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Could the location for the AWRF Fall General Meeting be any more appropriate? Washington DC - just weeks before the American people hopefully make the right decision as to who will be our next President (and who will be left out in the cold)!! Not to be outdone, AWRF will also undergo a changing of the guard while in DC. Youthful enthusiasm and energy will officially be replaced with ever-focused determination and purpose. The association will continue to be in good hands with Mr. John Rauh at the helm.

All politics aside, we look forward to seeing everyone and hope that you enjoy the great slate of presenters that we have lined up for the general meetings. Be ready for a healthy dose of Health Insurance, a precise measure of Mr. Don Pellow’s technical committee, a conservative portion of QHSE and a heaping load of levity from our Entertainment Czar, Denny Worswick!

We look forward to seeing everyone there!

Note from the Editor:
AWRF members,
While many articles are advertorial in nature, I make the effort to publish those which are not blatently false or derogatory as I trust that the AWRF member/reader can asertain the nuances as to who wrote what and to what end.
Thern winches, hoists and davit cranes are built to endure decades of lifting, pulling and positioning virtually anything weighing from 100 to 100,000 pounds. They’re durable and powerful and can be easily customized to meet the tough demands of any situation across any industry. You will find Thern products all over the world performing amazing tasks in bulk handling, construction, mining, oil and gas, power generation, water and waste water industries. When there is backbreaking work to be done . . .

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You’ve got a loaf of bread in your hands, so why are you complaining?” is the image that has often come to Edmund Gubanich’s mind when faced with some new difficulty caused by the current recession. Gubanich, CEO of the Colorado-based Denver Wire Rope & Supply is 77, old enough to remember the Great Depression; a time when a remark, like the one above, was commonplace.

So, Gubanich is no stranger to hard times. In fact, he started Denver Wire Rope & Supply in 1984, in the midst of a recession and not because he wanted to. He had lost his job and was desperate to find a way to support his wife and three kids.

When the current recession hit in 2008, Gubanich recalls, “One day the phones stopped ringing. They just stopped! It got so bad we called the phone company to see if the lines were working.” His experience told him he had to adapt, and so undertook radical measures to do just that and successfully returned to profitability.

Gubanich grew up in Ohio and, at a young age, went to work for U.S. Steel, where he worked for about 30 years learning the wire rope business. He worked up to sales district manager for Ohio & out to the east coast. He also became involved in the warehousing operations in Cleveland. But when U.S. Steel relocated to Houston, Gubanich also relocated to head up marketing to the oil companies. Then the company, after moving Gubanich to Denver, closed its doors.

“I was alone with my family, far from my origins,” Gubanich recalls. The 1984 recession was not a good time to find a job, much less start a business. But that’s what Gubanich did. His wife, Carol, had a computer background; and his three sons, Bob, Gary and Ken gradually came on board and so, they became a quintessential family business.

At the beginning though, Gubanich says, “There were many sleepless nights as we wondered how we would be able to pay the bills. Not only were potential customers discouraged by the recession from buying, but also the market was dominated by one large, well-established competitor. All the buyers knew that company, and that was the one they were used to dealing with,” Gubanich says. “The competition was severe and we were engaged in a fierce fight to sell our products and services.”

The way he did it, Gubanich explains; was spending the day driving to potential customers, using a beeper and gas station phones and getting to know them, winning any order he could no matter how small, then driving home cutting the cable with his son Bob and preparing the product in the evening, then driving it back to the customer the next morning. “Our customers appreciated the service” he says. He found traction with a large steel company which became his biggest customer and, when they went under; tragedy, Gubanich continued plugging away. The same attitude continued even after things got better. Gubanich tells one story in which the family had just sat down at the table for a Thanksgiving dinner when the phone rang. The concert hall downtown needed rigging for an event scheduled that evening. While Gubanich was raising questions and considerations, one of his sons cut him off and said, “There’s no time for that now. Let’s do it.” So, as Gubanich says, “We put down drumsticks to cut wire rope.”
Gubanich adds, “A customer once told me I had a passion for my business. I told him that was true but also said I couldn’t do it without my family who shared the same passion.”

When the phones stopped ringing in 2008, Gubanich sat down with his family and, as he says, “we decided we had to change the way we were doing business.” Actually, as it turned out, they found new ways to get back to their core principles of staying close to their customers.

They began telemarketing and sending out cards with questions such as when did you last have a hoist or chain inspection? Or, had the wear in your rigging checked? Or, learned the latest OSHA requirements? Plus, offered, were a variety of product knowledge classes or seminars.

Along these same lines, Gubanich has always worked to stay close to his vendors, such as Columbus McKinnon, Wireco, Wire Rope Industries and Lift-All, as he does to his customers. “One thing I learned at U.S. Steel, as well as driving to customers in the auto industry in Detroit, is the importance of buying domestic,” he says. “buying domestic has been central to our marketing and sales efforts.” So, as a part of his ongoing efforts, he has been able to solicit representatives from various manufacturers to join his staff on sales calls. This process was accentuated during the new efforts started in 2008.

In addition to showing customers first hand what is new, Gubanich says, “We also show them a lot of the stuff in our shop which is broken, or almost broken, chains, hooks, binders and so forth. A lot of times someone will say thank you for the information. We have something that looks like that in our shop. I’ll make sure it’s taken care of.”

All of this has been tied to an increased emphasis upon safety, which has been the subject of many of the classes.

“We’ve cut our costs greatly, to maybe only $10 to $15 a person, which is one way of showing we’re really concerned about the well-being of our customers,” Gubanich says. An elevator company sent 220 employees to Denver Wire Rope for these safety classes, about 35 a day for six days. “They were in the same recession we were, so we charged modestly.” says Gubanich. On the other hand, when it’s more convenient for customers to have the classes on their site, Denver Wire Rope will comply.

At the same time, the company worked to cut both its internal costs as well as those of its customers. For instance, says Gubanich, “We’ve gone green, reusing things like wood reels when they’re empty. We’ve also kept our basic prices down, even though our employee costs are high especially with our expensive health plan. This has been difficult to do,” says Gubanich, “while still maintaining our buy domestic stance. Our competition says they sell 10 percent cheaper than we do - but that's because they sell imports.”

Yet, all these efforts have paid off. “We planted the seeds in 2008 and in 2010 we began to grow again,” Gubanich reports. He recently hired a new employee, bringing his total number to 23, with annual revenue equal to that of 2008.

Denver Wire Rope’s 22,000 sq. ft. facility includes the range of lifting slings, binding and cargo restraints, material handling products, certified hoist and overhead crane repairs, proof testing and inspections. There are

Continued on page 67
Virgil Probasco Retires

Williamsport Pennsylvania based Wirerope Works, Inc. announced today that Virgil Probasco is retiring after more than 20 years with the company and its predecessor. He led the former company, Williamsport Wirerope Works, Inc. as President from 1996 through 2004 and was appointed Executive Vice President of Wirerope Works, Inc. at its formation in 2004. Responsible for all operational and sales functions, Virgil has guided Bethlehem Wire Rope® and Paulsen Wire Rope® to positions of quality and customer service leadership in the wire rope industry.

Lamar Richards will assume the duties of Executive Vice President effective September 1, 2012, and Mr. Probasco will remain as a consultant for special projects and to ensure a smooth transition. Mr. Richards has been with Wirerope Works, Inc. since its inception and has worked with all of the previous companies of Bethlehem Wire Rope for the past thirty eight years. He is currently Director of Engineering and Technical Services for Wirerope Works, Inc.

Mr. Richards earned his bachelor’s degree from Lafayette College in Easton Pennsylvania. Mr. Probasco stated, “Lamar has spent his entire career with this company and working with wire rope. He has worked well with the broad base of our customers over the years solving and helping to resolve complex wire rope applications. He has helped develop and maintain the highest standards of wire rope engineering along with the customer service expected of our company”.

Wirerope Works, Inc. is the manufacturer of Bethlehem Wire Rope® and Paulsen Wire Rope® and is a leading provider of wire rope, strand, and other lifting products and services. Wirerope Works, Inc. is a privately held company based in Williamsport, Pennsylvania.

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The Antitrust Perils of Benchmarking

The term “benchmarking” appears frequently in connection with the AWRF Profit Planning Survey. Consequently, a periodic review of the proper and improper usage of this practice is of importance to the legal health of the Association. From time to time, your General Counsel has made reference to this subject in legal briefings as well as in informal conferences. This paper reemphasizes the anticompetitive features of benchmarking within a trade association composed largely of competitors. “Benchmarking” has been defined as “a continuous systematic process for evaluating products, services and work processes of organizations that are recognized as representing the best practices for organizational improvement.” It inevitably involves an exchange of information among businesses with a common interest. While the benefits are self-evident, the antitrust dangers are abundant when the comparisons are between competitors such as trade association members.

Awareness by the AWRF leadership of opportunities for collusion is extremely important because association sponsored data collection programs often provide a forum for tacit collusion by making it easier for competitors to coordinate pricing, production or other competitively sensitive activities without entering into explicit agreements.

In certain instances, the Courts have found the goal of benchmarking to be anticompetitive even absent collusion in the conspiratorial sense. Where there is an obvious anticompetitive motivation, the only element required for a violation of the law is an agreement to share information. One such case disclosed a “Plan” to replace “cutthroat competition” with “cooperative competition”. Here information was disseminated to members in a form that revealed various details of each member’s operations. Finding an intent to bring about a concerted effort to raise prices, the Court held the “Plan” to be a violation of Section I of the Sherman Antitrust Act.

It is simply incorrect to assume that markets with higher information flows among rivals are more competitive than markets with less availability of data. Knowledge of competitors’ costs, future plans for output expansion or contraction and other strategic information can have a decided impact on behavior among the competitors sharing the data. A major problem of information sharing among marketplace rivals is that it encourages them to “get together” to remove “uncertainty” about plans and operations. It is a fact, however, that uncertainty has competitive value, and where information flows reduce uncertainty there is a corresponding reduction in competition. Thus, benchmarking among direct competitors is always a risky business, making certain precautions for association officers and directors a vital necessity.

Theory and experience suggest that a sound antitrust policy must assure that information exchanges do not result in concurrent price changes among association members or that such exchanges lead to more cooperative anticompetitive behavior among rivals. Accordingly, it should be determined that members exchanging the information do not depend on gaming each other’s costs to establish upstream or downstream prices and that there is no likelihood of spillover collusion on price output.

To help in assuring procompetitive results from a data collection program, it is suggested that the following handbook be required reading for anyone involved in a benchmarking exercise: A Primer On The Law Of Information Exchange: A General Review Of The Law Of Benchmarking And Information Exchange For Business Managers. This valuable booklet is available from the American Bar Association (1-800-285-2221) at a reasonable cost. Copies have been provided to the AWRF Officers and Directors by your Government Affairs Committee.
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The 'Difference' at BRIDON is service, which is second to none. Such excellence is achieved not only by having the product available when you need 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.

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**A Commitment to Quality**

The 'Difference' is that BRIDON's products are tested to destruction. The "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.

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BRIDON strives to 'set the standard' on both its domestic market and overseas. The achievement of such goals becomes apparent when many OEM's specify and recommend BRIDON products, because The Difference is BRIDON.

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BRIDON products are time tested and better able to withstand severe field applications as a result of the superior fatigue, crush resistance and rotational characteristics associated with all products within our high performance range.

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300 What?

For those companies that have participated in the AWRF’s annual Safety Award program you are aware we have asked for a copy of your OSHA 300 form or log for the applicable year. Generally if there are any responses related to our request for the log it’s typically, “Why”? Or “What”? To answer the why, the primary reason we request that information is because it helps us look at the injury trends in our industry for that year. With that information we can add relevant resources to the AWRF’s library of safety related training information.

Sometime the why is related to the fact that employee’s names are included in the log. Therefore it’s important for us to communicate that the information of course is kept confidential as all responses are sent to the AWRF office for their eyes only. Because we are only interested in the types of injuries experienced within a company, the names can be omitted (blacked out) as needed.

One of the AWRF’s Safety goals is to help raise awareness on a variety of safety related topics. Through the award program, the OSHA 300 log has been one of those topics that have raised some questions which is a positive.

To try to help answer the “what?” for those that are not familiar with it, the OSHA log is used to record and classify work-related injuries in your company. It is a tool that is used to log specifics about what happened and how it happened. Incidents included are typically injuries resulting in death, loss of consciousness, medical treatment beyond first aid, restricted duty or lost time. Certain other types of illness or injury should be included as well. Visit OSHA’s site for additional information.

A related, summary form called the 300A is a separate form used to summarize the injuries that occurred over the year. Companies are asked to post the 300A log for a two week period at the end of the year where it is visible to all employees. For those companies with multiple sites, they are required to have a log for each location.

For those unfamiliar with the form and its use, OSHA provides the following outline:

**How to use the OSHA 300 form?**
- Within 7 calendar days after you receive information about an incident, decide if the incident is recordable under the OSHA recordkeeping requirements.
- Determine whether the incident is a new case or a recurrence of an existing one.
- Establish whether the incident was work related.
- If the case is recordable, decide which form you will fill out as the injury and illness incident report.

**How to use the OSHA 300 form?**
- Identify the employee unless it is a privacy concern.
- Identify when and where the incident occurred.
- Describe the incident in detail.
- Classify the seriousness with the most serious outcome identified.
- Identify the whether the incident is an injury or illness.

For more information or specific questions related to the OSHA 300 log, how to fill it out, what should be included and other related items, please visit the OSHA site at [http://www.osha.gov/recordkeeping/RKforms.html](http://www.osha.gov/recordkeeping/RKforms.html)
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<td>Respirators &amp; How to Use Them</td>
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<td>Safe Operation of Overhead Cranes</td>
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<td>Welding Safety</td>
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Surviving the Recovery

The American economy continues to grow at a rate that is somewhere between modest and anemic. Good economic news is almost always followed by bad news. The hope that a rising tide would lift all boats seems ephemeral.

In a slow-growing market, the challenge is to somehow maintain sales momentum at a rate that exceeds the growth of the market as a whole. It is a difficult, but not insurmountable, task.

This report looks at sales growth in a somewhat unconventional manner. It will do so by exploring two aspects of the sales equation:

- **The Sales Mandate**—An examination of the relationship between sales growth and profitability.
- **Cost of Goods Not Sold**—Some specific suggestions for ensuring that the firm gets every dollar of potential sales.

The Sales Mandate

One of the central tenets of profit improvement is that sales must grow faster than the expenses required to generate those sales. In particular, sales must increase faster than payroll expenses—including all salaries, commissions, bonuses, social costs (Medicare and FICA) as well as health insurance and retirement, usually a 401(k) program.

The real requirement with regard to sales growth is for that increase in sales to be larger than the increase in payroll expense. This is what is commonly called a *sales-to-payroll differential*. A realistic target for the differential is two percent.

If sales increases by 10.0%, then payroll could be allowed to increase by 8.0% to support the sales increase. As long as sales volume is growing at a reasonable rate, such as 10.0%, then the objective seems “easy” to achieve. When only a 5.0% increase in sales is possible, payroll must be controlled more aggressively, so that only a 3.0% increase is allowed.

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It is extremely important to note that in terms of profitability the 10.0% sales growth/8.0% payroll growth model is really not that much better than the 5.0% sales growth/3.0% payroll growth model. Any time sales growth outpaces payroll growth (holding other factors constant) profit will increase appreciably. The challenge occurs when sales growth is very slow or even non-existent.

Theoretically, a 2.0% sales-to-payroll differential can be generated even if sales are flat. With no sales growth, payroll would have to be reduced by 2.0%. There is the obvious potential for a death spiral in such a situation. Lower sales leads to lower payroll which leads to poor customer service. Eventually, this leads to even lower sales.

Cost of Goods Not Sold

As long as the economy is growing briskly, an ineffective salesperson is a minor problem. A poor salesperson here, a poor one there; the good ones generate enough volume to cover up the problems. However, as the economy becomes less supportive of automatic growth, this scenario is no longer viable.

*Exhibit 1* looks at the profit impact of an ineffective salesperson for the typical member of AWRF. The first column of numbers demonstrates total company performance. As indicated in the PROFIT Report, it is a $10,000,000 firm with a bottom line profit of $350,000 or 3.5% of sales.

The only detail that might not be clear is that the sales force is being paid a commission equal to 10.0% of the gross margin dollars. In addition, there are other variable expenses equal to 5.0% of sales volume.

The second column simply assumes that there are five salespeople and that every territory is exactly equal in potential. Mathematically, all of the numbers in the first column have been divided by five.
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The last column examines the profit impact of a salesperson that only produces 80% of what a typical salesperson would produce in the same territory. This is not 80% of the top salesperson, but the average one. As can be seen, the territory that should generate $70,000 in profit actually has lost $45,000. The difference between the profit the territory could have generated and what it actually generated is what the author has termed Cost of Goods Not Sold.

This is a loss that is never seen on the income statement because the performance of the poor salesperson is offset by the performance of the good ones. All the firm tends to focus on is the aggregate results in column one.

In the short run, in every territory some sales volume is better than non. In addition, the costs of replacing a salesperson are extremely visible. There are recruitment costs plus the fact that the salesperson will undoubtedly need time to ramp up to a desired level. Even then, the replacement may be no better than the original. These factors make firms extremely hesitant to make staffing changes with regard to sales.

It is not the intent of this report to decimate the sales force. It is simply to state that generating higher profit is indelibly linked to generating a sufficient rate of sales growth. That growth can only be achieved in a sluggish economy if every salesperson is performing adequately. Not spectacularly. Only a few can reach that level. Adequacy should be expected from all.

For outside salespeople, measuring performance accurately requires knowing the potential in each territory. Firms must spend at least some time evaluating account potential. Without this indicator firms can still intuitively distinguish great salespeople from typical, but will have real problems determining whether the low-end performer is inadequate or is saddle with a less-desirable territory.

For inside salespeople, life is much easier. It is only necessary to know the total number of customer contacts. Sales per contact is a simple, but effective ratio.

Ensuring that sales performance is adequate also requires incorporating a specific set of metrics into the company’s management information system. In particular, it is essential to understand the extent to which the salesperson is maximizing the potential of every transaction.

Two key factors have always been important in transaction analysis. The first is the number of line items sold per transaction. This measures performance with regard to add-on selling. The second is the average line value. This reflects the capacity for up-selling. Without a system that can pinpoint these issues per-salesperson basis, improvement is simply not possible.

Moving Forward

Sales growth must be maintained at a level that allows the firm to produce a sales-to-payroll differential of something in the 2.0% range. When (not if) the economy starts growing again, this will be easier to accomplish. In the meantime, firms need to use every tool available to ensure that the productivity targets of the sales force are being met.

About the Author:
Dr. Albert D. Bates is founder and president of Profit Planning Group. His latest book, Triple Your Profit!, is available at: www.tripleyourprofitbook.com, as well as Amazon and Barnes & Noble. ©2012 Profit Planning Group. AWRF has unlimited duplication rights for this manuscript. Further, members may duplicate this report for their internal use in any way desired. Duplication by any other organization in any manner is strictly prohibited.
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Heavy Offshore Lifts

Heavy offshore lifts are mostly carried out with cable-laid slings. They have proved to be extremely reliable and have built a reputation for safety that has not been compromised. All the world records in lifting have been done using cable-laid slings. Braided slings are also used for large lifts. In this article we will describe the strengths and weaknesses of these different slings and I will discuss a new, alternative method of sling termination which, in my opinion, can replace the older termination methods.

First we must establish what is heavy. In the literature1 a heavy load is 50 tonnes and higher. But in the Offshore Industry most standards start with diameters of 100 mm (4”) and as the lifts are well designed and with low speeds a design factor of 3 is allowed. So, for Offshore a “heavy load” would be deemed to start at around 200 tonnes.

Lifting is (must be) done safely. The design of the lifts themselves is a very wide topic as each lift will be different. So this article will concentrate on one of the most important parameters required by the designers – the ultimate strengths according to the construction of the sling, the methods of termination and the various Standards that apply to them.

Standards And Guidance Notes

Slings used in the European Offshore Lifting industry are, in general, manufactured in compliance with specific sling Standards or Guidance Notes.
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calculations as described in PM20 and the EN Standard differ and, in general, the EN Standard has not been accepted by the rest of the world. The lift barges of the European offshore contractors are operating globally and need a single international best practice solution. Importantly, the guidance in the Machine Directive you will find that offshore lifting during the construction of an installation is excluded. So the EN-Standard is not accepted by the Offshore Industry.

3. International Marine Contractors Association
    IMCA M 179: The Use of Cable Laid Slings and Grommets
    August, 2005

    IMCA M 179(4) was issued to replace the old PM 20 Guidance Note. The new guidance note had a number of changes that relate to the unit rope lay types and they did not include guidance on the use and efficiency of a resin socket termination.

    The industry standard is now based on the IMCA M 179 Guidance Note.

    \[ CSBL = (6 \times \text{outer} + \text{inner}) \times 0.85 \times 0.75 \]
    \[ CSBL = \text{Calculated sling breaking load} \]
    \[ 0.85 = \text{spinning loss} \]
    \[ 0.75 = \text{termination efficiency for splicing} \]

4. United States of America

    The Americans have their own standards. For slings they use splicing, mechanical splicing, sockets and braided slings. Heavy lifting slings are braided slings and/or cable-laid slings produced outside the U.S.

    The Sling standards are included in the “Wire rope sling users manual” published by the Wire Rope Technical Board(5) and the American National Standard ASME B30.9 – 2010(6).

**Hand Spliced Cable-Laid Slings**

Splicing is the oldest and the traditional method for terminating steel wire or fibre rope for use as lifting slings. The hand splice method for terminating cable-laid slings is well known and well accepted in the global Offshore heavy lift industry.

Hand splice terminations have several disadvantages which include:

1. **Splice Length.**

   The splice length of the sling is proportional to the sling diameter. The amount of extra material is excessive. See next table, lay length cable-laid is 6,5 x d-sling and 6 tucks:

<table>
<thead>
<tr>
<th>Sling diameter</th>
<th>Eye length</th>
<th>Splice length (m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>inches</td>
<td>Cm</td>
<td>Ft (m)</td>
</tr>
<tr>
<td>6</td>
<td>15,2</td>
<td>8 (2,44)</td>
</tr>
<tr>
<td>8</td>
<td>20,3</td>
<td>10 (3,05)</td>
</tr>
<tr>
<td>10</td>
<td>25,4</td>
<td>12 (3,66)</td>
</tr>
<tr>
<td>12</td>
<td>30,5</td>
<td>14 (4,27)</td>
</tr>
<tr>
<td>14</td>
<td>35,6</td>
<td>16 (4,88)</td>
</tr>
<tr>
<td>16</td>
<td>40,6</td>
<td>18 (5,49)</td>
</tr>
</tbody>
</table>

   For short lengths of slings, with the minimum of 15d between the 2 splices, the increase in weight is almost double of the weight of the sling body.

   The distance between the load and the hook of the crane is limited due to the length of the two splices. When the lifting height is restricted there is a requirement for another solution – grommets for example.

   In addition to the excess of steel wire rope, used in a hand splice sling, the splice efficiency is low. Based on the IMCA M 179 Guidance Note the efficiency is taken as 0,75. However, 20 sling tests with cable-laid slings between 40mm and 126 mm in diameter, carried out in Bochum (Germany), see(7), resulted in the conclusion that 0,70 would be a safer figure. It must be remembered that in many standards and investigations there is a diameter influence on the splice efficiency. The bigger rope diameters give lower values. Only for the big sling diameters it is very difficult and expensive to determine what the efficiency factor is.

2. **Core Failures**

   Within the guidelines of both PM20 and IMCA M 179 there are 2 splice methods described (Method A and B). Method A is mostly used for vertical splicing and method B for horizontal splicing. Breaking load tests with both splice methods(8) resulted in prematurely breaks of...
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Capitol Hill Tour With Lunch At Old Ebbitt Grill

DATE: Monday, October 1, 2012
TIME: 9:00am – 4:00pm

PROGRAM:

Your group will experience a unique look at Capitol Hill as they travel down Pennsylvania Avenue passing the Federal Triangle government buildings, the J. Edgar Hoover FBI Building, the Department of Justice and the Law Enforcement Memorial. Capitol Hill is the center of activity in our Nation’s Capital.

Your group will arrive at the Library of Congress, the world’s largest library with 119 million books, films, documents and photographs in its three buildings. The Thomas Jefferson Building houses one of the world’s three perfect vellum copies of the Gutenberg Bible. On permanent display is “American Treasurers of the Library of Congress”, a rotating exhibition of rare and unique items.

Guests will enjoy a two course lunch in The Atrium dining space at the Old Ebbitt Grill at 11:30am. Founded in 1856, this restaurant is firmly established as the city’s oldest and most popular saloon. The restaurant is elaborately appointed with marble, plush velvets, gas lamps, muraled and stenciled ceilings, and potted palms. The dining room itself is decorated with all the treasures formerly found in Theodore Roosevelt’s game room. The restaurant while being one of Washington’s best-kept secrets is a hot spot for top political figures even today. It truly is the place to “see and be seen”. The popular menu of mostly American food changes daily and everything from pasta to ice cream is made on the premises. The Old Ebbitt Grill is almost synonymous with Washington, D.C., and your visit to Washington would not be complete without dinner at this historic restaurant.

After lunch, your group will stop at the U.S. Supreme Court, located across the street from the Capitol and home to the judicial branch of government. This classic Greek style marble building is far more fitting a location than the court’s original assembly in the basement of the Capitol. On the ground floor, visitors can view changing exhibits that depict the history of the “Highest Court”.

Guests will continue on to the nation’s most well-known landmarks as they embark on a tour of the Capitol Visitors Center. From the moment guests enter Emancipation Hall at the Capitol Visitors Center, they will be drenched with light from two mammoth skylights, each with a perfect view of the Capitol Rotunda. Guests can explore “Out of Many, One” an exhibit that tells the story of the development of representative democracy in the United States and the construction of the U.S. Capitol building. Also included in this area are virtual House and Senate galleries with live feeds from both chambers when Congress is in session.
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1st August 2012

– International ropemaker Bridon has begun installing the world’s biggest machine for the manufacture of steel wire ropes. The ropes will support the offshore sector in particular due to the increasingly challenging applications the industry requires.

The closer machine at the company’s new Neptune Quay facility, which is used to form dozens of strands of wire into a single finished rope, is being installed at the factory’s site in Newcastle, UK.

Enabling the company to manufacture the world’s largest and most complex ropes in package weights of up to 650 tonnes, the £10 million closer being installed at the facility this week has been produced by German engineering company SKET.

Bridon’s closer, the 8-basket section of which will be the first element installed at the plant, will allow the company to produce far more complex ropes than had ever previously been possible with such weights. The machine will allow Bridon to make offshore ropes that are specifically engineered to deal with the challenges of deepwater deployment under tough environmental conditions.

Bridon has cited the need to keep pace with the ambitions of the oil & gas industry as a principal motivation for the Neptune Quay site’s construction. Whilst the historical challenge of deep water deployment has been to deploy 300 tonnes in 3000 metres of water, the industry is increasingly demanding lifting systems that can deploy weights significantly in excess of 300 tonnes and as great as 600 tonnes at depths of up to 4000 metres – requiring multistrand ropes that boast massive breaking loads, optimised bend fatigue performance, effective lubrication, and minimal rotation under load.

Supporting the operation of Bridon Neptune Quay’s superlative closing machine, the facility also boasts a new stranding machine. This piece of equipment, which winds dozens of wires together into individual strands that can be spun together by the closer machine, was also manufactured by SKET.

To ease the load out of 650 tonne rope reels onto vessels moored at the factory’s deepwater quayside, Bridon has commissioned Newcastle-based engineering firm Pipe Coil Technology to deliver an innovative take-up stand; a machine which is used to move new ropes on the final reels from the closer to the Quay side without any assistance. This enables a variety of methods to get reels of all sizes onto vessels moored alongside the plant.

Bridon Group Chief Executive Jon Templeman said:

“In constructing a state of the art factory that will lead the world in the production of large, complex ropes, we knew we could settle for nothing less than the biggest and best ropemaking machinery ever produced. The closer, strander, and takeup stand at Bridon Neptune Quay are not only the largest rope making machines in existence; they also have the capacity to make the most complex and highly engineered ropes ever conceived.

“Close collaboration with our customers has developed our understanding of the complex tasks they face in the world’s toughest environments. Thanks to this collaborative approach, and to the ingenuity of our key suppliers SKET and Pipe Coil Technology, this machinery will surpass all previous ropemaking equipment in manufacturing ropes tailored to 21st century offshore challenges.”
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A recent study by the Congressional Budget Office (CBO) looked at the impending fiscal cliff and the dire consequences if Congress and the administration fail to address the expiring tax cuts and proceed with the across-the-board spending cuts to defense and other discretionary programs. The result could be a return to recession. In contrast, extending the tax cuts and ignoring the sequestration would continue the string of unprecedented huge budget deficits and rising debt levels. The ultimate result of such profligacy can be seen in modern day Greece.

So it seems that Congress and the administration are trapped between a rock and a hard place. Because we covered the fiscal cliff last month, we thought that it would be good to take a closer look this month at the long-run fiscal problems.

The current predicament was exacerbated by the severe recession, but decades of excessive spending, especially on entitlement programs, virtually assured that we would be facing long-run fiscal problems at some point.

**Debt and Deficits**

In 2007, the deficit was about $161 billion or 1.2% of GDP. This was after the 2001 and 2003 tax cuts, the recession of 2001, and the weak recovery that followed. As the recession intensified in 2008, the deficit rose to over $458 billion or about 3.2% of GDP and continued to grow to about $1.4 trillion or 10.1% of GDP as the economy bottomed out in early 2009.

Even with the economy recovering over the last three years, the deficit still averaged over $1.3 trillion a year or almost 9½% of GDP. These deficits pushed the debt held by the public from about $5 trillion or 36% of GDP in 2007 to over $10 trillion and almost 68% of GDP by the end of fiscal year (FY) 2011, the latest data available.

Forecasts of deficits and debt levels over the next few years call for more of the same. The CBO recently forecast that under current service (i.e., if Congress and the administration do not allow the tax cuts to expire or the spending cuts to take place) we will run deficits that average $975 billion or 3.2% of GDP over the next five years and push the debt-to-GDP ratio to over 82%. Such huge deficits, high debt levels, and an accelerating debt-to-GDP ratio are simply not sustainable.

The solution to this problem is as obvious to state as it is hard to implement—cut spending, increase revenue, or pursue some combination of both. But a solution ought to bear some relationship to the cause of the problem. So I thought it might be enlightening to take a closer look at revenues and expenditures.

**Revenues and Outlays**

Revenues are driven by the tax code as well as by economic conditions. The combination of tax cuts and the 2001 recession caused revenues to fall until 2004, reaching a low point of 16.1%. As growth once again rose above its long-run potential, revenue grew to about 18.5% of GDP in 2007, in line with historical norms—revenues averaged 18.3% between 1980 and 2007.

As the economy slid into one of the steepest and most prolonged recessions since the Great Depression, and Congress and the administration agreed to a series of temporary tax breaks to stimulate the economy, tax revenues continued to rise through 2007 but then declined as the economy deteriorated. As corporations reemerge from the recession, their contribution to total revenues is again rising. Similarly, the share of revenues from individual income taxes is rising again. And under CBO’s baseline, both corporate and individual income taxes are expected to be a larger share of total revenues by 2022 than they were in FY 2011.

Revenues from social insurance and retirement taxes and other sources, such as excise taxes, are rising in dollar terms but are expected to contribute less to the total share of revenues by 2022.

With corporate and individual income taxes expected to return to historical norms, the revenue shortfall that contributed to rising...
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- Alloy Chain Slings - mechanical assembly
- Synthetic Web Slings - flat and round
- Fiber Rope Slings - hand splice
- Metal Mesh Slings
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budget deficits is likely to fix itself over time as the economy recovers. Our longer term fiscal problems are driven by government outlays.

On the spending side, outlays rose over the past decade from 18.2% of GDP in 2000 to over 24% in 2011. Government spending peaked in 2009 at 25.2% of GDP. This growth is the result of the weak economy, which automatically triggers higher transfer payments—such as unemployment insurance and other social programs—as well as direct stimulus spending to try and jump-start economic growth.

It would be wrong to conclude that these increases are purely temporary. CBO expects outlays to remain above 22% for the entire forecast horizon and to be just under 24.5% by 2022. To put this in perspective, between 1980 and 2007 outlays averaged 20.8% of GDP.

The composition of outlays will never return to what we experienced prior to the recession. Mandatory spending, driven by the aging population, will crowd out discretionary spending over the next 10 years. The forecast beyond 10 years is even bleaker.

Discretionary spending accounted for about a third of spending in 2000. That share increased by a few percentage points by 2011 but is expected to decline to only 25% by 2022.

Net interest costs declined from 12.5% of total outlays in 2000 to only 6.3% in 2011. With the recent increases in our national debt, however, net interest payments will rise over the forecast horizon to 11.3% of outlays by 2022.

Finally, mandatory spending is expected to increase to nearly 65% of total spending by the end of the forecast horizon, from 53.2% in 2000 and 56.3% in 2011. As a result, expenditures remain high, and the debt to GDP ratio remains problematic.

The conclusion for our deficit and debt problem is clear. We must get spending under control and get the economy growing strongly again. Increased spending, especially entitlement spending, is the primary culprit in our fiscal mess and should bear the brunt of the solution. Now, we are not naïve, and we know that there will be a push for more revenue. But we must resist the temptation to simply increase taxes. We must comprehensively reform the tax code and enact fundamental entitlement reform. And we must do more to ensure future strong economic growth. Growth alone will not fix the problem, but it is a necessary condition to make entitlement and tax reform work.

Brian Higginbotham, an economist at the U.S. Chamber of Commerce, contributed to this article.

Lift-It Manufacturing Co., Inc announces the opening of a multi-media, state of the art, Learning Center

Lift-It Manufacturing, a worldwide leader in the supply of quality rigging and training, is proud to announce the opening of a new Learning Center at company headquarters in Pomona, CA. The state of the art facility features the latest in technology to provide for multi-media presentations and webinars. The 40 seat, 2000 sq. ft., facility has hundreds of samples which were generously donated by the quality leaders in the rigging industry.

Mike Gelskey, Sr., Chief Executive Officer, Lift-It Manufacturing comments, “The new facility and particularly the new training center is a dream come true. Our presenters can’t believe the world class setting they enjoy as instructors and our students, many of whom have been involved in training for decades remark that they have never seen anything that could compare.”

Lift-It® is the Western Regional Center for Rigging Institute with campuses established in all major western cities. Gelskey remarks,” Our association with Rigging Institute is a mutually beneficial one and our training clients benefit with instant access to quality training. We offer a full spectrum of training and will develop custom programs to suit our clients’ needs”.

Sling User, Inspector, Hands-on-Rigging and Fall Prevention awareness will be offered on Sept. 18-19, 2012, in Pomona, CA. In conjunction with the Sling and Rigging Safety Conference, a Train-the-Trainer Program will be featured Sept. 18-21. For further information on this event and our 2012-2013 schedules, contact Michelle Brown, conference coordinator at 800.377-5438 x 715 or michelle@lift-it.com

Lift-It Manufacturing celebrates 33 years of service to the rigging industry, this September by providing quality rigging and training. MJ Gelskey Sr. remarks, “We provided training long, long before it was fashionable. It is nice to see that training has become in vogue. Riggers need to go home to their loved ones and effective training is one of the many ingredients which makes it possible.”
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Bridon Boosts Leadership Team With Three Key Board-Level Hires

International ropemaker appoints new CFO, MD Asia, and MD North America

20th June 2012 - International ropemaker Bridon has announced the appointment of three new Directors to its Executive Board, installing heavyweight newcomers in the CFO, MD, Asia, and MD, North America roles. The move is set to strengthen the company’s senior team as it seeks to establish a technology leadership position across its global markets.

Entering the company as Managing Director of Bridon American Corporation (BAC) is former Navy Seal Chris Dugan, who has served for the last 5 years as General Manager of Cooper Interconnect, a supplier of electrical products to the industrial, mining, and oil and gas sectors. While at Cooper, Dugan managed a global sales force and engineering team and oversaw six factories in the USA and Mexico. Dugan was handpicked by Bridon for his experience growing a company with a global footprint, which will be relevant as Bridon expands in South America, as well as his experience in building the technological capacity of a major manufacturing business.

The company’s new Managing Director for Asia is Ivan Ng, who joins Bridon from Sundyne Asia, a manufacturer of pumps and compressors for the fluid and process industries (including oil & gas, water treatment, and construction). Sundyne Asia is a United Technologies company where he served as General Manager. Ng has held several senior regional management positions in Asia, including BD Director at Reynolds Metals Inc. and General Manager in Schott Asia. He brings a range of experience to the role, having managed factory operations and sales and marketing for the last 20 years and across a number of industrial businesses.

Bridon’s new Chief Financial Officer Graham Hardcastle comes to the company after an 18 year career with Smiths Group PLC, which was followed by four years as Smith and Nephew’s CFO of Global Operations. Hardcastle has extensive experience of senior finance roles, having spent 5 years as the Finance Director of Smith’s Specialty Engineering Division and 2 years as the Finance Director of its Medical Division. He trained as an accountant at Arthur Young.

The new appointments will strengthen Bridon’s hand as it seeks to solidify its global technology leadership position. Under the leadership of Chief Executive Jon Templeman, the company is on schedule to open a state of the art factory in Newcastle, UK, that will produce the largest and most complex ropes in the world; a move that has already caught the attention of global operators across Bridon’s key markets. It also plans to open a Technology Centre in Doncaster later this year that will significantly enhance its testing and New Product Development capabilities.

Bridon International Chief Executive Jon Templeman said:

“With the imminent launch of the Bridon Neptune Quay facility, which will produce the largest and most complex ropes in the world, our new Directors join Bridon at a crucial time for the company. The expertise, experience and leadership that Chris, Ivan and Graham will bring to our senior team will be instrumental in realizing Bridon’s vision of global technology leadership across our key markets”.

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Q&A with LGH President Tony Fiscelli:

When did you start learning the business?

I started to learn the business in 1992 as a shop employee/driver. I was in college at the time, this was my summer job. The company was very small with only a handful of employees. While working in the shop on equipment for three summers, I was able to learn a great deal about the rental products pertaining to service and operation. I still use this knowledge today.

What do you enjoy most about the industry?

I enjoy the fast pace of the industry. I have to be able to react and make decisions every day, all day in order to provide excellent products and customer service to our customers. I try to remember that the most valuable asset to have is the ability to give my time and energy to the people that I work with.

Who is the most influential person you have met and why?

By far, the most influential person is my father. I have learned so much from him over the years. He was the original LGH employee in 1990 when he was hired by the Parkinson Family to start and operate the LGH business for them. Working with my father and being able to grow the company with him over the years has been an experience that I can never replace or forget. I feel very fortunate to have been able to be mentored by my father.

Can you describe a hurdle you have faced in the industry and what you have learned from it?

Over the past few years we faced a number of hurdles as a Corporation. As a management team, we are committed to not losing focus. We stay focused by developing action plans, as well as sales strategies to help overcome the poor economy. This will make us much stronger when the economy returns to normal. Lifting Gear Hire has spent a great deal of time and energy on this, which is why we have been very successful over the past few years. I learned that when you face adversity in any way, and you are able to continue to stay focused and have a plan, you will be able to overcome anything.

What hobbies do you like and why?

Ice hockey was my sport for many years throughout high school and college, but I have wisely given it up. I now enjoy golf and hiking, it is much easier on the body. I try to be active outside as much as possible.

Where did you grow up?

I grew up in Crete, IL.

Can you tell me about your family?

My family is very close. I been married to my wife for thirteen years and we have two beautiful girls, ages nine and seven. They keep us very busy. The girls are at such a great age now that I try not to neglect the time I have with them because it goes by so fast.
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Aubrey Kay Gelskey and Justin Michael Gelskey are in training and one day will efficiently provide 100% customer satisfaction. Papa hopes that they will be as good as Junior!

Junior not only figured out the precise length, but had the 3.75 inch diameter masterlinks, made, load tested, NDT tested and shipped ahead of the deadline.

Custom Slings designed with special sling protection to efficiently handle concrete tunnel segments.

(Photo courtesy of the John A. Batchelor Co.)
In Memory of
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Served as AWRF Director

It is with a heavy heart, the AWRF office informs you of the passing of long time AWRF member and supporter Mr. Mel Fireovid (Tri-State Wire Rope Supply – Kentuckiana Wire Rope & Supply).

Message from John Fireovid - “Dad very much appreciated and enjoyed his participation in AWRF. I know Barry reminds us we are “by and large a group of competitors” but we also have a lot of friends in this group. Thank you.”

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Gunnebo Johnson Reaching Key Milestone in Asian Hercules III Project

(Tulsa, Oklahoma) - Today, Gunnebo Johnson Corporation welcomed U. S. Congressman John Sullivan to its facility to commemorate the ongoing production of key components for the Asian Hercules III Project. This floating sheerleg crane will be one of the largest in the Far East, and is being constructed in the port city of Nantong, China. Tulsa based Gunnebo Johnson is responsible for the custom design and manufacturing of the heavy lifting components, which will soon begin shipping to China for installation on the giant ship-mounted crane.

“Gunnebo Johnson is a well-established leader in the global rigging and heavy lifting industries, and we are honored to bring our world-class expertise to the Asian Hercules III project” said Craig Aszkler, President and CEO of Gunnebo Johnson. “As we begin shipping components to China, I commend our employees’ dedication in providing a high quality product, custom engineering expertise and outstanding customer service”.

Spanning a twenty four month project timeframe, Gunnebo Johnson has designed and is manufacturing the complete lifting tackle, including sheaves, blocks and lifting beam sets. When completed, the 5000 Metric Ton rated (11,020,000 Lbs.) Asian Hercules III will be able to reach up and out over 500 feet for making marine offshore lifts.

The, Asian Hercules III owned and operated by Asian Lift Pte., of Singapore, will initially be employed for offshore lifting duties in the Far East. The smaller Asian Hercules II, rated at 3200 Metric tons and completed in 1997, also utilizes the unique tackle and beam lifting system designed and built by Gunnebo Johnson.

Over the last decade, Gunnebo Johnson has leveraged its engineering and manufacturing experience on a wide variety of heavy lifting and material handling applications. Deep sea mooring swivels, offshore BOP handling tackle and special hooks to lift the space shuttle solid fuel rocket boosters are, but a few specialized products made in the Tulsa, Oklahoma facility.

About Gunnebo Johnson

Utilizing over a half century of experience in both North America and around the globe, Gunnebo Johnson Corporation custom designs and manufactures products used in the global rigging, heavy lifting and material handling markets. The Tulsa, Oklahoma manufacturing facility is home to approximately two hundred full-time employees.

Gunnebo Johnson cooperates with the Southwest Trade Adjustment Assistance center to ensure that the company remains competitive on a global basis.
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the core. In 5 of the 6 tests it was between 89 and 95% of the actual breaking load. This was the reason for excluding the core rope when determining the CSBL in the standard EN 13414-3.

3. The Last Tuck

Both PM 20 and IMCA M 179 advise that the length of tails of outer ropes after the last tuck should be at least three times the cable-laid rope diameter. United Ropes followed this guidance with 14” diameter slings and experienced problems. Three times the cable-laid diameter is too short for the big slings (see photo 1).

After the first usage of the slings the customer complained about slippage of the splice. Of course it was no slippage but the setting of the splice. The solution to this “problem” is longer tails, at least 6 times!! The result of this is in an even longer splice length and the ends are as an open balloon along the body of the sling (see Figure 1.).

**Cable-Laid Grommets**

In the beginning of 1990 United Ropes (NL) and the company Henschel (Germany) started the production of large diameter and long length grommets at Moerdijk (NL). The know-how came from Mr. Otto Henschel. After the liquidation of United Ropes in June 1993 the company at Moerdijk changed name and became U.O.S. Looking back the large grommets were never successful, in spite of a number of advantages, see[7]. The main reason for the lack of success was the customers lack of knowledge in handling them. They have a tendency to form into a figure of 8 (or more) which results in the core popping out. See Figure 2.

The “popped” core is usually not easily repairable.

**Photo 1: 14” slings produced for Saipem**

**Braided Wire Rope Slings**

Braided slings in various configurations are used in the Offshore Lifting Industry.

For example, 9 part braided slings[9]. Multipart wire rope slings start with the braiding together of three individual ropes. The 3 unit ropes are made into 3 slings having each end terminated by a machine splice, forming a soft eye. These 3 slings are then braided together to form a single, braided lifting sling. This gives the sling flexibility and non-twisting characteristics. The overall breaking strength has been established at 70% of the aggregate of the individual actual wire rope strengths.

Break tests on handmade (by individual producers) sling samples gave a wide range of results and in most cases they did not achieve the minimum value of 70%. The main reason for this is that most wire rope slings sold today do not have enough material in the sling eyes, especially on load pins with the same diameter as the body of the sling. Please see example drawing Figure 3 which demonstrates where you can see that all the ropes in the sling eye will not have the equal tension when the sling is subject to load.

**Figure 3: Handling of big grommets**

The people on board of the lifting vessel know they can lift with a figure of 8 or with a popped out core (the core is not taken into account when calculating the CSBL).

The main reason of not using the big grommets is that you cannot change the length. In many cases these big slings are held in storage and refurbished for further service life. Due to the fact that a grommet sling cannot be reduced in length it means that sometimes you have a long time to wait before you can use that grommet again.

Various sling makers recognised this problem and developed new and improved procedures of fabricating 9 part braided slings. These newly developed slings have increased the number of ropes in the eye and have achieved a higher efficiency by parallel positioning of the unit ropes in the sling eye.
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To maintain the parallel ropes in the sling eye in position various steel bands or compounds such as rubberised lashings are used.

This upgrading should result in the efficiency being increased to around 80%. These values can be obtained with D/d ratio of 1 (for the sling) and 4 (for the individual ropes). A disadvantage of these slings is their design factor of 5:1 compares unfavourably with the design factor for hand spliced cable-laid slings and grommets of 3:1. Therefore, to achieve the same working load when using braided slings you will need a much larger rated braided sling.

**Alternative Method Of Termination Cable-Laid Slings Flemish Lock®**

Product history and background information:

MAKLOK was an invention of a now defunct company “Martin Black”, the patent was published in 1977. It was introduced as the MAKLOK system. At that time the Offshore Industry was not ready to accept changes to, or alternatives to, the tried and tested hand spliced terminations that they were familiar with. Also the main rope manufacturing companies at that time (Bridon, United Ropes and Scanrope) were against it and promoted their own cable-laid slings terminated by the traditional hand splice. Bridon took over the Martin Black Company and closed down their own sling department so they could concentrate on supplying steel wire ropes to the rigging shops in the UK and European region and were then not seen to be in direct competition with them.

Franklin Offshore / Singapore (=FO) technical management team commenced in 2002 its research and development project FLEMISH LOCK®. In late 2002 they engaged the expertise and services of Mr. John Dodd/Millfield Enterprises (WIRELOCK) as a consultant to further develop the termination system. J. Dodd has a wealth of experience in this field and was one of the team of people who developed the original MAKLOK system.

FO had the ability to manufacture and carry out cable-laid sling break testing up to 2000 tonnes. At the time PM 20 and IMCA M 179 was issued the break testing of very large cable-laid slings was not possible. Therefore, all ratings were based on calculation.

FO driven by investment and commitment has over the years carried out a number of significant upgrades and product enhancements. This includes the development and refinement of the old MAKLOK system and the use of a resin which is more able to cope with the very high temperatures (up to 150 0C) generated during the exothermic reaction. The resin is called MAKLOCK resin. MAKLOCK resin is only used in these high volume type terminations. It cannot be substituted for Wirelock. Wirelock cannot be used for MAKLOCK resin.

Analysing the results obtained over the years it is noted that the sling break always occurred in the main body of the sling – not at the terminations. This gives a terminal efficiency of 100%. This is really very special and identical to the efficiency of a resin socket. It is a big improvement in comparison to the 0,75 (= 0,70 for bigger diameters) of the hand spliced terminations.

If we look at the actual breaking loads achieved, results showed that the breaks were all 6 – 8 % lower than the aggregate actual breaking loads of the 7 ropes. The FO test results show that the spinning loss of cable-laid slings, rounded up and safe, is actually 0,9 (= 10% loss)!!

The fact is that by having manufactured the cable-laid ropes, carried out the terminations and tested the slings till destruction, all of these procedures witnessed by the classification companies, FO has demonstrated that the spinning loss is based on test results rather than by calculations as per the IMCA M 179 Guidance Note.

Franklin received TYPE APPROVAL from Lloyd’s in 2005, 2008 and 2011. Franklin has secured Lloyd’s London Product Type approval with 100% efficiency rating and 0,85 (= 15% ) spinning loss. Discussions are going on to raise this to 0,9 (=10% spinning loss) as this is the determined value in the tests.

The termination itself can be called a “Flemish-eye Sleeve secured termination”.

The outer ropes of the cable-laid rope shall be divided into two equal groups. The core rope shall be assigned to one of these groups. Both groups of ropes shall than be re-laid together in opposing directions, see Figure 4.

**Figure 4: Forming a Flemish Eye**

No individual ropes shall protrude from the cable-laid in the eye. The positioning of the rope ends and the core rope shall be in accordance with the designer’s Flemish eye.
termination instructions. After producing the Flemish eye the sleeve area must be cleaned thoroughly from any lubrication and item dried. After locating the sleeve in position the special MAKLOCK resin must be poured in and the desired curing time must be strictly adhered to.

As you can see in the next two photos, with this termination it is possible to produce a long- or a very short sling. The small one can also replace the small grommet.

### Conclusions

1. The FRANKLIN Flemish Lock® termination gives 100% termination efficiency.
2. The FRANKLIN Flemish Lock® termination has proved to be a safe termination, even with WLLs of 3 : 1
3. The FRANKLIN Flemish Lock® termination needs to be incorporated within the IMCA M 179 Guidance note. The Guidance Note (or Standard) should never be a stumbling block for new technology and developments.

### Literature

1. Denis St Germain : “Is there a perfect sling?” Wire rope news & Sling Technology, June 1994
2. Guidance Note PM20 from the Health and Safety Executive, “Cable laid slings and Grommets”, October 1987
4. IMCA M 179 : “Guidance on the use of Cable laid Slings and Grommets”, August 2005

### AWRF MEMBER COMMENT

Thirty years ago, at the time the Dutch wire rope industry was being rationalized, they had a process to make giant cable-laid slings using planetary machinery. When I was with Bethlehem Wire Rope I thought about getting a license for making those slings but the Williamsport engineers weren’t in favor. I thought they would be used in a big new offshore oilfield supposedly being developed in deepwater near Savannah, Georgia - which never happened. The problem is short lengths use up a lot of machine time but the process is cheaper than doing it by hand. Pieter Kampers probably knows more about making big cable-laid slings with machinery than anyone else on the planet. I’m not familiar with the variation described in the last part of this article, but it seems obvious the article is intended to publicize those big slings.

- Don Sayenga
Ken Forging
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four swaging machines, the largest a 1000 pound Crosby press for the manufacture of two inch diameter wire rope.

There are five inside and four outside sales people. They primarily advertise at conventions and newsletter. In addition to AWRF, Denver Wire Rope belongs to the Association of General Contractors and the American Building Contractors, providing classes for same. The company’s market area is Colorado, with parts of Wyoming, Nebraska and New Mexico.

In terms of computers, Gubanich calls himself “a dinosaur.” He won’t touch one himself and has only reluctantly started to use a cell phone. But he recognizes the importance of computers. He has simply left it up to Carol to implement the full range of computerization from ordering to receiving to warehousing to shipping and invoicing. The company uses the Internet to provide full descriptions of products and services offered so buyers can be informed. But Gubanich has no interest in marketing globally or even around the country.

“I think one of the challenges of the industry is that everything happens too quickly,” he says. “Everybody has a little phone to his ear and is jumping from one thing to another. I recognize that this technology is important to the younger generation and we have to learn how to adapt to it. But I think there’s no substitute for personal communication. We want to know our customers and vendors as friends, so we can help them out and then they’ll be likely to return the favor. During the dog days of summer we’ll invite customers and vendors for hot dogs and lemonade, not for business, just to build relationships.”

For the same reason, Gubanich especially enjoys his association with AWRF. “In addition to the wealth of information available, I just like the people,” he says. “They’re mostly family businesses like mine. We understand each other.”

Gubanich retains the title of CEO, but has recently turned over the Presidential position to his son, Ken. Gary is Vice-President of human relations; purchasing and Bob is Sales Manager. In addition to their three sons, he and Carol have six grandchildren and five great-grandchildren.

In terms of current business, Gubanich reports that the oil sector, his company serves, is doing well and the construction business is coming back. Moreover, the government is putting in a fast track multi-million dollar train system from the new Union Station to the airport and through the neighborhoods, which will upgrade his borderline community to one much more upscale.

“When you reach a certain age, there’s a temptation to go down memory lane,” Gubanich says. “But I believe you should keep looking toward the future.” God Bless America.
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Visit us at www.riggsafe.com
Denver Wire Rope and Supply is proud to announce the promotion of Ken Gubanich to President. Ken previously worked as territory manager and sales manager before accepting his new position. Ken will be responsible for operations in Denver as well as the continued financial growth of the company.

“I enjoy our industry and the friendships that have developed through the years. I look forward to new challenges and new relationships with manufacturers and co-workers,” said Ken Gubanich.

Ken graduated from the University of Northern Colorado in 1991 with a Bachelor’s degree in Business Administration. While attending college, Ken and wife, Robin, were re-acquainted and married after graduation. Ken and Robin enjoy playing trainer and cheering for their twin son and daughter’s competitive baseball, softball, and soccer games. Ken’s other hobbies include big game hunting, water skiing and boating.
Van Beest B.V. Manufacturer and Supplier of wire rope- and chain fittings. Registered trade marks: Green Pin® and Excel®.
Lift-It® Manufacturing, a leading manufacturer of quality rigging is pleased to announce that Christopher Shultz and Cody Nuss have joined the sales team as operations are expanded.

Mr. Nuss is a graduate of Monrovia High School and attended Pasadena City College, pursuing his business degree. His training for sales and purchasing began months ago and he currently provides exemplary customer service. M.J. Gelskey, Sr., CEO, Lift-It comments, “We continually receive very nice compliments on his customer service as I visit our dealers and those compliments mean much to us.”

Mr. Shultz is a graduate of Bozeman High School and will enroll in on line education pursuing his degree in business, with an option in marketing. Christopher is being trained by his mentor, Mike Gelskey, Jr., Vice President and General Manager. Mr. Gelskey comments, “To provide growth and as part of our succession planning we have begun the process with our third generation, not only in the office, but also in our manufacturing operations. Talent and customer service are something we cultivate in our people, the Lift-It way.”

“I am very pleased with the “young lions” Junior has hired. You would never know these gentlemen are as young as they are given their remarkable maturity and outstanding work ethic. It is also very gratifying to have Christopher, my grandson being squired as Junior’s wing man. The future is very bright for our customers and for these young men”, Mike Gelskey, Sr., Chief Executive Officer commented.

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