Issue 128
February/March
2011

slingmakers

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35 Years Since 1976

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- Wedge accessories provided with a zinc finish.
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A Sticky Note From the President

Bruce Yoder

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bruce@americanriggingsd.com

Dear Members,

The Board of Directors met in Jan. to review the AWRF operating budget for 2011. After much discussion, a budget was approved. Although we are still experiencing a tough economy, our association is financially stable. Some highlights:

The AWRF is still able to offer five (5) scholarships, but is having to dip into the principal balances as the low interest rates are not generating enough income. Please consider donating to this fund. The site selection committee met in Asheville during October and is currently reviewing sixteen (16) potential sites across the country for future conferences. The QHSE and Testing committees continue to offer information that all members of AWRF can use to help run their prospective companies. As we progress into 2011, be sure to contact Executive Director Jeff Gilbert and his Jaguar Management team for any questions.

Bruce Yoder
President
The Carpenter Group

A.W.R.F CALENDAR

2011

March 22-24	OIPEEC/MT Conference College Station, TX
April 3-6	General Meeting 35th Anniversary Hyatt Regency Beach Resort Wiki, HI
May 16-19	ASME B.30 Las Vegas, NV
July 15-16	Board of Directors Meeting
September 20-21	ASME B.30 Minneapolis, MN
October 2-5	A.W.R.F. General Meeting and P.I.E. Hyatt Regency Crown Center Kansas City, MO

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THE GOVERNMENT AFFAIRS COMMITTEE

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

PROPER USE OF ASSOCIATION TRADEMARKS & LOGOS

In 1995 the Board of Directors of AWRF adopted a logo for the Association, a graphic depiction of a wire rope sling with the descriptive phrase "Serving The Lifting, Rigging and Load Securement Industries," as a way of recognizing that our members are involved with more items than the basic lifting devices. Use of the logo by the Association in ensuing years has seen minor changes in, and sometimes deletion of, the descriptive phrase, but the image of the sling has remained a constant. The Association is the owner of the logo, and several versions of the logo have been registered with the U.S. Patent and Trademark Office. AWRF members may use the logo in accordance with rules established by the Association. However, use of the logo or any other Association materials in a manner that implies approval by the Association of the member's products or services is prohibited.

On August, 22, 1995, legal counsel advised the Association in a written memorandum as follows:

1. AWRF logos are the property of Associated Wire Rope Fabricators.
2. Members in good standing may use Association logos on stationery and in advertising to indicate that they are members of AWRF.
3. Members may not use the logos to state or to imply that the Association has endorsed their company or its products.
4. Members may not place the logos upon their products.
5. Members must cease using any AWRF logo upon the request of the Board of Directors.

It was also established at that time that the word "Member" should appear in conjunction with the display of any AWRF logo by Association members. Further, the symbol ® should be displayed for those logos which have been registered with the U.S. Patent and Trademark Office. (For the versions of the logo that are currently registered, please contact the AWRF office.)

As owners of several versions of the logo, AWRF and its members may use the "TM" (trademark) or "SM" (service mark) designation with the mark as notice of ownership by the Association. It is not necessary to seek or secure federal registration to use these designations. These symbols have no specific legal significance, but they do place others on notice that the Association considers the mark to be its property. The registration symbol ® may only be used with those marks which have been registered by the U.S. Trademark Office.

Proprietary rights to logos continue in perpetuity as long as an association continues to use the marks in connection with its purposes. This is one important distinction between trademarks and copyrights, the latter having a long but limited life. Likewise, if the mark is federally registered, as in the case of several AWRF logos, this registration may be renewed every ten years ad infinitum. However, between the fifth and sixth year after the date of initial registration, an affidavit must be filed setting forth certain information to keep the registration alive. If no affidavit is filed, the registration is canceled, but not the proprietary rights.

Because a considerable amount of goodwill may inure to an association by virtue of its ownership of a trademark, it is incumbent upon non-profit organizations which own trademarks to guard against infringement. Most infringement actions arise where an individual or a corporation uses or attempts to register a mark which is similar to a registered mark so that a "likelihood of confusion" to the public results. Since only a likelihood of confusion need be shown and not actual confusion, an association which discovers the existence of a mark similar to its own should take immediate steps to correct the situation. Often, a letter to the entity using the mark, informing them of the situation will accomplish the desired result.

To seek relief for unauthorized use of a trademarked logo in the United States, plaintiffs will usually charge infringement under the Lanham Trademark Act (LTA). For misuse of non-registered marks the aggrieved party will generally rely upon the strictures of the LTA against unfair competition by alleging false designation of origin.

If a plaintiff does not have a federal trademark registration and is relying solely on common law rights to establish a cause of action under the LTA, it must first demonstrate that its mark is inherently distinctive. If the logo is found not to be distinctive, the plaintiff must prove that the mark has a secondary meaning, i.e., that the mark has become associated in the public mind with the plaintiff as the collective source of particular products or services as distinct from the products or services of other trade associations. Only after the plaintiff has established that it has used the mark, and that the mark has acquired a secondary meaning or distinctiveness, prior to defendant's use of the mark, will a court proceed to consider the issue of likelihood of confusion. After establishing the mark's distinctiveness, the plaintiff must demonstrate that the likely confusion between the two marks may cause a mistake or deception as to the connection between the offending mark with the plaintiff's proprietary rights of origin.

The LTA provides that a "collective mark" shall be registrable by the entity exercising legitimate control over its use, e.g., a non-profit corporation, and the definition of a collective mark includes any logo indicating membership in that particular organization. Apart

from use of a logo by the association itself, the main purpose of a collective membership mark is to indicate that the user of the mark is a member of the organization. When the mark is accompanied by the work "member," the distinction is clear. Although, a collective membership mark may always be used by the association itself as a trademark or a service mark, it may not be used as a mark of certification such as "Good Housekeeping Seal of Approval". Registration of a membership mark is based on actual use of the mark by the organizational owner and by its members, but it is the owner of the mark, i.e. the association, that exercises control over its use.

Codified laws as interpreted and augmented by U.S. common law circumscribe the rights of trade associations with respect to patents, copyrights and trademarks. But, the spirit of trademark protections in general and of non-profit logos in particular, as discussed above does not end with trademarks. These ground rules are seminal to the broader concept of use and control of other AWRF generated materials such as symbols of recognition or achievement.

As is the case with Association logos, it is contrary to the spirit and intent of the law for Association members to display other AWRF materials such as safety plaques, longevity awards or other emblems of industry accomplishment in order to signify approval by the Association of the member's products or services. All such materials must be strictly controlled by AWRF. Attempts to exploit the privilege of use as an endorsement by the Association of any member's products are strictly prohibited.

Newly Re-Engineered Socketing Resin "Socket Lock"

Sea-Fit, Inc.
4745 River Road • Jefferson, Louisiana 70121
Tel: 504-736-9477 • Fax: 504-736-9316
Email: info@sea-fit.com • Web: www.sea-fit.com

New Orleans (Friday, January 28, 2011) - Sea-Fit, Inc., is pleased to announce that it has just completed an extensive effort to improve and reformulate its socketing resin product, Socket Lock. This has been a joint effort with ITW Polymer Technologies and the process has taken nearly 18 months to complete. The new product has improved grip performance and has undergone static, dynamic and shock load testing. In addition, improvements were made to the formulation to increase the product's stability and toughness.

To complement the enhancements to the product's performance capabilities, the resin and hardener are now innovatively packaged in environmentally sealed foil packs. To further ensure stability, the components are then placed in plastic containers fitted with vapor lock lids. The plastic container can be used as the mixing vessel and is obviously well suited for corrosive marine environments. Not only is this packaging easy to use, it serves to ensure the product's freshness.

To make mixing easier, the resin color is now bright green and the hardener is white and in a soft paste form. When mixing, it is easy to see when the mixture is fully blended as the white swirls will disappear when fully mixed. All components are designed to be free of dusty, hazardous components. To make pouring sockets a cleaner process, each kit is now supplied with a unique disposable pouring funnel. Printed on the funnel is useful information such as socket volumes and recommended socketing practices.

Socket Lock has met or exceeded all of the performance and properties criteria to be Type Approved by both DNV and ABS.

Product information is available on-line at www.socket-lock.com.

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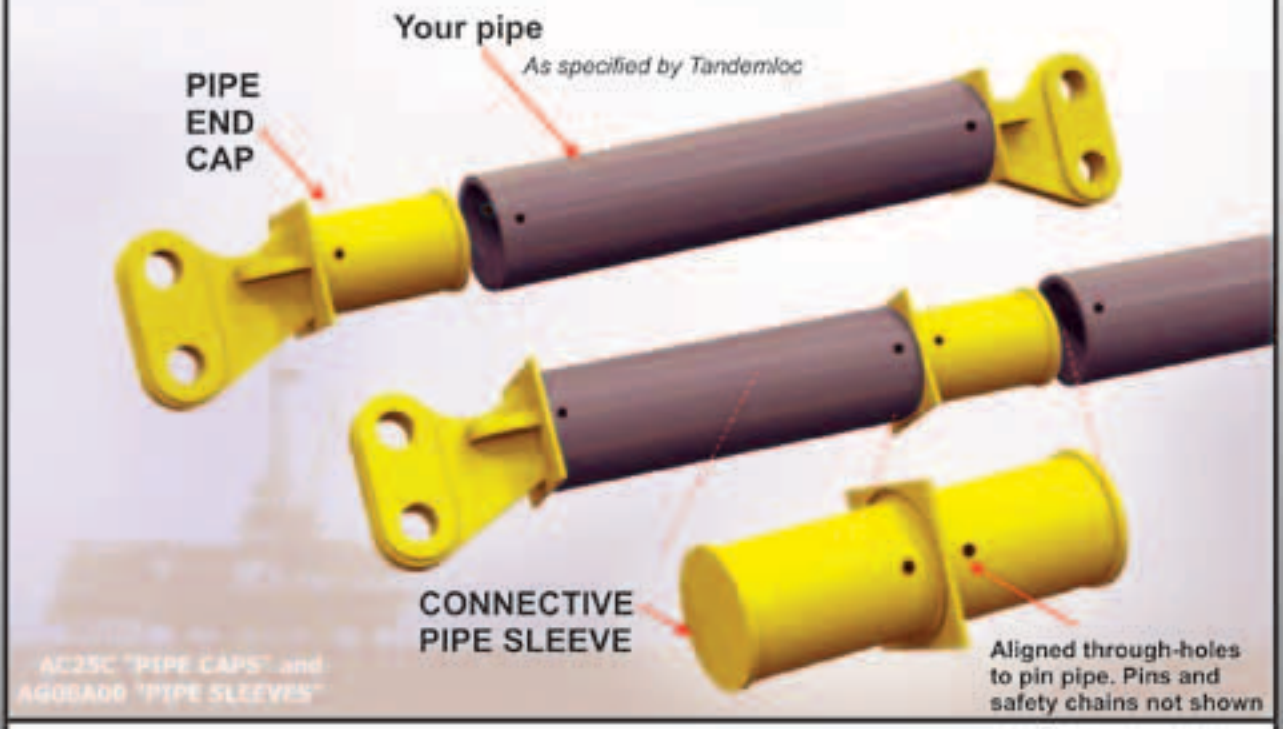

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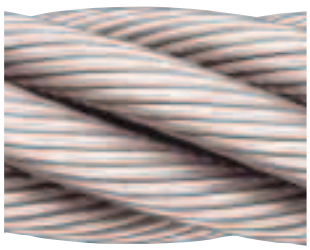

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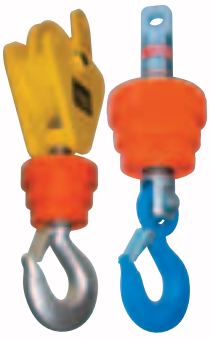

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QHSE Corner

Quality, Health, Safety and Environmental Committee

The "Q" in QHSE

We are putting the "Q" in QHSE!

Up until recent history much of the effort of this committee has been put into setting up the Safety program (the "S" in QHSE). Tireless effort was put into developing a resource library of safety training and programs that can be used by the entire membership to train their personnel. Another phase was then recognizing companies who have worked and used these resources to improve their accident experiences. Companies report their safety experience annually with recognition given to those who achieve loss time accident ratios of less than one.

Our focus now is to put together a quality program ("Q") that will assure that all members will have access to proper fabrication requirements and procedures. We will be gathering information on industry fabrication procedures with the intention to make those available to our membership to follow and again be able to train their personnel.

This will not be an easy task. We will be drawing on the various resources within our association and industry. We will work closely with our technical committee, manufacturers and experts within our association to assemble these resources.

The overarching goal is to assure that our member companies have the resources to make a consistent product that ultimately brings quality product and value to end users.

Our association is working hard to gain recognition with companies and people that use our products.

Ultimately the goal is to have members in the Associated Wore Rope Fabricators be the suppliers of choice and be recognized by end users of our products. Members would then gain additional value to their membership when customers differentiate purchasing from an AWRF member company vs. a non-member company. They can then rely on a consistent quality product that is purchased from an AWRF member company that follows the recommended practices and guide lines.

The journey to achieve this goal will take diligence on the part of many resources. However this journey can have a lasting impact on our organization and gain member companies substantial recognition to companies that use our products.

Welcome to the journey.

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Emergency Planning			Portable Grinders & Abrasive Wheels		
Eye Safety			Pre-Trip Inspection for Light Trucks		
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First Aid			Safe Operation of Overhead Cranes		
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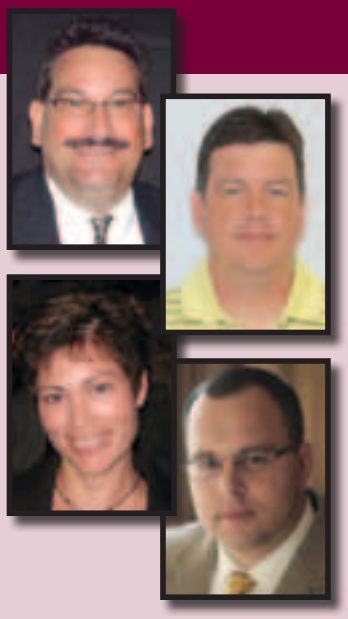

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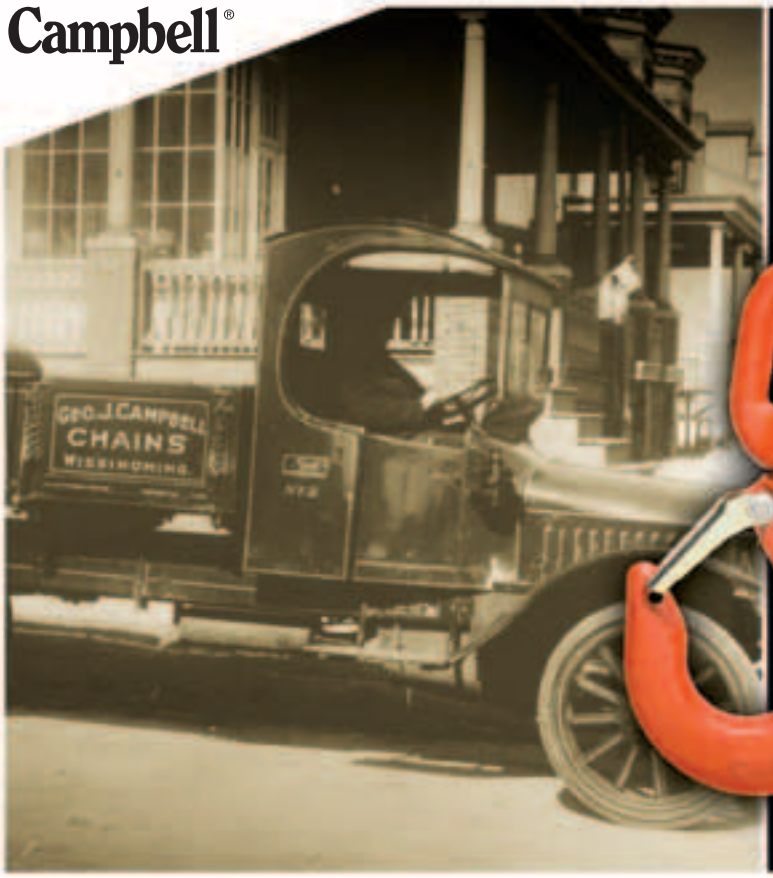

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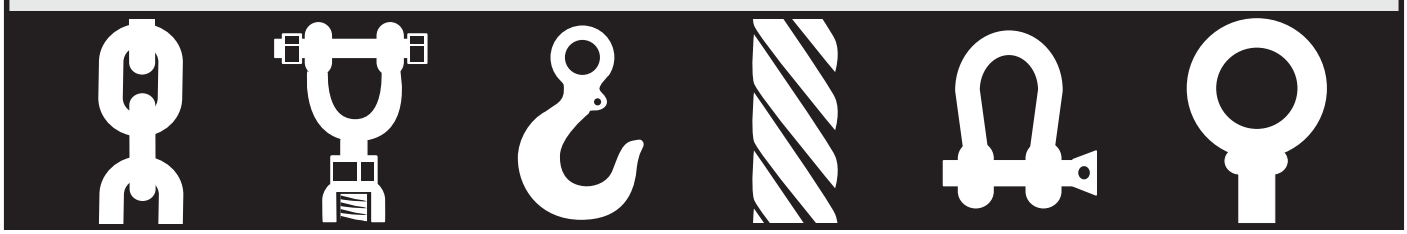

Quality & Performance

The *Difference* is BRIDON' is a statement relating to a broad spectrum of "Value Added" features, which together aim to ensure Quality, Reliability and Customer Satisfaction. The following section has been designed to help you identify what precisely it is that differentiates BRIDON products from the competition.

Shared Knowledge

BRIDON believes it is important that our users are knowledgeable about the properties, installation, use, inspection and maintenance of our products. This belief has led BRIDON to offer both formal product-training seminars supported by relevant product safety and product data literature as well as specialist courses tailor-made to suit customer requirements.

Customer Service

The 'Difference' at BRIDON is service, which is second to none. Such excellence is achieved not only by having the product available when you want it, but by also providing a knowledgeable team of field sales representatives, a fully trained and capable Customer Services team dealing specifically with inquiries and orders supported by expert rope engineers. BRIDON products are available across the USA, Canada and around the world via a network of Distributors. For more information about any of these value added features, please contact your local BRIDON Distributor or BRIDON American Corporation direct.

The *Difference* is BRIDON AMERICAN

A Commitment to Quality

The 'Difference' is that Bridon's products are tested to destruction. This "Powercheck" enables us to satisfy ourselves that the minimum breaking strength has indeed been achieved or exceeded. Not all competitors carry out this test. Failure to meet the required minimum breaking force may mean that the design factor of safety for the equipment or machinery has been compromised.

Setting the Standard

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OIPEEC, Marine Technology Society and Offshore Technology Research Center Announce Joint Conference

The next OIPEEC Conference and 25th OIPEEC General Assembly will be held in conjunction with the Marine Technology Society (MTS) Ropes and Tension Members Committee 9th International Rope Technology Workshop at the Offshore Technology Research Center (OTRC) at Texas A&M University, College Station, Texas.

"We are proud to report that OIPEEC already has selected all of the 'peer-reviewed' science papers for the conference and we expect great participation of US based research and field application professionals" stated OIPEEC President Knut Buschmann.

The theme of the OIPEEC conference will be:Safe Use of Ropes With a special reference to: Education, Application, Research, Safety and Expertise.

Preliminary programme:

The Conference date: 24th of March 2011

Monday evening: Cocktail reception

Tuesday: OIPEEC 25th General Assembly
8:30 – 10:00, Opening of the conference,
Conference sessions 10:30 – 17:00

Wednesday: Conference sessions 8:30-17:30,
Evening Conference dinner

Thursday: Conference sessions 8:30-12:00, afternoon, possible visit to laboratories of the Offshore Technology Research Centre (to be confirmed)

Fees, Accommodation

Details for conference/workshop fees and accommodation have yet to be finalised, but will be announced soon. For the most up to date information, please visit our conference portal at: www.oipeec.org/pages/conf11.htm

OIPEEC is an international association of people with an interest in aspects of rope technology, including selection, degradation, inspection, endurance and discard. Established in 1963, OIPEEC currently has over 130 members from 30 countries. As an organisation OIPEEC does not perform wire rope research itself but rather tries to coordinate international research through its Scientific Committee. Moreover, OIPEEC meetings usually foster 'research exchange' between individuals involved in rope science. As such, OIPEEC fulfils the role of providing an international 'meeting place' of rope scientist engineers and researchers from around the globe. Also, OIPEEC maintains an active relationship with other trade-or educational organisations, such as AWRF, OITAF, EWRIS, WRTB, etc.

The Marine Technology Society (MTS) was incorporated in June 1963 to give members of academia, government and industry a common forum for the exchange of information and ideas. The MTS Ropes and Tension Member (RTM) Committee was founded in 1991. The mission of the committee is to provide a forum for the discussion, interchange, and publication of information on load-carrying tension members, such as synthetic and natural fibre ropes, wire ropes, chains, pultrusions, tension legs, and associated connections and terminations.

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The Offshore Technology Research Center (OTRC) is a graduated National Science Foundation (NSF) Engineering Research Center supporting the offshore oil and gas industry. It is jointly operated by Texas A&M University and the University of Texas at Austin.

Established in 1988 with funding from the NSF and industry, the Center was created to conduct basic engineering research and develop systems for the economic and reliable recovery of hydrocarbons at ocean depths of 3,000 ft or more.

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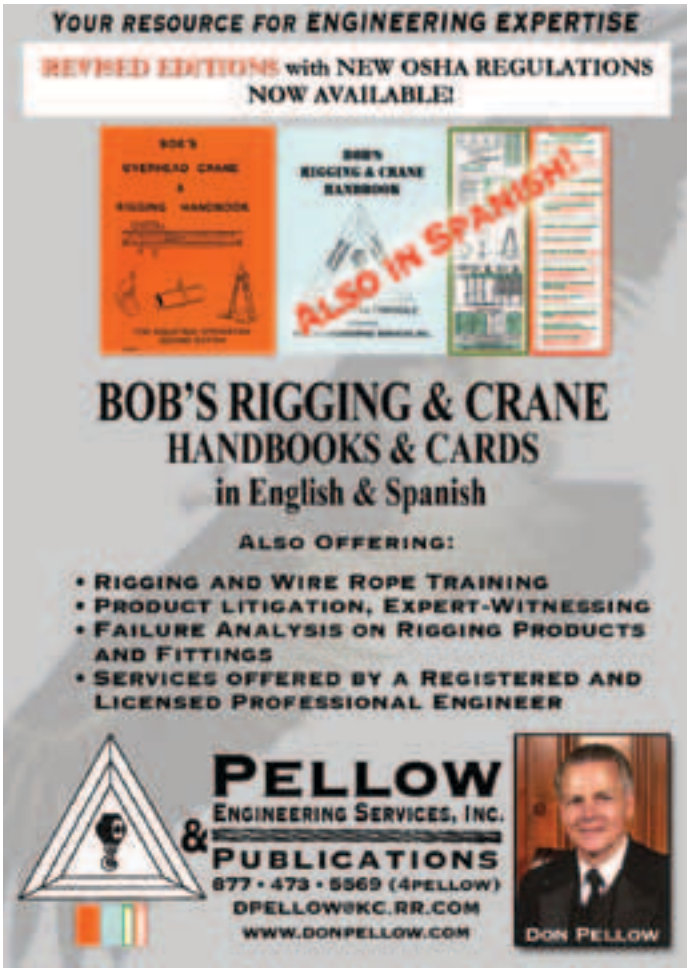
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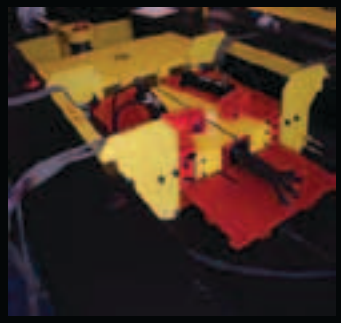

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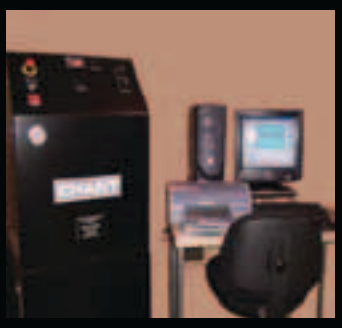

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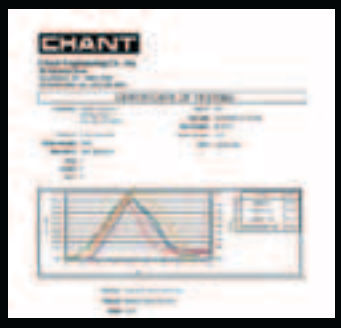

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IMI would like to specifically thank AWRF and its' member companies for their support and contributions in making IMI a world-class manufacturer of magnetic lifting devices for the lifting, rigging and load securement industries. In gratitude, IMI is offering the following program through 2011 to continue in the mission of supplying cost-effective and value added solutions to their customers; a "Free Plant Audit" program, which is a free, detailed cost & qualitative analysis on where magnetic products could increase production in the facility.

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About IMI: Since 1961, Industrial Magnetics, Inc. has provided innovative permanent magnet and electromagnetic devices to meet customer's specific requirements in their material handling, workholding and automated or robotic applications.

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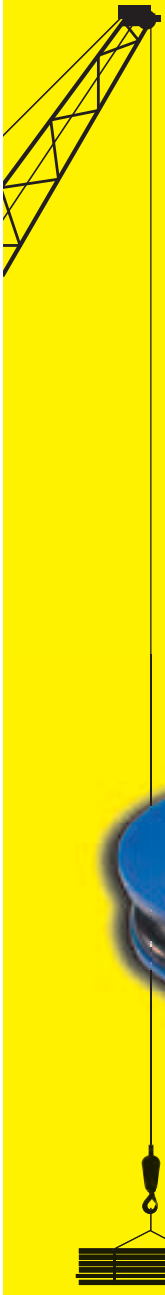

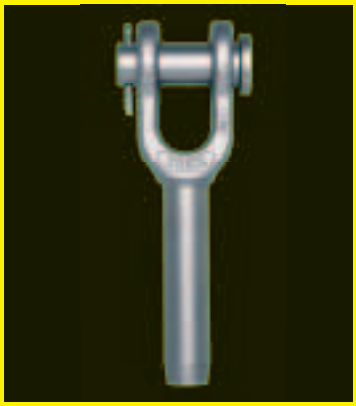

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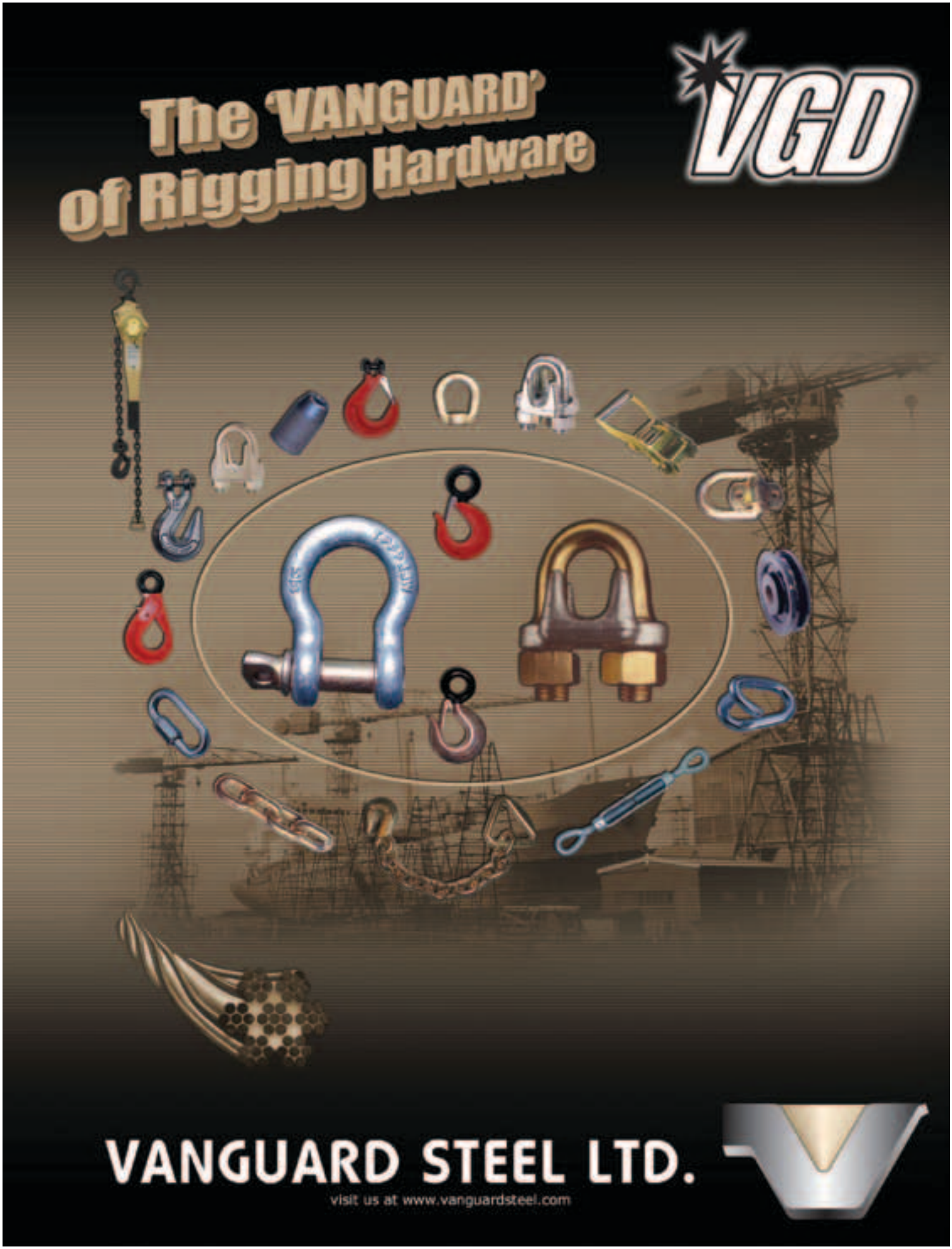
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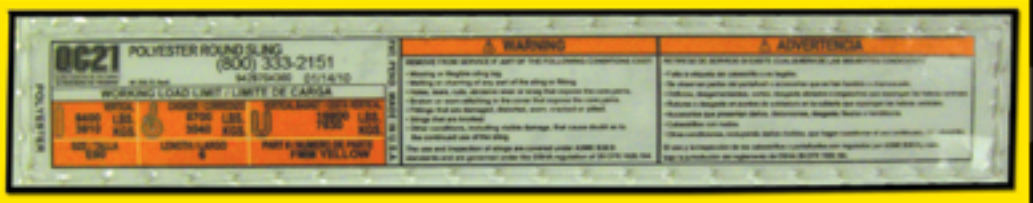

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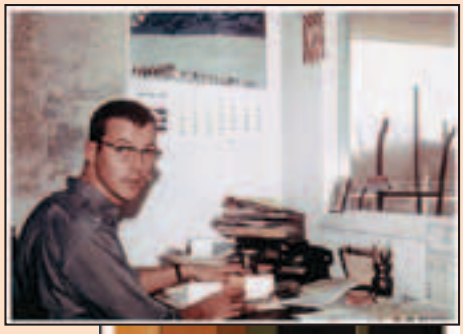

It is with great sadness we inform you of Mr. Buhrfeind's passing.

Hans Wilhelm Buhrfeind, affectionately known as 'Opi' by his grandchildren, passed away on Thursday, Jan 27th.

The son of Johannes Maximallian Buhrfeind and Rose Marie Frick, Hans was born in Rotenburg, Germany on July 28th, 1942.

As a student, he began working for Kulenkampff & Konitzky in Bremen, Germany. In April 1963, he immigrated to Houston, Texas, where he helped start Kulkoni, Inc., an international import/export company specializing in industrial supplies and wire rope for the oilfield and marine industries. Hans dedicated himself professionally to Kulkoni for over 50 years.

On August 5th, 1967, he married Diana Lee Glanz, and they began a wonderful life of 44 years together. Through the years, Hans and Diana passionately enjoyed ranching and travelling and were fortunate enough to visit each of the seven continents of the world. He was an exceptional husband, father, 'Opi', business man, friend and mentor. Opi will always be remembered for his kindness and generosity. He was a true gentleman.

He is survived by his loving wife Diana, their children Eric and Christina; daughter-in-law, Lori Buhrfeind, son-in-law, Chip Van Os; grandchildren, Claire and Jack Buhrfeind, Georgia, Anna and Henry Van Os. In lieu of flowers, contributions in his memory may be made to International Medical Outreach in care of Dr. Todd Price, 915 Gessner, Suite 620, Houston, TX 77024. We will celebrate his life on Friday, February 4th at 10am at Chapelwood United Methodist Church, which is located at 11140 Greenbay, Houston, TX 77024.

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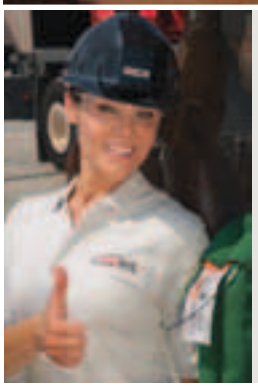

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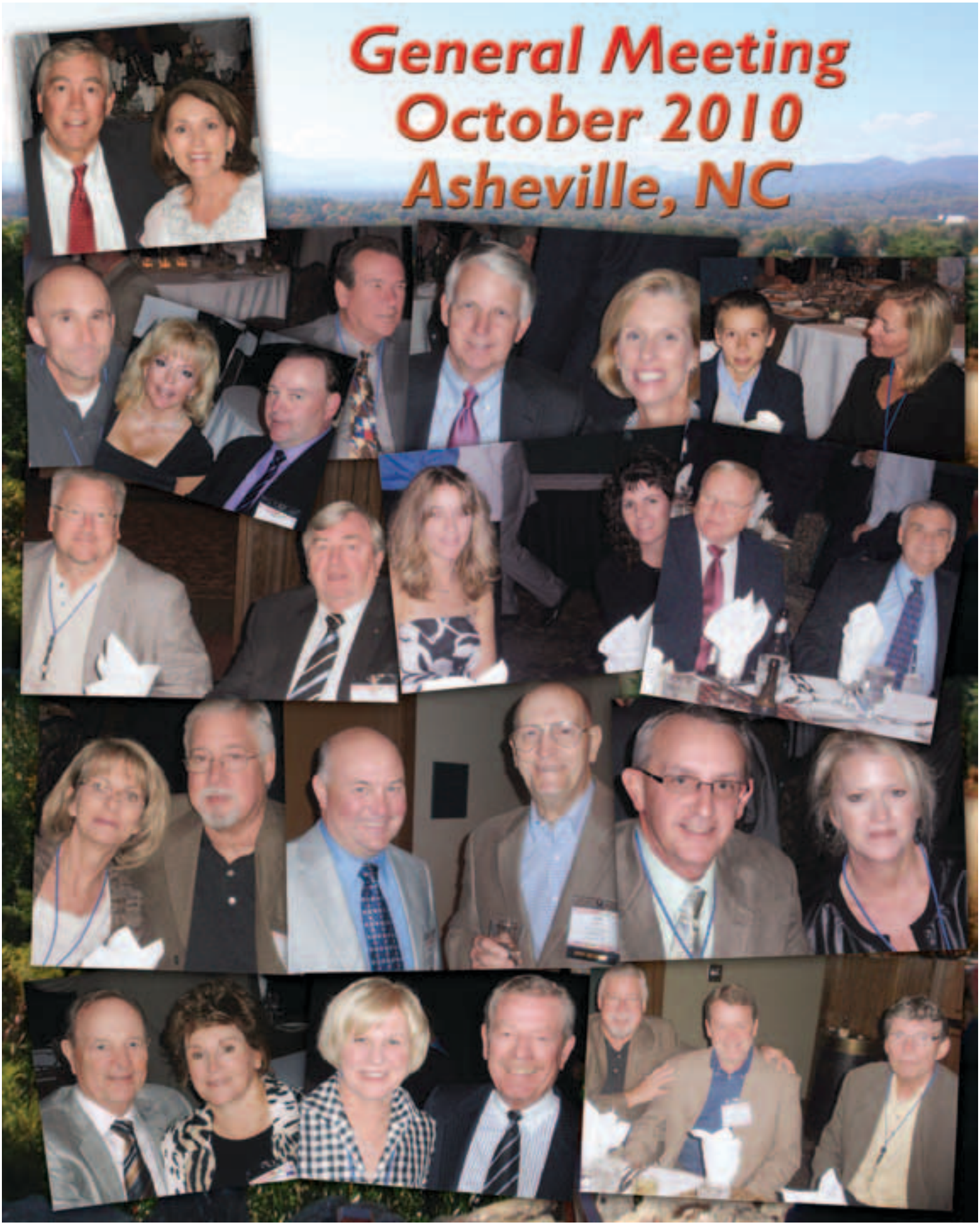
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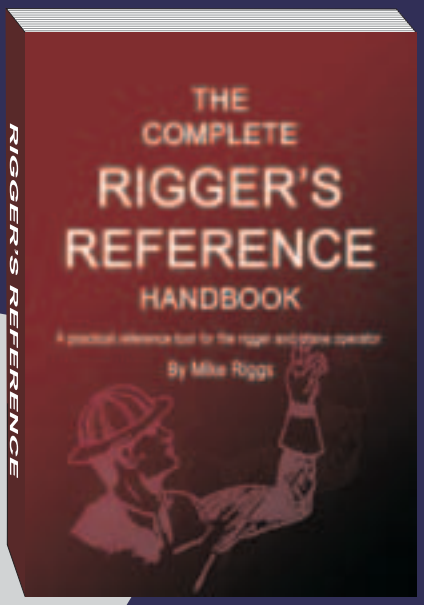

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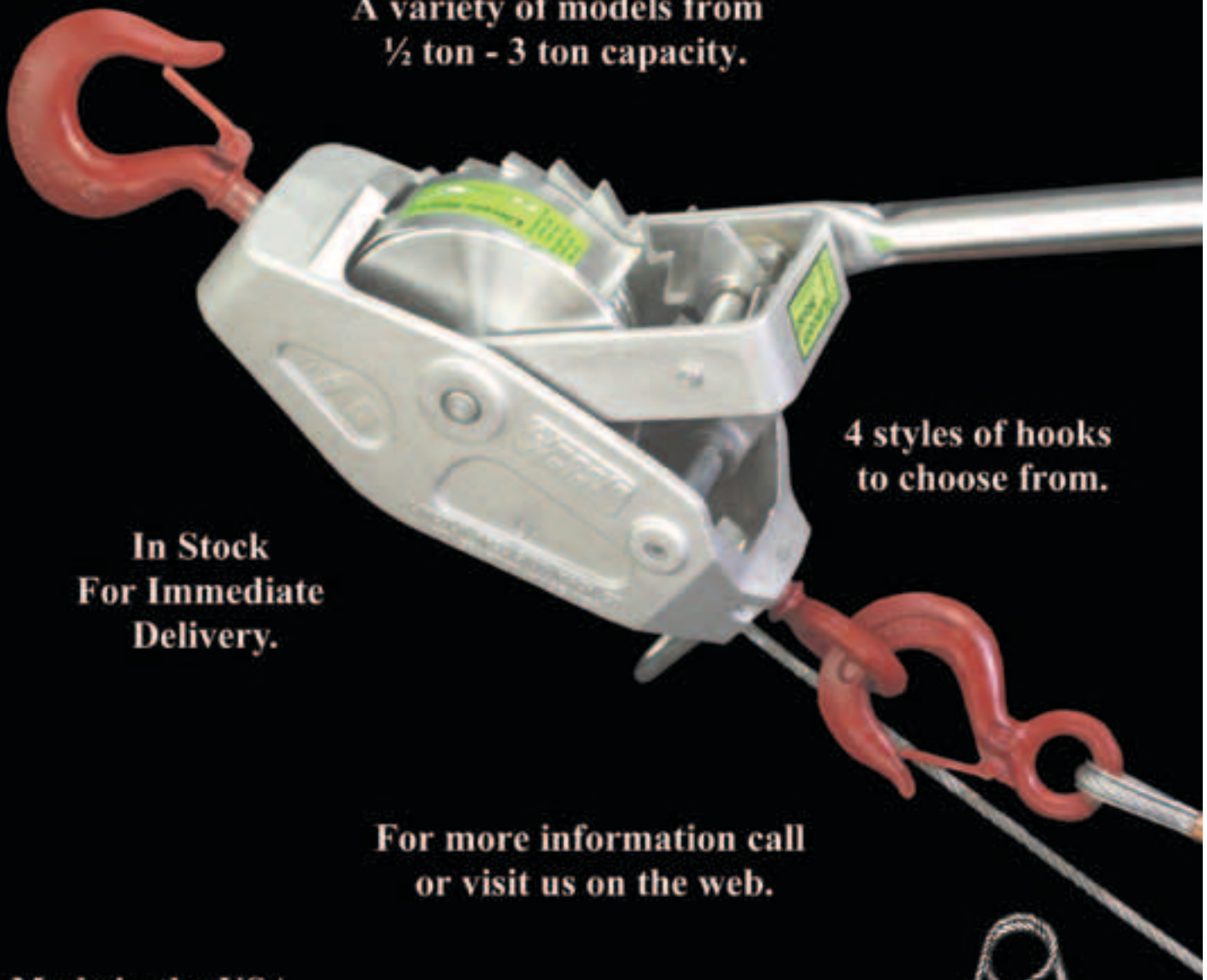

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LAEDC Economics Corner

- **The U.S. economy is growing again, though a few sectors remain troubled.**
- **Economic recovery is under way around the world. Will it continue?**

U.S. Economic Situation

June 2009 was declared the end of the recession. Since then, the U.S. economy has expanded for five consecutive quarters. In 3q10, economic activity (GDP) increased by +3.2% compared with 3q09. Growth was strongly linked to consumer spending, business spending on equipment and software, an increase in business inventories, and exports.

Though US manufacturing was hit especially hard during the downturn, it led the economy out of recession. A massive restocking effort, the automotive industry revival, and strong overseas demand boosted US manufacturing output. After falling by -10.9% during 2009, industrial production increased by +7.1% during 3q10. Manufacturing will expand less rapidly in 2011 in response to moderate growth rates in Europe and lower inventory demand.

Two-way trade flows were much higher than expected in 2010 given the steep declines experienced in 2009. Exports jumped as demand rebounded in developing Asia and, to a lesser extent, in Latin America. As recovery at home gained traction, domestic demand perked up and imports bounced back as well.

The housing industry remains depressed. Activity picked up during 1q10 but relapsed as the year progressed. Compared with peak levels, housing starts were down by -72.5% in the third quarter, with single-family starts off by -75.1% while multi-family starts were down by -60.1%. Housing starts should start to pick up again in 2011, as stronger job growth increases the number of mortgage-qualified buyers.

The market for existing homes isn't doing much better in spite of super low mortgage interest rates and good affordability. Without any special incentives, potential buyers are hesitating to jump back into the market. Job growth and reducing the supply of foreclosures will figure large in stabilizing home prices and improving housing's performance in 2011.

Declines in private nonresidential construction are moderating and may be near the bottom. Lower property values and reduced rental income have made financing difficult to obtain and will likely constrain new private construction through 2011. Government construction was a little better in 2010 compared with 2009, but growth in 2011 will fall back due to ebbing stimulus funds and concerns over the federal deficit.

Business spending for high technology equipment and software grew strongly in 3q10. Capital spending outside the tech sector surged as well. Oil and natural gas drilling rose in the third quarter as energy companies brought idle rigs back on line. As the economy recovers, energy demand (and prices) will increase.

The Federal Reserve and the Administration have responded to concerns over the slow pace of economic recovery with another round of expansionary policies. The Federal Reserve has committed to the purchase of $600 billion of treasury securities (in order to reduce long-term interest rates), and Congress extended a package tax cuts and long term unemployment benefits. Over the coming year, pressure to pull back on expansionary measures will grow as the debate over the huge federal deficit intensifies.

Outlook: GDP rose by +3.2% over the third quarter of 2010. The pace of growth will improve moderately during 2011, supported by increases in consumption, business investment and exports. We forecast real GDP will increase by +2.5%-plus in 2011. Most sectors will see some improvement except for nonresidential construction and state/local government spending.

Table 1
*FACTORS INFLUENCING WIRE ROPE DEMAND**

	2008	2009	3Q 2010
Real GDP Growth	0	-2.6	3.2
Manufacturing Production	-4.4	-10.9	7.1
Real Mfg. & Trade Sales	-4.1	-7.2	4.9
Goods Trade Deficit ($2005)	640	495.3	651
Vehicle Sales (Mils, SAAR)			
▪ **Cars**	6.8	5.4	5.7
▪ **Light Trucks**	6.4	4.9	5.9
▪ **Medium/Heavy Trucks**	0.3	0.2	0.3
Construction:			
▪ **Housing Starts (Mils)**	0.9	0.55	0.58
▪ **Private Nonresidential Bldgs**	10.5	-15.1	-25.8
▪ **Govt Buildings & Infrastructure**	6.7	2.1	-2.1
Bus. Equipment Spending			
▪ **High Tech & Software**	6.1	0.2	14.1
▪ **Other Machinery**	-11.2	-34.2	28.7
Freight Transportation Index	108.1	96.4	100.1
Oil & Gas Rigs Running	1,878	1,086	1,492

**Annual percent change unless otherwise noted.*
Sources: BEA, Federal Reserve Board, U.S. Bureau of the Census, U.S. Bureau of Transportation, and Baker Hughes

GLOBAL ECONOMIC FORECAST

The economic recovery continues around the world. At +5.0%, the revival of global economic growth in 2010 was a welcome relief after the 2009 decline of -0.6%. The forecast for 2011 anticipates another year of economic expansion.

What will 2011 bring?

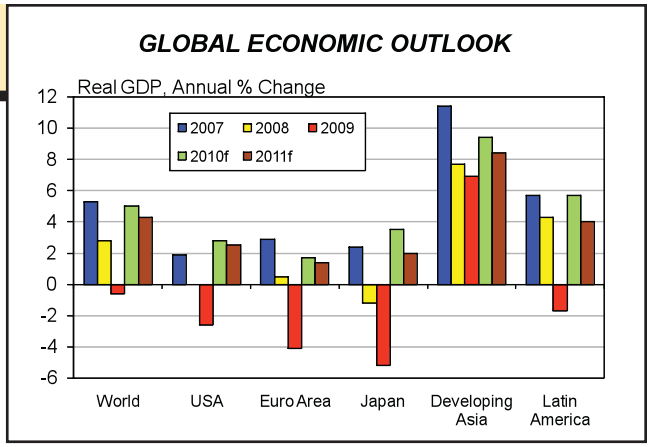
- The inventory cycle was a primary economic driver in 2010. Manufacturing and distribution pipelines emptied out during the recession and needed refilling to support higher production and sales. With stocks better aligned, inventory demand will be much less important in 2011.
- Purchases of business equipment and consumer durable goods turned up in 2010 and will continue to increase in 2011, especially in the emerging markets.
- International trade will continue to grow in 2011 but at a slower pace than in 2010.
- The economic impacts of fiscal and monetary policy stimulus programs peaked in 2009/2010 and will ebb in 2011. Some nations like China will have to brake harder than others to avert an inflationary spiral.
- As to the financial sector, interest rates will continue at very low levels in the developed nations to support their nascent recoveries but are likely to rise in fast-growing emerging markets. Capital markets are healthier in the U.S., but risks linger in Europe where banks play a large role in the economy and have yet to fully address their risky loan portfolios and the need for more capital. Business and consumer lending will be constrained until these issues can be resolved.

The U.S. economy grew by an estimated +2.8% in 2010. Growth will carry over into 2011 at a similar +2.5%-plus pace. Canada and Mexico generally will track the U.S during 2011, with Mexico (at 3.5%-4.0%) running at a somewhat faster pace than Canada (2.5%-3.0%).

What about the rest of the world? The picture looks better in many regions, but not without risk:

The Japanese economy surprised on the upside in 2010, growing by at least +3.5%. Exports were the primary reason for the overshoot, especially to China and the U.S. However, the yen has risen and domestic demand is growing slowly, limiting prospective growth to perhaps +2.0% in 2011.

The Euro Area economy grew by about +1.7% in 2010 led by nations at the center, while nations on the periphery continued to struggle. Much of the upturn reflected higher exports to fast-growing markets like China and the U.S. as well as within the region. European banks are exposed to the area's weaker economies, and financial sector re-structuring has been



limited at best. Thus, the recovery will be restrained here, with 2011 growth of perhaps +1.5%.

Developing Asia's economies starred in 2010, led by China (+10%) and India (+9%). Exports surged—to the U.S., Europe, and to each other. However, the area's huge stimulus programs are winding down, not just in China and India but elsewhere as well. Rising exports will be a plus again in2011, but tightening economic policy will limit the gains in the domestic economy.

Global steel demand jumped by +13% in 2010 after dropping by -7% in 2009. The upturn was driven mostly by widespread needs to restore inventories and government stimulus spending in several nations. Global demand is expected to grow by +5% in 2011. Demand growth will slow markedly as inventory demand falls and tighter economic policies begin to bite. Chinese demand will increase the most during 2011, measured in tons. By 2011, China will account for nearly 45% of global steel consumption, while India is expected to become the 3rd largest steel consumer behind China and the U.S.

Following a two-year decline totaling -10%, global steel production jumped by +17% in 2010, with positive growth in most areas of the world. This abrupt shift into high gear forced producers to scramble for steelmaking materials and supplemental semi-finished steel wherever they could be found, placing upward pressure on both costs and prices. Steel-related price increases will likely continue into 2011, as stocks of both materials and finished products are still at relatively low levels.

U.S. steel demand has rebounded dramatically in 2010 from 2009's depressed levels. The upturn reflected higher intake by most of the major steel-consuming industries, especially automotive, oil & gas, machinery and producer durable equipment. Only construction demand has lagged. Customer and distributor stocks have risen but remain near multi-decade-lows relative to current shipment levels. Steel demand during 2011 will continue to grow in most sectors, though nonresidential building activity is unlikely to improve much. In this environment, steel prices likely will continue to rise, if only to reflect producers' rising costs.

This material was prepared by the Los Angeles Economic Development Corporation:
Nancy D. Sidhu, PhD, Chief Economist
Kimberly A. Ritter, Associate Economist

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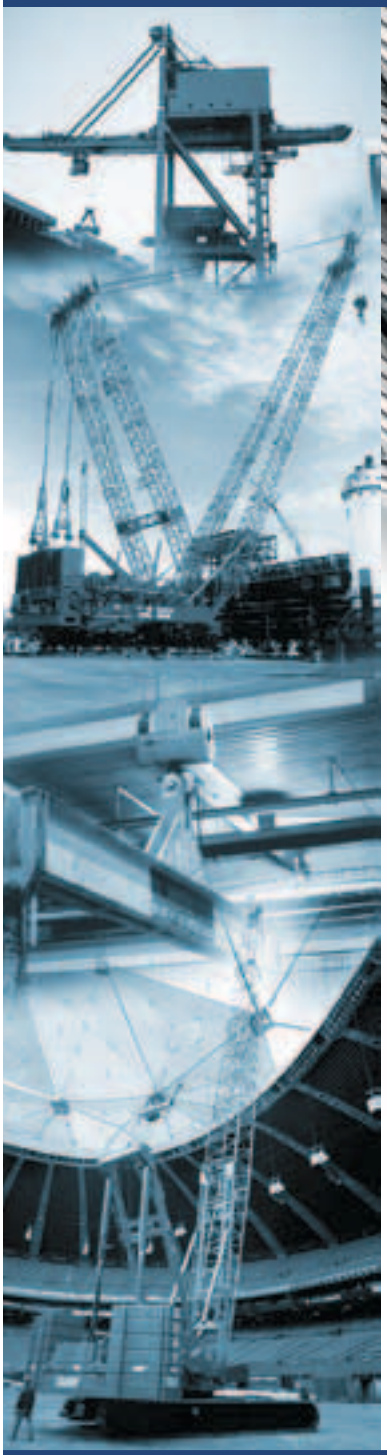

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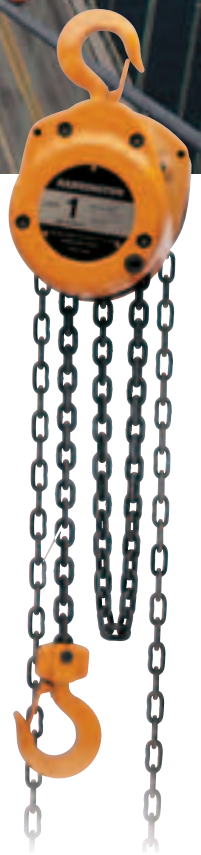

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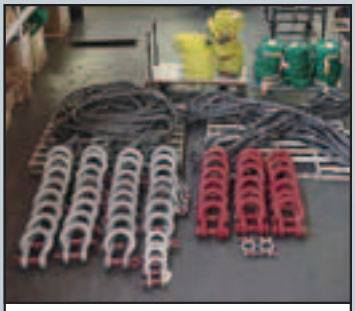

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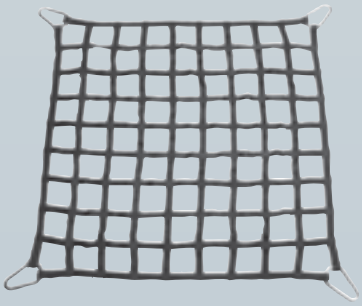

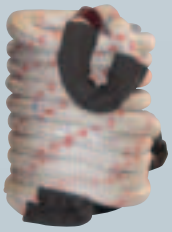

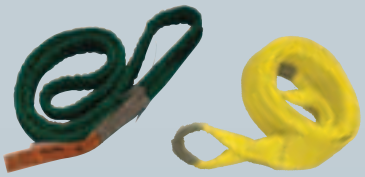

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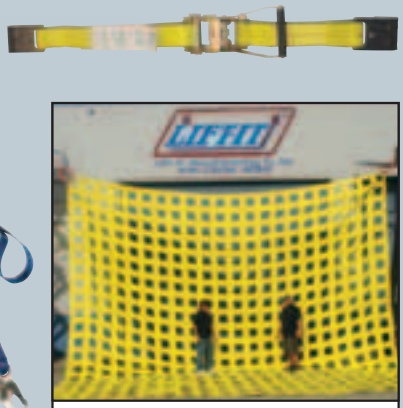

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Winnipeg, MB – January 11, 2011 – Zantek Information Technology Inc., an authorized SAP channel partner and IT consulting firm, today announced an agreement with Super Slings, a manufacturer of rigging and safety products, to implement the SAP• Business One solution. SAP Business One is a single business management application designed to integrate core functions – from sales and customer relationships to finance and operations. The application accelerates time-to-value, facilitates business adaptability, and increases ease-of-use as well as affordability.

"We've outgrown our current systems," said Aaron Giesinger, Owner, Super Slings Inc.

"SAP Business One will centralize all of our critical information so that everyone is on the same page with an accurate view of our business."

Zantek will work closely with Super Slings to tailor a scalable business management solution to their needs. "We'll focus on helping them gain a competitive advantage through efficiencies that will reduce costs and improve customer service," said Ron Mondor, President, Zantek.

About Super Slings

Super Slings Inc. is a leading supplier and manufacturer of rigging and related products, and provides "Secure Solutions" to the oil and gas drilling, mining, transportation, and construction industries. Based in Nisku, AB, the company is 100 percent locally-owned and operated, with a 16,000-sq-ft facility that includes a full line of rigging manufacturing, testing, and recertification equipment. Since it was founded in 2000, Super Slings has established itself as a reliable source for quality, safety and exceptional service. For more information: www.superslings.ca

About Zantek

Zantek Information Technology Inc. provides intelligent solutions to business issues through the effective implementation of technology. Founded in 2001, Zantek caters to small- and medium-sized business in Western Canada from offices in Winnipeg, MB and Calgary, AB. In 2010, Zantek achieved gold-level status in SAP's partner program - the highest level of certification. It is one of a select group of partner organizations to sit on the North American SAP Partner Advisory Council. Zantek prides itself in providing professional and reliable service to its 150 clients across the country. For more information: www.zantek-it.com.

FIRST® Inspectable Roundsling Team Offers Unique Training Program

FIRST® Sling Technology is proud to announce the launching of their redesigned website - www.firstsling.com. FIRST® is committed to providing information that will provide a value added tool for Inspectable Roundsling users. Of particular interest to professional and corporate rigging gear trainers is the Training Page. Here you can view Inspectable Roundsling Sling Inspection & Removal Criteria. All of this information is available upon request on discs and wall posters. Linda Summars, inventor of Full Inspection RoundSling Technology and President of FIRST® said "this is just the beginning for a relatively new product that is now a proven advancement in roundsling inspection." This is the only roundsling in the world that allows the rigger to do a full visual inspection, cover and core. The current FIRST® Manufacturing Team - Ashley Sling, Delta Rigging & Tools/Tuffy Products, Sling Tech and The Vernon Corporation – are all committed to providing their customers with products UNPARALLELED in rigging gear safety. Summars went on to say that "the Inspectable has been in service in nuclear and automotive plants having been well received in the highest of safety conscious markets. Why wouldn't a rigger want a roundsling that they can inspect completely?"

FIRST® plans on limiting the number of the manufacturing team, but will be licensing Authorized Distribution in 2011. The Distribution Team will be trained and prepared to not only provide an improved roundsling product line, but also to assist their customers with training, testing and technical support.

The FIRST® Sling was invented in the USA and has received patent protection in the USA and Canada with Foreign Patents pending.

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Unitex Group USA update

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First of all, on behalf of Unitex USA, I would like to wish you and your team a very Happy New Year. We appreciate your support in 2010, and look forward to growing our business with you in 2011.

As many of you know, Unitex USA is part of the Unitex Group, a global corporation headquartered in the Netherlands. We are a privately owned corporation, with ownership that has a very long term, strategic plan for our company. We have four manufacturing locations in Europe, and one manufacturing location in China. We are very proud of our product portfolio, and believe that our global sourcing capabilities bring great value to our customers.

In the middle of 2010, our owners decided that Unitex needed a much greater presence in the United States in order to service our increasing demand. As a result, a search was initiated for property in which to locate not only a webbing manufacturing facility, but to also relocate our existing fabricating and distribution business. We found the perfect location for our company in South Carolina, and finalized the purchase of our facility in October of 2010.

We believe that our new location, along with the resources that will be included here, will allow Unitex to offer our customers a level of service that Unitex has not previously attained. Our goal is to provide every customer with a competitive advantage by quickly filling orders with the best products available at the most competitive prices in the market. Our new facility will also provide us with the capability of manufacturing and distributing custom made slings with minimal lead-times, thereby helping you secure orders quickly and efficiently.

Unitex is now in the midst of relocating our operations from Dallas, Georgia, to Piedmont, SC. We are moving both equipment and inventory, and shipping orders to customers from two locations. We expect this transition to be completed no later than Friday, January 28. (There is a separate document in this email listing our new location) I would encourage you to start using all of our new contact information immediately. If you have any questions or concerns about our business or our relocation plans, please do not hesitate to contact me on a direct basis.

Thank you very much for your support in 2010. We look forward to working with you in 2011, and helping you achieve all of your growth objectives for the year.

Best Regards,
Michael Jeziorski
Director of Sales and Marketing
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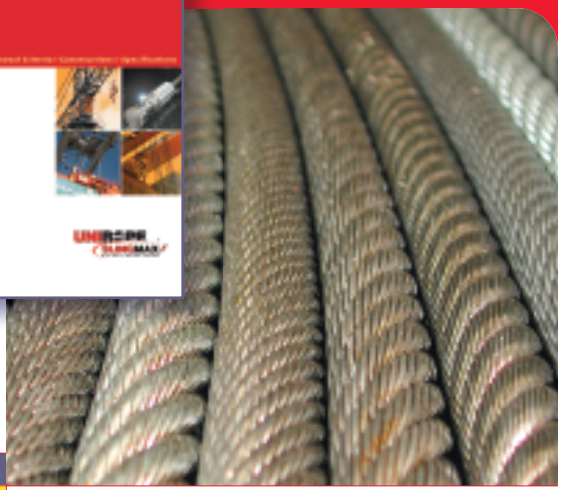

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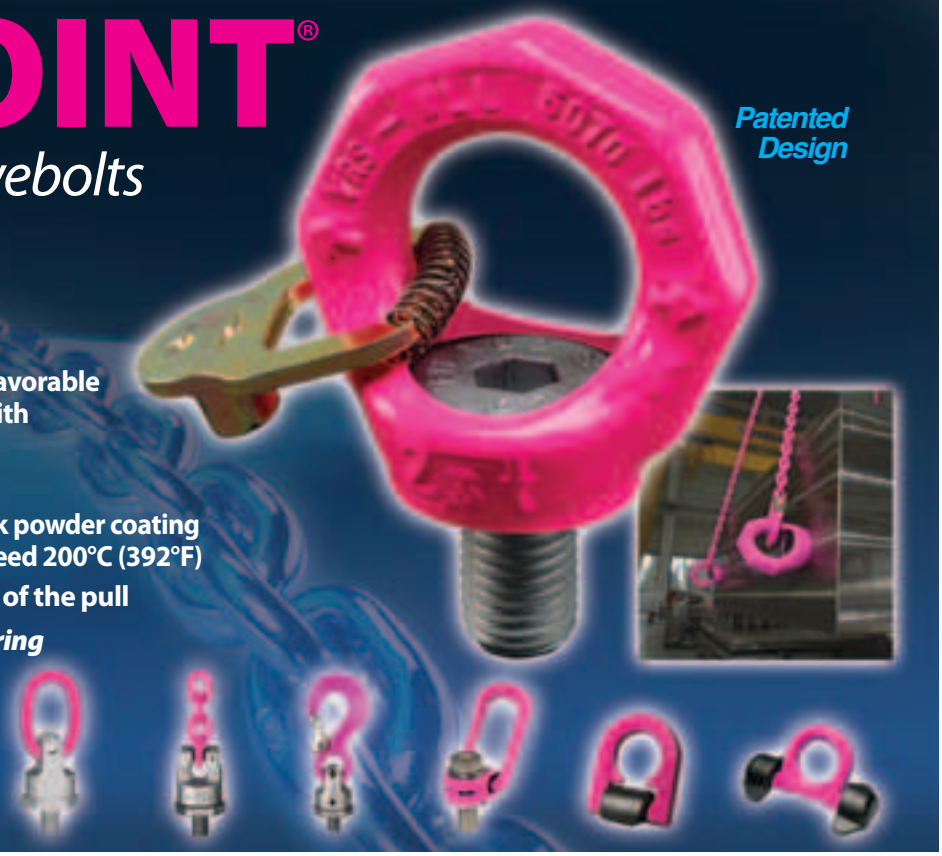

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The U.S. Government Approves Suncor Stainless, Inc. for the Manufacturing of MIL-DTL-6117 and MIL-DTL-781 (MS20668, MS20667, MS21259 & MS20664)

Plymouth, MA – July 19, 2010 – Suncor Stainless, Inc. has joined the elite rankings of companies in the U.S. Government's Quality Manufacturer's List (QML). After extensive technology investments, manufacturing and testing, Suncor has met the government's quality and testing requirements for aircraft control cable terminals and assemblies. They are now listed in QML-6117 and QPL-781 for these specific components. These qualifications allow them to provide military and federal specification products to the aircraft and industrial markets.

In February 2010, representatives from the Defense Supply Center, Standardization Program Branch, Aviation Division visited Suncor Stainless to inspect the manufacturing and quality processes for 22 corrosion resistant steel swage terminals. Under the supervision of the government inspectors, each part was measured and tested to meet the requirements of MIL-DTL-6117 and MIL-DTL-781. While on their visit, the inspectors toured the manufacturing facility and reviewed Suncor's implementation of the ISO 9001 quality system, as well as, Suncor's adaptation and adhesion to federally mandated quality tracking procedures.

Suncor sought these qualifications to expand their current offerings to the highest quality rated products. When asked about the benefits of this qualification, Engineering Manager, Jim Storrer, said "As the airline and defense industries start coming out of this recession and begin to expand again, Suncor will be poised to take advantage of their immediate needs. There will always be a need for superior quality suppliers." In addition, meeting these requirements, Storrer says "has raised Suncor's already high standard of quality".

These twenty two qualified stainless steel swage components that are now listed in QPL-781 are left hand and right hand thread Swage Aircraft Studs (MS21259), Swage Aircraft Eyes (MS20668), Swage Aircraft Jaws (MS20667) and Single Shank Balls (MS20664), with sizes ranging from 1/16" to 3/8". Nineteen additional swage terminals and sizes are currently pending. Suncor has plans to expand their wire rope shop to incorporate a large test bed to allow for the testing of long wire rope assemblies per MIL-DTL-6117.

Suncor Stainless has a network of dealers throughout the United States that offer these terminals and other quality stainless steel hardware. They work extensively with many government and military branches through their dealer network. For Government inquiries, please call (508) 732-1007 (CAGE Code 1CXX6). To learn more about the Mil Spec swage terminals or other Suncor Stainless hardware, please visit www.suncorstainless.com or call (800) 394-2222.

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

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We are pleased to take this opportunity and update you on the exciting developments regarding the acquisition of Letellier Material Handling Equipment, 'LMHE', by Peerless Industrial Group, 'Peerless'. The acquisition was closed on December 22nd, 2010 and we began the task of mapping a seamless integration immediately.

Rest assured that nothing at our LMHE plant has changed and you will continue to receive the premium products and service that you have come to expect. The future will be to utilize the resources of Peerless to enhance and grow the LMHE manufacturing operation in South Holland, Illinois with you, our customer, benefiting from the joining of two premier US manufacturers.

Please understand that the integration of LMHE onto our Peerless software system will take time and we ask that during this integration you continue to work with the appropriate Peerless division:

LMHE customer service- 800-334-5643
Jeannette customer service- 800-395-2445
Peerless customer service- 800-873-1916
Weissenfels customer service- 800-223-7926
OR contact your local Peerless territory sales manager.

We thank you for your patience and continued support while we integrate LMHE and Peerless.

We also look forward to many improvements and opportunities in the future.

Sincerely,
George Kosidowski
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Introducing the New Stainless Steel Hand Swage Series of Turnbuckles and Fittings

Plymouth, MA – January 6, 2011 – Suncor Stainless, Inc. has developed a new line of stainless steel hand swage fittings and turnbuckles to add to their already expansive collection of stainless steel rigging hardware. After extensive development and testing, Suncor perfected the strength, durability and effectiveness of their new hand swage fittings. Suncor's hand swage series boasts 19 different types of stainless steel terminals and turnbuckles to fill the needs of various marine, lifeline and architectural applications.

In January 2010, Suncor Stainless Engineers began to aggressively research and develop stainless steel hand swage components. "We have Quick Attach™ mechanical swage fittings and machine swage fittings; it was only a matter of time and research till we developed a hand swage line. We essentially made a swage fitting with the same quality as our machine swage fitting, but with ¾ of the working load and requiring less force to compress onto the wire rope" says Patrick Striebel, President of Suncor Stainless, Inc. The onset of the current economic crisis spurred Suncor to offer their customers an affordable and practical alternative to the existing swage components that are available in the marine and architectural markets today.

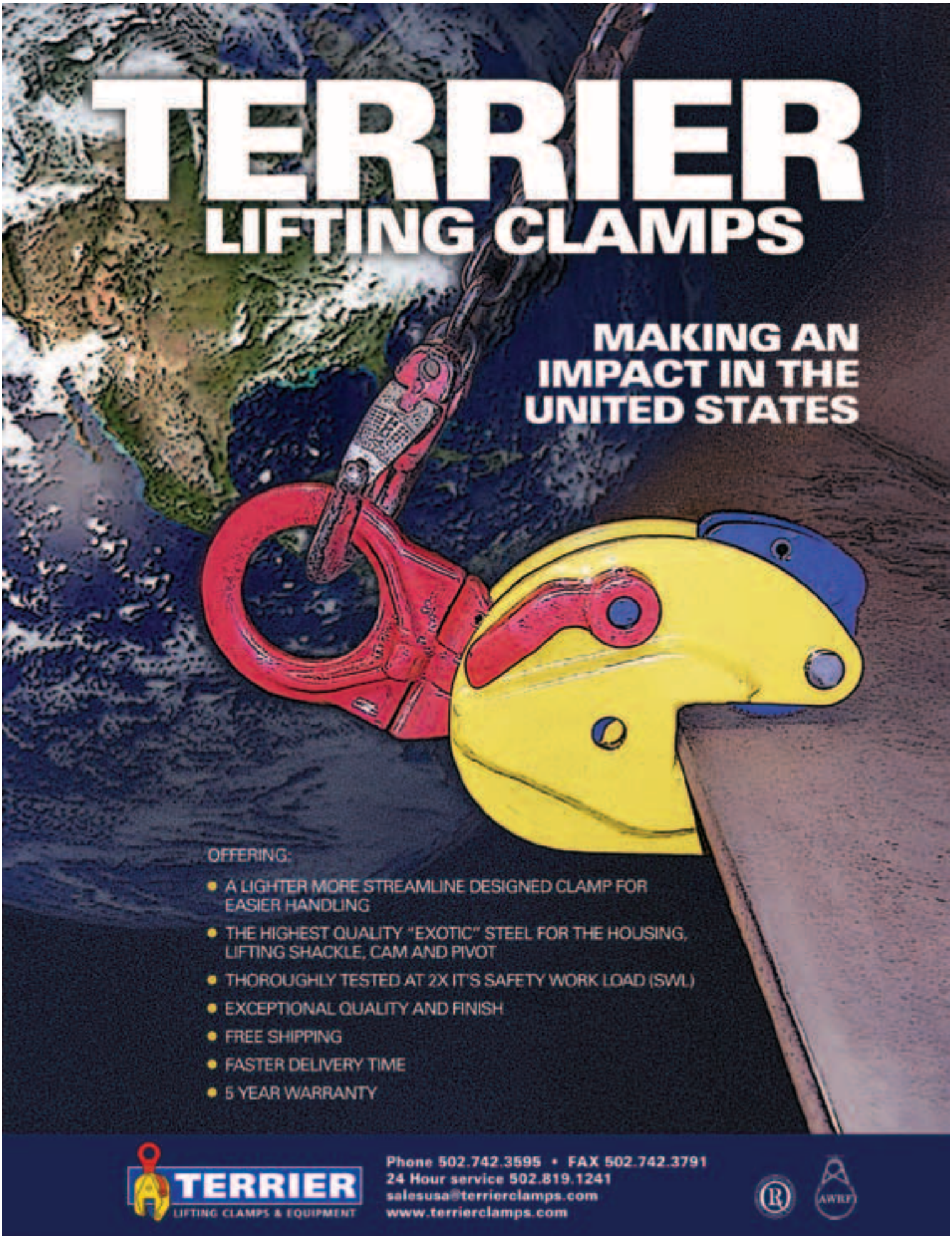
These 19 hand swage components are made from grade 316 stainless steel (open body turnbuckles feature a chromed bronze body) for maximum corrosion resistance and durability. They are offered in two different sizes, 1/8" and 3/16" and feature open body, closed body, pelican hook, lifeline adjuster, toggle, eye, double eye, swivel eye, wall mount, stud and terminal styles. Suncor recommends using a 7x7 construction stainless steel wire rope (or vinyl coated wire rope). When installed properly, these hand swage fittings will hold approximately 65 – 75% of the strength of 7x7 wire rope. Suncor also offers hand tools and an electric portable tool, which were specifically developed for use in conjunction with the hand swage series.

These stainless steel fittings and turnbuckles were primarily developed for lifeline, residential/commercial cable railing and other low weight bearing applications. They allow for gated and non-gated lifelines and feature a swivel wall mounting base for stair applications. Although these fittings have multiple uses, Suncor does not approve their use for standing rigging or high load applications.

Throughout their existence, Suncor Stainless has been offering stainless steel hardware for do-it-yourself-enthusiasts and professionals alike. "The new hand swage series allows our customers to install lifelines on a sailboat or a cable railing system on a deck quickly and easily. We give them the means to have a professional look at a fraction of the cost," says Patrick Striebel. Machine swaging tools are expensive. Suncor's hand swage tool is an economical alternative for an easy marine or architectural installation.

Suncor Stainless has a network of dealers throughout the United States that offer these stainless steel hand swage components and other quality hardware. Please contact a Suncor Sales Representative to find a dealer near you. To learn more about these swage fittings or other Suncor Stainless hardware, please visit www.suncorstainless.com or call (800) 394-2222.

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