Slingmakers

Remember When…. Again!
For the Holidays – presenting pictures from the past and not so past…ENJOY!
Merry Christmas
and from all of us at JAGwire
We again wish you all a Healthy, Happy and Prosperous New Year

ASSOCIATED WIRE ROPE FABRICATORS
“An association serving the lifting, rigging, and load securement industry”
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The Crosby S-423T Super TERMINATOR™ is the first wedge socket designed to take advantage of the performance properties associated with high performance, high strength, compacted strand, rotation resistant wire rope.

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- Available as a complete assembly, or as a wedge kit that can be retrofitted onto existing Crosby S-421T TERMINATOR™ wedge sockets.
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- Available with bolt, nut and cotter (S-423TB)

The Super TERMINATOR™ by Crosby. The first wedge socket termination designed specifically for high performance wire rope.

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1976 - 2011, 35 years and counting. I wonder if our so called ‘founding fathers’ knew they were creating an organization that would continue to grow with over 350 members worldwide?

As AWRF enters into its 35th anniversary, I am reminded of 3 things that are inevitable: death, taxes, and change. Businesses that do not adapt to a changing environment are swept away. Associations that do not provide value to its membership will disappear. The member companies which make up the AWRF are industry leaders. They are constantly evolving in order to succeed.

The AWRF board is also changing. Recently elected new directors Nicole Parkerson of Certified Slings, Jim Stradinger of Holland 1916 and Nick Gladue of Dakota Riggers have joined Mark Reeves of Wire Rope Works and Duane Kaminski of Alloy Sling Chain who were re-elected to new 3 year terms. Mary Brett - National Industrial Supply, Bill Franz - Mazzella Lifting Technologies and Doug Stitt - The Caldwell Group have 2 years left on their terms. Robert Bairstow Jr. - Bairstow Lifting Products, Mike Parham - Industrial Splicing, John Fireovid - Tri-State Wire Rope, Paul Boeckman - The Crosby Group and Tom Wynn - Peerless Chain have 1 year remaining. Dennis Worswick of Certified Slings continues to provide top-notch entertainment and Bernie Martin of The Carpenter Group is involved in the selection of our upcoming meetings. The executive board will have Tom Miller - Marcal Rope & Rigging, Scott St. Germain - I & I Sling and John Rauh - Cableworks to help lead our association in the coming year.

The JAGwire Management Team remains in place with Chief Executive Jeff Gilbert, Barbara Gilbert and Caren VanZant. Barry Epperson and Janine VanValkenburgh continue on as General Counsel.

In today’s world, we must be prepared for changes as they arrive at record pace. Recently, our members responded to a survey concerning the direction of the AWRF. We, as a board, are using your responses to help make the AWRF a better organization. Hopefully, the economy will continue to improve, and we look forward to leading the AWRF in the coming year.

Bruce Yoder
President
The Carpenter Group
In Memory of

JAMES CLAYTON "JIM" HENRY

HENRY, JAMES CLAYTON “JIM” 79, of Hoover, AL died in his home on Sunday, November 14, 2010. Jim was born on June 4, 1931 in Vandergrift, PA. He was employed by U.S. Steel and Paulsen Wire Rope. Throughout his life he lived in Vandergrift, PA; Birmingham, AL; New Orleans, LA; Danville, CA and Savannah, GA. He enjoyed golfing, dancing, and Karaoke. Jim was a founding member of the Bubba Club of Hoover, AL and was a supporter of the Habitat for Humanity. Jim was a charter member of St. Peter’s Anglican Church and a member of Don Harrison Bible Study Group. Jim served his country proudly in the U.S. Air Force. He is preceded in death by his parents Robert and Ruth Hill Henry; and brother Ted Robert Henry, Jr. He is survived by his loving wife of 56 years, Blanche Knighton Henry; children George Henry (Lynn), Donna Yatsko (Larry), and Kirk Henry (Janie); and grandchildren Michael, Heather, Jimmy, and Tinsley. There will be a celebration of life on Wednesday, November 17, 2010 at 1:00 PM at St. Peters Anglican Church, 3207 Montevallo Road, Birmingham Alabama 35223. In lieu of flowers, please send donations to the Alabama/Gulf Coast Chapter of Leukemia and Lymphoma Society 100 Chase Park South, Suite 220, Birmingham, Alabama 35244 in memory of Jim Henry.

Published in The Birmingham News on November 16, 2010
By: J. Barry Epperson,
General Counsel and
Chairman of Government
Affairs Committee

THE GOVERNMENT
AFFAIRS COMMITTEE

Washington, D.C. Briefing

On September 10, 2010, the AWRF Government Affairs Committee (GAC) hosted its ninth annual legislative briefing at the U.S. Chamber of Commerce in Washington, D.C. In keeping with past performance, the Chamber exceeded expectations by providing an array of professional in-house speakers – each applying his or her special expertise to the lifting, rigging and load securement industry. Transportation and infrastructure, health care, regulatory actions and the state of the economy were but a few of the subjects covered.

2011 Washington, D.C. Briefing

From May 23rd through May 25, 2011, the AWRF GAC will hold its tenth annual briefing in conjunction with the U.S. Chamber’s Small Business Symposium at the Omni Shoreham Hotel in Washington, D.C. AWRF members and their guests are invited. Please contact Barry Epperson for details at jbarrye@aol.com.

U.S. Chamber Small Business Council

Many AWRF members are aware of our recent invitation to join the exclusive Small Business Council of the U.S. Chamber. This prestigious honor was graciously accepted by your GAC Chairman earlier this fall. Our first meeting, on November 15th and 16th, was an affirmation that this association, having come of age and having earned its stripes, has become an important spoke in the wheel of industry and business advocacy groups for those doing business in the U.S. and abroad.

OSHA Noise Control Initiative

On October 19, 2010 OSHA announced its intention to change its official interpretation of workplace noise exposure standards and enforcement. For decades effective personal protective equipment has been acceptable. Now, however, OSHA will require employers to implement a policy requiring “all controls cable of being done” regardless of cost. If adopted by DOL, the new policy will require sweeping changes in the workplace, invoking new practices, procedures and work schedules, new equipment and retrofitting of machines. The AWRF GAC will continue to analyze studies conducted by organizations such as the National Association of Manufacturers with respect to the impact of the OSHA policy on the businesses within the lifting and rigging industry.
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ASME B30.10 Hooks

One of the many benefits of being an AWRF member is access to the many talented individuals in touch with the technical advances of this industry. The information exchange among members keeps the AWRF Technical Committee up to date with current industry standards and developments relevant to the wire rope and sling industry. Additionally, through their participation in other standards development organizations, your AWRF Technical Committee representatives are aware of new and revised industry standards and make recommendations for the purchase and distribution of these standards to members for update of the AWRF Technical Manuals.

The ASME B30 Safety Standards, which are often referred to for the safety of cableways, cranes, derricks, hoists, hooks, jacks, and slings, are updated every three to five years. Several of these standards have been recently issued. One in particular, ASME B30.10 Hooks was issued in January 2010. The changes to the document were significant in format and content. A summary of the changes is provided below.

- The document was reformatted to be consistent with other new ASME B30 volumes.
- A marking requirement was added to include manufacturers’ name, and load rating identification. This allows the user to identify the hook manufacturer, and be able to determine the capacity of the hook even if it has been separated from the original equipment.
- Allowable sling loading angle for a single point hook was further defined.
- Additional information on duplex hook loading was included. Also, new information on quad (four prong) hooks was added in the “Operating Practices” section.
- New images of a foundry hook and a quad hook were added.
- New stronger verbiage about hook latches in the “Operating Practices” section was added to further advise that latches are to aid in the retention of loose slings under slack conditions only, and are not intended to be antifouling devices during lifting or rigging.
- The “Repairs and Modifications” and “Operating Practices” sections were modified regarding “mousing” of the hooks. There is an allowance to mouse hooks provided the requirements of latch as defined in the standard are met.

The changes to ASME B30.10 Hooks include the addition of new types of hooks and enhancements to inspection requirements. These changes are designed to make the safety standard more comprehensive and applicable to current hook configurations as well as equipment utilizing hooks. Look for your new copy of ASME B30.10, which will be made available to AWRF members soon.
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2009 was the fourth year of the AWRF's commitment to recognizing excellence in safety through the AWRF's Annual Safety Awards. The organization through the QHSE committee is working to offer various resources to help members improve their company's safety performance. The results of our member's safety programs are then recognized annually through the award program. Company's that are able to demonstrate a loss time accident ratio versus hours worked (LTIR x 200,000 / Hrs. Worked) of less than 1 achieve the award.

The QHSE have a variety of projects focused on safety, most notably the safety resource library. This library is made up of different resources to help members keep their workers safe. These resources are developed and enhanced in part based on the feedback that comes from the annual safety award response forms and OSHA logs. As the AWRF and our QHSE committee have increased its efforts in this area, the participation by members has increased as well. 2009 recorded the largest number of returned award forms in the life of the program. Thank you.

As participation has increased so have the number of safety award winners. 2009 saw the highest number of companies earning the safety award in the program's four year history. Last year 66 companies recorded a minimum number of lost time injuries versus hours worked to achieve the award. 2009's 66 winners represents an approximate increase of 20+% over 2008's number.

2009's award winners included a number of repeat winners and also some first time winners. Last year 13 companies achieved excellence in winning the award for the fourth consecutive year. These 13 companies have done an outstanding job in consistently creating an environment and the discipline to minimize or eliminate the number of lost time accidents in their workplace. The companies are:

- American Webbing & Fittings
- Atlantic Wire Rope & Rigging
- Baydar & Assoc.
- Bishop Lifting Products
- Cascade Rigging
- Chant Engineering Co.
- Elko Wire Rope & Mining Supplies
- First Sling Technology
- Hercules SLR
- Holloway Wire Rope Services
- Newell Davis Co.
- QC 21
- US Rigging Supply
As the award winners this year have increased, the group of course includes a number of first time award recipients. In 2009, 22 companies were able to win the award for the first time.

Through participation and feedback from this award program, the organization’s QHSE committee uses the feedback to assist in the development of additional information for the membership’s safety library. More specifically, each company returns a copy of their 2009 OSHA log which helps provide specific insight into what types of employee injuries are occurring. This feedback is then used by the QHSE committee to identify new resources that can be added to the library to assist members in improving their safety performance in those areas.

Returned award forms in 2009 showed that as a % of the total injuries reported versus 2008’s responses, injuries related to the categories of Head/ Face/Eye and Arm/Elbow decreased while those in the categories of Hand/ Finger/Wrist, Torso and Groin/Leg/Knee/Ankle/Foot increased. The specific feedback from member responses will be instrumental in identifying future enhancements in the organization’s safety initiatives and resources.

Thank you again for everyone who participated and congratulations to all of our 2009 AWRF Safety Award winners. Be safe!
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<thead>
<tr>
<th>Title</th>
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<th>Format</th>
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<tr>
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<td>Dealing with Drug &amp; Alcohol Abuse.. For Managers &amp; Supervisors</td>
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<td>Driving Safety</td>
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<td>Fire Protection / Electrical Safety</td>
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<td>Fitness &amp; Wellness</td>
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<td>Portable Grinders &amp; Abrasive Wheels</td>
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<td>Pre-Trip Inspection for Light Trucks</td>
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<td>Reporting for Work, Your Safety Responsibilities</td>
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<td>Respirators &amp; How to Use Them</td>
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<td>Slips, Trips &amp; Falls</td>
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<td>Unsafe Acts; Human Behavior</td>
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<td>Winter Driving</td>
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<td>Workplace Stress</td>
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CALENDAR

2011

January 17-18  ASME B30, Houston, TX
January 28-29  Board of Directors Meeting
              Scottsdale, AZ
February 24-25 Technical Meeting
              Phoenix / Scottsdale, AZ
April 3-6      General Meeting 35th Anniversary
              Hyatt Regency Beach Resort
              Wiki, HI
October 2-5    A.W.R.F. General Meeting and P.I.E.
              Hyatt Regency Crown Center
              Kansas City, MO
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OSHA has revised its Cranes and Derricks Standard (29 CFR Part 1926) to update and specify industry work practices necessary to protect employees during the use of cranes and derricks in construction. November 8, 2010 is the date which the revised OSHA standard goes into full effect. The revised standard addresses advances in the designs of cranes and derricks, related hazards, and the qualifications of employees needed for safe operation. Under the standard, employers must determine whether the ground is sufficient to support the anticipated weight of hoisting equipment and associated loads. The employer is then required to assess hazards within the work zone that would affect the safe operation of hoisting equipment, including power lines and objects or personnel that would be within the work zone or swing radius of the hoisting equipment. Finally, the employer is required to ensure that the equipment is in safe operating condition via required inspections and that employees in the work zone are trained to recognize hazards associated with the use of the equipment and any related duties that they are assigned to perform. For a complete copy of the revised rule including explanatory and interpretive details see http://www.osha.gov/FedReg_oshapdf/FED20100809.pdf.

The New Rule and Insulating Links

Among a number of comprehensive safety measures, the revised OSHA standard will require the use of insulating links under specific conditions during equipment operations involving work near energized power lines. The relevant sections of the rule covering power line safety are 1926.1407-1411. Insulating links are mechanically load-bearing, high-voltage electrical safety devices which are used between the end of the load line and the load to isolate the load from the load line and crane structure above it. They are intended to prevent injury by electrical shock to workers in contact with the load in the event of accidental crane contact with energized overhead power lines. Insulating links also provide protection for workers in contact with the crane when the load accidentally contacts a live line. Insulating links have been manufactured and employed in the US construction industry and other industrial and military sectors for many decades.

Before operations start, the employer must identify the work zone and any power lines, and then determine how close the crane, the load, the load line or the rigging can get to them. For power lines up to 350 kV a 20 foot “trigger distance” is established. If the assessment determines that encroachment inside the 20 foot distance is possible, additional measures are mandated. Option one is to de-energize and visibly ground the power lines, eliminating the danger completely. However, where this is not a practical option a number of additional measures are added.

In cases where it is determined that during operations “any part of the equipment, load line or load (including rigging and lifting accessories)”, can get closer than 20 feet to any energized line or within the minimum approach distance given by the Table A for a determined voltage, insulating links are one among four options, one of which must be used. Table A minimum approach distances vary according to line voltage- 10 feet up to 50 kV, 15 feet up to 200 kV, 20 feet up to 350 kV, and so on. See the regulation, section 1926.1408 for the complete Table A. In cases where it is determined that “any part of the equipment, load line or load (including rigging and lifting accessories)” will operate inside the Table A zone for a determined voltage, use of an insulating link, among a number of other additional steps is mandatory.

Phase-In Period

The revised standard, for the first time provides a definition for an insulating link as “an insulating device listed, labeled, or accepted by a Nationally Recognized Testing Laboratory (NRTL).” Though there are a number of Federally-designated NRTLs and a number of insulating link manufacturers, no common test standard currently exists for insulating links. In its revised crane & derricks standard, OSHA recognized this fact and therefore allowed one year, until November 8, 2011 for insulator links approved by a NRTL to be available in the market. OSHA has provided for two phase-in periods to allow time for the NRTL recognition process and to reduce the economic burden on employers with existing inventories of insulating links.

During the first three years of the new rule (until November 8, 2013) insulating links manufactured before November 8, 2011 and not approved by a NRTL can be...
used as long as they are maintained and used in accordance with manufacturer requirements and recommendations AND that all workers, including the operator who might come into contact with the equipment, the load line, or the load must be “insulated or guarded”. OSHA had designated “insulated gloves for the voltage involved” as adequate insulation for the purpose. Insulating links manufactured after November 8, 2011 cannot be used unless they have been NRTL-approved.

During the first year of the new rule (until November 8, 2011) alternate measures to the mandated use of an insulating link can be applied. These require that all workers, including the crane operator, who might come into contact with the equipment, the load line, or the load, must be “insulated or guarded” and again stipulate that “insulated gloves for the voltage involved” are deemed adequate insulation for the purpose.

Miller Lifting Products, Charlton, MA USA
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Miller Lifting Products has designed and manufactured AC and DC insulating links in the United States since the 1950’s and developed its ISO/Link-AC specifically for crane electrical safety. Miller is currently working with standards organizations and other device manufacturers to develop a common test standard for future NRTL acceptance testing. Please feel free to contact us if we can be of assistance as these new regulations come into effect. We will publish additional user information relating to the new standard as we develop it. Please see www.millerproducts.net for more information on load insulation and Miller’s ISO/Link-AC.
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AWRF Member
Every few years this report series returns to the two big issues in improving profitability—gross margin and payroll. This redundancy is required because these two factors continually prove to be the ones that are the most difficult to bring in line and the easiest to fall out of line.

The pressures associated with a somnambulant economy give these two factors even more relevancy. When things are slow, price pressures are inevitable. At the same time sluggish or declining sales volume almost always results in an increase in payroll expense as a percent of sales.

This report will examine two different issues associated with getting control of both gross margin and payroll.

- **Measuring Performance**—A review of how to best measure gross margin and payroll performance in a changing environment.
- **Setting Gross Margin and Payroll Goals**—The development of specific targets for improvement to return performance to desired levels.

### Measuring Performance

When things are in a state of flux, such as a recession, individual performance measures often become temporarily distorted. Gross margin as a percent of sales might fall to extremely low levels. Further, it is usually not possible to reduce payroll as fast as sales fall, so payroll percentages rise sharply.

### Setting Gross Margin and Payroll Goals

Unfortunately, reducing the PPR by 15.0 percentage points is not a actionable objective. It is too difficult to understand exactly how improvements can be made. It is necessary to break the PPR into its two components—gross margin and payroll expense—and set individual goals for each of them.

Setting goals for these items is a company-specific undertaking. However, every firm should set goals that can be viewed as “bite-sized chunks” that can be readily achieved. A realistic starting point is to improve these factors by about 1.0%. Exhibit 1 reflects such a small, but meaningful, undertaking. For ease...
of understanding, the exhibit demonstrates the impact absent any sales increase for the firm. All the changes related to gross margin and payroll.

Specifically, in the second column the firm generates 1.0% more margin dollars on the same sales. In the third column the firm reduces its overall payroll burden by 1.0%, again with the same sales. The final column demonstrates the impact of making both changes at the same time.

Both actions cause the PPR to fall to 57.5%. However, since gross margin is a larger number than payroll, the improvement in margin has a larger impact on net profit before taxes than the improvement in payroll. Both are key drivers of performance, though.

Ideally, the firm can make both margin and payroll improvements at the same time. In the last column, the PPR falls to 56.9%. This is twice the impact of each of the changes being made separately.

The entire intent of the exercise is to set some goals that everybody in the firm feels can be met, even in a period of economic challenges. The reality, though, is that goals are simply abstract ideas until a specific action plan for their achievement is put in place.

Gross Margin—In the current economic environment, substantial price increases are a pipe dream. However, firms continue to under-price their slowest selling items and special order merchandise. The improvement potential is more substantial than most firms believe.

Slow economic times also create an opportunity to deal with problems that are ignored when everybody is too busy. Pricing errors are endemic to firms with lots of SKUs. Cleaning them up creates “free” gross margin dollars. Tighter control of shrinkage also represents a significant opportunity.

Payroll Expense—Most firms continue to believe that productivity improvements (better scheduling, automated warehousing, etc.) will solve the payroll challenge. Historically, productivity improvements have driven higher levels of sales per employee, but have done nothing to lower payroll costs as a percent of sales or lower the PPR. Wages, health-care premiums and the cost of other benefits have risen right along with sales per employee.

The key to payroll control is two-fold. First, more attention must be given to order economics. The number of lines per order and the average line value must be increased. This is not really a productivity improvement: this actually results in doing less work. Second, the service profile of the firm needs to be examined. Most firms provide a lot of wonderful services and a few that nobody cares about. It is time to drop services that don’t enhance profitability.

Moving Forward

The never-ending economic challenges being experienced at present have taken as much of a psychological toll on employees as they have a profits. When the staff is tired and the future uncertain, improvement plans lose credibility.

This is a great time to set small improvement targets combined with strong implementation plans. The 1.0% goals identified here are one such opportunity. Over time small improvements in the key drivers of profitability will generate significant improvements in the bottom line.

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:

Gross Margin Versus Payroll

In Exhibit 1, a 1.0% increase in gross margin or a 1.0% decline in payroll expense had the same impact on the PPR. However, the margin improvement resulted in substantially higher dollar profits. The superiority of gross margin becomes even more evident when more significant changes in performance are generated.

While payroll control is important, gross margin control is paramount. This is illustrated by the following table which tracks the percentage increase in dollar profits for the typical firm. As it makes improvements in either gross margin or payroll, dollar profit increases sharply if all other factors remain static.

<table>
<thead>
<tr>
<th>Percentage Improvement</th>
<th>Percentage Increase in Dollar Profit From:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Gross Margin</td>
</tr>
<tr>
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</tr>
<tr>
<td>2.0</td>
<td>17.7</td>
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<td>3.0</td>
<td>26.6</td>
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<tr>
<td>4.0</td>
<td>35.4</td>
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<td>5.0</td>
<td>44.3</td>
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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 dates are: 22nd and 23rd March 2011**

**Monday evening:** Cocktail reception  
**Tuesday:**  
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.
The FIRST®, Full Inspection RoundSling Technology, Inspectable Slingmaker Team joined in the Ashley Sling conference room on July 15th & 16th in Atlanta, Georgia. The conference was attended by FIRST® licensed manufacturers, Ashley Sling, Inc., Delta Rigging & Tools/Tuffy Products, Sling Tech Inc., and The Vernon Corporation, and was a classic example of the rigging gear industry at its best.

The elite teams of slingmakers represented play an important role in the crane and rigging industry. The use of both polyester and high performance roundslings is expanding and the emergence of The Inspectable Roundsling has eliminated the need for costly or confusing accessories to perform visual inspections. “The traditional opaque roundslings have become unnecessary, impractical and costly” said Wyatt Townsend, VP of FIRST®. “The FIRST® roundsling is the only sling on the market today that offers the user a visual inspection of the load rated core.” The transparent roundsling cover has been a big hit in the most safety conscious markets such as nuclear energy, automotive and both commercial and civil construction.

The first FIRST® Round-Table Conference focused on manufacturing and identification advances and investments in testing and value added inspection training programs for Inspectable RoundSling users. Expert guests included Jim Bailey, President of Filtec Precise, Inc. of Tabor City, NC (a high performance core yarn producer) and Mike Parnell, President and founder of ITI-Industrial Training International of Woodland, WA (one of the most highly respected international sling inspection training firms).

Linda Summars, inventor and president of FIRST® Sling Technology stated that the old saying “don’t believe your lyin’ eyes” had turned out to be a big plus for her invention, a roundsling with a transparent cover. “When something works, it’s simple, it works! “

Associated Wire Rope and Rigging Appoint Brett Woodland as Vice President of Sales Team.

Associated Wire Rope & Rigging, Playa del Rey, CA, announce the addition of Brett Woodland as their new Vice President of Sales. Woodland joined the company early September and draws upon his 22 years of sales experience in the overhead lifting industry.

As VP of Sales, the role will bear particular focus on identifying and converting sales opportunities for standard and custom engineered product solutions for Associated’s customer base in addition to developing new customers. Woodland brings a proven track record with his background as Sales Director for The Crosby Group (Tulsa, OK) where he planned, directed, and coordinated all marketing and sales activities at the corporate level for all Engineered Product offerings.

Scott Fishfader, President of Associated Wire Rope & Rigging, said “With his immense experience, Brett is an excellent addition not only for our company but also for RopeBlock as we continue to expand.” Woodland will also serve as a key member of the senior management team responsible for formulating and executing Associated Wire Rope & Rigging's ongoing North American growth strategy.

Started in 1994, Associated Wire Rope & Rigging is a leading supplier for the crane and rigging industry. Associated is the North American stocking distributor for RopeBlock products, producers of Sea-Link marine and specialty rigging products, a distributor for Van Beest, and a supplier of other hard to find rigging products.

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Jacksonville, FL, Oct. 17, 2010 – J. C. Renfroe, a leading international manufacturer and marketer of industrial lifting clamps, is introducing an option for customers of having RFID (radio frequency identification) chips installed in their Renfroe clamps.

The manufacturer, in anticipation of changes in ASME regulations that go into affect July 2011, decided to offer the option to help customers with the tracking and scheduling of their clamp maintenance and repairs.

RFID technology allows a user to access specific data. With the use of a reader and selected software, information that can be accessed includes catalog specifications; dimensions and use history; maintenance instruction; maintenance updates; in-service date and inspection records; and manufacturing and training contact information, among other data.

“We believe this technology is an important advantage to our customers regarding increased safety measures,” reported Anne Renfroe, president and owner of J.C. Renfroe. “In addition, this will be a cost savings for our customers when it comes to spending time and money to monitor the condition of their clamps and the scheduling of inspections and maintenance.”

J. C. Renfroe will not charge extra for any clamp ordered with the RFID chip. “We consider this an “add-on” value to our clamps,” Renfroe said. “Our goal has always been to manufacture the best quality clamp possible and the most reliable on the market. Our proof testing of every clamp we have sold for the past 70 years has proven that.”

With its headquarters located in Jacksonville, Florida, J.C. Renfroe has manufacturing partners in Spain and Germany and distribution points all over the U.S. and the world. The company manufactures numerous lines of lifting and hoisting products.

The Best Defense ...

- Why did you not specifically warn against the cause of my client’s accident?
- Why did you warn against another use, which is closely related to my client’s injuries?
- Why is the closely-related warning so far down on the warning list?
- Why did you choose the particular type font and size in your warnings?
- Why did you not send product and safety information with the sling that caused my client’s injuries?
- Why did you not warn in the form and fashion of the Web Sling & Tie Down Association?

Visit www.wstda.com for details of sling and tie down warning tags and product safety bulletins for web, roundsling and tie down products.

Available in English, Spanish and French versions.

Use industry-developed and supported warnings.
DROP FORGED PRODUCTS
Turnbuckles
Shackles
Wire Rope Clips (also malleable)
Machinery Eye Bolts
Eye Bolts
    regular & shoulder
Eye Nuts
Rod Ends: blank & machined
Ring Bolts
Hooks
Swivels
Pad Eyes
Yoke Ends

WIRE PRODUCTS
"S" Hooks
Turned Eye Bolts (threaded)
    log, mach. or welded
U-Bolts (galv. & zinc)
    rd., sq. & long tangent
Threaded Rod

SPECIAL PRODUCTS
Manufactured to Specifications

OTHER PRODUCTS
Alloy Steel Hoist Rings
Wire Rope Thimbles
Bevel Washers
Clevis Pins
Coupling Nuts
Plated Steel Shapes
Brass - rounds, flats & angles

STAINLESS & METRIC
(check availability)
Eye Bolts & Eye Nuts
U-Bolts
"S" Hooks
Wire Rope Clips
Blank Rod Clips
Threaded Rods

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(847) 455-6609

WAREHOUSE LOCATIONS:
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Monroe, GA (770) 266-5600
Houston, TX (713) 664-7722
RFID Solutions

- Stainless Chain Tags
  5.5" x 1 7/8"
  4.75" x 1 7/8"

- Wire Rope Tags
  4.25" x 1.69"

- Domed Polyester Labels
  1.25" x 1.25"

- Stainless Steel Teardrops
  1.6" x 1.3"

- Industrial Plug
  .75" x .75"

- Laundry Chips
  .60" x .60"

NEW ARRIVAL
Molded Rubber Tags
RFID Available

1/8" Stainless Steel Zip Tie

Standard Products

- Chain Tags - R487
  3.75" x 1.689"

- Rope Tags - R319
  3.5" x 1.5"

- Wire Rope Tags - R176
  2.75" x 1.438"

- Wire Rope Tags - R107
  2.75" x 1.5"

- Wire Rope Tags - C186
  1.5" x 1.5"

- Synthetic Tags
  4" x 2", 6" x 2", etc.

Contact: Zack Barron
Email: zbarron@holland1916.com
Direct 816-268-5749

See our entire product offering:
WireCo WorldGroup Inc. Acquires Grupo Oliveira Sá, a Leading Manufacturer of High Performance Synthetic Ropes

Kansas City, MO – November 16, 2010 – WireCo WorldGroup Inc. (WireCo), the world’s leading producer and marketer of specialty wire ropes, acquired Grupo Oliveira Sá and certain other assets comprising its worldwide business, collectively Oliveira. Terms of the transaction were not disclosed.

Ira Glazer, WireCo CEO, said, “The Oliveira acquisition is the continuation of our strategy to strengthen our leadership in our core markets, to bring access to new geographic and end markets, and to expand our synthetics capabilities. Oliveira, which manufactures high performance synthetic ropes targeted at deepwater mooring line and towing applications, serves marine markets that are highly complementary to our existing offerings, including offshore oil and gas and fishing. In combination with our December 2009 merger with Phillystran, we believe we will now offer the market a full package of technologically advanced synthetic ropes. In addition, Oliveira has a strong position in the global wire rope aftermarket for cranes, which we believe will further enhance our leadership in that segment.”

“Oliveira is highly respected in the market given its premium brand, product quality and strong global reputation with long-standing customers and key distributors,” continued Glazer. “WireCo has a solid track record of integrating acquisition targets, and we expect a seamless transition for Oliveira’s customers and employees as we move forward. Finally, I would like to thank Mr. Luis Oliveira Sá and his family for their support in completing this transaction.”

WireCo expects Oliveira’s existing management team to remain with the company, as has been the case with previous WireCo acquisitions. WireCo also plans to maintain Oliveira’s manufacturing operations in Maia and Paredes and hopes to expand the utilization of both facilities, which would require investment in plant and equipment and create the potential for additional jobs.

WireCo has completed multiple acquisitions in recent years that have enhanced its global market position in wire rope and synthetic ropes, including Phillystran in 2009, CASAR and Wireline Works in 2007 and Aceros Camesa in 2005. In addition, the company has a joint venture with Wuhan Iron and Steel to build the world’s most modern wire rope manufacturing facility in China, which started production in 2009.

WireCo is owned by investment funds managed by Paine and Partners, LLC, the San Francisco and New York-based private equity firm. The firm played a key role in facilitating the acquisition and arranging the financing for the transaction.

About Oliveira Sá
Founded in 1825 and headquartered in Maia, Portugal, Oliveira is a leading manufacturer of high performance synthetic ropes targeted at mooring line and towing applications as well as a leading producer of high performance wire ropes for the crane and fishing markets. Oliveira’s premium brand and strong reputation are based on the quality of its products and longstanding relationships with many customers and key distributors around the world. For more information visit oliveirasa.com.

About WireCo WorldGroup
WireCo® WorldGroup’s products are recognized throughout the world and used in a wide range of market applications including oil and gas exploration, surface and underground mining, construction and specialty lifting and suspension applications. WireCo® WorldGroup employs approximately 2,000 people and is headquartered in Kansas City, Missouri, with manufacturing plants, distribution facilities and research and development centers in the U.S., Mexico, Germany and China. WireCo® WorldGroup markets the brands of Union®, MacWhyte®, Casar®, Camesa®, Wireline Works, Phillystran® and US Reef™ and is the only major wire rope manufacturer in the world to be API certified, Lloyd’s Registered, QPL Qualified, AS9100 certified and ISO-9001 registered. For more information visit wirecoworldgroup.com

Paine & Partners, LLC Paine & Partners provides equity capital for management buyouts, going private transactions, and company expansion and growth programs. Paine & Partners engages exclusively in friendly transactions developed in cooperation with a company’s management, board of directors, and shareholders. For further information, visit painepartners.com.

Contact: David Hornaday WireCo® WorldGroup Senior Vice President – Chief Administrative Officer 816-270-4710
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CABLECON 528L  
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The Cablecon 528L digital load cell indicating system is used to improve the accuracy and production of existing Prooftest machines (analog pressure gages) and can also be installed on New Prooftest machines. The Cablecon 528L consists of a Digital readout and Custom Designed Standard or Heavy Duty Load Cell(s). The Cablecon 528L system will insure the Prooftest machine to pass ASTM E4 force calibration/verification standard.

The Cablecon 528L also can be used with our proven CLT computer software. The CLT is a special computer program that will produce a test certificate with all customer and product information. Along with the 'Peak Load' reading, time duration and other pertinent test information. During the actual test the operator can view the current test in real time from the load vs. time graph. The test can be automatically stored and printed. And old tests can be viewed and reprinted from the database and printed at any time.

LOAD CELLS: Strainsense Enterprises designs and manufactures custom, standard grade and Heavy Duty grade load cells. The Heavy Duty grade load cells are best suited for applications of destructive testing, shock loads, and where large bending moments exist. All of our load cells can be designed for an existing prooftest machine (different thread variations are possible). Strainsense load cells are designed and manufactured to surpass the ASTM E4 ±1% calibration standard. Strainsense will also Evaluate, Repair, and Test other manufacturer load cells, Reducing the cost and down time of buying a new load cell.

DESIGNED AND MANUFACTURED BY:  
STRAINSENSE ENTERPRISES, INC.  
1080 Long Run Road • McKeesport, PA 15132 USA  
PH: (412) 751-3055  (724) 327-1285  FAX: (412) 751-4056  
WEBSITE: strainsense.com
An Overview of Financial Performance in Distribution

The year 2009 represented the third straight year that return on assets declined in distribution. The composite figure of 6.0% was the worst since Profit Planning Group started conducting financial research twenty-five years ago.

The chief culprit, of course, was declining sales volume. Unlike the last two years, sales fell in all three key industry segments—construction, industrial and consumer good. Only a couple of individual industries—out of thirty four that were analyzed—experienced sales growth.

Firms fought back by getting control of their gross margin percentage after two years of systematic declines. The only segment that continued to have a margin decline was industrial and even here the decline was small.

The increase appeared to reflect two issues. First, there were major opportunities to buy advantageously. Second, firms began to think about pricing across the product line in a much more strategic way. This allowed them to generate margin on the slower-selling end of the product line.

Unfortunately, the margin increases were almost always offset by increasing expense percentages. Simply put, firms were unable to shed expenses as rapidly as sales declined. While most firms did a yeoman’s job in controlling expenses, there were simply overwhelmed by the magnitude of the sales declines.

Inventory turnover followed the same sales-driven pattern as expenses. As sales declined, firms were able to lower their inventory levels, but only slightly. The inevitable results was declining turnover across the board.

Finally, accounts receivable collections rose slightly in the two segments most impacted by sales declines—construction and industrial. The fact that the collection period did not expand further again reflects strong performance by distributor organizations.
BOSTON MASSACHUSETTS
OCTOBER 12-19, 1986
THE COFLY PLAza

The Fall 1986 General Meeting featured an inspirational talk by
the Rev. of Old North Church, a color治疗 seminar, and a
dance at the foram, but the big moment was our freeway

"Theme party" led by President Bob Outmez. "The Six" wasn't
that long ago for many of the delegations, who danced the night
away to the music of a genuine disk jockey. It was lots of fun!
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MEETINGS IN 1981

The meetings convened at Lighthouse near Tarpon Springs, Florida, March 15-18, 1981, and at the Four Seasons Motor Inn, Colorado Springs, Colorado, September 27 - October 1, 1981, emphasized the importance of providing good speakers and presentations, combined with a golf course for post-meeting activity.
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J.C. Renfroe & Sons, the leading manufacturer and marketer of quality industrial lifting clamps for over 70 years, is now offering the option of RFID (radio frequency identification) enabled clamps. The embedded chip offers the capability of accessing user-supplied data, which could include:

- Catalog specifications
- Maintenance instructions
- Maintenance updates
- Use history
- In-service date & inspection records
- Manufacturing and training contact information.

For your nearest distributor, call 1-800-874-8454 or email at sales@jcrenfroe.com.
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