Inside

AWRF Calendar 3
AWRF President Says... 3
Boom Hoist Wire Ropes 5
Mobile & Locomotive Cranes 5
The Crosby Group 11
AWRF 2013 Spring Banquet Entertainment 12
Profit Improvement Report 13
Peerless Industrial Group 16
QHSE Corner 18
New Members 21
Miller Lifting Products 21
The Government Affairs Committee 23
Distributor Computer Systems, Inc. 27
General Meeting Photos 33
Next AWRF GM Meeting 35
P.I.E. Photos 39
AWRF Awards 42
Web Sling – Repeat 44
Talurit 49
Delta Rigging & Tools 53
The Ulven Companies 54
All Material Handling 59, 61
Jergens 69
Loos & Co. 72
The Ulven Companies 73
Intercon Enterprises Inc. 76
Ad Index 78

Photo courtesy of Rigging Box, Inc.
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.

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**Staying Current**

We had over 700 members attend the Fort Worth Spring meeting and Product Information Exhibition. Thank you for making this the best attended conference in our history. It was a wonderful format to stay current in our industry with the new technologies, machinery and suppliers. Our Monday trade show had happy vendors at our 100 booths; displaying the latest fibers, blocks, chain, wire rope and rigging hardware. It was packed solid with interested members from the opening bell at 8:00 AM to the closing time at 4:00 PM. Over 150 members took part in the free health screenings. We launched the New Product & Information Exhibition within a separate corner of the trade show floor. Many of these thirty minute presentations were standing room only. “You Tube” videos allowed vendors the opportunity to broadcast their message from their booth on the AWRF social network or their own web site continuously. It was a great opportunity to network with other members to stay current in your marketplace.

On Tuesday we were informed that our Health Care Alternative captive program had its first customers. We were updated by the QHSE committee (Quality, Health, Safety & Environment) on their progress on ways to improve quality in each of our own shops. Our Technical Committee presented the information on the Boom Hoist Wire Rope failures which is now available on our web site. At our banquet we honored fourteen-ten year member firms, nine- twenty year member firms and most importantly we honor the following nine firms for thirty year membership in our association: Assembly Specialty Products, Benedicto Steel Group, Bilco Wire Rope & Supply, E.M. Blue's Sons, Inc., Feeney, Inc., Holloway-Houston, Inc., Lift-It Manufacturing Co, Inc., Unirope LTD and West Coast Wire Rope & Rigging, Inc.

Our summer Board long range planning meeting will take place on July 19th and 20th in Newport, RI. Rhode Island is the smallest state in the Union, but it is the home of many big ideas. We need your ideas to make your membership more valuable to you. What can we do better? What programs do you want to hear? Do you have a speaker that the rest of the membership should see and hear? Your Board of Directors will be hard at work for you this summer-keeping you current!
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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During the last several years there has been an increase in the number of accidents involving construction cranes at various job sites throughout the United States. Such incidents in New York, North Carolina, Texas and Illinois emphasize this fact. According to OSHA studies over many years the main causes of crane accidents have been electrocution, tip-over and sometimes structural failure. However, following these occurrences, there has been a noticeable increase in failure of booms due to breakage of boom hoist wire ropes (Photograph #1). These falling booms have resulted in multiple deaths to workers and massive property damage (Photographs #2 & #3).

Investigation into the root causes of these booms falling has shown that the boom hoist wire ropes have broken mostly due to wire fatigue breaks in the vicinity of the bridle or bail sheaves (Photograph #4) or on the equalizer sheave (Photograph 5).
The wire fatigue breaks in the outer wire rope strands not only occur on the crowns of the outer wires (Photograph #6) but also in areas where the outer strands contact the IWRC (Photograph #7) as well as at the contact areas, or valleys, of adjacent outer wire rope strands (Photograph #8). Of extreme importance, it must be acknowledged that multiple wire fatigue breaks within the IWRC (Photograph #9) develop concurrently or just prior to the wire breaks occurring on the outer strands.

Another source of breakage of boom hoist wire ropes can be on the drum of the boom hoist system. The very nature of the allowable smaller boom hoist drum diameter results in greater radial forces on the drum and wire rope, which exasperates the possibility of drum cross-over damage to the wire rope (Photograph #10). Incidents of wire rope damage due to unnoticed poor winding conditions have also been experienced (Photograph #11).

Regardless of the application of, it is inevitable that wire rope will experience wear and eventually accumulate broken wires from bending and loading conditions if left in service long enough. Other factors such as corrosion, heat, physical and/or chemical damage may also lead to deterioration of the wire rope. And as with all wire rope applications, installation, maintenance, proper operating procedures, inspection and replacement are critical in achieving safe operating conditions and maximum service life. Even under the best of operating conditions (excluding damage), all wire ropes must eventually be retired from service. And the critical element in knowing when to replace wire rope is based upon visual and hands-on inspection.
The current wire rope inspection procedures listed in ASME B 30.5 for Mobile & Locomotive Cranes and OSHE 1926.1400 discuss inspection intervals (Frequent and Periodic) and list the replacement criteria for wire ropes on cranes. While these inspection criteria seem adequate for the hoisting wire ropes, pendants and back-stays, it seems imperative that the inspection procedures for Boom Hoist Wire Ropes on cranes be expanded. Because of the inherent nature of boom hoist wire ropes normally wearing and fatiguing more rapidly than other wire ropes on a crane, it seems appropriate to direct more attention and to place additional emphasis on the inspection of boom hoist wire ropes.

This accelerated deterioration of boom hoist wire ropes is due to several factors:

- More rapid wire wear from increased drum pressure on smaller diameter drums
- More severe bending wire fatigue
- A greater occurrence of impact & vibrational fatigue
- An increased potential for significant drum crushing
- Continual positioning of the same wire rope section on equalizer sheaves under loading and vibrational impact conditions

The formula shown in Figure A is used to determine the radial force developed between the face of a drum and the wire rope during loading conditions. It can be concluded from the formula that a greater force is exerted on a smaller diameter drum than on a larger one.

Figure B shows the average data collected from bending fatigue tests on wire rope conducted at a wire rope research laboratory. These tests involve the use of ", 6 x 25 Filler Wire, Right Regular Lay, EIP, IWRC wire rope cyclically operated around steel sheaves with 180 degrees of contact and D/d ratios of 18/1 and 15/1. This wire rope construction is commonly employed on main hoist lines and boom hoist lines on construction cranes, so this data is comparable to actual field applications. The D/d ratios of 18/1 and 15/1 represent the minimum allowable tread diameter sheaves used on hoist lines and boom hoist lines respectfully, as listed under the ASME B 30.5 standard. The data revealed in this chart emphatically shows that a wire rope operated around the smaller diameter sheaves results in a significantly reduced service life of the wire rope as compared to a larger diameter sheave.

Observation of a crane in operation or during transit reveals that the boom hoist wire rope is subjected to constant vibrational loading, and even without a live load on the hoisting lines, the boom hoist wire rope continually carry the resultant weight of the boom, a percentage of the hoist line, sockets, blocks, sheaves, headache ball and other below-the hook-attachments. So it can be concluded that a boom hoist wire rope is most always being subjected to loading and vibration.

Because of the fact that boom hoist wire ropes are more difficult to closely inspect near the bridle, gantry and equalizing sheaves, it seems imperative to expound on the frequency of inspection; to provide more details on inspection procedures to detect possible wear, broken wires and damage on the boom hoist wire ropes; and to explain in more detail the types of wire breaks that can be expected on these wire ropes.

While periodic inspections (1 to 12 month intervals) require documented inspection of the entire length of wire rope, frequent inspections (daily to monthly) do not under current ASME standards and OSHA regulations. It is possible that a wire rope may not reveal any broken wires at the time of an annual inspection, but during the intervals between the annual and monthly inspections, the wire rope may develop multiple broken wires that could exceed the retirement criteria as listed in ASME B 30.5 standard and OSHA 1926.1400. Such an accumulation of broken wires presents a dangerous situation which may quickly result in a boom hoist failure. This is the reason that daily or more frequent inspections are critical in discovering the onset of wear, broken wires or damage during the intervals of the annual and monthly inspections, especially as the wire rope approaches the end of its useful life.

During the annual inspections which require that the boom be lowered, it is suggested that the tension on the boom hoist wire rope be relieved. This will allow the inspector to closely view and flex the wire rope to expose possible existing broken wires, especially valley wire breaks, which are known to develop in boom hoist wire ropes. These wire breaks mostly occur in the wire rope sections operating around the bridle, gantry and/or the equalizer sheaves. The lowered position of the boom will also allow the inspector to examine the total length of wire rope around its entire circumference. To facilitate inspection for broken wires, a soft, cotton cloth should be lightly rubbed along the

Continued on page 63
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Get A Grip! with the new G-209RP

(Tulsa, OK) With the advancements in subsea applications, the use of Remote Operating Vehicles (ROV) has become more prevalent in those difficult to reach areas such as deep sea exploration, attachment of offshore rigs to the sea floor, welding and capping oil well equipment on the ocean floor. To meet the demanding needs of these applications, Crosby is pleased to announce the new G-209RP shackle for efficient load handling and attachment by Remote Operating Vehicles in subsea and other hard-to-reach applications.

Specific design features that make the G-209RP shackle ideal for these types of applications is its interchangeable, “D” and “F” handle designs that allows for different robotic grips. The shackle bows are painted fluorescent yellow and handles fluorescent orange, for differentiation between the two and for better undersea visibility. Pins and bows are made from galvanized steel and the handles from stainless steel for better resistance to corrosion in harsh saltwater applications. Handles come RFID equipped for inspection or inventory purposes.

To find out more about the new G-209RP subsea shackles contact The Crosby Group at (800) 797-4611 or visit www.thecrosbygroup.com.
The Race to Provide Services Nobody Really Wants

Distributors in virtually every line of trade have worked hard to increase their service profile through the years. As one obvious example, the time between receipt of a customer’s order and delivery has shrunk dramatically. The list of other, equally significant, service enhancements is lengthy.

Today, distributors continue to look for additional ways to enhance “service” in order to lock in their customers. The problem is that all of these new and better services increase payroll costs with no guarantee of actually locking in the revenue. If they don’t, distributors will suffer from payroll expense creep.

This report examines the nature of the service revenue/service cost issue. It will do so from two important perspectives:

- The Revenue/Payroll Relationship—A analysis of how sales and payroll growth interact to drive profit in the firm.
- A Profitable Service Profile—Some specific suggestions for ensuring that service enhancements actually lead to profit improvement.

The Revenue/Payroll Relationship

Throughout the distribution industry, including AWRF members, payroll is the overwhelming expense factor. This can be seen clearly in Exhibit 1 which presents the current performance of the typical AWRF member based upon the latest PROFIT Report of financial performance.

As can be seen in the first column of numbers, the typical firm generates $10,000,000 in sales, operates on a gross margin of 37.5% of sales and produces a bottom line profit of 3.8% of sales. Of most significance, payroll is 17.5% of sales and produces a bottom line profit of 3.8% of sales.

In some instances distributors may feel they are forced to enhance their service profile in the face of new offering by competitors. In other instances, firms are seeking to establish their own competitive advantage. In either instance, the key profitability issue is how much of a sales increase can be generated, if any, in relationship to the payroll cost associated with providing the additional service.

The last two columns of numbers in Exhibit 1 present the potential good and bad results associated with an increase in payroll expense. In both columns it is assumed that the increase in costs is associated with an additional service. Further, in both columns payroll costs are assumed to increase by exactly 3.0%.

The economics of improving service through better inventory performance are extremely compelling. Additional inventory investment comes with a carrying cost implication. However, in today’s environment of low interest rates, carrying costs are dramatically reduced from previous periods.

The middle column of numbers represents a situation where the increased payroll costs are offset by a 5.0% increase in sales. In short, the firm has developed a service-enhancement profile. Total profit increases by 36.0% and the bottom line rises to 4.9% of sales.

The final column, in very sharp contrast, reflects a situation where payroll costs increase due to the additional services offered, but revenue is stagnant. This might represent a situation where all of the competitors increase services at the same time resulting in no measurable change in market share.

The economic impact is dramatic. Profit declines by $52,500 or 14.0%, even though the increase in payroll was only 3.0%. In short, service expansion programs must generate the revenue to cover their costs and produce enough additional revenue to drive higher profit.

Research in distribution suggests that in many instances service expansions are less likely to reflect second-column economics in Exhibit 1 than third-column ones. Simply put, the value of the additional services may not be there.

A Profitable Service Profile

In building a service profile that drives sales growth faster than payroll growth there are two opposing strategies that can be followed. First, add or strengthen truly profitable services. Second, minimize or eliminate unprofitable ones. As simple as this may sound, it actually has somewhat counter-intuitive implications in terms of the potential changes in the service profile.

Service Strengthening—Research conducted by the Profit Planning Group indicates that with very few exceptions, customers do not desire any additional services from distributors. Instead, they would like some existing service components strengthened. In particular they want better performance with regard to inventory.

The inventory needs expressed were two-fold. First and foremost they desired an improved in-stock position. Second, they desired a broader assortment to facilitate the ability to engage in one-stop shopping.

To a real extent this is a serious condemnation of distributor performance. The most essential role of distribution is product availability. Failure to perform adequately in this arena is simply unacceptable. The pressures associated with cash flow are an excuse for inventory inadequacy, but not a valid reason.

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WINONA, MN (May 21, 2013) – Peerless Industrial Group was presented an award for “Outstanding Achievement in Workforce Development” at an awards luncheon today hosted by the Winona Area Chamber of Commerce as part of their Business Celebration Week.

The “Outstanding Achievement in Workforce Development” award is given to a local Winona business who has worked hard to grow and further develop their company, has taken creative measures to create new jobs and avoid downsizing, provides the training necessary to stay competitive in the current work environment and maintains a highly skilled, motivated staff.

“Peerless is a company who values its employees and in turn wants to provide them with as much opportunity and education as possible.” said Elizabeth Ruff, HR Generalist at Peerless Industrial Group. “Each month, Peerless has a different training topic that employees are trained on. Peerless prides itself on providing its employees with various developmental opportunities.”

Peerless Industrial Group, established in 1917, has grown and expanded locally, nationally and even globally, and employs over 420 people, 300 of those who work at their Winona location.

The award was one of six award categories that a local Winona business could receive if nominated by another local business.

For more information about Peerless Industrial Group, visit their website at www.peerlesschain.com.
Quality & Performance

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

Customer Service

The “Difference” at BRIDON is service, which is second to none. Service 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.”

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 closed into ropes specially designed to meet the strength and performance requirements demanded by you, our valued customer.

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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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How are you living to a Healthy 100?

Are you a Healthy 100 member? If you haven’t joined yet, we encourage you to check us out on the AWRF website and become a member today! In the last issue of Slingmakers, we talked about the first two principles of a Healthy 100: Choice and Rest. We hope you’ve had an opportunity to incorporate some of these tips into your daily routine and have found the information valuable.

The next two Healthy 100 principles we will explore are Environment and Activity. You may not have thought about how your environment plays a role in your overall well being. Well, it does! There have been numerous studies that correlate natural environments on human well-being. The health benefits of nature are so compelling that many hospitals are now restructuring their landscapes to incorporate “healing gardens” or using horticultural therapy for patients who are recovering from stroke or trauma.

Dr. Monica Reed, writes about Environment and Activity in her book, The CREATION Health Breakthrough. She gives readers insight into these two elements of Healthy 100 by encouraging people to pay attention to their environment and incorporate activity into their daily lives.

When we think about how Environment affects our well being, it’s helpful to focus on our five senses:

What do you see? Studies show that viewing certain scenes of nature or gardens can reduce stress within 5 minutes. Pictures, photographs and screen savers of the outdoors or wildlife can be very soothing. Fresh plants at home and in your work space can also be very calming. Colors also have a deep impact on mood. In general, reds, yellows, and oranges are active colors. When thinking about the environment of your workplace, you can incorporate these active colors into your workspace to give you a boost.

How about what you hear? Music is a great tool to enhance your mood and get you moving. Think about your favorite song or piece of music that you can incorporate into your daily routine. How about what you smell? Scented candles or essential oils can help you calm down and destress.

When we think of the environment, we often think of the workplace. But what about your environment at home? Think about how you can incorporate aspects of nature into your daily routine. How about incorporating exercise into your daily routine? Take a walk, go for a run, or try a new exercise class. How about incorporating a healthy diet? Think about how you can incorporate healthy foods into your diet.

At the end of the day it’s up to every individual to do some research on how to stay Healthy, and then pick and choose and make a routine that works specifically for you personally. Jason says that by taking ownership and creating a program yourself makes it easier to stick with it.

A Healthy 100 Supportor

This week we are spot lighting an AWRF member and supporter of the Healthy 100 who follows the 8 principles with the goal of living a longer, happier, fuller life. The eight principles are Choice, Rest, Environment, Activity, Trust, Interpersonal Relationships, Outlook, and Nutrition.

Jason Bulan has been with Harrington Hoists for 13 years and recently took over as the Eastern Regional Sales Manager. He says the increased travel, long days, and airport food, make it tough to meet the goals of the Healthy 100. It’s difficult staying Active, getting an eight hours of Rest and following his Nutrition plan. However, he finds that when he prioritizes Health he feels better and can attack the day with more energy, which leads to an increase an productivity and success.

He says that when it comes to nutrition everybody should rigidly count calories for just one week. This gives you an indication of what may be the biggest pitfalls in your diet so you can reduce or eliminate the worst of your eating habits. He also says that a stringent diet is just a crash waiting to happen. He’s found that long term success comes from giving yourself the flexibility to enjoy your favorite foods, or drinks, in moderation.

Jason attributes his success keeping active on his strict policy to keep exercise unstructured and fun. He says he tries to lift weights, do a form of cardio, and take an excercise class every week. However within each category he chooses from several options. When lifting weights he does a different routing of sets every time. To get Cardio he’ll go for a run, play a sport like soccer or tennis, or go mountain biking. He chooses from a wide variety of excercise classes including cross-fit, yoga, TRX, and kettlebell. He says that these choices make him feel like he’s doing it because he wants too and not because he has too. This has lead to his long term success of staying active.

At the end of the day it’s up to every individual to do some research on how to stay Healthy, and then pick and choose and make a routine that works specifically for you personally. Jason says that by taking ownership and creating a program yourself makes it easier to stick with it.

Jason turns 40 this year and plans to continue to follow the principles of the healthy 100. When asked to summarize his reasons for success he cites his self created excercise routines his flexible diet and his wife who’s a personal trainer.
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<td>Portable Grinders &amp; Abrasive Wheels</td>
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Miller Lifting Opens Facility In Texas

New Houston Distribution Site Brings Product Closer To Market

Miller Lifting Products is pleased to announce the operation of a new distribution facility located in Houston, Texas. The 5,000 square-foot office and high-bay warehouse facility completed staffing and inventory placement in the spring, and is currently making daily shipments. The facility is now stocking Miller’s complete swivel line with capacities up to 300 tons, heavy eye hooks, DIN shank hooks, headache ball assemblies, and tag line insulators, among other items.

According to Marty Kloss, Miller Sales Director, “The new facility is providing a significant service benefit to customers in the Gulf and Western regions by placing needed goods in immediate or closer proximity. As a result, our distributors and end users will have their goods faster and at a lower total purchase cost since shipping costs are reduced or eliminated. We are excited about the service improvement that this new facility is bringing to Miller customers”.

The new facility is strategically located near the Port of Houston and near to many of Miller’s distributors on Houston’s south side, at Loop 610. The facility will also result in reduced shipment time and cost for customers in the US west and central regions since all shipments previously originated at Miller’s plant in Massachusetts. Kloss also highlighted the enhanced ability to support Miller’s growing offshore customer base in the Gulf of Mexico for inspection, refurbishment, and recertification of specialized lifting products.

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Miller Lifting Products is a manufacturer of high quality lifting and rigging components sold worldwide for all types of cranes and material handling applications in the energy, construction, utility, communications, manufacturing, maritime, military and other industrial sectors. Products include load hooks, hook blocks, ball bearing swivels, sheaves, and insulated lifting devices used for industrial cranes and for power line electrical safety. Miller Lifting Products has locations in Charlton, MA and Houston, TX and is a brand division of GHM Industries, Inc.

If you would like more information about this topic, please contact Linda Beliunas at 1.508.248.3941 or email at admin@millerproducts.net.
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IRS Targeting

Political targeting is nothing new at the Internal Revenue Service

The recent exposure of IRS targeting of conservative groups, although reprehensible, should come as no surprise. According to James Bovard’s summation of the history of abusive Internal Revenue Service audits, appearing in the May 15, 2013 Wall Street Journal, this practice is old hat. Mr. Bovard’s article traces historical patterns in which certain U.S. presidents have enlisted the IRS as their putative agent. Congress, too, has not been immune from engaging this agency for nefarious missions of political retaliation. For a thorough insight into this subject, we are referred to a 1990 book by David Burnham entitled A Law Unto Itself: The IRS Abuse of Power.

Working retrospectively from the current Obama scandal, through the Clinton, Nixon, Kennedy and Roosevelt administrations, one may examine a plethora of examples in which the IRS has become a tool of U.S. presidents for political purposes.

The Clintons

When William Jefferson Clinton took office, the misuse of the IRS for revenge and harassment by the chief executive was in remission. But the new White House family was not about to miss a good opportunity to punish its enemies. Research indicates that in 1995 the Clinton administration teamed with the Democratic National Committee to produce a manifesto of sorts entitled “Communication Stream of Conspiracy Commerce,” attacking periodicals, think tanks and individuals who had expressed anti-Clinton sentiments. In the following months and years, individuals and groups on the Clinton enemies list were subjected to destructive IRS audits. From the Heritage Foundation to Paula Jones and Geniffer Flowers, those who crossed the Clintons were systematically investigated and harassed by the tax collector – theoretically the servant of the people.

Richard Nixon

Soon after his swearing in, Nixon established a “Special Services Staff” to deal with IRS activities concerning “ideological, militant, subversive and radical organizations.” During his first term in office over ten thousand politically active groups and persons were targeted – some far left and others far right, such as The John Birch Society. White House counsel, John Dean, made it clear that the presidential enemies list was to be used as a roadmap for IRS targeting. Nixon’s misuse of authority was publicized during the Watergate hearings, causing Congress to react with legislation severely restricting political contacts between the White House and the IRS.
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John F. Kennedy

Although the difference between Nixon and Kennedy seemed abundantly clear during their election battle of 1960, they apparently had similar ideas regarding misuse of the IRS for political purposes. According to Bovard, “Kennedy raised the political exploitation of the IRS to an art form.” Although the Obama administration is credited with the notion that those who mistrust their leaders are bad people, it was in fact JFK who invented it, and the IRS wasted no time in launching the “Ideological Organization Audit Project” targeting right-leaning groups including those steel executives who defied “voluntary” price controls. In 1976 a Congressional investigation concluded that Kennedy “had established a precedent for a far more elaborate program of targeting dissidents.”

Franklin Delano Roosevelt

Although superlatively creative, Kennedy did not write the book on IRS harassment. Franklin Roosevelt used this branch of the government consistently and effectively to persecute newspaper publishers such as Hearst and Annenberg who were opposed to the New Deal. Political adversaries Huey Long, Andrew Mellon and Father Coughlin were also victimized in this manner. It was in fact FDR who saved Lyndon Johnson’s political career by quashing an IRS audit of illegal campaign contributions by a government contractor.

As the current IRS scandal continues to fester, the public is being exposed to more and more instances of abuse. It is reported that senior IRS officials have visited the Obama White House 157 times. Whatever happened to the law restricting political contacts between the White House and the IRS? Perhaps the most disturbing revelation is the arrogance displayed by high ranking Internal Revenue Service officials on the hot seat. Or is it the Obama administration’s denials of complicity?
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It started with a fire! Bright orange flames burst from the windows and dark smoke rises into the late October sky. The smoke can be seen from miles away. While far away to the east a cruel wind begins to howl and the rain pours down as a Super storm part hurricane part Nor’easter plows into the most densely populated areas in the country. And then to top it all off an Earthquake rattles the dishes and windows crack and glass shatters and falls to the ground.

Is it a promo for the latest block buster movie promulgating the Armageddon that is premiering next weekend? No it was the real life calamities that our clients and ourselves were forced to endure in the last few weeks.

_Was your software company prepared to help?_

It's Sunday afternoon at 1:29pm and the Fire Marshall is standing in front of the Corporate Headquarters of Kennedy Wire Rope and Sling of Corpus Christi Texas watching as the flames jump from the windows. That was the sight as our clients watched their building burn to the ground. As they surveyed the damage and realized the loss of all their computer equipment they began to think about getting back to business. Imagine what must have been going through their minds…

Garland Kennedy Jr. recalls, “October 2007 Kathy Thomas and Marshall Campbell made a sales call at Kennedy Wire Rope & Sling trying to sell DCS software package. Kennedy’s history with folks trying to sell their software packages was less than desirable. It seems everyone had one, and everyone had the best in the market. That never seemed to be the case. So, we sat and listened and it pretty much was the same spiel we have heard over and over. I was thinking to myself ‘of course yours is the best and of course your service is the best …blah blah blah.’ It was the same song and dance we have heard over and over. Just before Kathy and Marshall came to visit, we hired a new salesperson that was familiar with DCS software. That was a real plus to think that if we went with DCS we had someone here that could help us figure which button did what. Well we were pretty desperate for a software package that we could (use to help us) run our company. I had just one question before we ‘pulled the trigger on DCS’……..what about service. I mean everyone says they will but I want to know ‘are you blowing smoke at me or are you guys really there when we need you.’ They said yes as I would have expected. I added all the pluses together and said ‘let’s do this’. We signed on board and things went pretty much as planned. We were very happy with the program and service was great so we felt like we had made a good decision.

I am sure by now everyone has heard that Kennedy Wire Rope and Sling experienced a fire early October and our main office was completely destroyed. We lost phones, computers and even a place to sit down. We were pretty much shut down. Our first chore was to get phones and computers up. We contacted Marshall and asked ‘what do we do to get going?’ He said ‘give me a few and I will call you back.’ Within an hour he
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had a game plan. Within 8 hours Marshall had a server at his location (DCS) ready for our back up data off the old server. Within 20 hours we had a guy with our back-up sitting at the remote DCS location. Within 24 hours our new computers were connecting to his server with our software. In fact, we were back online faster than we could get phone service. I know every situation is different but I can say that when we needed help DCS delivered. Three weeks later, as this is written, the East Coast was slammed by Sandy. We at Kennedy Wire Rope and Sling know about Hurricanes. Again, the DCS service was being tested. Marshall and all managed the event and delivered despite power interruptions, down trees, and flooding. We wish all in the Northeast well and speedy return to normalcy. We know what Hurricanes do to the normal flow. The test of any company is the ability to respond to adversity. DCS enabled Kennedy Wire Rope and Sling to respond to our customers. Nothing more needs to be said.”

We at DCS understand the effects that an interruption of business can have on the continuity and viability of a service oriented business. In fact, we had taken steps to mitigate any possible interruptions of our business over the course of the last year. We have changed our operating structure to allow for multiple business environments. We have taken advantage of fast communication systems and, when the need arises, we can operate in a virtual office environment. By taking advantage of “Cloud Based” data storage and the use of multiple computing hubs we are able to run our business from our homes or in small group locations for a single day or many months. Structuring our business model this way has given us flexibility and the security to know that we are prepared to provide uninterrupted support and service to all of our clients.

We were prepared when the Eye of Super Storm Sandy rolled over our offices and homes. On Monday morning we immediately switched our structure to our virtual office structure and allowed our employees to stay in their homes during this difficult period. Even though many of our employees did lose power to their home and were without power for an extended period of time, our servers never went down and we were able to provide support for all of our clients from remote locations.

When we were able to return to the office we were stunned to see how close we had come to being a victim of the storm ourselves. The tall beautiful oak tree that stood in front of our building was down across the lawn. Upon closer inspection we noticed that the top of the branches pushed against the power and phone lines connected to our building. We were only inches away from losing power and phones. Fortunately other than the need to replace the shingles on the roof and the gutters that run the length of the front of the building we suffered no serious damage.

We understand that many people view software only as a business tool. Used as such software can help you manage the overwhelming confluence of data required to operate any business. However we have never believed that software alone can provide you with a better way to run your business. DCS has been in attendance at every AWRF meeting since we became a member in 1989 and has attended every general session because we believe that the information that can be gathered from these meetings does provide your industry with best practices. We would not do this if we did not believe that we are more than just a software company! We are committed to being a strategic partner with each of our clients. We provide software to manage your data and consulting to help you take advantage of the best practices within your industry. We believe that 20+ years of experience in your industry gives us a unique perspective into the operation of a Lifting and Load Securement Company.

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Slingmax® Rigging Solutions is a technology and marketing company, associated with the best companies in the rigging business inside and outside the USA.

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- **Inspection and safety features available only on Twin-Path® slings**
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At the AWRF Technical Committee meeting held in Scottsdale, Arizona on January 25, 26 2012 the Web Sling Technical Subcommittee was handed an assignment to conduct an informal, preliminary test program to determine the affect on the ultimate tensile strength of certain synthetic sling webbings while they were in a wet condition.

Mr. Bob Jasany, member of the AWRF Web Sling Technical Subcommittee and liaison from the Web Sling & Tiedown Association (WSTDA), contacted SpanSet, Inc. who agreed to conduct the testing at their facility on a no fee basis. All the webbing used to carry out these tests was provided by Oppermann Webbing, Inc. on a no fee basis. The webbing provided for these tests were of the same lot, beam and dye run.

The subcommittee determined that in order to develop clear results on a comparative basis that both nylon and polyester sling webbings should be the test subjects in both a dyed and natural (undyed) condition. Tensile break tests were first conducted on a series of temperature and humidity controlled test subjects as control samples. Later a series of test subjects were subjected to tensile breaks immediately following being immersed in tap water for forty-eight (48) hours. Later the last set of break tests were on test subjects having been immersed in water for forty-eight (48) hours and then allowed to air dry in a controlled environment for seven (7) days. The actual detail of the test protocol is provided along with this report.

The break tests for all phases of the testing program and sample types yielded no unexpected results or in the opinion of the committee reason to conduct further testing on larger number of test samples or by an independent commercial testing laboratory. The actual break test results in spreadsheet form are provided with this report.

Mr. Jasany reported on the results of this test program along with slides of the actual testing and test reports to the Technical Committee at the meeting held August 16, 17, 2012 in Novi, Michigan.

As an aside, a member of the AWRF Technical Committee informally asked if similar testing could be conducted on nylon and polyester thread. The threads chosen were nylon and polyester, ticket size 554, #8 cord, 3 ply, type 2 twisted and bonded multicord. Testing was conducted by American & Efird, a thread manufacturer, on a no fee basis. Thread samples were obtained from three different thread manufactures with the results being reported as an average of the three manufacturers combined. The actual break test results in various configurations are provided with this report.

The Web Sling Technical Subcommittee believes to have successfully carried out this wet webbing test project as assigned and unless otherwise directed by the Technical Committee will consider it closed.
Type of Test:
- Tensile test of wet & dry Nylon & Polyester sling webbing.

Material:
- 2” width 9,800 lb / inch, pigment dyed Nylon. Oppermann Webbing P/N 6869051-00 0023
- 2” width 9,800 lb / inch, un-dyed, loom state Nylon. Oppermann Webbing P/N 6869051-00 0000
- 2” width 9,800 lb / inch, pigment dyed Polyester. Oppermann Webbing P/N 6789051-48 0023
- 2” width 9,800 lb / inch, un-dyed, loom state Polyester. Oppermann Webbing P/N 6789051-48 0000

Conditioning:
Dry test samples are to be conditioned in a controlled environment at 70 degrees F. plus or minus 2 degrees F. and humidity at 60% plus or minus 2% for a minimum period of 48 hours prior to testing.

Wet test samples are to be submerged in tap water at a temperature of 70 degrees F. plus or minus 2 degrees F. for a minimum period of 48 hours prior to testing.

Test Units:
- Three (3) dry, pigment dyed Nylon test samples for control and comparison.
- Three (3) wet, pigment dyed Nylon test samples.
- Three (3) dry, un-dyed, loom state Nylon test samples for control and comparison.
- Three (3) wet, un-dyed, loom state Nylon test samples.
- Three (3) dry, pigment dyed Polyester test samples for control and comparison.
- Three (3) wet, pigment dyed Polyester test samples.
- Three (3) dry, un-dyed, loom state Polyester test samples for control and comparison.
- Three (3) wet, un-dyed, loom state Polyester test samples.

  * Three (3) wet, pigment dyed Nylon test samples.
  * Three (3) wet, un-dyed, loom state Nylon test samples.
  * Three (3) wet, pigment dyed Polyester test samples.
  * Three (3) wet, un-dyed, loom state Polyester test samples.

  * These samples are to be subjected to the 48 hour tap water soak, allowed to dry for a minimum of 7 days then tensile tested to determine any loss of strength. Test samples to be weighed before water soak and after minimum of 7 day drying period.

Test Procedure:
- Test samples to be 62” in length.
- Test samples taken from the water soak are to be shaken to remove excess surface water.
- Set test samples centrally within upper and lower webbing jaws removing excess slack.
- Set cross head speed to 3” per minute plus or minus 1” per minute per ASTM D 6775-02
- Record maximum breaking force.

Test Equipment:
Tinius Olsen LoCap 300 ton capacity vertical screw machine with software interface.

Test Location:
SpanSet, Inc. 3125 Industrial Drive Sanford, North Carolina ISO 9001:2008 Registration No. 291/A/0001/AN/En

Wet Thread Test Results
LIFTING PERFORMANCE

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New state of the art rigging shop open in Houma, La. at 206 South Lacarpe Circle
The TALURIT Splicing Calculator is now available for Android. This app is an excellent tool for those who need help selecting the correct ferrule for different types of wire ropes. The calculator can be used to calculate the right size of ferrules, as well as providing guidance for choosing the right die sizes.

The app contains tables for selections of various types of ferrules. The tables are based on European standards and TALURIT specifications.

Simply scan this QR code with your Android phone or tablet to download the app from Google Play.

IMPORTANT!
This app is only compatible with TALURIT mechanical splicing systems.
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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.

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Pearland, TX (June 10, 2013) — Delta Rigging & Tools, Inc., one of the largest providers of lifting and rigging products and related services in the United States, today announced the acquisition of Morgan City Rentals, a leading provider of offshore rental equipment and rigging supply in the Gulf of Mexico.

Established in 1970, Morgan City Rentals is headquartered in Morgan City, Louisiana, with additional locations in Golden Meadow and Broussard, Louisiana. Morgan City Rentals provides a wide range of offshore rental equipment, wire rope, rigging hardware & supplies, sling fabrication, and compliance load testing to the offshore oil and gas industry. Combined with Delta Rigging & Tools’ existing operations in Broussard and Houma, the acquisition of Morgan City Rentals establishes Delta Rigging & Tools as the leading offshore rental and rigging company in the Louisiana gulf coast market.

“One of our key strategic initiatives has been increasing our Louisiana rental and rigging business, and to go deeper into the offshore oil and gas drilling and production markets,” said Mitch Hausman, President and CEO of Delta Rigging & Tools. “We were very familiar with the outstanding reputation of Morgan City Rentals. Once we began discussions, it was clear that combining with a growing operation like Morgan City Rentals was the best strategic move for both companies, and the best way to serve our existing and new customers with expanded rigging and rental services.”

“Morgan City Rentals has grown its business with the same customer focus as Delta Rigging & Tools – consistently delivering safety, service, quality, and value. We believe that both companies’ existing customer bases will benefit from the combination of market-leading products, services, and support that the Delta Rigging & Tools and Morgan City Rentals teams bring to the table,” continued Hausman.

Joe Sanford, Jr., President and owner of Morgan City Rentals added, “I am very pleased to have found a partner like Delta Rigging & Tools that provides such a compelling fit for our employees and customers. We are excited to join forces with the talented management team of Delta Rigging & Tools. Both Morgan City Rentals and Delta Rigging & Tools are well-known companies managed by executives with decades of experience in the rental equipment and rigging business. We now have the nation’s most extensive fleet of pipe slings, hoists, winches, compressors, pumps and related rigging equipment.”

Over the past several years in partnership with Austin Ventures, Delta Rigging & Tools has successfully executed a strategy of acquiring and integrating a number of high-performing regional market leaders to create a scalable, industry-leading platform across the United States. Delta Rigging & Tools is well positioned to pursue further growth initiatives through strategic acquisitions, geographic expansion, the expansion of existing and new customer relationships, and additional product and service offerings both in the US and abroad. According to Mr. Hausman, “Delta Rigging & Tools will continue to seek additional acquisition opportunities of companies offering sales and rental of rigging, lifting and specialty products serving energy and industrial customers around the country.”
The Ulven Companies were awarded Virtue First’s “Business of the year 2013” award at the 3rd annual event for the Foundation. Hosted by the Virtue First Foundation, the awards evening honored teachers, coaches, youth ministers, schools, businesses and health-care providers who have demonstrated exceptional commitment to serving youth and promoting virtue throughout the past year. A member of the community selects each nominee, with top awards given in several categories.

The Virtue First Foundation is a non-profit organization dedicated to “exercising virtue to reconstruct the character of America’s youth.” Virtue First was founded by Coach Randy Traeger who began coaching football in 1979. Having worked side-by-side with young people for so many years, Coach Traeger noticed the steady decline of their moral foundation. This is where the concept of putting virtue first had its beginning. Organizations who have used Coach Traeger’s program, have realized 60% to 80% reductions in behavior and discipline problems, increased student/employee involvement within the community, and higher staff retention rates.

Dan Ulven, President of The Ulven Companies said, “This is a great reflection on our company and every employee’s contributions, not only in making this a great place to work but also in everyone’s efforts in the community.”

The Ulven Companies have been in the forging industry for over 40 years – starting with the founding of Ulven Forging, Inc. in 1971. The Ulven Companies now comprise a group of four different American companies and are privately held. Each company has its unique set of process capabilities in different areas of the industry and is known for bringing high-quality, cost-effective products to its customers with reliability and integrity.
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All Material Handling Inc. announces new all black finish on their standard and shackle type beam clamps. The all black finish is neutral to any choice of hoist or rigging and may be welcomed by the theatrical industry.

Distributors, that supply the theatrical market, requested the change in finish. Some were repainting product to satisfy the need for black hardware used above the stage. The corrosion resistance, of the previously bright plated cross shaft, was maintained by utilization of “Black Oxide” finish. Customers prefer the ease of installing the AMH beam clamps as no tools are required. Clamps allow a suspension mounting point to beams above. Installation is by rotating the handle, of the reverse threaded cross shaft, until the desired flange width is achieved. Riggers love this as there are no parts to fall or measurements to be matched.

Contact your nearest distributor for more information and quote or All Material Handling Inc (AMH) toll free number 877-543-8264 to become or find the nearest AMH distributor.
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USA Made Load Chain & Test Available

All Material Handling is announcing a new option for MA series hand chain hoist and LA series lever hoist: USA made load chain is now available.

AMH distributors may specify the USA load chain option by adding a “U” code at the end of the model number as explained in a new price list made available to them.

Hoists, equipped with the USA load chain option, are assembled and tested at one of AMH’s US service centers.

A new inspection and test certification, by individual serial number, will be packaged with each unit identifying the service center’s address and the technician responsible.

Hoist bodies will also display “USA LOAD CHAIN” and “USA ASSEMBLED & TESTED” stickers.

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North American customers are welcome to contact Chant Engineering Co. Inc. for more information and pricing. www.chantengineering.com
wire rope to aid in detecting outer wire breaks on the crowns of the strands and valley wire breaks that are protruding from between the outer wire rope strands. Flexing or bending of the wire rope in the areas that operate over sheaves can also reveal existing valley wire breaks that may not be as obvious in a straight configuration. It is the opinion of the author that such flexing of the wire rope during annual inspections be included in this inspection process of boom hoist wire ropes. Diameter measurements should be taken along the length of wire rope, especially in areas where the wire rope has been operating through the sheaves. Such measurements can indicate outer wire wear or possible internal damage to the IWRC.

Presently, periodic inspections require a written dated report, whereby frequent inspections do not. It is being suggested to ASME that a signed inspection record be required for frequent inspections, and that the person performing the frequent inspections be specifically trained to become competent in assessing the condition of the wire rope as it travels around the sheaved and drum. Although flexing by hand of the wire rope under tension is not possible in this scenario, it is suggested that the boom be lowered or raised several degrees to allow the boom hoist wire rope to travel several feet through the sheaves. This movement of the boom hoist wire rope around sheaves and drum will flex the wire rope and will greatly increase the ability of discovering wire breaks that may exist.

It is being proposed to ASME that these additional instructions be stated in the new, upcoming ASME B 30.30 Standard on wire rope (which will replace the wire rope information presently in ASME B 30.5) as a supplement to the existing ASME B 30.5 wording for general wire rope inspection instructions. The current ASME B 30.5 Standard is as follows:

1) In running wire ropes, 6 randomly distributed broken wires in one wire rope lay length, or 3 broken wires in one strand in one wire rope lay length
2) In rotation-resistant wire ropes, 2 randomly distributed broken wires in six wire rope diameters, or 4 randomly distributed broken wires in thirty wire rope diameters
3) One outer wire broken at the point of contact with the core of the rope that has worked its way out of the rope structure and protrudes or loops out from the rope structure
4) Kinking, crushing, birdcaging or any other damage resulting in distortion of the wire rope structure
5) Wear of 1/3 the original diameter of outside individual wires
6) Evidence of any heat damage from any cause
7) Reduction from nominal diameter exceeding 5% of its nominal diameter
8) In standing wire ropes, more than 2 broken wires in one wire rope lay length in sections beyond end connections, or more than 1 broken wire at an end connection. Also as stated in (3), 1 outer wire break that is protruding from between the valleys of the wire rope

Emphasis must be placed upon more comprehensive inspection procedures of boom hoist wire ropes, along with including additional information within the ASME Safety Standard on the inspection and replacement criteria of boom hoist wire ropes. As a supplement to expanding this inspection information, it is imperative to enhance the training of wire rope inspectors and in educating them on the critical nature and importance of such a comprehensive inspection procedure.

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**What do you hear?** We are bombarded with noise all day – machines, beepers, buzzers, cell phones, televisions, cars, etc. It can be overwhelming and very stressful. Try incorporating calming sounds into your day. For example, a CD with rainfall, birds signing, or ocean waves are very soothing when you’re trying to fall asleep. The soft gurgle of an aquarium has a noticeable calming effect, lowering blood pressure and alleviating stress, which is why you may see them in doctor’s offices. Tabletop water fountains are another good way to incorporate this calming sound into your environment.

**What do you smell?** Smell is our most powerful sense – ten thousand times more sensitive than any of our other senses and is said to be the longest-lasting sense for memory recall. Did you know that a room’s scent can impact your work, learning speed, and productivity? Chamomile can put people in a better mood and lavender can help with temporary insomnia by encouraging relaxation. Jasmine heightens alertness. Rosemary is known to be stimulating, and the fragrant ylang-ylang provides a soothing effect. Scented candles, potpourri, scent diffusers, room spray and air fresheners are all good ways to integrate fragrances into your environment.

**What do you taste?** Natural foods, particularly fruits and vegetables, have distinct, enjoyable flavors. Before you dip, batter, butter, deep fry, or salt your food, take the time to really taste it! Some helpful tips to remember: Try to increase the number of fruits and veggies you eat to three servings a day. Drink at least six 8-ounce glasses of water every day. Try reducing your caffeine consumption (coffee, tea, or caffeinated cola). Eat breakfast every day. Have a cutoff time for eating. This should be two to three hours prior to bedtime. Socialize with people and eat with those who are interested in their health.

**What do you touch?** Take the time to really notice the world around you; the sun, air, water, the bark of a tree, fallen leaves. Pet your cat or dog, stroke a flower petal or your grandmother’s face, splash in a puddle, skip barefoot in the grass. Touch, a key component of traditional healing, is being increasingly studied in mainstream medicine, with some trials showing symptom benefits in a number of areas, from asthma and high blood pressure to migraine and childhood diabetes. Other research findings hint that not only does touch lower stress levels, but that it can boost the immune system and halt or slow the progress of disease.

**ACTIVITY** is the Fountain of Youth! It will prolong your life regardless of your genetics. It’s your best medicine and fights almost any disease. It’s a sleep aid, a cosmetic, and an antidepressant. Activity keeps you trim and limber. Whether you’re lifting groceries or barbells, staying fit depends on staying active.

It doesn’t take an enormous amount of physical exercise to achieve health-enhancing results. A mere thirty minutes a day of walking, swimming, jogging, cycling, or other cardiovascular exercise can have astounding positive health effects. Becoming physically active does not have to be expensive. It’s an investment in time for the most part and a change in lifestyle. If you need someone to keep you on track, work out with a friend. An accountability partner is a great way to keep you motivated on those days when you’re struggling.

Our bodies were designed to move and it’s an absolute necessity for health in our world of technology and motorized transportation. It you have a sedentary occupation or lifestyle, choose to exercise. The key is finding something you enjoy doing so that it will become a part of your routine. Even if you’ve never exercised a day in your life, it’s not too late. You can still reduce your risk for disease, enter deeper sleep, and think more clearly if you start being active now!

We want to hear from you! Don’t forget to submit your personal wellness journey or what you are doing as an organization to integrate healthy behaviors into your workplace to Barbara Gilbert at barabaraawrf@att.net.

Monica Reed, M.D. is the CEO of Celebration Health, a ground-breaking hospital built with the Walt Disney Company and Florida Hospital – the largest admitting hospital in America. She is also the author of the book, The Creation Health Breakthrough. You can learn more about her and her book at FloridaHospitalPublishing.com or you can find the book on Amazon.com or wherever you buy books.
Cleveland, OH – April 5, 2013 – Jergens, Inc. has just released the 2013 edition of its Master Product catalog. This comprehensive 516 page catalog includes in-depth product descriptions, design features & benefits, performance details, application and operating information, dimensional drawings and detailed sizing information for all Jergens products from the company’s three distinct business units that include…

Workholding Solutions which includes great brands such as the Ball Lock® Mounting System; Fixture-Pro® 5-Axis Workholding; ZPS Zero Point™ Clamping System. In addition, Production Vises; 5-Axis Top Tooling Solutions; Hydraulic Clamping products and numerous Workholding and Locating components.

Specialty Fasteners feature our high quality Kwik Lok® Quick Release Pins, Spring Plungers, Toggle Clamps, Threaded Inserts and various Handwheels, Handles and Knobs.

Lifting Solutions contains Hoist Rings and Accessory products are especially suited for Rigging and Lifting requirements for all industries. The Shackle-lok™ hoist ring is a new lifting device that utilizes a removable shackle with all the strength of a Jergens Hoist Ring.

Building on its reputation of uncompromising quality standards, Jergens, Inc. is committed to helping customers achieve leaner, more profitable manufacturing…and in support of that goal, the company continues to add products and engineered solutions to offer machine tool operators a completely integrated approach to “Manufacturing Efficiency.”

To request a copy of the new 2013 edition of Jergens Master Product Catalog contact Jergens, Inc. at 15700 S. Waterloo Road, Cleveland, OH 44110-3898 Phone: 877-486-1454 Fax: 216-481-6193  E-mail: info@jergensinc.com

Jergens, Inc. Introduces New Standard Duty Detent Pin Product Line

Cleveland, OH – April 5, 2013 – Jergens, Inc. has recently introduced a line of Standard Duty Detent Pins that further expands the company’s growing line of Quick-Release Detent Pins for a multitude of holding and removal applications.

Jergens new Standard Duty Detent Pins provide fast, easy, alignment for use in a wide range of operating environments…from general machining and industrial uses, to service in heavy duty work truck applications.

A new line of economical General Purpose Lanyards will also be made available to compliment the Standard Duty Detent Pins.

Design and performance features of Jergens new Standard Duty Detent Pins include…

- Body (shank) is CRES 303 stainless steel with CRES 316 stainless steel spring and detent ballPins are activated by either a push or pull motion
- Includes a stainless steel split ring for attaching optional General Purpose Lanyard
- Available in all popular grip lengths and pin diameters from 3/16” (4.765mm) to 1” (25.4mm)
- Optional materials, grip lengths and pin diameters are available

General Purpose Lanyards feature…

- Standard loop with tab in lengths of 6” (152.4mm) or 12” (304.8mm)
- 300 Series stainless steel cable, 1/16” (1.59mm), with clear nylon jacket, 1/8” (3.18mm)
- Other cable diameters and special configuration styles are available by special order

Jergens Inc. also offers a complete line of Kwik-Lok®, Quick-Release Positive Engagement Pins with high holding strength for a broad range of applications requiring frequent, repetitive use.

For more information on Jergens new Standard Duty Detent Pins contact the company at Jergens, Inc. at 15700 S. Waterloo Road, Cleveland, OH 44110-3898. Phone: 877-486-1454; Fax: 216-481-6193. E-mail: info@jergensinc.com www.jergensinc.com

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Griphoist provides various accessories to go with our original equipment to perform at their best. Maxillex wire rope is an integral component of every hoist and winch supplied by Tractel® (except our chain hoists, of course). Using Maxillex 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.


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3rd Edition & The Riggers Calculator are Now Available!

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- Heavy Lift Instruction for Shackles/Hooks
- Swivel Eyebolt & Swivel Shackle Added
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Loos & Co. Updates Reel Design for a new look

In the coming weeks, Loos & Company customers can expect to see cable products arriving on reels with a new design. After a long and storied history shipping aircraft cable and wire rope on solid red flanged reels, the company has decided to make an update.

Starting in mid-June, Loos & Company reels will have a brand new look to them, moving from the familiar fully painted red flange to one comprised of two horizontal red stripes.

“We’re excited about this change,” says Sales & Marketing Manager Robert Davis. “Our old reels were always very recognizable, and our new design should be no different. These reels have a fresh new look that will be instantly visible in our customers’ warehouses.” Join us in celebrating our fresh new look. Visit www.loosco.com/newlook or contact a Product Manager for a complete overview of the design changes.

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. Strainsense will also Evaluate, Repair, and Test other manufacturer load cells, Reducing the cost and down time of buying a new load cell.

DESIGNED AND MANUFACTURED BY:
STRAINSENSE ENTERPRISES, INC.
1080 Long Run Road • McKeesport, PA 15132 USA
PH: (412) 751-3055 • (724) 327-1285 • FAX: (412) 751-4056
WEBSITE: strainsense.com
After a Navy Minesweeper ran aground on a reef off the coast of the Philippines in mid-January, The Ulven Companies rapidly and successfully provided the Navy with the necessary riggings to remove the ship safely and quickly over the next month.

During the initial phase of the removal operation, some of the massive rigging shackles from the USNS SAFEGUARD needed to be replaced. Ulven Forging was immediately called in to provide the replacements. Ulven's crack Engineering and production crew, led by Gary Renner, immediately swung into action, forming the necessary shackles while determining the fastest shipping method to get the heavy riggings to the Philippines port location. Employees at Ulven worked around the clock to get the job completed and shipped to the Navy to meet their critical mission. Because of the streamlined design and production facilities at Ulven, the shackles arrived at the port four days ahead of schedule. Reducing the days the salvage ships remained in port was critical because it minimized damage to the endangered reef, which is a United Nations World Heritage Site.

Mike Parnell of Industrial Training International said, “It just reinforces what I tell folks all the time about the professionalism and desire to serve that is always at the forefront of Ulven and the highly qualified team that upholds such a sterling reputation.”

Port Engineer of the USNS SAFEGUARD, Terry Johnson, was so impressed with the timely response and cooperation of the Ulven group that he decided to formally recognizing the Ulven employees with a one-of-a-kind commemorative plaque trimmed with actual pieces of the USS Guardian.

Johnson was overwhelmed with gratitude to Ulven when he said, “My sincerest thanks to all the individuals that were a part of getting this done. USNS SAFEGUARD will now be able to carry out her next mission. The professionalism and dedication of your employees truly gives us hope for our nation as a whole. I am honored and humbled at the response we received for this need!”
No drama. Just the swage fittings and custom fabricated wire rope assemblies you need to grow your business. For over 40 years industry leaders have trusted their reputation to ours. We engineer, design, test and manufacture in our own state-of-the-art facility. On spec and on time, all of the time. Let's talk.
After you’ve had the pleasure of defending your homemade warnings, you’ll wish that you had purchased and used the scientifically developed warnings of the WSTDA. Visit www.wstda.com for details of sling and tie down warning tags and product safety bulletins for web, roundsling and tie down products.

Available in English, Spanish and French versions.

Profit Improvement Report
Continued from page 13

On the positive side, a higher fill rate is one of the few services enhancements that automatically generates higher sales volume. Every lost sale, whether caused by being out of stock or anything else, is a pure loss of volume. Eliminating lost sales reverses the economics of the third column in Exhibit 1.

Service Elimination—While it is heresy to suggest, but there may be some services that everybody in the firm thinks are wonderful, but customers find to be without benefit. This is often a surprisingly fertile field for profit enhancement.

In service elimination a reasonable motto would be to “copy the banks, not the airlines.” Banks no longer return checks with the monthly statement. Most customers find having less to throw away to be an actual benefit. ATM machines have largely, but not completely, replaced tellers. Self-service means better service for the preponderance of customers.

Airlines, in sharp contrast, have started charging extra for meals, blankets, checked bags and just about everything else. Customers go along with the add-on charges because they have to. Even if fares are lower, there is a continual bitterness about the service reductions.

The best way to determine if a service elimination decision is a bank action or an airline action is to ask customers. Often the feedback is enlightening. When the firm discovers it has been able to brilliantly providing a service that nobody really cares about, it is an eye-opener.

Moving Forward
All distributors sell products. The best ones also provide an array of services that customers value. The challenge is to identify exactly which services are truly important to customers and which ones are not.

The valued services must be provided with absolute precision. The ones that are non-essential should be bid adieu.

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. It includes Excel templates for understanding the profit structure of the firm and developing meaningful financial plans. ©2013 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.

A Managerial Sidebar:
So What Do Customers Really Want?
Surveys on what customers expect from distributors have been conducted periodically for more than twenty years. They have been duplicated in almost every line of trade imaginable. They all produce the same result.

What customers really want is for distributors to provide services that make their lives easier. In order of importance, those services are:

- High Fill Rate (Service Level)
- Wide Assortment of Products
- Fast Delivery
- Accuracy in Order Filling
- Competitive Prices

The ability to provide great service on the first four items dramatically reduces the reliance of the firm on pricing. However, if the firm offers nothing but parity on those first four items, price becomes the overriding competitive issue.
Press Release

INTERCON ENTERPRISES INC.
1125 Fir Avenue • Blaine, WA 98230
Tel: 800 665 6655 • Fax: 604 946 5340
sales@intercononline.com • www.intercononline.com

The TBL Series Plate Clamp from the TIGRIP Material Handling Grabs Line is unique in the plate steel handling industry when it comes to an emphasis on safety. The 1.0 Ton to 3.0 Ton Models have a Safety Lever - Locks open: easy to set over edge of plate material with no “jamming” or teeth chipping, which is possible with spring loaded cams. Locks Closed: stops the clamp from “walking” at edge of plate during a horizontal to vertical lift at top/dead center. A large squared gripping pad provides 200% to 300% more contact area versus other clamps “buttons”, and a non-welded (bolted) multi-laminated plate body provides additional safety benefits and has the potential to expose abuse – permitting corrections for safe usage.

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Cushion-Pac® 8, 8RL and 18

Cushion-Pac® 8  Cushion-Pac® 8RL  Cushion-Pac® 18

Raises performance · Lowers operating costs · Lift after lift!

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Summer 2013  77  Slingmakers
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I Bite, But I Won’t Chew!

Non Marring Lifting Clamps From Renfroe

When you need to lift or move products with smooth surfaces composed of stainless steel, copper, aluminum or other polished metals, you cannot afford to use a clamp that chews into that finished surface. J.C. Renfroe has created the first line of non marring clamps that grip but does not damage metal surfaces. Ask for the Renfroe models - NM, NMA, NMBC, NMBL and NMRSC. They are supplied with stainless steel gripping surfaces and are available in steel or bronze upon request.

Once you have tried a Renfroe non marring clamp, you’ll love that puppy!

Call 1-880-874-8454 for the name of your nearest distributor