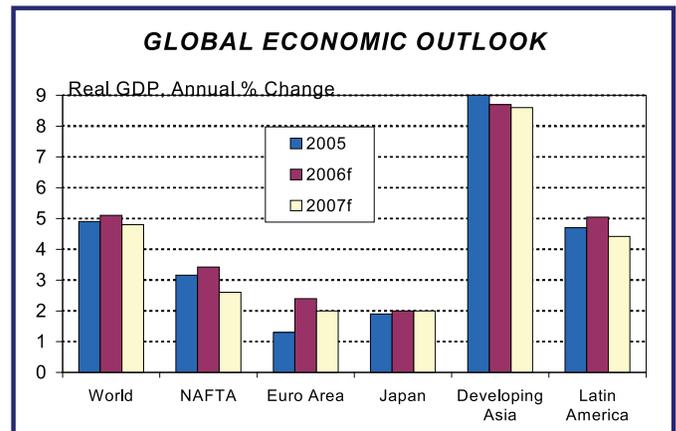
What changes will 2007 bring?

- Oil prices have retreated to year-ago levels after soaring by 25% last summer. Energy prices will continue high in 2007, hurting some oil-importing nations. However, energy producers around the world are spending billions of dollars on drilling, exploration, production and refinery expansions.
- Interest rates in the U.S. have stabilized and likely will continue near current levels through 2007. On the other hand, central banks elsewhere (Europe, Japan, the U.K., China so far) are boosting rates to control inflation, which puts pressure on the foreign exchange value of the U.S. dollar.
- Housing activity is way down in the U.S. and won't recover much in 2007. Housing prices are at risk in a number of nations, including the U.S.
- U.S. consumer spending also is slowing, reflecting lower purchases of light trucks and housing related items. However, spending is expected to pick up elsewhere.
- In most nations, brisk growth in foreign trade and business investment in nonresidential buildings and many types of equipment (not heavy trucks in the U.S.) should make up for the shortfalls in housing and automotive.

The U.S. economy grew by an estimated 3.4% in 2006, vs. 3.2% in 2005. As expected, the worst problems were centered in the housing and automotive sectors. In 2007, U.S. exports will remain healthy—reflecting faster growth in the economies of its trading partners—as will business investment in plant and equipment. Overall, U.S. economic growth will slow to about 2.5% in 2007, reflecting the declines in housing and vehicles.

What about the rest of the world? The picture looks generally healthy in most regions:

The Japanese economy is growing again. GDP will increase by about 2% in 2004 through 2006, the best three-year performance since the late 1980s. Exports are the primary driver, but consumer and business confidence is on the rise. Increased private demand will help offset a slowdown in government spending.



Growth in the Euro Area accelerated to 2.4% in 2006 from 1.3% the previous year. Unemployment rates are still high but consumer spending is growing moderately. The Euro's rise against the U.S. dollar is a concern for exporters. Euro Area growth will drop back to 2% in 2007, reflecting higher taxes and government spending restraints in major nations.

In the developing world, Asian economic growth will continue rapid, boosted by exports, business investment and consumer spending. As in 2006, China and India will lead the growth parade. Commodity-exporting nations in the Middle East, the Former Soviet Union, and South America also should continue to prosper.

NOTE: *global steel demand is expected to increase in 2007 but more slowly than in 2006. Housing and automotive production (outside Asia) will be weaker, but steel demand for business equipment, energy and mining, and nonresidential and infrastructure construction will be strong, especially in China, India, the Former Soviet Union, and the Middle East.*

Global steel production will rise in 2007, with most of the increase taking place in developing nations. Steel input costs have come down some but, on the whole, are expected to remain near present levels in 2007. In the U.S., steel price momentum is negative at yearend 2006, with high customer and service center inventories and low order rates. This situation could change later in 2007, but any price increases that do occur should be relatively moderate.

This material was prepared by the Los Angeles Economic Development Corporation:

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Your Safety Committee At Work

AWRF's Safety Committee issued sixty-five safety award plaques during the San Antonio General Meeting. Mazzella Lifting Products was the winner of the prestigious award known as the Innovative Safety Award. Mazzella takes safety seriously within their workplace and that is obvious when you review the Safety Program submitted for this award.



Your Safety Committee completed the task of editing the Shop Safety Video and each member will be receiving this media in the form of a DVD. This will become a valuable part of your Safety Training Program. This media will also be available on the AWRP website for members in the form of streaming video or if you wish to have a copy in VHS format, contact the AWRP office.

We wish to continue to encourage you to participate in our Safety Awards Program. It is a wonderful method of awarding your employees for a "safe job well done". Striving for a safe work environment improves morale, improves absenteeism and therefore improves productivity, improving your bottom line. Once a strong safety program is in place, you will find that your workers compensation claims will lessen and that will finally reduce your insurance premiums, improving your bottom line. Safety in the work place needs to be at the top of your priorities.



Jeff Bishop is your new Safety Committee Chairman and will be in touch with you in the year to come concerning the guidelines for participating in the Safety Awards Program as well as further safety issues.

It has been a pleasure to serve AWRP as your Safety Committee Chairman this past year and I look forward to continuing to serve as AWRP's Secretary for the upcoming year.

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Profit Improvement Report

All Customers Are Not Created Equal

By Dr. Albert D. Bates
President, Profit Planning Group



The exhibit divides the customers into four groups. The A customers are the most profitable ones, while the D customers are the least profitable. It is important to note that these breakouts are not based upon sales, but rather upon the dollar profits the accounts generate. This reflects the margins generated on the accounts less the costs of selling, servicing and supporting the customers.

The management team in every firm is intuitively aware that all customers are not the same in terms of the profits they generate. Some customers purchase a lot of merchandise, others purchase only a little. In addition, some customers are aggressive price buyers while others are more interested in service. Qualitatively, some customers are easy to deal with, while others are a pain.

This intuitive awareness seldom translates into action, however. That is, few AWRP members treat the good customers better than they treat the bad ones. In terms of service, support and pricing, all customers are treated as equals.

Part of the problem is that without some sophisticated and time-consuming investigation, there is no way to know exactly how much better the good customers are than the bad ones. Without such information, the easiest path to follow is to give every customer the same pricing and service package. Such an approach often has very negative financial consequences.

This article will explore customer account management for AWRP members. It will do so from two perspectives:

- The Profitability Difference—It will provide insights into how much profit the typical AWRP member makes on different customers.
- Account Planning—This will provide a basis for taking specific action to generate the maximum profits from the accounts being serviced.

The Profitability Difference

A specific customer profitability analysis project has never been conducted among AWRP members. However, similar groups of distributors have conducted such an analysis. They all came to the same conclusion—there are a few very profitable customers and a lot of marginal ones. This conclusion is demonstrated in Exhibit 1 which applies the research from other industries to AWRP economics.

According to the PROFIT Report, the typical AWRP member has annual sales of \$5,000,000 and a pre-tax profit of \$175,000 or 3.5% of sales. Assuming that the typical firm generates \$10,000 of revenue per customer, the firm with \$5,000,000 in sales would thus service 500 accounts. Exhibit 1 suggests these figures hide a lot of variation.

Customer Category	Percent of Customers	Number of Customers	Percent of Profits	Total Profit (Dollars)	Profit per Customer
A	15	75	100	\$175,000	\$2,333
B	15	75	35	61,250	817
C	35	175	10	17,500	100
D	35	175	-45	-78,750	-450
Total	100	500	100	\$175,000	\$350

Exhibit 1

The Relationship Between Customers and Total Company Profits

As can be seen, for the typical firm there are about 75 customers, or 15% of the total that are in the A (high profit) category. The critical factor is that these few accounts generate aggregate profits that are equal to the profits of the entire firm. It is a startling conclusion—15% of the customers provide 100% of the profits.

At the other end of the spectrum, there are a lot of D accounts; around 175 for a typical firm. These accounts collectively lose money for the distributor and not in a minor way. The combined losses on these accounts amount to \$78,750 which equals 45% of the total profit generated by the entire firm.

The theoretical implications of Exhibit 1 are obvious. If the firm eliminated 175 customers, its profits would increase by \$78,750 and the company would not have to do nearly as much work as it now does. Turning theory into a profit reality gets a little trickier, however.

Account Planning

The challenge is to take the overview information from Exhibit 1 and turn it into action. This challenge is made extra difficult when there is no specific information on which customers actually fall into the A through D categories. While the challenges are daunting, they are not impossible to overcome.

Since there are something like 175 unprofitable accounts, identifying at least some of them should not be a challenge. Even without a customer analysis system it is usually easy to identify the customers who are probably unprofitable. These customers tend to have a couple of key characteristics. First, their gross margins are likely to be lower than other customers. Second, they increase the workload of the firm because they generate a lot of small orders, deliveries and returned goods.

The real undertaking in any customer analysis effort is taking action once the problem accounts have been found. In general terms, unprofitable customers will require one of two different actions—fire 'em or fix 'em. In practice, what is needed is a very little of the first action and a lot of the second.

The ones that should be fired are almost obvious. They tend to engage in a wide range of behavior that drives profit away. They often cherry pick from a number of different suppliers, they are aggressive price negotiators, they expect a lot of additional services from the firm and they tend to be error prone, with lots of returned goods, questions over billing and the like.

The concept of firing customers has become fashionable in recent years. However, it should be approached with caution.

In most businesses, there are only about one to two percent of the accounts that should be fired. Taking the typical AWRP member again, this would translate into at most 10 accounts.

Finding the very few customers to fire is not a difficult task. The much more difficult undertaking is working with the customers who are unprofitable, but who could be made profitable if their behavior could be changed slightly. It requires a perspective that customers can be “managed” in a way that improves profitability for the customer as well as the AWRP distributor.

Such managing requires discipline in terms of price concessions on the margin side. It also requires working with the customer to develop more meaningful buying patterns on the expense side. Customers who place lots of small orders are not only increasing the costs of the distributor, they are increasing their own costs. There is a clear opportunity for mutual benefit in changing buying patterns. When combined with margin improvements the opportunity to increase profits on customers is enormous.

Moving Forward

Customers are the very reason for every organization’s existence. However, oftentimes customers buy in ways that make it difficult, if not impossible, to produce a profit in servicing them. Every firm needs to make a concerted effort to identify those problem accounts and take direct action to improve the profitability in servicing them. The potential rewards in doing so are great. The firm is not only doing itself a favor, but also helping customers buy in a way that increases their profits as well.

About the Author:

Dr. Albert D. Bates is founder and president of Profit Planning Group, a distribution research firm headquartered in Boulder, Colorado.

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A Managerial Sidebar

On Firing Unprofitable Customers

Most firms do not want to even think about firing a customer. It doesn’t make any difference how much money is being lost on the account. The thought of consciously suggesting a customer go away is simply too negative.

Part of the problem is the somewhat futile hope that some day the relationship will get better. There are also the very real issues of whether the account will merge with a good account, will change management or something else will happen to make the account more desirable in the future.

Because of these concerns, most firms take the approach of letting customers fire themselves. This involves a conscious change in the pricing matrix for these customers. By definition, customers are unprofitable because the gross margin earned on the account does not cover the costs of servicing the account. Reducing services is a somewhat uncertain process, so increasing prices provides the “easier” of the two options for covering expenses.

Most firms simply adjust prices upward in moderate, but measurable, increments systematically over time. The price increases should be properly transmitted to the account as a part of normal operations. At some point the customer either seeks an alternative supplier or becomes profitable for the distributor.

A number of firms have found that very few problem accounts actually do fire themselves. They continue to value the services being received from the distributor and accept the higher prices. They may shift an important sector of their purchases to other suppliers, but they do not entirely terminate the relationship.

Message from the President

Continued from page 1

tap the interest of the bright young executives within the organization. The additional members rounding out the Board of Directors for 2006-2007 include Brad Fowler, Mike Rothermund, Paul Boeckman, Bruce Yoder, Mike Parham, Cindy Morley, Clarence Muzechka and David Johnston.

Anyone interested in volunteering for a committee seat or a future Board position, please call Jeff Gilbert or myself. We can always use additional talented individuals with the aspiration to serve the association.

It’s now time to get your sights set on the next AWRP Meeting in Palm Springs, California . . . the Spring Meeting will be a P.I.E. with both inside and outside

exhibit space. Our goal is to make this event bigger and better than the Boston P.I.E. in the fall of 2005. We anticipate record setting attendance and participation in this event. Exhibit space is limited and will be assigned on a first come first serve basis. We look forward to seeing you in warm and beautiful Palm Springs, April 22-25th.



Craig L. Hayward
President, AWRP



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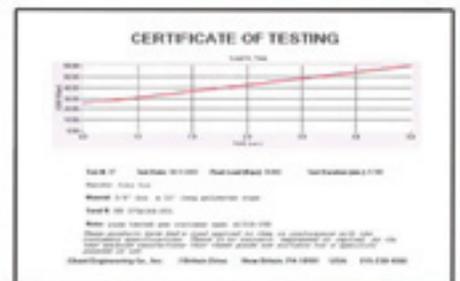
Custom: 450K x 80 Ft.



HPU and Computer



Computer Control



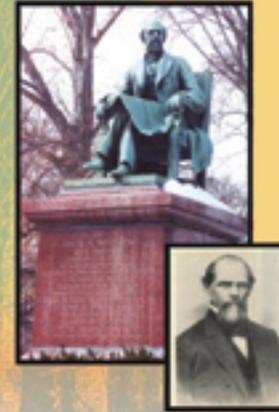
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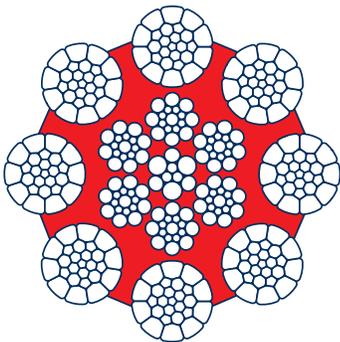
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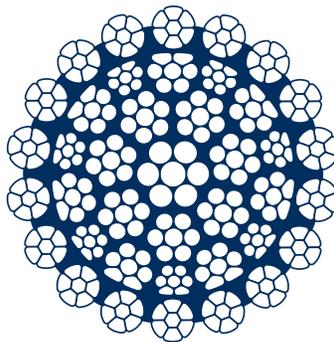
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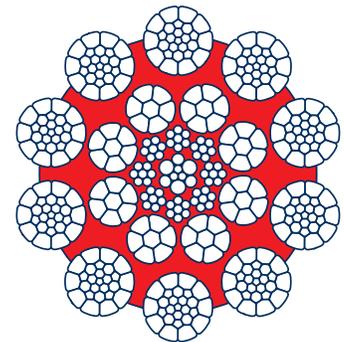
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Recommended Practice and Guideline

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Slings Part I: Alloy Chain Slings



Knut Buschmann
Sub Committee Chairman

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Recommended Practices and Guideline Version 10/23/2006 Recommended Guideline for Proof Test Procedures for SLINGS

Part I: Alloy Steel Chain Slings and Components

1 Scope

This Recommended Guideline describes the requirements and recommended procedures for proof testing of alloy steel chain slings (e.g. grade 63, 80, 100, or higher) and components on horizontal or vertical test machines that meet or exceed the requirements of the referenced standards and specifications. The chainslings shall be welded or mechanically assembled using manufacturer’s specified procedures.

2. Reference Documents:

ASME B.30.9 Chapter 1:

Alloy Steel Chain Slings: Selection, Use, and Maintenance

ASTM A906/A, 906M:

Standard Specification for Grade 80 and Grade 100 Alloy Steel Chain Slings for Overhead Lifting

ASTM A952/A952M:

Standard Specification for Forged Grade 80 and Grade 100 Steel Lifting Components and Welded Attachment Links

NACM:

Welded Steel Chain Specifications

3 Definitions

3.1 Proof Test: A non-destructive quality control test applied to a chain sling or components of a sling. It is the force that the sling and/or components have withstood under a test in which a constantly increasing force has been applied in direct tension.

4. Test Machine Requirements

4.1 The test machine shall be of suitable type and construction to fit the intended use.

4.2 Test machines and/or load sensing devices shall be calibrated to the latest revision of either of the following specifications:

ASTM E4

Standard Practices for Force Verification of Testing Machines

ISO 7500-1

Metallic materials – Verification of Static Uniaxial Testing Machines – Part 1: Tension/compression testing machines – Verification and calibration of the force-measuring system – Class 1

5. Precautions and Hazards

It is recommended that the load testing and operation of the test equipment be conducted following the AWRF “Practices and Guidelines for the Operation of Test Machines”. (Document available in 2007)

6. Sample Preparation and General Proof Test Requirements

6.1 Slings should be reasonably clean to enable a visual inspection.

6.2 Slings should have passed visual inspection per ASME B30.9 or other applicable specifications before proof testing.

6.3 Slings shall be loaded into the test machine without any twists, in direct tension.

6.4 The test machine fixtures shall ensure that the sling is aligned with the direction of the applied force. Note: Off-centered load test attachments or sensing devices may result in false load indications.

6.5 The proof test load should be applied for a minimum of 5 seconds. 6.6 After the proof test has been completed, slings shall be visually inspected for any dangerous defects. Additional inspection methods for chain attachments, such as die-penetrant or magnetic particle, may be performed.

7. Proof Test Load Requirements

- 7.1. All components attached to single legs shall be proof tested to 2 times the manufacturers published working load limit for the size and grade chain or the lowest rated component.
- 7.2. All components, such as master links and master coupling links, attached to two legs shall be proof tested to 4 times the working load limit of the lowest rated component.
- 7.3. All components, such as master links, attached to three or four legs shall be proof tested to 6 times the working load limit of the lowest rated component.
- 7.4. The required proof test loads for all components attached to standard size and grades of alloy chains are given in Table 1.

Table 1

Chain Size (inch)	Minimum Proof Test Load (lbs.)					
	Grade 80 Slings			Grade 100 Slings		
	Chain and Fittings Attached to one Leg	Master Link and Master Coupling Link Supporting 2 legs	Master Link Supporting 3 or 4 Legs	Chain and Fittings Attached to one Leg	Master Link and Master Coupling Link Supporting 2 Legs	Master Link Supporting 3 or 4 Legs
7/32"	4,200	8,400	12,600	5,400	10,800	16,200
9/32"	7,000	14,000	21,000	8,600	17,200	25,800
5/16"	9,000	18,000	27,000	11,400	22,800	34,200
3/8"	14,200	28,400	42,600	17,600	35,200	52,800
1/2"	24,000	48,000	72,000	30,000	60,000	90,000
5/8"	36,200	72,400	108,600	45,200	90,400	135,600
3/4"	56,600	113,200	169,800	70,600	141,200	211,800
7/8"	68,400	136,800	205,200	85,400	170,800	256,200
1	95,400	190,800	286,200	--	--	--
1-1/4"	144,600	289,200	433,800	--	--	--

Table 1: Proof Test Load Requirement for Grade 80 and Grade 100 Chain Slings
Note: Consult the chain manufacturer for minimum proof load requirements for other alloy grades

8. Proof Test Requirement

- 8.1 All Slings
 - 8.1.1 All components of a chain sling shall have been proof tested before the sling is put into service.
- 8.2 New Slings
 - 8.2.1 Welded chain slings shall be proof tested before the sling is being put into service.
 - 8.2.2 Mechanical components that have previously been proof tested that have not been modified from the original manufactured condition are not required to be proof tested.
 - 8.2.3 It is recommended to proof test the entire sling after manufacture.
- 8.3 Repaired Slings
 - 8.3.1 All components of a repaired chain sling shall have been proof tested before the sling is put into service.
 - 8.3.2 All repaired chains and components that involved welding or heat treating shall be proof tested prior to be returned to service.

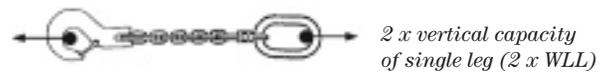
8.3.3 The entire sling assembly should be proof tested after any repairs have been made.

8.3.4 The repaired sling shall be marked with the month, year, and the company which performed the inspection, repair, and proof test.

9. Recommended Practice for Proof Testing Slings

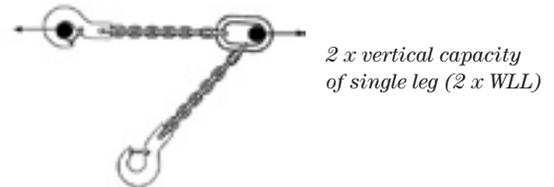
9.1 Single leg slings

9.1.1 Apply the required proof test load to the entire sling, with the load points being the upper end fitting and the lower end fitting.



9.2 Double-leg Slings

9.2.1 Each Leg: Apply the required proof test load to each leg of the sling, with the load points being the master link and each of the lower end fittings.

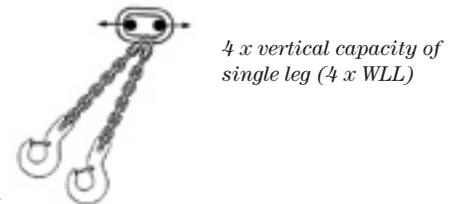


Alternately, if the sling will fit into the test equipment, the proof test for each leg may be applied to both legs at the same time. The load points would be the two lower end fittings. (Note, the master link would be in the middle).



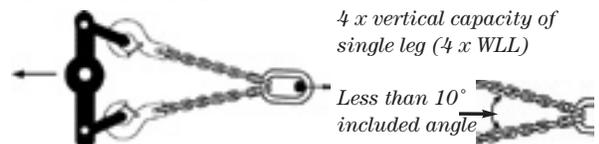
9.2.2 Master Link

Apply the required proof test load to the master link. The load shall be applied to the master link by itself, or with the load points being the master link and both lower end fittings. (See 9.2.3.) For master link test pin sizes refer to section 10.1



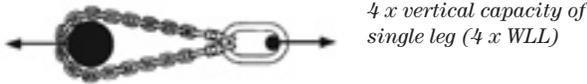
9.2.3 Entire Sling

The proof test requirements of 9.2.1 and 9.2.2 can be met by applying the required proof test load to the entire sling providing the following load conditions. The load points would be the master link and both lower end fittings provided that there is a load equalizing method to assure that the proof test load is equalized between both legs and that there is less than a 10° included angle between the legs. For master link test pin sizes refer to section 10.1



9.3 Single Basket Slings

9.3.1 **Entire Sling:** Apply the required proof test load with the load points being the master link and the bottom of the basket. The fixtures used at the bottom of the basket should follow Section 10.5. For master link test pin sizes refer to section 10.1



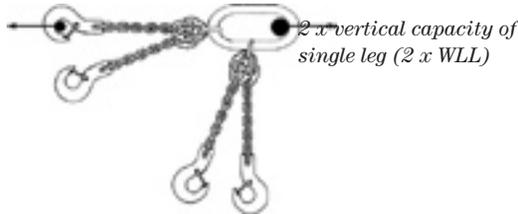
9.4 Endless Sling

9.4.1 **Entire Sling:** Apply the required proof test load with the fixtures following Section 10.5.



9.5 Triple and Quadruple-leg Slings

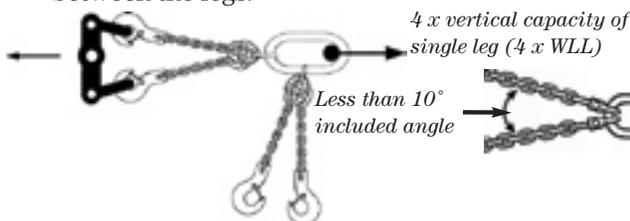
9.5.1 **Each Leg:** Apply the required proof test load to each leg of the sling, with the load points being the master link and each of the lower end fittings.



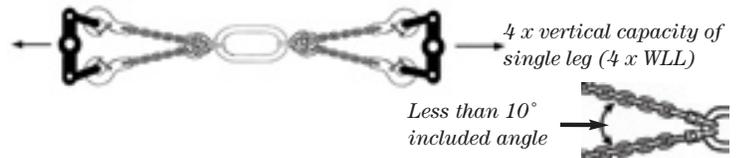
Alternately, if the sling will fit in the test equipment, the proof test for each leg can be applied to two legs at the same time in the manner described in Section 9.2.1.



9.5.2 **Master Coupling Links / 2 legs at the same time:** Apply the required proof test load to each master coupling link, with the load points being the master link and both of the lower end fittings attached to the master coupling link provided that there is a load equalizing method to assure that the proof load is equalized between both legs and that there is less than a 10° included angle between the legs.

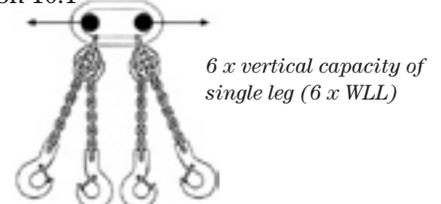


9.5.3: **Master Coupling Link Assembly / 4 legs at the same time:** The proof test requirements of 8.2.1 and 8.2.3 can be met by applying the required proof test load to the entire sling providing the following load conditions. The load points would be all of the end fittings provided that there is a equalizing method to assure that the proof test load is equalized between each pair of legs and that there is less than a 10° included angle between the legs.



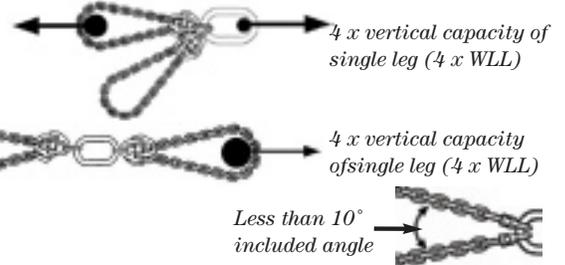
NOTE: This test method does NOT qualify as a 'complete sling test' as the master link requires to be tested to 6 times the vertical capacity of the single leg (6 x WLL); see Table 1.

9.5.4 **Master Link:** Apply the required proof test load to the master link. The load shall be applied to the master link itself. For master link test pin sizes refer to section 10.1



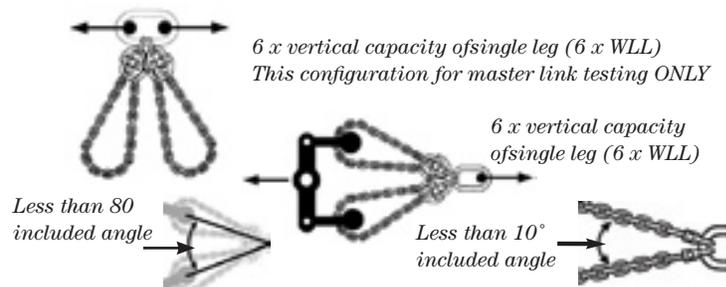
9.6 Double Basket Slings:

9.6.1 **Each Basket:** Apply the required proof test load to each of the baskets with the load points being the master link and the bottom of the basket. The fixtures used at the bottom of the basket should follow the guidelines of Section 10.5 and ensure that there is less than a 10° included angle within the basket.

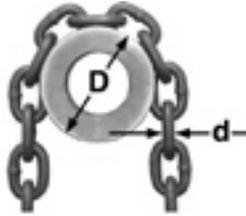


NOTE: This test method does NOT qualify as a 'complete sling test' as the master link requires to be tested to 6 times the vertical capacity of the single leg (6 x WLL); see Table 1.

9.6.2 **Master Link:** Apply the required proof test load to the master link. The load can be applied to the master link by itself, or with the load points being the master link and the bottom of both baskets. The fixtures used at the bottom of the basket should follow the guidelines of Section 10.5. and ensure that there is less than a 10° included angle within the basket. The included angle between the center line of the basket slings shall not exceed 80. For master link test pin sizes refer to section 10.1

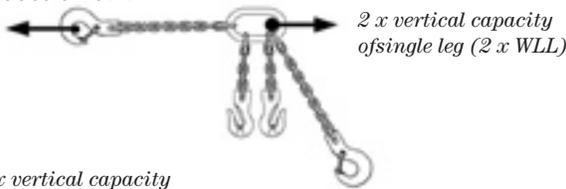


Note: Alternate to large collars or pins: a slotted wheel fixture is a preferred method to connect the bearing section of a chain basket to the proof test fixture. Each chain diameter shall require a separate slotted wheel of having a minimum diameter of a 10:1 D/d ratio. For further details refer to section 10.5

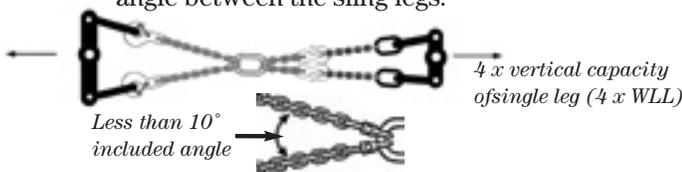


9.7 Adjustable Slings:

9.7.1 Each Leg: The adjustable legs on adjustable slings shall meet the proof test requirements for single leg slings. The proof test on the adjustable leg shall be applied per the methods described in Section 9.2.

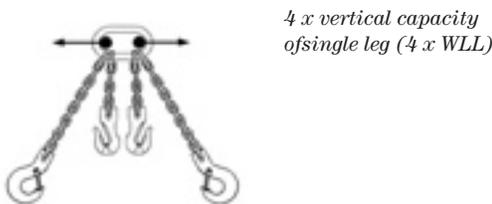


9.7.2 Master Link and all 4 legs. The below graphic displays a test method to test all legs and the master link at the same time since the adjustment legs are not counted as load carrying connections to the master link. The load equalization fixtures must ensure that there is a less than 10° included angle between the sling legs.



Note: The adjustable legs are not counted as connections to master coupling links or master links for determining the proof test load applied (number of legs) to these components.

9.7.3 Master Link: If the above method as described under 9.7.2 is unsuitable for a particular test machine or set up the load shall be applied directly to the master link. For master link test pin sizes refer to section 10.1



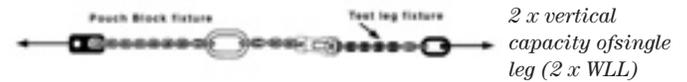
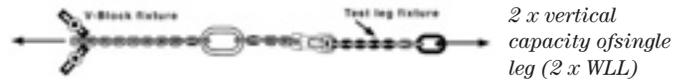
9.8 Adjustable Basket Slings:

9.8.1 Adjustable Single Basket Sling: The proof test shall be applied to a single adjustable basket by either treating the assembly as a double leg sling (see Section 9.2) or by using a fixture to place the chain into the grab hook and proof testing as a single basket chain (see Section 9.3). The fixtures used at the bottom of the basket should follow the guidelines of Section 10.5. For master link test pin sizes refer to section 10.1 Master Link Test



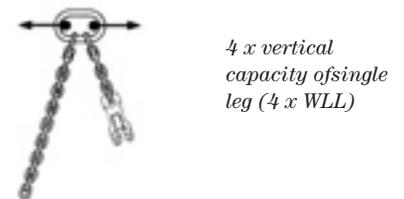
Note: The above configuration tests the master link AND the basket leg at the same time and must ensure that there is less than a 10° included angle between the basket legs.

The test leg fixtures should follow section 10.7

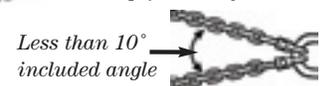


Master Link Test

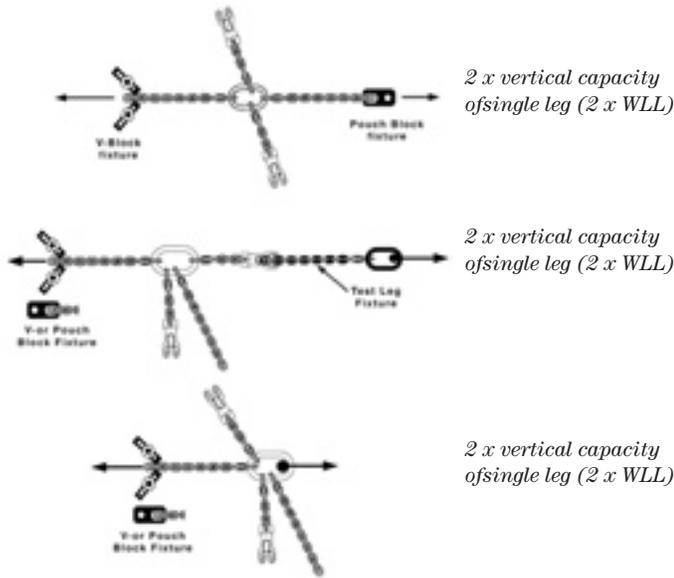
For master link test pin sizes refer to section 10.1



9.8.2 Adjustable Double Basket Sling: The proof test shall be applied to a double adjustable basket by either treating the assembly as a quadruple leg sling (see Section 9.5) or by using a fixture to place the chain into the grab hooks and proof testing as a double basket chain (see Section 9.6). The fixtures used at the bottom of the basket should follow the guidelines of Section 10.5 and must ensure that there is less than a 10° included angle between the basket legs. For master link test pin sizes refer to section 10.1



NOTE: The above test method does NOT qualify as a 'complete sling test' as the master link requires to be tested to 6 times the vertical capacity of the single leg (6 x WLL); see Table 1.

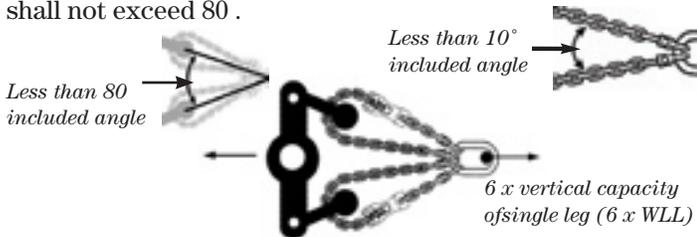


Master Link Test

For master link test pin sizes refer to section 10.1



The fixtures used at the bottom of the basket should follow the guidelines of Section 10.5. and ensure that there is less than a 10° included angle within the basket. The included angle between the center line of the basket slings shall not exceed 80°.



NOTE: The above test method does NOT qualify as a 'complete sling test' as the master link requires to be tested to 6 times the vertical capacity of the single leg (6 x WLL); see Table 1 which is less than the combined proof test load of all sling legs.

9.9 Long Leg Slings:

9.9.1: When chain legs are longer than the proof test equipment bed, it is permissible to apply the proof test in sections. The fixtures used for the chain should follow the guidelines of Section 10.6.

10. Guidelines for Proof Test Fixtures for Slings

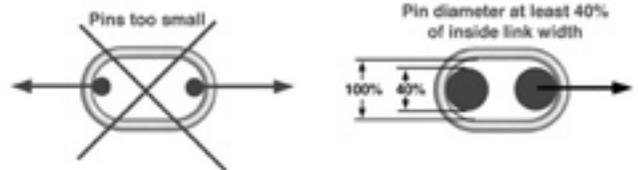
The fixtures used for proof testing chain slings will vary depending on the type of sling, the type (s) of components in the sling, the type of test equipment, and the number of intended uses for the fixtures. Determining the correct

fixtures for each specified test will require experience, training and appropriate rigging practices by the tester.

Fixtures and operation should comply with the AWRP "Practices and Guidelines for the Operation of Test Machines" (available 2007). Permanent test fixtures should be marked to indicate the maximum load for which they are to be used.

Care should be taken so as to select fixtures that do not cause point loading, localized damage or deformation to the components and slings being proof tested. Below are the recommended guidelines:

10.1 **Master Links:** Suitably large pins or fixtures should be used to prevent localized point contact damage to master links. Ideally, the radius of the pin should match that of the inside radius of the master link. From a practical standpoint, the minimum pin diameter should be at least 40% of the inside width of the master link if not specified by the manufacturer.

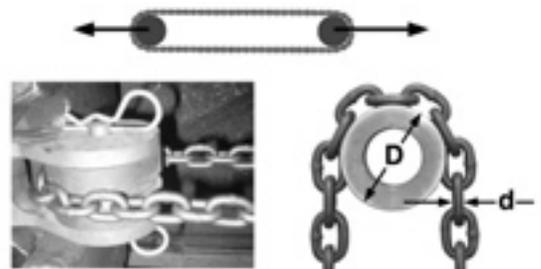


10.2 **Hooks (except grab hooks):** Suitably large pins or fixtures should be used to prevent localized point contact damage to hooks.

10.3 **Grab Hooks:** Grab hooks should be loaded at the bottom of the hook. A practical way to achieve this is to insert an appropriate sized master link into the hook as the fixture (applies only to grab hooks without support cradle). It is also acceptable to use a piece of the correct size and grade chain as the fixture for grab hooks (see 10.7).

10.4 **Claw Grab Hooks:** A piece of the correct size and grade chain is the easiest and most practical fixture (see 10.7).

10.5 **Basket Slings:** Suitably large pins or fixtures should be used to prevent localized point contact damage to the chain. Ideally, the fixture should be slotted to allow the vertical plane of the chain to remain vertical. From a practical standpoint, the slotted wheel shall have at least an outside diameter of 10 x the nominal chain diameter (D/d of 10:1), the slot width shall ensure a snug fit of the chain, the slot depth shall be at least equal to the inside width of the chain.



- 10.6 Continuous Chain: The fixtures used to test sections of continuous chain should securely support the shoulders of the link. The slot opening should be no more than 125% of the actual diameter of the chain. One way to achieve this is to have a set of adjustable blocks set at 45-degree angles from their vertical or 90-degree included angle between blocks (see photograph).



V-Block Assembly

Another method is a pouch block fixture for each chain size (see photograph).



Pouch Block Fixture

- 10.7 Chain Ends: Chain slings shall be proof tested by applying the proof test load up to and including the last chain link. The fixtures used to test this free end of chain should be of the same diameter or larger and of the same strength or greater than the chain. From a practical standpoint, it is easy to use cut pieces of chain of the same diameter or the next larger size. V-Block Assembly Pouch Block Fixture Another method is a pouch block fixture for each chain size (see photograph).



Reference Document addresses:

American Society of Mechanical Engineers (ASME),
Three Park Avenue, New York NY10016-5990 U.S.A.
www.asme.org

ASTM International (ASTM)
100 Barr Harbour Drive P.O. Box. C700
West Conshohocken, PA19428-2959 U.S.A.
www.astm.org

National Association of Chain Manufacturers (NACM)
P.O. Box 22681 Lehigh Valley, PA18002-2681 U.S.A.
www.nacm.info

International Organization for Standardization (ISO)
Case Postale 56CH-1211 Geneve 20 Switzerland
www.iso.org



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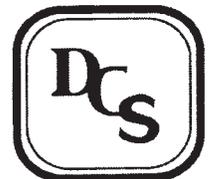
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News About Members

For Immediate Release

Tom Wynn named President of Peerless Chain's ACCO Chain Division

(WINONA, MN) - Peerless Chain Company President/CEO Gilman King announced that Peerless Sales/Marketing Vice President Tom Wynn has assumed additional duties as President of recently acquired ACCO Chain effective October 16.

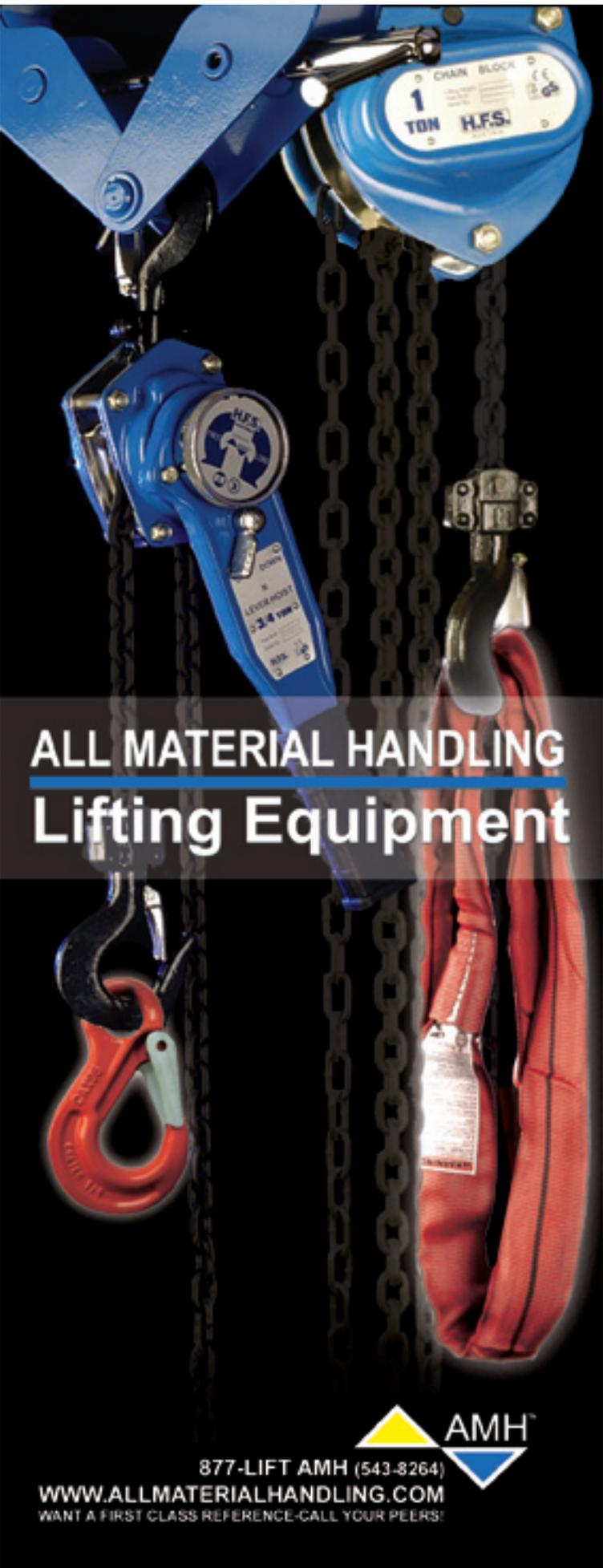
In his new dual role, Wynn will work closely with ACCO National Sales Manager John Doyle in developing strategies to enhance ACCO's already strong market position in the chain industry.

Wynn has been with Peerless since January 6, 1997, starting as Director of Product and Market Development. In February 1999, he was promoted to Director of Sales and on January 12, 2000, he was again promoted to Sales/Marketing Vice President. Under Wynn's leadership Peerless' Market share has increased from 15 percent to more than 30 percent. He had significant involvement in both the July 27 (2006) acquisition of ACCO and the acquisition of Weissenfels – USA in 2004.

Wynn, who holds a B. S. degree in Political Science from Juniata College, joined Peerless after 24 years with Cooper Tool's Campbell Chain Division. There he had served as National Sales Manager, with responsibility for sales and marketing for Campbell's traction line as well as Cooper Tool's other automotive products. He also had extensive sales and marketing experience in retail and industrial chain products for that organization.

In addition to his Peerless and ACCO responsibilities, Wynn is on the board of directors of WSTDA (Web Sling and Tie-Down Association) and is the President of the National Association of Chain Manufacturers (NACM).

Contact Curt Mihm by phone (507-457-9132) or e-mail (clmihm@peerlesschain.com) for further information.



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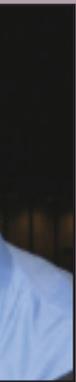
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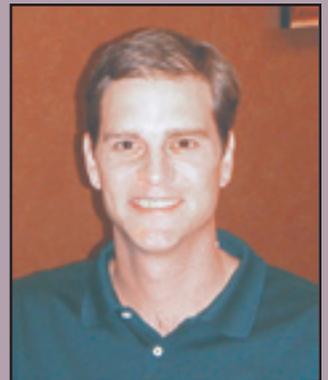
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AWRF'S 30th ANNIVERSARY

Here are some thoughts from four of the original charter members.

By Louis Hale

On December 12, 1975, the nine charter members of the Association of Wire Rope Fabricators met in Biloxi, MS to call for the first general meeting on Hilton Head Island on October 14 and 15, 1976.

In attendance were Alvin Kopcie, Allegheny Cable Company, Pittsburgh, PA; Robert J. Killian, Florida Wire & Rigging Works, Miami, FL; Ken K. Kirby and Jack Driggs, Kirby Steel Products, Houston, TX; P. J. Cortez, Lowery Brothers Rigging Center, Marrero, LA; Dick Miller and Jeff Weber, Marcal Rope & Rigging, Alton, IL; Al Rubin and Tell J. McClarty, Jack Rubin & Sons, Compton, CA; Robert Ashley and David Bishop, Superior Rope & Slings, Atlanta, GA; Harry Truitt, Western Sling & Supply, Denver, CO; and Jim Yarbrough, Yarbrough Cable Service, Memphis, TN.

Thirty years is a long time. Most of the founding members are gone as are the companies, or, if the latter remain, they have been generally merged and/or otherwise transformed into something else.

However, one founding member and company who have remained intact over all these years is Dick Miller, president, Marcal Rope & Rigging, Inc., Alton, IL.

Miller, in fact, was the impetus who got the ball rolling. "I made a few phone calls," Miller recalls. "It was apparent that Ken Kirby of Kirby Steel Products was interested. We talked back and forth. He had a few suggestions. We decided to get some other fabricators together. We were going to try to form an organization, get some bylaws, and find some techniques to encourage membership.

After the first meetings, the various representatives went home and when they returned they elected the first officers, Kirby being elected AWRF's first president and Miller secretary. "I don't think any of us had an idea that an association like this would grow. We didn't have any indication of what the membership would be and where it would go."

The primary purpose of AWRF, Miller recalls, "was to bring together companies with a history in the industry so that we could encourage a safer product. At the time many people were making wire rope products by the seat of the pants. Something was produced in a certain way because somebody said this is the way to do it. There was no history of what was good and bad. I don't think we were trying to create a better mousetrap. But we did want to produce products according to standards that were universal, safe to the user, and that we could feel comfortable with. A lot of our competitors didn't have the same degree of concern that the nine of us had. They often worked out of their backyard or basement or garage. I for one had competition from various garage shops that had very little engineering background. They worked on nothing more than, 'You need a sling, I'll build you one.' There was no protocol, no procedures, no guidelines to follow. So we wanted to raise the bar a little, to set some standards. That was our real purpose."

As AWRF grew, so did Miller's business. "We started in 1970 with four employees," says Miller, 66. "Today

we have 40 employees in four locations. We're constantly concerned with improving product quality. We produce a lot of rigging products that were once unheard of. Back in the 1970s there was just wire rope. But I think that AWRF, with its focus on safety, was a spur.

"The first real change to lifting gear was the advent of the nylon web sling, which has grown to mammoth proportions. We found we couldn't just produce wire rope slings. Then, after web slings there came other types of lifting combinations. Many of us began fabricating specialty lifting gear in terms spreader beams, C-hooks and other special combinations. When round slings were introduced in the early 1980s, I thought they were a gimmick that would never fly. A whole generation has changed that."

Miller recalls that the "the regular membership did not grow by leaps and bounds, but did grow on a gradual and steady basis. But we found out early on we needed more than just our regular members. We needed support from the vendors. We supported them, but we needed their support and expertise on what made a quality product. Back then there were about 20 domestic wire rope companies. Today there are about four. So the competition for the rigging business was pretty intense."

Nevertheless, Miller continues, although he says that today roughly 25-30 percent of the memberships are vendors and they operate "in a community bond," there was an initial reluctance of the vendors to join AWRF. "They were afraid that if they worked with us to establish standards that they might become liable," Miller says.

There were also other reasons for the initial vendor reluctance, says Stan Truitt, president, Western Sling And Supply, Sedalia, CO. Stan's father, Harry Truitt, was one of the founding members of AWRF. So Stan says, "I'm only speculating, but I think another source of conflict was that the wire rope and fitting manufacturers felt uneasy about the start of the organization. They didn't like the idea of their customer base getting together, finding out who was getting better treatment or what programs were available. They were afraid they might all be on the same plane in terms of buying power."

Was having the clout of a typical industry buying organization part of the motivation for AWRF? "I believe it was a secondary motivation, and it did work out that way," Truitt replies. He adds that once the first vendor jumped on board, the others generally followed. The vendor motivation?

"I believe that domestic manufacturers felt that AWRF might be a good way to keep imports at bay, for perhaps member buying would be limited to domestic manufacturers." But it didn't work out that way, did it? "No, Truitt replies. "That's why they call it history."

Nevertheless, Truitt continues, the main motivation for the founding of AWRF and the main reason for manufacturers joining it was so they could work together to achieve the standards for producing a consistently high quality product.

"As the organization grew, it has helped us in a number of ways," says Truitt. "The AWRF technical committee has helped us identify better methods of fabrication as well as helped us to write the standards that ASME/ANSI could adopt. This produced a better product and brought a new level of professionalism to the industry."

Another goal of the founding members, and one important to the industry, says Truitt, "was the hard work over the years to get the SIGNAL insurance program up and running. This has proved to be a very positive feature of AWRF membership. For SIGNAL insures nothing but the people in this industry. The main advantages are that they know our products and methods inside and out and provide expert help in any litigation issue."

Another big impetus to AWRF's growth, says Truitt, "was the arrival of Don Sayenga as executive director. His involvement in the organization, his knowledge of and participation in the industry, and his enthusiasm and zeal raised AWRF to a new level, for the benefit of all."

In terms of the history of Western Sling And Supply, Harry Truitt started it in 1971. For several years previously he had worked for John A. Robling & Sons. When this company was purchased by CF&I Steel, Truitt was transferred from Atlanta to Denver. After eight months he was offered a promotion to move to Trenton, NJ. This was at the time that rigging facilities were divisions of steel companies. "To my knowledge, my father was the first to enter into a negotiation with a wire rope manufacturer as a contract warehouse," Truitt says. CF&I had its own fabrication facilities all over the country, but was cutting back for financial reasons. Truitt offered to take on the fixed overhead costs and so became perhaps the first independent rigging shop. "He purchased a press, picked up some excellent lines to distribute, got into the rigging business, and was off and running," his son relates.

"We've had a steady growth, but there is no question but that the business has changed. Wire Rope is not what it used to be. All of American industry has become so complex that we have had to change. So even though we are involved in a number of heavy industries, we have also moved a lot into the government business, for the departments of energy and defense."

Jim Yarbrough, who passed away about seven years ago, started Yarbrough Cable Service, LLC, Memphis, TN over 50 years ago and was one of the founding members of AWRF. For Dan Merrill, 54, Yarbrough's has been his first and only job for the past 36 years. He started out as a laborer learning how to splice, became a foreman, moved to inside and outside sales, and now is vice president in charge of operations. He's served on the board of directors for AWRF and been on its technical board for about the past six years.

Merrill agrees that, though AWRF was originally formed for sling makers, the inclusion of suppliers really helped the organization move forward. "They kept us abreast of all of the new technology on fittings and wire rope," he says. "Without their output we would have been at a standstill."

Through AWRF, he says, members are kept current on all technology innovations and in addition get the chance to meet with suppliers to learn even more. "AWRF spends a lot of time on the technical side," Merrill says. "It has a big program for testing all types of wire rope and web slings and keeps us informed of all break tests and their values."

Merrill says he finds AWRF helpful not only on the technical side but also how this works hand in hand with legal issues.

"AWRF is always publishing articles on safety procedures, workers comp, and compliance, especially with OSHA."

In terms of Yarbrough Cable, Merrill says, "We fabricate all types of wire rope and synthetic slings, and we have a 1500 ton test machine for all phases. We're big in large diameter slings and braids. We do just about every phase of rigging. We do a lot of offshore work and provide flat rope rigging for the Army Core of Engineers to raise locks for dams." Yarbrough has about 45 employees in three locations.

Lowery Brothers Rigging Center was one of the original members of AWRF. This company was sold to investors and has gone through a number of different corporate transformations to its present title of DCL Mooring And Rigging, in New Orleans, LA.

Roland Ross, who joined the company in 1985, and is vice president of sales, says that as a result of the most recent merger, the traditional offshore business of large diameter slings and related rigging items has been married to a company specializing in anchors, chains, tow lines and related items so the company now offers energy companies, a complete package.

Ross has been active in AWRF since he started in 1985. "We've always participated and go to as many meetings as we possibly can," Ross says. "We only missed one, and that was due to hurricanes Katrina and Rita, which devastated our facility and left it under about eight feet of water."

Structurally, AWRF has stayed pretty much the same since the beginning, Ross says, but its main contribution has been to link all of the smaller operations with the latest technical information and data important to our industry, which the smaller members couldn't gain through testing on their own.

The future focus of DCL, Ross says, "is testing and coming up with new products to work in deeper waters, including products to operate remote operating vehicles. Subsea work now dominates the gulf. The deeper water explorations have demanded larger and longer wire ropes to service."

Safety, therefore, has become an increasing top priority not only for his company but for all riggers. "Thirty years ago nobody would have had the machines to pull test their products," he says. "Now testing and tagging issues have come to dominate the industry. Twenty years ago if you had an accident you would try to learn from it and avoid it the next time. You didn't have a band of lawyers chasing after every product. With this new age we live in, everything can be litigated. So it's not enough just to do a good job, you have to do it so it is systematized. This is what AWRF does best."



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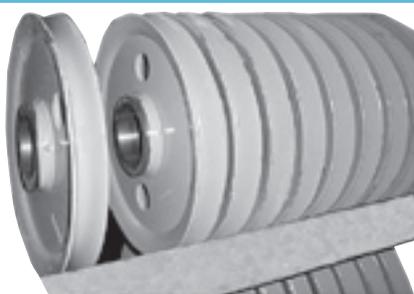
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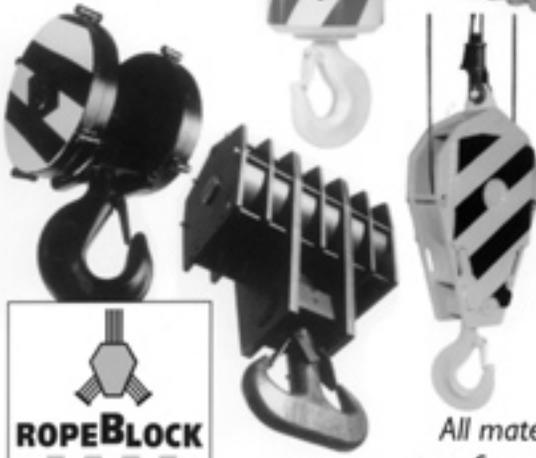
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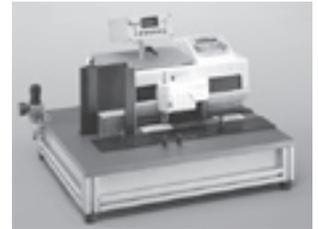


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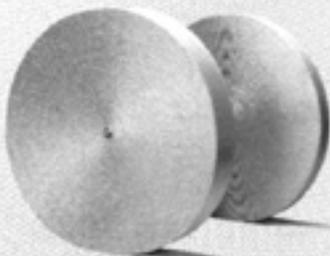
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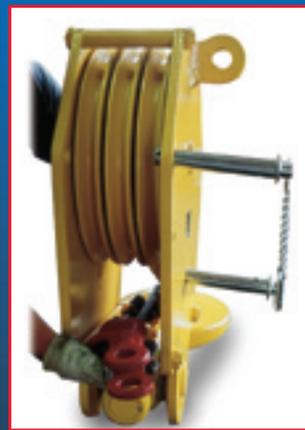
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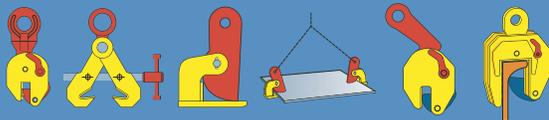
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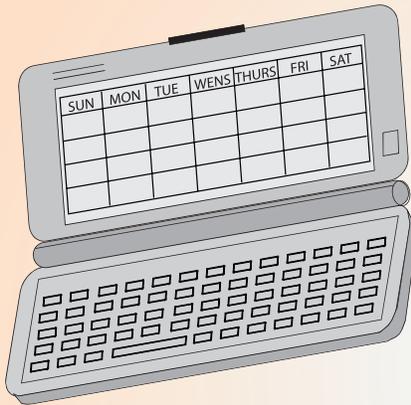
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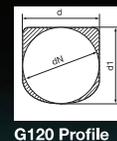
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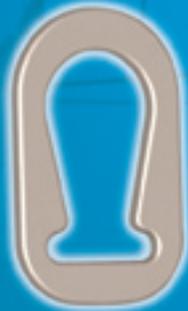
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