We wish everyone a safe, healthy and happy New Year!
Crosby’s industry leading brands are time tested and work proven. The result is reliable products of uncompromising quality that performs to the highest standards throughout the world. Crosby is a market leader because of our unrelenting drive for excellence. For more than 120 years, a strong commitment to quality has been evident in every aspect of our business.

**Customer Service** - More than available product…It’s meeting customer needs, product knowledge

**Complete Product Line** - Most complete in the industry, off-the-shelf or custom design

**Research & Development** - Innovative products and services, with many industry ‘firsts’

**Risk Management** - “Industry first” comprehensive product application instructions, world class training

**Manufacturing** - Quality process – purchases through production and testing

**Engineering** - State-of-the-art product design systems, and fully equipped metallurgy lab

With a complete line of “off-the-shelf” blocks, sheaves and fittings designed to be used with wire rope, chain or synthetic slings, and the ability to custom design products for any lifting application, no lift is too big. **We are The Heavy Lift Specialist!**

www.thecrosbygroup.com
Opportunity Knocks

It is an honor to be the thirty-seventh President of AWRF. I first started in this industry back in the days when domestic made 3/4” wire rope sold for $.35 per foot and prepaid freight terms was two hundred fifty pounds. I was fortunate to learn our industry from many intelligent and fun loving teachers. I grew up working for MacWhyte Wire Rope in sales, a manufacture that was an industry innovator. I graduated to Loos & Co. the premier specialty cable manufacture. Twenty-eight years ago, I started Cableworks and we are a sling shop based in Connecticut making rigging products for the New England marketplace. Every day in this industry has been interesting and full of opportunities. I have been active in our association for the last fifteen years. We as members of AWRF owe a large debt of gratitude to our founding fathers. These thirteen bold competitors convened the first meeting in Biloxi, Mississippi on December 12, 1975. The seven founding goals presented by member David Bishop were common sling nomenclature, quality standards for the members, information exchange, products liability insurance, health care insurance, united industry voice, and presenting a united position in federal and state capitols. Most of these original goals have been realized. Throughout our history our association has been blessed with wonderful leadership. These visionaries have invested their time and talents with careful long range planning which has benefited each of us. During this year, the board will concentrate on the following two goals:

- **Healthcare Initiative** We have retained Ben Krambeck of Benefit Captive RE to help us start a captive healthcare plan for our association. This is a long-term commitment, which will help stabilize your healthcare costs. The goal is 1,000 insured people here in the United States market to kick this program off. We need your participation to make this program a reality.

- **Member Quality Initiative** Our goal is to lift the quality level of all of our shops in order to help drive the end users of our products to your facilities first. This will be done through member education of best practices and methods in our industry. Many of our programs now feature topic discussions where we can all improve the final product and services going into the marketplace.

The board will continue to use the last membership survey as our compass for all of our decisions on location of meetings, technical content, and programs. I am happy to be the front man for your hard working board of directors. This volunteer group meets four times a year to steer the organization to continue to be a valuable tool in running your business. Here is your board: Robert Bairstow Jr.-Bairstow Lifting Products, Paul Boeckman-The Crosby Group, Mary Brett-National Industrial Supply, Mike Cucinello-Bilco Wire Rope, Chris Giannou-Hercules SLR, Nick Glaude-Dakota Riggers & Tool Supply, Bill Franz-Mazzella Lifting Technologies, Steve Hughes-West Coast Wire Rope, Mike Parham-Industrial Splicing & Sling, Nicole Parkerson-Certified Slings, Inc., Mark Reeves-Wirerope Works, Inc., Chris Richardson-Lone Star Rigging LP, Scott St. Germain-I & I Sling, Doug Stitt-The Caldwell Group, Inc., Jim Stradinger-Holland 1916, Tom Wynn-Peerless Chain Co. Our association is ready for all opportunities to increase the value of your business and your effectiveness in the marketplace. It reminds me of Thomas Edison’s famous quote “Opportunity is missed by most people because it is dressed in overalls and looks like work”. Your board of directors has their overalls on and is ready to help us all capture those opportunities in 2013.

Regards
John Rauh
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 . . .

Leave the heavy lifting to us

Quality winches, hoists and davit cranes

MADE IN USA
Yarborough Cable precision fabricates single- and multi-part braided wire rope slings up to 4 in. diameter. Yarborough’s unique fabrication process allows us to achieve overall sling length tolerance of plus or minus ½ inch. We maintain this length tolerance between multiple slings of the same size, for slings made today and additional slings made in the future, and for all slings, including multi-part braids, in all wire rope diameters up to 4 inches.

An essential part of Yarborough’s sling fabrication process is testing. The load test machine at our Memphis, TN head office has a 1500 ton capacity at 200 feet of length and a 500 ton capacity at 500 feet of length. Test beds of 50 and 175 tons are also available in Memphis, and each Yarborough branch office is equipped with small capacity load test machines—providing local verification testing for rigging of all types.

When your lift weighs hundreds or thousands of tons and is worth millions of dollars, you need slings you can depend on—slings that you know will lift the load, lift it level, and lift it safe. In short, you need Yarborough slings.

Precision Fabricated Heavy Lift Rigging

Four Yarborough locations to serve your rigging needs...

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950 Stage Road
800.395.5438

Little Rock, AR
3000 West 65th Street
800.749.3690

Pascagoula, MS
5615 Telephone Road
228.712.2933

Muscle Shoals, AL
1904 Webster Street
256.383.3212
John Fireovid takes over at Tri-State and Kentuckiana

When John Fireovid, president of Kentuckiana Wire Rope & Supply, Jeffersonville, IN and Tri-State Wire Rope Supply, Cincinnati, Ohio has been asked to be interviewed for various magazine stories over the past few years he has declined. For his father, Mel Fireovid, who founded the companies, was, though inactive due to a lengthy illness, still alive, and John did not feel that it would be appropriate. But when the elder Fireovid passed away in early August, his son changed his mind. He believes that talking about the success of the companies is a way of paying tribute to his father, who made them a success.

“My dad worked as an outside salesman for many years for the Crosby Group, which is where he initially learned the business,” Fireovid says. “He covered his territory and felt that there was a good opportunity in Jeffersonville in southern Indiana right across the border from Louisville, Kentucky. So, in 1981, he started Kentuckiana with what was a sizeable investment for him, but in this day and age would not amount to much. He bought a swaging machine, coiling equipment and various supplies. His initial partner was Ed Elliott, now deceased. His first employee, Bob Sample, who will be retiring at the end of this year, helped make and sell the products; and my mother, Pat, did the bookkeeping. The company flourished right off the bat, which is something, especially for a small company.”

In 1989, Mel Fireovid saw a similar opportunity in Cincinnati and so opened Tri-State. “He recreated the same recipe that had proven successful before,” John says. “One of our first employees at Tri-State was Dave Stafford. He was hired to work in the shop and then worked his way up. Like most of us, he’s a jack-of-all-trades, and can do a bit of everything. We typically promote from within. Somebody who starts in the shop will move up to sales, purchasing or management. It helps us to solidify our work force tremendously. And it has an amazing effect on customers, who often see someone working in the shop, then later see him in the office. It creates a sense of longevity and builds trust with our customers.”

Although the company has incorporated computerization as a necessary part of doing business, Fireovid maintains that he he doesn’t let it get in the
way of personal contacts with his customers, which are as important to him as they were to his father. For instance, his website is set up more as a reference than a marketing tool. And he minimizes even voice mail, so someone calling in during business hours will always get a live person to talk to. Moreover, Fireovid says, “Customers generally want to talk to the same person, so we encourage that.” He adds that the sales and marketing personnel tend to have their own individual styles. Many have different routines for staying in touch with customers. Some might feel they have a better aptitude for calling on construction rather than transportation businesses, or vice versa. Some might cold call to office executives, others to the foremen on job sites. “Our sales people have their own styles, which we encourage, as long as they contribute to the business,” Fireovid says.

For this reason, Fireovid explains, outside of the yellow pages and some basic advertising, most of the marketing efforts are person to person which result in referrals and repeat business. “We try to be there when people need us, to be ‘Johnny on the spot,’” Fireovid says. “For instance, we don’t just compete on the largest bids. We handle a lot of medium and even small orders. We don’t look at any order as a bad order. We solicit orders from anybody. This can sometimes create problems, but basically, it helps to build and cement long-term relationships.”

It’s also a way, Fireovid continues, of differentiating themselves from the competition. “Price is important, but there are other ways to earn business.” He explains that by expanding from what he has always considered specialty products to commodities, he opens himself up to a whole new list of competitors and potential profit shavings. On the other hand, he’s decided he doesn’t want to cut this segment out for fear of not being able to respond to customer requests. “We have to be able to hold to our focus of specialty products, and we don’t want to sell with no profit, but, again, we have to compete. And that’s sometimes tough - to say, ‘hey, I don’t want to pass up this opportunity, but we have to find some way to do it better.’”

The best solution to this dilemma, Fireovid says, is an ongoing improvement of service. “The service side of our business continues to grow,” says Fireovid, “from on-site inspections and training, to testing at our facility, to tool repairs and other things.”

There has always been a fair amount of competition, he continues. “We’re not the biggest guy in town, nor the smallest, but we try to find our niche right in the middle. We try to distinguish ourselves from the big boxes by providing more interaction with customers, doing more on a personal level.”

Continued on page 70
Eriez’ SafeHold® Lift Magnets

Eriez’ offers the widest selection of compact permanent lift magnets. SafeHold® is available in four different styles to meet any price or performance requirement with capacities up to 10,000 lbs.

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Our wire rope products range from small 6 mm (1/4") DoPar® for overhead cranes to ropes of 120 mm (5") Compac 35® high strength non-rotating types. In between we manufacturer super high strength Python® Ultra types and ropes with unparalleled fatigue life such as the Python® Super 8 construction class.

For immediate support and customer/operator training we have engineering and technical staff located in the USA and Canada. Remember: We ARE the manufacturers of Python® ropes, not just an importer.

**DYNAMIC & STRENGTH**

Python® is a worldwide synonym for high quality Wire Ropes, producing Standard and High Performance Wire Ropes since 1911. Our product portfolio contains, but is not limited to ropes for:

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- OFFSHORE CRANES
- DEEP FOUNDATION EQUIPMENT

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www.pythonrope.com
Rigging Courses
Our tailored courses meet the training needs of all experience levels: beginner, intermediate and advanced. All courses include classroom and hands on training.

Inspection Courses
These RI courses include inspection of slings and rigging hardware. We focus on three different types of personnel: pre-use inspectors, safety managers and qualified inspectors.

Qualified & Certified Signalperson
We provide two Signalperson courses. Qualified Signalperson as required by 1926.1400 and Signalperson prep training and testing for NCCCO Signalperson Certification.

Overhead Crane Operators
Enhance your knowledge and skill level in overhead crane operation. Our clients have reported increased productivity and improved safety awareness among their crane operators after they successfully completed this class.

NCCCO Prep Training Courses
NCCCO certification is important to many of our clients. RI provides hands-on training and practice testing to prepare riggers for level 1 and level 2 NCCCO Rigger Certification.
OIPEEC Conference 2013
Simulating Rope Applications
Celebrating 50 years of OIPEEC
OXFORD 10-13 MARCH 2013

The next OIPEEC Conference and 26th OIPEEC General Assembly will be held in Oxford, UK.

The theme of the OIPEEC conference will be:
Simulating rope applications
Celebrating 50 years of OIPEEC

We are looking for contributions on the following wire and fibre rope topics:
- Research
- Manufacture and Production
- Application and Operation
- Education and Training
- Maintenance
- Expertise

When: 10-13 March 2013.
Where: Oxford Spires Four Pillars Hotel

Oxford is easily reached by road and rail from London Heathrow airport.

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.

OIPEEC organises meetings every second year to discuss issues of relevance to ropes. These meetings are open to members and non-members alike. Past conferences covered varied topics such as: "The Non-destructive Testing of Ropes"; "Rope Terminations and Fittings"; "How to get the most out of your ropes"; "Trends for ropes"; and, "Innovative ropes and rope applications".

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 fulfills 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, GITAPE, EWRIS, WRTB, etc.

OIPEEC maintains a public web based library of its publications. Members receive semi-annually OIPEEC's "International Journal of Rope Science and Technology", which is a peer reviewed publication containing papers on all aspects of rope (wire or fibre), umbilical, hose etc. Topics include design, manufacture, deployment, service behaviour, condition monitoring, degradation mechanisms, standards etc.

**Preliminary programme**

- Sunday evening: Cocktail reception
- Monday: OIPEEC 26th General Assembly 8:30 - 10:00, Opening of the conference, Conference sessions 10:30 - 17:00
- Tuesday: Conference sessions 8:30 - 17:30, Evening Conference dinner
- Wednesday: Conference sessions 8:30 - 12:00

**Partners' programme**

A partners' programme will be arranged for the guests of the conference delegates. Details of this will be announced soon.

**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/conf13.htm

1st Again!! pewag has been at the core of chain innovation for over 500 years and is pleased to introduce the

First 1-1/4” Grade 100 Winner Chain

and components that can handle the most demanding workloads (WLL 90,400 lbs @ 90°).

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Miller Swivel Products

Largest, most comprehensive inventory for immediate shipment in North America

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- Rugged, economical Econo-Link thrust bearing swivels
- Overhaul ball assemblies for every lift height
- Custom swivel designs for specific operational requirements (e.g., drilling, stainless, offshore, line pull, mooring, insulated)

Y-Link, Angular Contact Ball Bearing

Econo-Link, Tapered Roller Thrust Bearing

Overhaul Ball Assemblies

Special Requirements

650-ton swivel for ABS-approved single anchor leg mooring (SALM) system.
Today’s rigging solutions built on over 90 years of experience.

You take choosing rigging components seriously. You want products engineered to be strong, yet lightweight. Products that incorporate the latest technological advances and are made to the highest standards of safety and performance. Products like the new line of Campbell hoist hooks. Quality made in the U.S.A. since 1919. www.apexhandtools.com/campbell

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Looking for a supplier that can turn your order quick? No matter what it is, or how many you need? Indusco has 200,000 square feet of inventory. That’s about four football fields, sports fans. And our shelves are full. Need an item that no one else stocks? We do. We have over 6 million dollars in stocked items. The best part? It’s all ready to ship. Today.

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IT’S READY TO SHIP
Quality & Performance

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

Shared Knowledge

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

Customer Service

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

The Difference is

BRIDON

AMERICAN

A Commitment to Quality

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

Setting the Standard

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’s.

Engineering Excellence

The majority of BRIDON’s products are manufactured with wires produced by BRIDON, using state of the art machinery. These wires are subsequently spun into strands and then assembled into ropes, specially designed to meet the strength and performance requirements demanded by you, our valued customer.

Endurance and Reliability

BRIDON products are both 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.

www.bridonamerican.com
Florida Hospital appreciated the opportunity to present at the October AWRF Conference in D.C! We hope our Healthy 100 introduction and workplace wellness toolkit was meaningful to you not only as an individual but as a leader within your organization. We applaud you for integrating the H(ealth) component into your industry and respective organizations. Florida Hospital is here to help you on your journey to a Healthy 100 by providing you with resources and tools that will inform educate, motivate and sustain your health and wellness goals.

Here are some key messages from the October 2nd program:

**Key Ingredients for a Successful Worksite Wellness Program**

- Accurate assessment of needs
- Closely tied to organizational mission and values
- Strong employee engagement (incentives and/or promotion)
- Realistic wellness business plan with adequate resources
- Selection of appropriate interventions
- Creating and nurturing a supportive environment
- A strong champion
- Evaluate & measure – report outcomes

The remainder of this article will help you on your Healthy 100 journey by further introducing you to the 8 Secrets of a Healthy 100. Finally, with the holidays upon us, check out these downloadable resources from the American Heart Association that can help you maintain a healthy weight while still enjoying all those holiday treats.

**Commit to Your Healthy 100 Journey!**

Did you know that today the US has more centenarians than any other country on earth? More than 70,000 people here can say they’ve reached the golden age of 100. The voluntarily advancements in medicine they have witnessed over the last century have certainly helped the population of 100-year olds grow both here and abroad, yet many are far less dependent on it than you might think.

For places throughout the world where populations are living longer, people are also living better. In cities like Okinawa Japan, Ovodda Sardina, and Loma Linda California – three places throughout the world where people are living the longest – healthy lifestyles prevail. Common between all of them is a mostly vegetarian diet, regular activity incorporated into daily life and a heavy emphasis on family and community.

Health of the mind, body and spirit is also how we (Florida Hospital) have practiced medicine and extended the healing mission to the patients of our hospital for more than a century and more recently to people beyond our doors. Inspired by places like Loma Linda (residents are largely Seventh-day Adventists) we’ve begun to rethink and reshape our efforts in helping to build healthier communities both locally and worldwide. With today’s rising health challenges, stemming mainly from unhealthy life choices, educating our surrounding communities and beyond providing proper resources to help people make the right choices is paramount. After all, the best way to combat disease is to prevent it from ever happening.

From this philosophy the Healthy 100 initiative was born. With it, we are encouraging everyone – from our own staff to our patients, to community leaders and area businesses, and even entire cities – to subscribe to preventative measures that promote a healthy lifestyle. Through Healthy 100.org we are helping people gain a greater understanding of how longer; fuller lives can be achieved through simple, reasonable changes. The foundation of our movement is based upon eight principles: Choice, Rest, Environment, Activity, Trust, Interpersonal Relationships, Outlook and Nutrition. Known as the CREATION Health Breakthrough, these fundamentals provide a road map for living to a Healthy 100 years of age.

**C-Choice**
Choice is the first step toward improved health because people who believe they are in control over their own lives are healthier and live longer.

**R-Rest**
Rest is good sleep and also taking time to relax. Relaxation lowers blood pressure and reduces stress.

**E-Environment**
Environment is our external world but also affects what happens within us for the better or worst.

**A-Activity**
Activity includes physical and mental conditioning. Our goal is to be active in mind, body and spirit.

**T-Trust**
Trust in God speaks to the relationship between spirituality and healing.

**I-Interpersonal Relationships**
Interpersonal relationships strengthen our well being. Social connection fortifies our resolve and improves our health.

**O-Outlook**
Outlook creates our reality. Our mind influences our body and our attitude impacts our health.

**N-Nutrition**
Nutrition is the fuel that drives the whole system. Small improvements and strategic substitutions produce profound results.

Visit www.healthy100.org for great wellness articles, recipes, videos, and more. You can also find great health and wellness information on current health topics at our blog spot, www.floridahospital.com/blog. And if you’re stuck at your desk for lunch or just looking for easy recipes to fit a healthier lifestyle, watch Florida Hospital’s web-based cooking show – Lunch and Learn LIVE (www.lunchandlearnlive.com). We feature guest chefs every month and prepare easy, delicious, health-inspired cuisine that you can put on your table.

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<td>Unsafe Acts; Human Behavior</td>
<td>11 min</td>
<td>DVD</td>
</tr>
<tr>
<td>Welding Safety</td>
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<tr>
<td>Winter Driving</td>
<td>12 min</td>
<td>DVD</td>
</tr>
<tr>
<td>Workplace Stress</td>
<td></td>
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</tr>
</tbody>
</table>

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Ron Worswick was a man who understood real value and created real value. He was an entrepreneur who took risks, but never at the expense of his family, team members or customers. He was a teacher who learned the lessons of life and passed them on to others.

Today, the man who built Certified Slings & Supply into an industry leader would be proud to know that the Associated Wire Rope Fabricators has approved the establishment of a scholarship in his memory: The Ronald J. Worswick Memorial Scholarship.

The Ronald J. Worswick Memorial Scholarship becomes the eighth scholarship offered through the AWRF Scholarship Program. It is a fitting tribute to a man who recognized the value of education and the importance of a vision for the future. He would be honored to know that each scholarship will assist a deserving young man or woman in fulfilling his or her potential.

During his life, Ron Worswick led by example. He taught those around him the importance of integrity as an essential asset in business and in life. He ran his company on the principal of “Is it the right thing to do?” True to his legacy, that is the way Certified Slings and Supply still operates today.

Ron Worswick's commitment to education was directly felt by his company's team members and their children. From kindergarten through college, every school report card they earned with all As or B's was rewarded with a $50.00 US Savings Bond. Along with the bond came a signed letter from the boss himself with personal words of encouragement.

Nicole Parkerson, Ron Worswick's granddaughter and Certified Slings vice president said, “Because of family responsibilities, my grandfather was never able to complete his college degree, but he knew that a good education was a valuable asset in fulfilling each person's dreams and ambitions.”

Earlier this year, the Board of Directors of Certified Slings recognized that the values espoused by Ron Worswick and the goals of the AWRF scholarship Program were well matched. The Board's decision to support the scholarship program was unanimous.

Achievement, commitment and service to the community were ideals that guided Ron Worswick in life. Through his scholarship, these same ideals will live on into the future. Ron Worswick would be pleased to know that a new generation of young men and women will be helped in making our country a better and more productive place in which to live.

Established in 1958, Certified Slings & Supply is an award-winning manufacturer, distributor and retailer. Products include: wire rope, chain and synthetic web slings, safety and fall protection equipment, lifting and hoisting assemblies, cargo tie downs, excavator/drag line buckets and replacement parts. Certified Slings & Supply is a Slingmax® Rigging Solutions Fabricator for Florida and is a proud member of Associated Wire Rope Fabricators.
In times like these, you need to make the right decisions. Lower cost, higher quality, fully American made and over 60 years experience is the right decision.

New Lincoln Hoist Tension Meters

Lincoln Hoist is pleased to introduce our new line of tension meters. These compact units come with installed fittings ready to hook up.
Wire Rope / Wire Rope Sling Committee

- Committee was tasked with the following
  - Confirm D/d efficiency loss of standard grade wire rope when used around small pins
    - D/d less than 6
    - Static Test
  - Use standard grade wire rope

- Simulate the actual use of wire rope in field environment

WRTB D/d Efficiency Chart

- Reduction in efficiency of wire rope when bent over plan of various sizes

Regular Lay Wire Rope = 90%
6x19 IWRC = 57%
6x19 FC = 19%
6x37 IWRC = 3%
6x37 FC = 11%

Lang Lay Wire Rope = 10%
6x19 FC = 3%
6x19 IWRC = 7%

Size Range – 1/4” thru 1-3/8”
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D/d Testing Summary

by Timothy W. Klein, PE

Curve Generation

Testing Summary - Consistency

Curve Generation

Testing Summary - Consistency

IMCA Evaluation

The International Marine Contractors Association

- The bending factor (E²) shall be calculated according to the formula:
  \[ E² = 1 - 0.5 \sqrt{D/d} \]

<table>
<thead>
<tr>
<th>Test 1</th>
<th>Test 2</th>
<th>Test 3</th>
<th>Test 4</th>
<th>Average of 5 Tests</th>
<th>Efficiency Baseline</th>
<th>WRB/IM Efficiency (%)</th>
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<td>280</td>
<td>260</td>
<td>300</td>
<td>210</td>
<td>85</td>
</tr>
</tbody>
</table>

1. The D/d Curve as Published by the WRTB is applicable.
   - Data as published provides the users a conservative reduction factor to use when calculating the reduced Capacity of and XIP IWRC Grade wire rope when loaded around a pin
   - Static application
2. The WRTB D/d curve is recommended for continued use.

Conclusion

IMCA Evaluation – Cont.

Conclusion
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Again, a big Thank You to all of our member companies & retired member who so generously donated to the Scholarship fund in 2012. I have tried diligently to include everyone, but please let me know if I missed you and I will thank your company in the next Slingmakers. B. Gilbert, Editor SM.
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“Jurgen Prohaska Award”
Brown & Perkins
George Washington University

Stephen Dennis Vitello
“N.A.C.M. Winner”
Columbus McKinnon
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*Pump is fully inclosed and insulated for exceptionally quite operation.*

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Cleveland, OH, October 1, 2012 - Mazzella Lifting Technologies, a manufacturer and distributor of lifting and rigging gear has opened a new branch in Virginia, Minnesota.

The Virginia facility is in a central location for serving the local Taconite Mines and other general industry in the region. Mazzella is providing lifting and rigging products and inspection services. “We see the Mazzella Companies’ expansion into the Mesabi Range of Minnesota as a natural progression of our long-term relationship with U.S. Steel. We value this relationship and the opportunity to supply the Minntac and Keetac taconite plants from our Virginia, MN location.” says Craig Hayward, President, Mazzella Companies.

Craig also states, “Our Branch Manager, Todd Toman, has over eight years of experience working in the U.S. Steel taconite facilities. His professionalism and relationships within the plants will offer us a unique perspective and opportunities with these businesses and others within the region.”

Mazzella will maintain an inventory of: wire rope, chain and synthetic slings; wire rope; rigging hardware; hoists; hoist parts; pullers and other related rigging products.

“I am looking forward to expanding my knowledge base of the Mining Industry and all heavy industry on the Iron Range, and feel especially fortunate to be able to do that as part of the Mazzella Companies. Mazzella Lifting Technologies is unique to Northeastern Minnesota in that it’s not only a distributor of product but also an innovator and fabricator of what we provide for lifting devices.” says Todd Toman, Branch Manager of the Virginia facility.

“This ability to creatively solve problems for our customers and to be able to provide that expertise locally is precisely what sets us apart from our competitors for the long term”, states Todd.

Mazzella Companies is a privately-owned business, founded in 1954, and employs over 350 people at 18 locations in Ohio, Michigan, Pennsylvania, North and South Carolina, Kentucky, Maryland, Virginia, Tennessee, Alabama, Illinois and Minnesota. A manufacturer and distributor of a wide range of lifting products for industrial, commercial and specialty applications. A leading manufacturer of world-class overhead cranes. In addition, Mazzella provides overhead crane services.

Some of the major markets Mazzella serves are: Mining, Steel, Construction, Energy, Vehicle and Durable Goods.

James W. “Jim” Allaman, 63, St. Joseph, Missouri died Friday, August 31, 2012 at his home.

He was born June 15, 1949 in Kansas City, Missouri to Jack and Joan (Crumpley) Allaman.

Jim married the love of his life, Melinda Marie Eckles.

He served in the Missouri Air National Guard, 139th Air Lift Wing.

Mr. Allaman graduated from Missouri Western State University. He worked for WireCo WorldGroup for 38 years, retiring as Vice President of International Sales. Jim was a member of the First Presbyterian Church, where he was a former deacon. Jim was a member of Charity and Zereditha Lodge #189 A.F. & A.M.; 32 Degree Scottish Rite Mason; YMCA Board of Directors; Chair of the Mission Partners Campaign; and the St. Joseph Youth Soccer Association, where he was a former coach and member of the Board.

He was preceded in death by his father, Jack R. Allaman; and sister, Julie Porter.

Survivors: his wife, Melinda; sons Bradley J. Allaman, and Mark T. Allaman (Marlana); grandchild, Morgan E. Allaman, Kansas City, Missouri; mother, Joan C. “Jody” Allaman; brother, Jeff R. Allaman (Julie); and nieces and nephew, Sara, Jack, and Taylor Allaman, of Atlanta, Georgia; Jody Hackley, Carrie Turrentine, and Elizabeth Murphy, of Nixa, Missouri.

“In order to give children what they want, I now have to hire electronics technicians instead of elves.”
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18th September 2012: Dave Henninger has recently been promoted to the position of Technical Director for Bridon American Corporation, taking over for David Sleightholm. Henninger will lead Bridon American's efforts in product and process engineering, technical customer service and new product development. Additionally, he will guide Bridon American's participation in industry standards development and representation on technical associations.

David Sleightholm, BAC’s long time Technical Director, will be retiring in September of 2012. Sleightholm will continue to contribute to BAC Technical Support and Innovation in a part time role. David's contributions to Bridon and the wire rope industry are numerous, and he was recognized for lifetime achievement at a recent standards meeting of The Wire Rope Technical Board.

Bridon American, a global technology leader in wire rope manufacturing, is a member of the Bridon Group of companies whose products are sold in over 60 countries worldwide. Bridon’s focus on superior quality and innovation throughout the industry has led them to work together with equipment manufacturers, distributors, and operators to develop a portfolio of products, including Dyform™ products designed specifically for the various customers and wire rope applications the company serves. It is this dedication and commitment that makes the company’s creed of “The Difference is Bridon” more than just a statement, but rather a strong principle reinforced daily throughout the Bridon community.

Chris Dugan, Managing Director of Bridon American Corporation (BAC) said:

“David was recognized by WRTB at their recent meeting in Golden Colorado. Dave has been an integral part of WRTB’s long history of promoting wire rope knowledge and assisting in the process of establishing technical and safety standards for military, governmental and industrial use. It was especially fitting that he was recognized at his last meeting by a group of his engineering peers, whose respect and appreciation for his work and knowledge was evident”.

Southwest Wire Rope, a division of Houston Wire & Cable Company, is very excited to announce the addition of Ramiro Lundy to their corporate inside sales team. Lundy's multiple years of experience in synthetics production, planning, and plant management make him an asset to the Southwest Wire Rope Sales team.

Southwest Wire Rope, a division of Houston Wire & Cable Company, proudly welcomes Anthony Quandt to their corporate team. Quandt is a graduate of the University of Florida with a BA of Science - Mechanical Engineering. He worked more than two decades in Aerospace engineering where he excelled in training programs, testing systems, analysis, and operations management. In his new role, Quandt manages the operations for the Houston, TX location of Southwest Wire Rope. While Quandt feels this new role to be full of challenges requiring hard work and dedication, he admits, “It ain’t rocket science”. Standard stock items available for immediate delivery include continuous and interlocked armor, instrumentation, medium voltage, high temperature, portable cord, power cables, private branded products, including LifeGuard™, a low-smoke, zero-halogen cable, mechanical wire and cable and related hardware, including wire rope, lifting products and synthetic rope and slings. HWC's comprehensive value-added services include same-day shipping, knowledgeable sales staff, inventory management programs, just-in-time delivery, logistics support, customized internet-based ordering capabilities and 24/7/365 service.

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Talurit will again exhibit at OSEA in Singapore. Come see Talurit’s impressive products at Stand No: 1P5-01 in the exhibition hall at The Marina Bay Sands in Singapore. The exhibition will be open from November 27 - 30, 2012.

Talurit AB has been the pioneering company in the field of mechanical splicing of wire ropes since the company was established in 1948. Talurit AB will exhibit their 2000 Ton Swager, type 2S with rigging device at OSEA. The swager is designed to handle some of the largest sizes of wire rope on the market today. Aluminium ferrules can be swaged up to size 60, single-stage, and up to size 86, multi-stage. Flemish eye (carbon steel) ferrules can be swaged up to size 4” (100mm.)

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Lift-It Manufacturing a leading supplier of slings and rigging has achieved another production milestone, supplying very demanding applications that were not only massive, but "out of this world".

Previously, the largest, heavy duty, cargo nets fabricated by Lift-it production experts were 25 ft. x 25 ft. nets used to lift a 50,000 Lbs. historic object in the Hawaiian Islands. Following in the “Island” theme, a refinery in Trinidad and Tobago presented us with an even larger challenge. The requirement called for a 34 ft. x 34 ft. Barrier Net which when completed included 29 Lbs. of thread!

The products manufactured by Lift-it are done with quality, pride and integrity. We provided tie down assemblies for the Orion Lunar Mission. The tie down assemblies featured high performance webbing and supported the inflatable bags that absorbed the impact of the landing.

Visit www.lift-it.com to receive our NEW 500 page Resource Guide and to view the details of upcoming training opportunities and other custom designed products.

In Memory of David Himick

DAVID HIMICK Age 86. September 17, 2012 of Trenton. Beloved husband of 63 years to Faith. Loving dad of Cynthia (Vito) Pizzo. Monie (Daniel) Cusin, Kathi (Thomas) DeLucia, Dava (Dennis) Springstead, David, Scott, John and Andrew. Proud grandfather of 16. Great-grandfather of two. Dearest brother of Agnes Zatkovich. Preceded in death by his parents Joseph and Anna, three brothers and two sisters. David served his country in the U.S. Army during WW II, he co-founded Commercial Wire Rope and Supply now known as Commercial Group Lifting Products, was a former Director of Heritage and Fidelity Banks, was a past Commodore (1987) at Wyandotte Yacht Club and was a member of the Trenton Rotary.
Reaching New Heights With Harrington

Harrington’s CF hand chain hoists are the most reliable yet economical hand chain hoists on the market today. These hoists are used in thousands of applications in commercial, industrial, maintenance and construction industries.

Whether you are building a bridge or a ship, planning a power plant outage or pulling a generator for maintenance and repair, these hoists have the portability and ease-of-rigging needed to efficiently get the job done.

- CF Model capacities 1/2 Ton through 5 Ton
- Rugged die-cast aluminum body provides exceptional strength
- Pre-lubricated sealed ball bearings for long life and low maintenance
- Weston-style load brakes for positive braking action
- Designed with fewer parts to simplify maintenance

Join the Revolution and visit us at www.harringtonhoists.com
WIROP Industrial supplies the highest quality, low maintenance hydraulic swage machine in the industry today. WIROP swage machines offer features designed to be more efficient and require less maintenance than the competition. With machines ranging from 15 ~ 4000 tons of pressure, you can be confident that WIROP has you covered.

All of the bodies are made of one piece casting alloy steel.

Pressure Control Knob allows the operator to select the correct pressure to swage the sleeve and eliminates the possibility of over or under swaging.

Industry Exclusive 3 Modes of Operation
- "MANU" or Manual
- "AUTO" or Automatic
- "A.R." or Auto Return

Pillar Die Holder Guides allow for a stress free range of motion and eliminates the possibility of die and dieholder rotation.

Die alignment rods easy to use die alignment rods keep dies in place during the swaging process.

Durable Spring Pins lock the dies in place and allow for easy installation.

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(15MT~4000MT)

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Southern Wire –
A Note From The President, Christian Sokoll

OLIVE BRANCH, MS (September 7, 2012) – I am so proud of what the Southern Wire team has accomplished in the short time I have been here. A strong mission and vision based on Southern Wire’s core values have been our guiding light. Our team has grown from a two location organization with a little over a 100,000 ft² to enjoying the resources of 8 nationwide locations with over 500,000 ft² of space. Our inventory and customer service programs have increased at a parallel rate.

To keep in lock step with our growth, Southern Wire has added outside sales resources, upgraded our ERP system, installed a nationwide VOIP phone network, started 24/7/365 call center capability, expanded management and inside sales staff, re-engineered our flagship distribution center in Olive Branch, added marketing resources, and increased operational effectiveness throughout the organization. It makes me proud knowing our customers and vendors (even a few of our friendly competitors) are truly impressed when they see our Olive Branch Corporate office and distribution center.

I would like to personally thank my fellow team members, customers, vendors, and the rigging industry for making this the best job I have ever had. I look forward to building new partnerships for growth and strengthening the foundational relationships forged over Southern Wire’s 40 years in the business.

Southern Wire Welcomes
Ragland To Olive Branch.

Southern Wire, a division of Houston Wire & Cable Company, is very excited to announce the addition of Logan Ragland to their corporate inside sales team. Ragland will be responsible for development and cultivation of new customers as well as offering his customer service expertise to our existing accounts.

Ragland graduated Tennessee Technological University in 2012 with a BA of Science in Agriculture, Concentration in Agricultural Engineering. His background in farm management and sales brings unique knowledge and skill to his new role. Ragland is excited about his recent move to the Olive Branch area and his new position with the Southern Wire family.

About the Company
For 40 years, Southern Wire, a division of Houston Wire and Cable Company, has earned a reputation for understanding the unique buying requirements of their customers and delivering exceptional customer service and support.

With quality and safety as our guide, it is the mission of Southern Wire to deliver superior foreign and domestic wire rope, chain, and other related rigging products and fabricated assemblies with exceptional service. By purchasing in large volumes from qualified vendors, stocking at strategically located nationwide distribution centers, and utilizing proprietary state of the art technologies, we are able to provide same day shipping of stock items at outstanding value. The Southern Wire family strives to build strong relationships with our customers, employees, vendors, and community by exceeding expectations and providing long term competitive advantages.

Houston Wire & Cable Company is one of the largest providers of wire and cable in the U.S. end user market. Headquartered in Houston, Texas, HWC has sales and distribution facilities strategically located throughout the nation.
SYNTHETIC WEB SLINGS

- UV Light resistant
- Permanently attached
- Abrasion resistant
- Permanent identification

POLYESTER ROUNDSLINGS

- Fade resistant
- Permanently traceable
- English & Spanish
- Metric Conversions

The QC21 Clear Choice tag that has proven so durable and readable under the most severe conditions, is now available on our new Polyester Roundslings.

Like our Synthetic Web Slings, they are produced from the highest quality materials available, manufactured and tested under close adherence to industry specifications to assure the safest lifting products available.

Remember, **QUALITY** is our first name.

For more information contact:

**BARNEY DUGAN**, Product Specialist

Phone: 913.669.1060 · Email: bdugan@QC21slings.com

"ISO 9001:2008 Registered Quality Management System"
There are many features to consider when choosing a shackle, and the top three are: strength, strength and strength. Compared to competitive carbon steel shackles, the superior strength of **CM Super Strong Shackles** provide:

- **Superior Ductility** – exhibits greater deformation before ultimate failure
- **Superior Toughness** – custom Micro Alloy eliminates the possibility of quench cracking
- **Superior Fatigue Properties** – will tolerate more repeated use for a longer service life

When choosing your next shackle, choose the one that exceeds industry standards for Working Load Limits with a 6 to 1 design factor. Choose CM Super Strong Shackles.

Learn more and watch a load test video at [www.cmworks.com\superstrong](http://www.cmworks.com\superstrong)
Aubrey Kay Gelskey, future General Manager is pleased that Dad received a very nice order.

Grandpa Gelskey is working with Aubrey to help her learn that we can’t have every order!

Wolfang and Misiafa made sixty, large, 30 Ton Wheel Nets for the USN- Seabee Construction Battalion. When I said jokingly that the order had been tripled, Misiafa replied, “Bring it On, Big Mike!”

33 Years of Service and Dedication to the Rigging Industry

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909.469-2251 • E-mail: info@lift-it.com • www.lift-it.com
In Memory of

Randy Duenn

This past weekend a dear friend and colleague, Randy Duenn, ended his battle with Prostate Cancer by passing away quietly in his sleep. Randy spent most of his career in the wire rope business starting with UNA-Anchor Wire Rope as Warehouse Manager, then Criterion Metals, and finally Alps Wire Rope Corporation as one of our key Customer Service personnel.

Those who knew Randy can certainly attest to his fun loving nature and positive attitude. He was always attuned to the things that mattered, and seldom wavered in exuding a positive outlook on everything. Anyone who got to know Randy always got to know him. He never held back in displaying his larger than life personality.

Randy is survived by his wife, two daughters and grandchildren. He will also be missed by his second family here at Alps Wire Rope. If a man’s life is but a vapor Randy was a giant cumulus cloud at sunset, large and full of color. You will be missed big guy…

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

Holland 1916 - RFID Products

The NEW more durable RFID DataCinch

The new DataCinch construction protects the RFID transponder with an anodized aluminum shell for increased durability. The DataCinch is a one-way locking stainless steel cable tie with pull capacity of over 1,000 pounds. Offered in both High frequency and Ultra High frequency, the DataCinch is a great “catch all” tagging solution.

Product Uses:

- Lifting Slings
- Valves
- Hoses
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- Safety harnesses
- Fall protection devices
- Tools
- Drill pipe casings
- Hoists
- Crane components
- Endless

Application:

- Easy to apply
- No tools required
- Connects to any asset
MAN'S BEST FRIEND

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The 2000T Swager

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North American customers are welcome to contact Chant Engineering Co. Inc. for more information and pricing. www.chantengineering.com

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Meet us and see this machine in reality at the OSEA Exhibition in Singapore from November 27-30, 2012. You will find us in Stand No: 1P5-01. Welcome!

OSEA2012

Wire Rope Cutting Machine LK 40
Wire Rope Automatic Cutting Machine LKA 26 PS
Wire Rope Annealing Machine AV 40
Wire Rope Coiling Machine UL 800

TALURIT

Chant Engineering Co. Inc.
Stainless tags are not the answer! **Etiflex**® Brand Molded Tags Are:

- **Exclusive matte finish** with contrasting colors is easy to read in all weather, day & night, even underwater and with remote cameras.
- **In service date & inspection record** can be permanently marked by the user after the sling is in service.
- The tag can also be the color code - Any color possible.
- **Raised letters** for permanent information for the warning & ratings.
- **Can be engraved** with custom information.
- **Patented RFID technology available**
- **Woven into eye of the sling, will not catch on anything, cut, or damage wire rope.**

Ask your sling maker for the Etiflex brand tag. Contact us today for info, samples, or to find a sling maker that uses Etiflex brand tags!
Steve Konig has joined the team as Chief Operating Officer of Assembly Specialty Products

Assembly Specialty Products, a leader in the design, testing and manufacturing of swage wire rope fittings and custom fabricated assemblies is pleased to announce that Steve Konig has joined the team as Chief Operating Officer.

Steve brings 25 years of management and team building expertise to ASPI. “His previous role as a business coach and past experience in the industry are a great asset. He was our plant manager back in the 80’s and since that time he has gained considerable knowledge in working with organizations to streamline operations and create cooperation between departments and staff,” comments ASPI President and CEO Attila Nagy. One of his initial projects was to help with an ISO 9001 surveillance audit that not only rendered a perfect score, but demonstrated how to incorporate the ISO policies and standards as a comfortable and effective tool for continuous improvement and growth.

In team building, leadership wants the gift of the extra measure of commitment from their employees. “You can’t make anybody do anything they don’t want to,” says Mr. Konig. “What determines whether a company is good or great in huge part comes from the extra caring and thoughtfulness from employees that prevent errors and spot opportunities for improvement. You can’t buy it; it has to come from within the employee.” If you ask yourself what is necessary for an employee to keep his/her job, the answer is the minimum requirement. Everything beyond that is a gift. Companies earn that gift by paying attention to employees, listening and demonstrating an appreciation for the gift when it’s received. A small investment of time on the front end also provides an added level of respect and communication when there is a need for correction or discipline.

Another valuable step in achieving high performance is teaching employees how to think critically and providing them with the time to be creative. The greater the value of the work performed the more important it is to plan; as mistakes and damaged client relationships become more costly. ASPI is putting processes in place to help all of their employees to become their best and find working at ASPI a rewarding experience. Satisfied employees naturally give the gift of extra commitment and it transfers directly to happy and well served customers.

“Through hard work and with a little luck we have been blessed with a very successful business that has weathered the economic ups and downs of over 40 years in business. Today we find ourselves in an excellent position to tackle new and exciting projects,” said Mr. Nagy.

Assembly Specialty Products is a family owned and operated business providing three generations of excellence in quality, service and reliability since 1971. They have the engineering expertise and machining capabilities in a state-of-the-art facility to design and fabricate almost any type of fitting, wire rope component, or assembly that customers require.

Steve Konig is a regular presenter at professional conferences and can provide useful tools and strategies on how to become more effective and successful employees and managers. We are pleased to offer his training workshop services as a resource to the wire rope industry for company meetings and conventions. To learn more contact him at skonig@assemblyspecialty.com.
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Pueblo, Colorado, September 25, 2012 — Pewag, Pueblo’s newest manufacturer, will hold a ceremonial groundbreaking event at the site of their first North American plant on Friday, September 28th at 9:00am. The company and Pueblo Economic Development Corporation jointly announced the decision to locate their plant in Pueblo earlier this month. The plant will be located in the Minnequa Industrial Park on Greenhorn Drive adjacent to I-25. Pewag is the world’s leading chain manufacturer. The Austrian company leads the industry with innovations such as the Grade 120 Chain – the world’s strongest chain. They manufacture three main product lines – traction or snow chains, industrial chains and tire protection chains.

The plant is being financed and built by Pueblo Development Foundation and will be constructed in two phases over three years. Phase I will be comprised of approximately 30,000 square feet and phase II will be an expansion of the building to 50,000 square feet. Initially, the company will manufacture traction chains used on cars, trucks, buses and heavy equipment. In the future, they plan to add additional product lines. At full capacity, Pewag will employ 55 people from the Pueblo area.

Pewag proudly celebrates their 100th Anniversary of manufacturing traction chain this year. They have successfully served the US market since 1975 and building a plant in Pueblo will only improve their ability to serve the market. “We are proud to build our first North American manufacturing facility outside of Europe in Pueblo, Colorado,” according to Mike Uhrenbacher, Pewag President of US Operations, “we chose this location because of its vicinity to the traction chain market in the Rocky Mountains, access to steel, qualified work force, training facilities with Pueblo Community College and the financial incentives that were offered by the City of Pueblo.” Both Uhrenbacher and Mr. Agyd Pengg, Pewag Owner & CEO will be on hand to break ground and signal the start of the project on Friday.

In preparation of the Groundbreaking Ceremony, Jack Rink, PEDCO President & CEO said, “This groundbreaking represents a major economic boost for the Pueblo community. The building phase will create immediate construction jobs and the completed plant will provide good, stable jobs for 55 employees and their families. It’s rewarding to see an international company that recognizes the total cost advantages of manufacturing products in Pueblo, Colorado – and the USA.”

Pewag brings to Pueblo 500 years of Austrian manufacturing tradition that started in 1479 – before Columbus set out to discover the Americas!
JERGENS LIFTING SOLUTIONS • SHACKLE-LOK™ SHACKLE-STYLE HOIST RINGS

Features & Benefits:

• Positive installation
• Internal ball bearings allow for smooth rotation under load
• Full 360° swivel and 180° pivot action
• Easy to remove shackle
• Proof tested to 200% of rated load capacity

Conforms to:

• ASME B30.26
• CE certified
• RR-C-271F

Ideal for molds, dies, fixtures and other heavy equipment.

With internal ball bearings that allow for a smooth rotation, Shackle-Lok™ is exactly what you need to consistently position loads, especially in tight or unbalanced lifting situations. This patent-pending lifting innovation combines the strength of a hoist ring with the versatility of an easy-to-remove shackle.

Strength, safety, and versatility…Shackle-Lok™.

Patent-Pending

Jergens
MANUFACTURING EFFICIENCY
Country-Of-Origin Marking Requirement
19 U.S.C. §1304
19 C.F.R. §134.11

Unless excepted by law, every article of foreign origin or its container imported into the United States shall be marked in a conspicuous place as legibly, indelibly and permanently as the nature of the article or container will permit, in such manner as to indicate to an ultimate purchaser in the United States the English name of the country of origin of the article, at the time of importation into the Customs territory of the United States.

- **Permanent:** Must be noted permanently on the article or its container, and must be designed to remain on the article or container until it reaches the “ultimate purchaser.”
- **Legible:** Marking must be in lettering which is clear and which can be read without strain.
- **Conspicuous:** Marking must appear on the article or its container in a place which is readily accessible, and where the marking can be found upon casual examination.

Substantial Transformation: From Rod To Assemblies

- **Rod to Wire**
  NO SUBSTANTIAL TRANSFORMATION:
  Superior Wire v. United States (Fed. Court of Appeals, 1989)
  No Tariff Classification Shift (Headings 7213-7215 → 7217)

- **Wire to Strand**
  YES SUBSTANTIAL TRANSFORMATION
  No legal precedent, but new use, character and name
  Tariff Classification Shift (Heading 7217 → 7312)

- **Strand to Wire Rope**
  NO SUBSTANTIAL TRANSFORMATION
  Customs Ruling NY H82735 (regarding strand from Mexico) (2001)
  No Tariff Classification Shift (Heading 7312 → 7312)

- **Wire Rope to Assemblies**
  NO SUBSTANTIAL TRANSFORMATION
  Customs Ruling HQ 723135 (1983)
  No Tariff Classification Shift (Heading 7312 → 7312)
Tractel® Inc. Griphoist® Division, offers a complete line of material handling products including the original pulling machine the Griphoist®-Tirfor®, still the best after 60 years. Our lifting and pulling equipment, such as the Griphoist®-Tirfor®, Tirak®, Bravo®, Tralift® and Gripwinch® are known worldwide.

Griphoist provides various accessories to go with our original equipment to perform at their best. Maxiflex wire rope is an integral component of every hoist and winch supplied by Tractel® (except our chain hoists, of course). Using Maxiflex wire rope in all of our manual and powered hoists will ensure the highest level of performance for your equipment.

For solutions to your lifting and pulling requirements, give Tractel® a call.


in 20 minutes or less. If you can’t watch live, you can find past episodes and all of our recipes at www.lunchandlearnlive.blogspot.com.

Check out these downloadable resources from the American Heart Association that can help you maintain a healthy weight while still enjoying all those holiday treats!

1. Holiday Healthy Eating Guide
2. Start Eating Healthy PowerPoint

Putting a Healthy Spin on Holiday Meals

By Sherri Flynt
Manager of the Center of Nutritional Excellence

The holiday season is almost here, and that means only one thing: food, food, and more food. You may be wondering how you’re going to stay on track with the healthy changes you’ve made (courtesy of Healthy 100) during 2012.

Don’t despair! Here are some substitution tips for holiday recipes that won’t sacrifice taste or enjoyment:

• In baked goods that call for butter, margarine, shortening, or oil, use applesauce or pureed plums for half of the called-for fat. This will give you the right consistency with just a hint of sweetness.
• If you’re making your favorite holiday muffins or quick breads, reduce the fat by one-third to one-half. You’ll never even miss it!
• Does your favorite holiday recipe call for chocolate? Use cocoa powder instead. In baked goods, use three tablespoons of unsweetened cocoa powder for each ounce of unsweetened chocolate.
• When a recipe calls for heavy cream, evaporated skim milk is a great substitution.
• Try substituting whole wheat flour for half of the refined flour your recipe calls for. This will increase the nutrients without compromising taste.
• Believe it or not, you can reduce the amount of salt in most recipes by one-half. Or omit it altogether and season with herbs or spices.
• In most recipes, sugar can also be reduced by one-fourth to one-third in baked goods and desserts. Then you can add cinnamon, vanilla, or almond extract to increase sweetness.
• Remember when you just have to have the “real” thing; choosing smaller portions is always an option. If you can half-it, you can have it.

Happy holidays!
Substantial Transformation:
Country-Of-Origin Marking Requirements
In Specific Scenarios

- Rod purchased from Foreign Country X and manufactured into wire rope in the United States
  COUNTRY OF ORIGIN: United States (No COO Marking Required)

- Wire purchased from Foreign Country X and manufactured into wire rope in the United States
  COUNTRY OF ORIGIN: United States (No COO Marking Required)

- Strand purchased from Foreign Country X and closed in United States around domestically manufactured or imported core
  COUNTRY OF ORIGIN: Foreign Country X (COO Marking Required)

- Fitting from Foreign Country X added to domestically manufactured wire rope
  COUNTRY OF ORIGIN: United States (No COO Marking Required)

- Domestically-manufactured fitting added to wire rope imported from Foreign Country X
  COUNTRY OF ORIGIN: Foreign Country X (COO Marking Required)

- Wire purchased from Foreign Countries X, Y and Z and manufactured into wire rope in the United States
  COUNTRY OF ORIGIN: United States (No COO Marking Required)

- Strands purchased from Foreign Country X and closed around domestically-manufactured core
  COUNTRY OF ORIGIN: Foreign Country X (COO Marking Required)

- Strands manufactured in United States (from domestically manufactured or imported wire or both) and closed around core purchased from Foreign Country X
  COUNTRY OF ORIGIN: United States (No COO Marking Required)

AND IN ALL CASES:

CERTIFICATE OF MARKING:
REPACKAGED J-LIST ARTICLES

(Port of Entry)__________________________________
I, _________________, of _________________, certify that if the articles covered by this entry (Entry No., dated ) are repacked in a new container, while still in my possession, the new container, unless excepted, shall be marked in a conspicuous place as legibly, indelibly, and permanently as the nature of the container will permit, in such a manner as to indicate the country of origin of the articles to the ultimate purchaser in accordance with the requirements of 19 U.S.C. 1304 and 19 CFR part 134. I further certify that if the articles are intended to be sold or transferred by me to a subsequent purchaser or repacker, I will notify such purchaser or transferee, in writing, at the time of sale or transfer, of the marking requirements.

Date __________________________________________
Importer  ______________________________________

Notice To Subsequent Purchaser Or Repacker

These articles are imported. The requirements of 19 U.S.C. 1304 and 19 CFR 134 provide that the articles or their containers must be marked in a conspicuous place as legibly, indelibly, and permanently as the nature of the article or container will permit, in such a manner as to indicate to an ultimate purchaser in the United States, the English name of the country of origin of the article.

Penalties For Violation of Country-of-Origin Marking Violations: Administrative, Civil, Criminal

- Improperly Marked Goods = Restricted Merchandise

- Notice to Mark or Redeliver:
  After goods released from Customs custody, notice to redeliver for marking, export or destruction under Customs supervision (at importer’s expense) Failure to properly mark or redeliver in response to Notice can result in demand for liquidated damages (full value of merchandise)

- Special Marking Duties:
  For failure to mark prior to liquidation, assessment of special marking duty = 10 percent of value of merchandise
Ken Forging
Forged Industrial Hardware

• Eyebolts
• Nut Eyebolts
• Turnbuckles & Fittings
• Rod Ends
• Eye Nuts
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Failure to Comply With Repackers Certification Requirement

Liquidated damages, 10 percent duty and §1592 penalties:
- Negligence: domestic value of merchandise / 2x lost duties
- Gross negligence: domestic value of merchandise / 4x lost duties
- Fraud: domestic value of merchandise

Negligent Obliteration of Mark

“Any person who … defaces, destroys, removes, alters, covers, obscures or obliterates any mark…”
Subject to §1592 penalties

Intentional Obliteration of Mark

First offense: up to $100,000 fine, imprisonment up to 1 year
Second offense: up to $250,000 fine, imprisonment up to 1 year

False or Fraudulent Invoice, Declaration (U.S. Criminal Code, Title 18)
Up to $100,000 fine, imprisonment up to 2 years

MADE IN THE USA

- Different than “country-of-origin”
- Administered by Federal Trade Commission (FTC)
- Applies to all products advertised and sold in the U.S. market.
- A product advertised as Made In USA must be “all or virtually all made in the U.S. (no hard-and-fast rule, but generally interpreted as 98 percent or more, by value).
- Qualified Made In USA claims permitted
- A product that qualifies as Made In USA when sold in U.S. market may have different country-of-origin marking requirements when sold for export.
- Enforcement through FTC, Bureau of Consumer Protection, State or Federal Attorney General, private right of action under Lanham Act.

LANHAM ACT
15 U.S.C. §1125

(a) Civil action

(1) Any person who, on or in connection with any goods or services, or any container for goods, uses in commerce any word, term, name, symbol, or device, or any combination thereof, or any false designation of origin, false or misleading description of fact, or false or misleading representation of fact, which…

(B) in commercial advertising or promotion, misrepresents the nature, characteristics, qualities, or geographic origin of his or her or another person’s goods, services, or commercial activities, shall be liable in a civil action by any person who believes that he or she is likely to be damaged by such act.

(b) Importation

Any goods marked or labeled in contravention of the provisions of this section shall not be imported into the United States or admitted to entry at any customhouse of the United States.

- Likely to cause confusion (even without actual harm): injunctive relief
- Actual harm (deceptive practice causes lost business): monetary damages

Recommendations

1) Follow the Law
   1) Make sure you understand legal requirements
   2) Ensure that foreign suppliers understand your obligations
   3) Ensure that downstream parties appreciate legal procedures

2) Don’t Guess – Ask for Guidance
   1) Legal/consultant advice
   2) Request for ruling
   3) Written Procedures

QUESTIONS?

Jeff Levin
Levin Trade Law, P.C.
jefflevin@levintradelaw.com
301-787-3531
SUCCESS 2000+

Get to know Us as well as we have gotten to Know your Industry!

Distributor Computer Systems, Inc.
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Fax: 856-813-1762
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Call or Email for your copy of “9 Ways to Increase Your Profit”

CABLECON 528L
DEDICATED DIGITAL LOAD CELL INDICATING SYSTEM FOR NEW OR EXISTING HORIZONTAL OR VERTICAL PROOF TESTING MACHINES

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.

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Fireovid also tries to stay in the middle by classifying into different segments, such as construction, crane houses, manufacturers and heavy industry, along with some sales to automotive suppliers, though not the auto makers themselves, and transportation. “We try to work it so if one segment is down, another can be up and keep our business going.”

The company also does a certain amount of inner diversification, such as selling fall protection gear. “We’ve taken on small hydraulic sales and repairs,” Fireovid says. “This is something a lot in the industry do, but we’ve really focused on this segment. It’s one of our leading lines. And it takes a different skill set, for it’s a little more technical and complicated. On the other hand, we’re not trying to be everything to our customers. Our forte has always been rigging and we don’t want to get away from that. It just happens that something like selling and repairing small hydraulics fits in with what we’re doing.”

The Kentuckiana operation is spread out over three buildings, some 24,000 sq. ft. total, and has 20 employees. Tri State works out of a 27,000 sq. ft. facility, and has 15 employees. The two organizations are about a two hour drive apart. The Kentuckiana business radius covers southern Indiana and north and central Kentucky. While Tri-State covers southern Ohio. A couple years back Tri-State opened a small branch in Dayton, 5,000 sq. ft., with two employees.

Kentuckiana and Tri-State are run as two separate businesses, though they cooperate in the sharing of resources and some sales. Fireovid is president of both. He owns 100 percent of Kentuckiana and 50 percent of Tri-State. His mother, Pat, who owns the other 50 percent, has survived her husband, Mel, who died at age 68, and continues to work in the company.

In order to retain his employees and maintain the stability which allows for the ongoing servicing of his customer base, Fireovid says, “We put together a good compensation package. We typically keep improving it. Health insurance is becoming more and more challenging, so we’re looking at more creative ways to manage that.” A bonus program is in place so that all the employees share in the profitability of the company. Some years are better than others. Perhaps the worst year was when the recession was really hitting, in 2009. Fireovid says that he had to lay three people off, though he’s since refilled two of those positions. Even that year there was a bonus, but it was small compared to most other years.

A Christmas party is the highlight of the year. And the company keeps trying different things. For instance, for eight years it sponsored a golf tournament for employees and customers, until interest faded out. More ongoing successes, Fireovid says, “are cookouts for lunch or picnics. Everybody loves them, and they are regular events for us.”

Of AWRF, John says, “AWRF is an organization that our companies have always participated in and supported. Our involvement has been the best way for us to stay updated on rigging industry news, products and activities. The Association has given us invaluable contacts, resources and knowledge that have helped in the everyday operations of our business. We’ve gotten a lot of enjoyment out of attending the meetings as well.”

Fireovid grew up, with his older sister, Amy, in the household devoted to the business. He started helping his dad out at an early age, working full time during his summers in high school. He went to college in Miami University at Oxford, OH, graduating with a degree in marketing. He worked at Kentuckiana for four years, then, in 2005, moved to Tri State. Fireovid, 33, says, “I married my high school sweetheart, Melissa, and we have two beautiful little daughters, Ella, age 3, and Addison, 18 months.”

Although he puts in long hours, he says, “I can’t compare myself to my dad. “I work a good amount, but he came home after a long day of selling to eat dinner, then went out to the shop to work until midnight. I don’t do that.” He explains that those long hours are not as necessary as they were then, since the business is already an established success. And this gives him time to devote to his young family.

But Fireovid tries to emulate his father in other ways. “For the past couple years before he died, when I’d be talking to people on the phone, they’d invariably ask how he was doing and express warm thoughts,” Fireovid says. “The same with people I would talk to directly, and many times I hadn’t even realized they’d known him.

“Everybody seems to remember that, along with a lot of hard work, he was always honest, did what he said he would do, and treated people well. That’s the legacy I’m trying to keep alive.”
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