TIME TESTED

For 100 years plus, Crosby has been the market leader for innovation, selection, quality and value.

DEMAND CROSBY
On a Presidential Note...

Trying Something Different

I have been on the AWRF Board for six years and during that time I have heard repeatedly, from many people, that AWRF needs to try something different; shake it up a little bit, breathe a bit of fresh air into what has become routine. However, no one has been able to articulate exactly what that change should be. In an effort to meet some of these requests for change, the AWRF Board has decided to try something a little different for the October 18th-21st AWRF Fall meeting in Brooklyn, New York.

The general format will be the same, with lectures on Monday and Tuesday morning. However, there will be a subtle change in the presentation topics on Tuesday. The last three presenters will cover topics that will appeal to all of our members. They will be talking about Risk Analysis and Risk Management, Accelerating Team Performance and Customer Service. I hope you will attend the session on Tuesday to hear about how your company can benefit from these tested methods and receive take away materials to help you implement these systems.

On Wednesday two tours will be offered instead of golf. Tour option #1 is a historic tour of Ellis Island, with a boat view of the Statue of Liberty and a delicious Italian lunch at Zero Otto Nove. Tour option #2 is a group walk across the Brooklyn Bridge with a tour of lower Manhattan; exploring Battery Park, Irish five Points, China Town and Little Italy. Stopping at Katz’ Deli for a bite to eat; yes, it’s where Harry Met Sally; trust me, you'll want what she’s having.

Of course there are some of you who will say, “Well, I like the meetings just fine the way they are”. Don’t worry, as I said the changes are subtle and golf will be returning at the Spring (PIE) meeting in New Orleans. We will also still be offering presentations on industry specific topics on Monday and Tuesday morning; Edge Protection, Tort Reform, The Brooklyn Bridge, OIPEEC update, A New Hoist RP&G and Wire Rope Lubrication. Go to www.awrf.org/event/2015-awrf-fall-general-meeting for more information on the presentations, speakers, tours and much more.

Hope to see you in Brooklyn, New York and on a Wednesday Tour!
In these times of increasingly fast-paced globalization great benefits come from having an international perspective. This is definitely the case with the Chicago company, All Material Handling, Inc.

Peter Brettner has been in the rigging industry for 25 years since 1989. Earlier in his career, Brettner managed the U.S. Distribution of an Austrian chain company, for 12 years. In this capacity he had a lot of exposure to the rigging community. After his success in growing this North America business he was recruited back to Europe for a corporate management position. This lasted for a year until he and his wife decided that their life in the US was more important than his position. So, Peter came back to the United States.

“At that point in 2003, I decided to start up my own company” explains Brettner. “We went with a company name that actually had some meaning rather than ‘i.e. Brettner, Incorporated’. When we went to register the domain name under Material Handling, Inc. a note back was received telling us it would cost a lot of money to purchase that URL name. We tried our current name, just adding the word ‘All’ and that one was free. Having a name beginning with ‘A’ has an added advantage of sorting to the top of alphabetical lists and directories.”

In structuring the company, three more shareholders were partnered. One is a very experienced product manager in the area of hoists. Tommy Gagnet came from a large US hoist manufacturing firm, where he managed hoist related technical departments or product marketing since 1974. “Tommy brings 40 years of experience and ‘know-how’ to the company,” adds Brettner. “When it comes to determining the right products for clients, he is the go too guy.

“Another topnotch individual here at AMH – one with 30 years of experience – is Gerhard Berger. Berger has an extensive knowledge of the rigging industry as well as Asian and European manufacturers catering to the rigging industry. He has large distribution clients in Europe as well.

“Gerhard finds the ideal source for us in such places as Europe, China, Taiwan, Korea, or Japan. In addition, he assists European manufacturers with selling their products into Asia. “It is very important for our business to find the right sources. Sourcing is our primary know-how. For any sourcing overseas it is crucial that we have boots on the ground, so to speak”. Gerhard is key to advising where to find the best factory to manufacture our product.”

The firm’s vice president, Harald Gogg, brings 20 years of material handling experience. Reporting to Harald at the Chicago office are; Purchasing, Accounting, Shipping and Administration. Peter Brettner’s wife Iwona, CFO of 12 years, is the fourth shareholder in the company. Iwona came to the US from Poland with her financial skills in 1988 meeting Peter shortly after he arrived in 1989.

There are more differences than one would expect between Europe and the United States and one must never ignore them, according to Bettner. A good example may be the well-publicized difficulties experienced with the Chrysler – Daimler merger. Most of the differences are of a cultural nature and some due to Europe being more regulated. More relevant are the cultural differences in the way people interact which is experienced in doing business internationally.

“What we do best here at All Materials Handling is to source products in Europe and Asia, where cultures are much more challenging. These cultural differences can
never be overlooked when importing offshore manufactured product into North America. Rigging shops, Industrial distribution partners and their customers expect Americanized products that can equal the best domestic in their presentation and quality."

All AMH products are manufactured and specified to be of the latest style, design and technology. New products and options are always being considered. Of late, a new line of universal plate lifting clamps are through their field test and scheduled to be available later this year.

AMH goes to market in two different ways. They store products at 3 USA warehouses and typically ship orders the same day they are received. Warehouses are located in the United States in such a way that products ordered may reach every customer in the continental US within two days.

The other method is with factory direct shipments. Stock orders are taken from customers and shipped directly from the factory. This direct routing of product bypasses our need to inventory in our warehouses. The related savings are passed on to our customers. There is a minimum order requirement per product group to qualify for the savings. A product group typically consist of products that are produced in each factory.

“We solicit factory direct customer orders each quarter at the same time we place orders for our AMH warehouses. The factory direct minimum purchase of each category is offset by our own demand for warehouse inventory. This keeps the minimum order dollar amount within reach of many that cannot justify full container load quantities.

“Our customers’ minimum factory direct order requirement may be one tenth of a full container, depending on the product group. Combining multiple customer factory direct orders with AMH warehouse stock replenishment orders assures the AMH factories produce sufficient quantity to sustain production at the best price.”

All Material Handling can economically combine and ship pre-packaged factory direct orders together in full container loads. When the containers arrive in the United States, they are unloaded and the pre-packaged orders are shipped directly to customers or to the AMH warehouse. It is then in turn economical to ship multiple orders into the country and directly to multiple customers without having to order a whole container load for each customer.

“This was one of my ideas that I came up with when I started my own business. My feeling is that it is a unique system,” according to Brettner. “Dealing with offshore companies is a challenge. You have to understand the culture and capability when dealing with people in different countries. You must also keep a constant presence to insure design details and quality are optimum for the North American workplace.

“With an American company you can expect consistency. When you deal offshore, uniformity is not necessarily a given. It is particularly important to have a presence at each manufacturing location to keep an eye on things. The spectrum of quality offshore is variable. Selecting capability along with a quality assurance program is the determining factor of success.

“You can get junk and you can get excellent quality product. As an example; the quality of materials from US and European producers is usually not less than 8 on a scale of 10. Offshore the scale of quality can begin at 3 on a scale of 10.” I cannot emphasize enough how important it is to have boots on the ground at all times when producing Offshore.”

After securing the best quality you cannot walk away. Assessments must be continually made both here and there to insure that that quality continues. Any change in management of a factory must also be monitored as it can have a huge impact. “There is excellent quality coming from Offshore,” adds Brettner. “The key is to find it and to stay on top of anything that might be happening in the organization that can potentially affect the product or quality.”

When you deal with lifting products, specifications and certifications are important. The proper certificates need to be in the box. In addition every factory test certificate, for any one of our Lifting Equipment products, is accessible through a database on line. This test database is made available to our servicing distributors to input and maintain their own test certifications.

 AMH hoists are assembled with USA made load chain and re-tested here
Hoists are AMH primary product line

It may also be available to AMH sales and distributors for retrieval of certifications by serial number. Future plans are for sales and servicing distributors to recommend access by end users and inspection agencies; Handheld devices including apps for smart phones are planned to aid with field verifications.

Not necessarily a unique feature for business, but one that makes a real difference is attitude and follow-through when it comes to customer service.

AMH keeps customers satisfied in many ways. Top among these is there ability to ship items usually the first day an order is received. When a customer calls they will be speaking to a well trained human being that understands both the industry and the product. With some competitors, this might not always be the case. A customer may end up in the voice mailbox or the person on the other end may not have the training or resources to respond. This may be especially true if the conversation goes into how the product is applied in the workplace. AMH advertise that they can have a good, meaningful conversation with their customers as well as excellent personal relations.
The Name Explains it...

TERRIER
LIFTING CLAMPS

- Free Shipping with Faster Delivery Time
- 5 Year Warranty
- Tested at 2X its Safety Work Load (SWL)
- Lighter more streamline design for easier handling
- Easy to Maintain
- Highest quality “Exotic” steel
- Meet all ASME B30.20-2010 standards

Terrier Lifting Clamps, Inc
Louisville, Kentucky
502.742.3595 • FAX 502.742.3791
sales@pewagchain.com
terrierclamps.com • pewagchain.com
All Materials Handling does not have huge brand recognition, but is very nimble in addition to being good in sourcing and logistics. In a nutshell, they have good products at very competitive prices that are backed by good service. AMH may not yet be the most well-known name out there but time can only improve their recognition.

“An interesting side effect developed in the course of the 2008 recession,” explains Brettner. “Construction, maintenance and related businesses serviced were all severely affected. The value AMH offer in combination of quality products at a very competitive price was greatly appreciated when customers needed to maintain operations with limited resources. In those days, the big brand name was less relevant compared to value. The side effect was that AMH got a lot of attention from new customers and grew their sales during that time. When customers look for improved margins or to extending their operating budget then that’s where AMH comes into play.”

Brettner would like to point out their new updated web-site at: www.allmaterialhandling.com. AMH, All Material Handling Inc., is a privately-owned and operated provider of quality material handling equipment and accessories to service applications in Construction, Industrial Supply, Maintenance, Marine, Military, Mining, Petrochemical, Railroad, Rental, Ship Building and utilities, etc., through a distribution network across America. They continue to sell to North American distribution companies, primarily rigging shops, the traditional way, through a warehouse setup.

International Capabilities but a good fit Regionally and Locally

AMH owners have more than 100 years of combined experience in manufacturing, engineering and marketing of lifting equipment. AMH distributors are found throughout North America and are supported by their main office located in Chicago, Illinois and service and distribution centers located in such excellent regional locations as Des Moines, Houston and Monroe, Georgia. AMH encourages frequent inspections and preventive maintenance programs for lifting equipment. Distributors and service centers assist in sustaining products and provide requested test documentation to comply with ASME B30 and OSHA.

They pride themselves in providing unequaled service to our customers. Quality, Support, and Quick order fulfillment remain highest priorities. They provide distributors and customers with a well-stocked, quick responding network of Service Centers and Warehouses.

Availability of complete units and parts is insured through all AMH North American Warehouses and Service Center facilities in Houston TX, Des Moines IA, and Monroe, GA. Supply networks allow shipments from multiple locations, to insure customer demands are met promptly, they have a continuous flow of products to these facilities that can be redirected while in process or in route to satisfy urgent and exceptional requirements. Authorized repair service is available from many distributors and backed by AMH North American Service Centers.

AMH’s Mission

To support distributors with personal service, high quality, competitive pricing, and provide quicker delivery times than anyone else in the industry. All Material Handling (AMH) is an American based one-stop-shop company for hoist, rigging hardware, and synthetic sling needs.

With hoist capacities ranging from ¼-ton to 30-ton, and multiple warehouse locations in the continental U.S. (IA, TX and GA) they are able to cover most every need a customer might have. AMH is able to convert from order placement to front door delivery within two days. Providing not only quality to their customers, but an important time saving advantage.

As time is of the essence, so is the continuous development of the product and its accessories.

AMH sees the trend of increasing demand for self-locking hooks in wire-rope and chain-sling applications. Therefore, All Material Handling has introduced a new Self-Locking Hook option for lever hoists and hand chain hoists.
In today’s business climate, the importance of reliable, verifiable load testing cannot be overstated. When your lift weighs hundreds or thousands of tons and is worth millions of dollars, you need rigging you can depend on—rigging that you know will lift the load and lift it safely.

Each Yarbrough Cable location is equipped with load test machines calibrated in accordance with ASTM E4 standards—with load accuracy of + / – 1% up to 3,000,000 lbs—and traceable to the National Institute of Standards and Technology (NIST).

The computer-controlled, load test machine at Yarbrough Memphis has a 1500 ton capacity up to 200 feet of length and a 500 ton capacity beyond 200 feet up to a maximum length of 450 feet. As seen in the photos here, the open body design of the machine facilitates rapid connect and disconnect of assemblies to be tested and provides easy access for testing tools and equipment... ensuring quick turnaround for customer tests. Smaller test machines of 175 tons and 36 tons are also available at our Memphis location. Branch locations in Little Rock, AR; Muscle Shoals, AL; and Pascagoula, MS have test machines of 100 metric tonnes capacity.

Yarbrough can perform load testing of wire rope, chain, synthetic slings, hoists, rigging hardware, spreader beams, hooks, shackles, custom fabrications, and related components, as well as pre-stretching of wire rope. Yarbrough also provides on-site rigging inspection and on-site load testing to 100,000 lbs., using E4 calibrated, portable load cells.

Our four full-service rigging shops in the Mid-South are ready to serve your testing needs. Contact a Yarbrough rigging professional today to discuss testing for your next project.

Study it forever and you’ll always wonder...test it once and you’ll know.
Van Beest B.V. is manufacturer and supplier of wire rope- and chain accessories with branches in The Netherlands, Germany, France and The USA.

We offer reliable and fast deliveries in North America directly from our warehouse in Houston, Texas.

Van Beest USA has the largest stock of quality lifting equipment in the area.

Van Beest your reliable partner

STOCK IN THE USA

sales.us@vanbeest.com  www.vanbeest.com  Member of Van Beest International
Rigging Courses
Our tailored courses meet the training needs of all experience levels: beginner, intermediate, advanced and NCCCO prep training for Certified Rigger I & II. Hands on training is available for all rigging courses.

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.

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.

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.

Periodic Manual Hoist Inspection
This three hour course of intense study covering periodic inspection criteria and techniques for manual lever and hand chain operated chain hoists as described in ASME B30.16, B30.21, OSHA, HMI and manufacturer standards. This course is divided equally between classroom and hands on activities.

“Making Worksites Safer, One Rigger at a Time”
6000 Industrial Heights Dr. • Knoxville, TN 37909 Phone: (888) • 416 • 1965 Fax: (865) • 584 • 9119
Government Overregulation

AWRF members want a safe, secure and clean environment but the Obama Administration has gone beyond all reason in attempting to regulate private sector businesses, creating oppressive industry expenses and higher consumer costs.

Regulatory Accountability

The lobbying efforts of the AWRF Government Affairs Committee (GAC) have been instrumental in promoting the adoption of the Regulatory Accountability Act of 2015, which passed the House of Representatives earlier this year by a vote of 250 to 175. The bill has now been introduced in the Senate with bipartisan support. If passed by the Senate, S.2006 would modernize the Administrative Procedure Act's rulemaking process, which has remained unchanged for 70 years. Far too often government agencies adopt regulations without cost benefit analysis, risk assessment or real scientific evidence. S.2006 would increase public participation in the rulemaking process, require cost analysis, provide transparency and accountability and call for on-the-record administrative hearings.

Sue and Settle

Another way the federal government circumvents accountability is by participation in secret agreements with environmental groups and capitulation to their whims, which are then reduced to judgment in uncontested lawsuits. Suddenly there is a new judicially made regulation without the nuisance of transparency, due process or input from the public and affected industries. Notwithstanding the current administration's political pressures, the U.S. Supreme Court demonstrated its courage and independence in the recent case of Michigan vs. EPA. Here several industry groups challenged a 2012 EPA rule relating to mercury emissions, which was a pretext to shutting down most coal-fired power plants. The staggering effect of the rule’s application could cost industry and electricity consumers $9.6 billion, while yielding benefits 1,600 to 2,400 times smaller. Although the EPA maintained it had no obligation to consider costs, the Court ruled to the contrary, stating that failing to consider costs violates the Clean Air Act as well as the general requirement that executive agencies engaged in “reasoned decision making.”

Permit Streaming

In further pursuit of regulatory relief, your GAC joined 302 other groups in signing on to a letter to the Senate Homeland Security, and Governmental Affairs Committee in support of S.280, the Federal Permitting Improvement Act of 2015. The Committee approved the bill by a vote of 12 to 1, demonstrating clear bipartisan support. This critical piece of legislation would provide a streamlined process for developers to obtain environmental permits for projects in a timely and efficient manner, allowing jobs to be created and the economy to grow. Because of a dysfunctional permitting process, 351 energy projects in 2010 were stonewalled, representing a total economic value loss of over $1 trillion and along with 1.9 million prospective jobs.

Carbon Emission Scare

The Obama Administration unveiled its Clean Power Plan on August 3, 2015. The Plan requires states to reduce carbon emissions by 32% (from 2005 levels) by calendar year 2030. This cut is 9% steeper than the 2014 EPA Plan. The consequences would be the obvious damage to economic growth, consumer price hikes, and the loss of U.S. competitiveness in the world markets. All of this has been done without a vote in Congress or even a debate.

In the case of Moss v. EPA, the Supreme Court gave the authority to the EPA to regulate carbon emissions, but the Court stated that when an agency attempts to affect a large sector of the economy, Congress must speak. So, what can be done? Until the Courts have a chance to overturn or remand the Plan for modification, any state can refuse to participate because under the Clean Air Act, states have no obligation to prepare compliance plans. Apart from the extreme cost burden of the Plan to consumers, the Administration is endangering U.S. power systems by creating overwhelming strains on the grid system prompting the consequential brown-outs and security breaches. This needless Obama panic attack, has been countered by many studies including a recent Cato Institute finding that even if the U.S.A. had zero carbon emissions henceforth and forever, by the end of the 21st century, worldwide temperatures would increase by a mere .10 degree Celsius.

By tempering environmental rules with reason and measured economic analysis, we can have a clean, safe and secure habitat. It is to that end that your Government Affairs Committee will continue to pursue the interests of AWRF members in that strange land called Washington D.C.
Colonel Sinn’s Dream

During the spectacular celebration marking the opening of the Brooklyn Bridge on Thursday May 24, 1883, a huge parade from Manhattan to Brooklyn was followed by an outdoor ceremony near the Brooklyn approach. The Brooklyn Eagle newspaper used the headline “Glorification” to describe the event. Among the many homes and business establishments festooned with bunting and other decorations was the famous Park Theatre on Fulton St. operated by Col. William Sinn and his son Walter. At that time it was the premier entertainment location in the city.

According to the Eagle there was a huge painting displayed at the front of the theatre, divided into four large panels topped by the words “Married – United by Wire – Brooklyn To New York.” Each panel provided a depiction of Brooklyn in four different years; 1774, 1814, 1873, “and the last as Brooklyn appears in Colonel Sinn’s dream in 1983 when twelve bridges are to span the river”. The painting is long gone, of course, but it would be interesting to see the locations of the 12 bridges as he dreamed them.

The Colonel wasn’t far off the mark. Today there are three bridges and seven tunnels connecting Brooklyn with Manhattan plus other bridges and tunnels crossing the East River connected to Queens. All are owned, operated, and maintained by the New York City Department of Transportation, one of the largest and most complex urban transportation networks in the world. Perhaps Sinn, if he were alive, would be pleased to learn the Brooklyn Bridge, although converted to an icon, is remarkably active. It is the third busiest bridge in the city – as of 2015 more than 120,000 vehicles, 4000 pedestrians, and 3100 bicycles are crossing this bridge every day.

Recording the Names

The primary orator who spoke in Brooklyn at the grand opening ceremony was a congressman named Abram Hewitt. He was closely connected with the Roebling family because he and his best friend Edward Cooper had established the Trenton Iron Works in 1847. John’s son Washington A. Roebling is the engineer who re-designed the Brooklyn Bridge after his father died in 1869. Hewitt knew both father and son personally. When he mentioned John Roebling (JAR) in his speech he said he had “conceived the project and formulated the plan”. As for Washington Roebling (WAR), Hewitt said he had “more than his father’s knowledge and skill” and had “directed the execution of this great work from its inception to its completion.”

Hewitt next added: “Let us then record the names of the engineers and foremen who have thus made humanity itself their debtor for a successful achievement, not the result of accident or of chance, but the fruit of design, and of the consecration of all personal interest to the public weal”. Starting his list with JAR and WAR, he named eleven other men, adding a catch-all for the “unnamed men…by whose unflinching courage…the work was carried on…because their names will never be known…” The names he pronounced were: the two Roeblings, Martin, Collingwood, Paine, McNulty, Hildenbrand, Probasco, Farrington, Young, Supple, Vanderbosch, and Abbott.

One of the most regrettable aspects of this tale is a dismal reality; when Hewitt had finished his speech, some of those thirteen men faded almost completely from the radar screen. Charles Young, for example, never has been researched by anyone. We have no idea what work he did, or where he was from.

A brief glimpse into the career of Arthur V. Abbott has been sketched by the Brooklyn Historical Society. He was graduated from the Polytechnic Institute of Brooklyn in 1875 with a civil engineering degree. Afterward, he was listed as a professor at the school which since has been absorbed by NYU. Serving as a foreman, he was placed in charge of testing materials for the bridge. When the American Society of Civil Engineers met at Manhattan in 1884, Abbott gave a demo of the Fairbanks test machines he used.

As for William Vanderbosch we know he was a skilled draftsman who made some of the engineering drawings for the bridge – his signature appears on surviving plans. In 1936, a junk shop in Yonkers NY turned up a few original drawings for the bridge. It was said they came from the attic of an old house.
in Peekskill NY where Vanderbosch once resided. How they got there, and whether or not they were genuine, wasn’t clear at the time. Where he acquired his skills remains unknown.

Harry M. Supple was a young rigger foreman from St Johns, Newfoundland. He achieved more than fifteen minutes of fame in August 1876 when the second carrier rope was moved across between the anchorages. It was lashed to the first carrier. Once it was in place they had to cut the lashings. After doing some of the cutting himself, he had to shinny out the rope into 1600 feet of open space between the towers to rescue two of his riggers who had managed to get stuck there. At age 26, Harry was killed on the job June 15, 1878 when a wire rope jumped a sheave, broke, and knocked him off the New York anchorage. He fell seven stories and died a few hours later in a hospital.

The names of JAR, WAR, and WAR’s gifted wife Emily are now perpetuated in popular literature. Mainly this is due to advertising activities of the fabulously successful John A Roebling Sons Corp. at Trenton. Everyone seems to forget JAR died before the project even began. Because JAR had no previous experience with the compressed air used during excavations of the tower foundations under the East River, he sent WAR to Europe to learn how it was done. Another overlooked fact is that WAR was permanently injured while the tower excavations were underway. He wasn’t present when the bridge itself was being built. All the day-to-day construction problems were handled by his staff.

The men who built the bridge deserve more credit than they get. Here are their stories:

Wilhelm Hildenbrand
Born 1845 in Karlsruhe, Germany; died 1908 in New York City

While WAR was in Europe, two German engineers had been hired by his father during his absence. He wrote: “I returned from Europe in March, 1868, and found to my surprise a large amount of preliminary work done on the Brooklyn Bridge. My father had engaged two young German engineers, Hildenbrand and Greifenberg, to help him. Hildenbrand was a valuable man and afterwards was of great assistance to me… In June and July came a lull…Hildenbrand and Greifenberg were discharged. The former got a position on the construction of the Grand Central Depot, returning to me a year and a half later. Greifenberg took a permanent position in the Department of Parks in New York City.”

In 1870, when WAR rehired Hildenbrand, he assigned to him the task of making all “scientific investigations and mathematical calculations necessary for the structure”. In the process he became an expert with the Roebling technique for fabricating large diameter main cables. He published a detailed treatise on that subject in 1877, even before the cables were finished. The steel superstructure was “designed, inspected, and erected” under his supervision. He had a lot of artistic ability. He made the architectural drawings for the approaches, two unique structures JAR hadn’t even thought about.

After the Brooklyn Bridge was complete, he opened an engineering office in New York City, launching a prolific independent career. Among his many achievements was designing and building the cog railway to the top of Pike’s Peak. In 1895 he was chosen to do the complete replacement of the Covington & Cincinnati Bridge over the Ohio River (ironically it is called the “John A. Roebling Bridge” today) after which he built another suspension bridge in Mapimi, Mexico. In 1900 he was rehired by the Roebling’s Sons Co. to design and fabricate the main cables for the Williamsburg Bridge. During the last four years of his life and career he was a consulting engineer for Westinghouse specializing in the electrification of railroad lines.

Charles C. Martin
Born 1831 near Springfield PA, died 1903 in Far Rockaway NY

Like WAR, C. C. Martin was a graduate of Rensselaer. Although he grew up on a farm and was a self-taught surveyor, he had assimilated civil engineering with ease. He remained at Troy NY as a teacher for one year. He was on the staff of the institute at the time WAR was graduated in 1857. As one of the first engineers added to the payroll, he was completely familiar with all the details from start to finish. WAR wrote: “Martin, who … became my principal assistant engineer, had for 10 years been engineer of the new Prospect Park in Brooklyn, of which Mr. Stranahan, one of our stockholders, was the principal promoter. Martin was a highly valued protégé of Stranahan’s. He left the Park much against his will.”

When WAR became ill, Martin took full charge of employment, purchasing, and auditing. He had worked with compressed air during a prior bridge job in Savannah. As a manager, he was extremely proud of the ability and integrity of his fellow engineers. He “rejoiced in the fact that no change was ever made in the engineers corps and that not a symptom of jealousy or envy was ever perceptible among the assistant engineers during the long sickness and consequent absence of Chief Engineer Roebling”. Despite this claim, David McCullough reports there was some sort of falling out between Martin and Farrington, as a result of which Farrington resigned in 1882 and went back to his hometown to recuperate.

When the bridge was finished, Martin was the logical choice to become the Chief Engineer and Superintendent for the New York and Brooklyn Bridge Company, the firm which built and operated the crossing. He continued in that role even after the merger of Brooklyn and Manhattan into Greater New York in 1898. His position was abolished in 1902 when he was appointed Consulting Engineer to the Department of Bridges.

William Paine
Born 1828 Chester NH, died 1890 Cleveland OH

He was the oldest member of the staff and was the first member of the engineers team to die, so he wasn’t around to see some of the achievements of the others. The official report credited Paine as the builder of the superstructure but his primary task was to design and install the cablecar system...
• Y-Link, the original angular contact ball bearing swivel
• 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.

High Quality Lifting Products since 1935
www.millerproducts.net
800.733.7071
Ask for Miller Products by name

Miller Swivel Products

Largest, most comprehensive inventory for immediate shipment in North America
on the bridge, including the stations at either end. He had worked in Sheboygan WI as a surveyor. Like Probasco, he made a brief venture seeking wealth in the California goldfields. He served in the Union Army as a topographical engineer during the Civil War, then retired with a brevet rank of Colonel, as did WAR, which may have enhanced their relationship.

Paine relocated to Brooklyn before the War. After the fighting ended he worked briefly for the Flushing Railroad. In the Spring of 1877, when they were about to start cablemaking, WAR became aware railroad companies using his father's Niagara Gorge bridge had become agitated by several engineers who were worried about possible deterioration of the cables. WAR couldn't travel. As a substitute, Paine went there to examine the structure, accompanied by a younger engineer named L.L. Buck. They discovered the cables had been weakened by corrosion inside the anchorages. Paine returned to his work with the staff but Buck stayed behind to rebuild JAR's bridge.

During his development of the Brooklyn Bridge cablecar system Paine was awarded 14 patents for various items including an improved grip. When the bridge was completed he moved to Cleveland OH to install a cablecar system there. Unfortunately, this proved to be a losing battle at the time because all the horsecar lines at Cleveland were switching to electrification. Paine died before the transition had ended.

Samuel Probasco
Born 1833 in New York City, died 1910 in Burlington NJ

Sam Probasco had a fascinating life as a teenager. He left his home at age 15 and got on a ship bound for China. When the ship stopped at San Francisco, he got off and went to the gold mining camps. After a year, he walked home all the way across the USA and got a job with the waterworks in Brooklyn. He taught himself civil engineering while on the job. At age 25, he married a woman in Burlington NJ and began commuting from there into the city.

William Kingsley was the Brooklyn contractor who got the project rolling. WAR wrote: “Probasco, whom everybody liked, had been a favorite of Kingsley's for many years on his contracting work; they were intimate friends; as opposite in type and temperament as possible... Probasco's connection with the bridge was nominal at the beginning, because he left to build the Hempstead reservoir for Kingsley, a large and valued city contract. But he returned after the cables were completed, doing yeoman's service in suspending the superstructure and building the New York approach.”

On the day the bridge was dedicated, the official report gave credit to both Collingwood and Probasco for building the New York City approach. Following the consolidation of the cities, the mayor of Greater New York appointed him chief engineer of the Commission of Bridges for the Board of Public Improvements of the City of New York. He held that office for four years, during which he planned the Williamsburg Bridge and the Queensboro Bridge. He was responsible for the entire bridge system of New York City. All the while, he continued to be a commuter from New Jersey.

Francis Collingwood
Born 1834 in Elmira NY, died 1911 in Avon NJ

Although the official report gave dual credit to Collingwood and Probasco for building the New York City approach, later it was said the New York approach was “wholly designed” by Collingwood which is believable because he was a Rensselaer grad with a degree in civil engineering like WAR and Martin. After working on the bridge with WAR for fourteen years, he received another significant mission shortly after the grand opening. He was asked to go immediately to Pittsburgh to inspect the suspension bridge over the Allegheny River built there in 1861 by JAR and WAR.

Collingwood discovered the main cable wires at Pittsburgh were rusting out at a crucial location inside the anchorages - the same defect Paine found in 1877 at JAR's bridge over the Niagara Gorge. He received a contract to open all the anchorages and repair the damage. He did these repairs using innovative methods. His detailed report on the subject was presented to the American Society of Civil Engineers in 1884. Next, when it was copied in England, it was awarded the Telford Medal by the prestigious Institution of Civil Engineers.

He became very active with the American Society of Civil Engineers at New York City, serving as an officer of the society, and contributing over 100 technical papers on a wide array of engineering subjects. Among his many other achievements he designed the largest dry-dock in the USA at Newport News VA. He established the Collingwood Prize for ASCE’s younger engineers in 1894. After July 29, 1898 when the bottom chords of the Brooklyn Bridge buckled due to overloading by trolley cars, he wrote a detailed report to calm the public, proving there was no danger.

Continued on page 69
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

©2011 Apex Tool Group, LLC
Safety Winners 2014

Acme Rigging & Supply Co.
All-Way Wire Rope & Splicing
ALPS Wire Rope Corp.
American Rigging & Supply
Bishop Lifting Products
Cableco
Cable/Cisco
Coordinated Wire Rope & Rigging
Feeney, Inc.
Grignard Company LLC.
Holloway-Houston
Howard Supply
I & I Sling
JC Renfroe & Sons
Kennedy Wire Rope & Sling
Kentuckiana Wire Rope
Loos & Company - Naples
Mazzella Companies
Memphis Chain & Cables
Metro Wire Rope
Miller Lifting Products
Olsen Chain
Peck & Hale
Peerless Industrial Group
Phoenix Wire Rope
Rouster Wire Rope & Rigging
Safety Clamps
Samsel Supply Co.
Southwest Ocean Services
Southern Wire Corporation
Southwest Wire Rope
Superior LMS
Tri-State Wire Rope
US Rigging Supply
West Equipment

SILVER
Alliance Industries
F & M Mafco
Industrial Training Intl
International Cordage
LAMCO Slings & Rigging
Pacific Industrial Supply
Page Wire Rope
The Rigging Box
Safety Sling Co.

GOLD
Brown & Perkins
CECA
Dakota Riggers
John Sakash Co.
Kulkoni, Inc.
Laclede Chain
Marine & Industrial Supply
Mile High Rigging

PLATINUM
Bairstow Lifting Products
Cascade Rigging
Chant Engineering
Eriez Manufacturing Co.
Hercules SLR
Western Sling & Supply
Educating The Customer On The Importance Of Sling Inspections And OSHA Updates On Sling Use

We all know how important sling inspection is but the end user is not always vigilant enough, or is not familiar with the OSHA updated guidelines concerning inspection and/or removal criteria of slings.

In 2011, OSHA updated the standards regulating the use of slings at 1910.184 in General Industry, 1915.112, 1915.113 and 1915.118 in Shipyard Employment, and 1926.251 in the Construction Industry. To more align themselves with ASME/ANSI B30.9 they removed the outdated capacity tables and replaced them with the requirement that prohibits the user from loading slings in excess of the WLL stated on the permanently affixed ID markings. To be consistent with ASME/ANSI B30.9, the requirement also prohibits the use of slings that do not have permanently affixed ID markings. A false perception in the industry by both suppliers and the end users is thinking OSHA “Guidance on Safe Sling Use” does not allow for the replacement of sling tags once slings are removed from service due to missing or illegible sling identification. OSHA now states, "Any sling from which markings have become detached, must be taken out of service until new labels are obtained and affixed.” It further states, “If the sling is missing its identification markings, consistent with the latest ASME/ANSI B30.9 standard, employers must remove the sling from service until they reaffix the identification markings”. Under these requirements employers are required to replace tags that become detached or unreadable. B30.9-2.7.4 states that the replacement of sling identification shall be considered a repair, but additional proof testing is not required. Of course proof testing any inspected or retagged sling is a plus. Unfortunately not all users or employers are familiar with these requirements so we all need to continuously educate our customers on these requirements as well as sling inspection diligence and sling removal criteria for all types of slings.

Accomplishing this task can be done via on site sling inspection and onsite review with the customer of ALL OSHA and B30.9 Sling Removal Criteria for all types of slings. With proper training and equipment this type of inspection can be expanded to include all types of rigging products. If you are not able to perform inspections on site, an in house inspection program should still be established between you and the customer. Most users don’t have a trained or designated person assigned to the task of periodic inspections so any inspection services offered by the sling fabricators/manufacturers will help with promoting safe sling use as well as keeping the customer compliant with the OSHA and ASME sling use requirements.

Please note: In the 2011 update, OSHA added identical requirements for identification markings on natural and synthetic fiber rope slings, manila rope and manila rope slings, chain and chain slings.

To view the OSHA changes made in 2011 in its entirety or to download a copy, go to: http://www.osha.gov/FedReg_osha_pdf/FED20110608.pdf
<table>
<thead>
<tr>
<th>Title</th>
<th>Duration</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>25 Most Commonly Cited OSHA Violations</td>
<td>9 min</td>
<td>DVD</td>
</tr>
<tr>
<td>Accident Investigation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ANSI / MSDS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Back Injury Prevention</td>
<td>9 min</td>
<td>DVD</td>
</tr>
<tr>
<td>Compressed Gas Cyclinders</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Controlling Exposure to Bloodborne Pathogens (Mfg.)</td>
<td>17 min</td>
<td>DVD</td>
</tr>
<tr>
<td>Dealing with Drug &amp; Alcohol Abuse..For Employees</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dealing with Drug &amp; Alcohol Abuse..For Managers &amp; Supervisors</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Driving Safety</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Emergency Planning</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Eye Safety</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fall Protection</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fire Protection / Electrical Safety</td>
<td>9 min</td>
<td>DVD</td>
</tr>
<tr>
<td>First Aid</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fitness &amp; Wellness</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fit-Testing Respirators</td>
<td>12 min</td>
<td>DVD</td>
</tr>
<tr>
<td>Forklift Operator Training</td>
<td>16 min</td>
<td>DVD</td>
</tr>
<tr>
<td>Hand &amp; Power Tool Safety</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hand, Wrist &amp; Finger Safety</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hearing Conservation &amp; Safety</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Heat Stress</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Housekeeping in Manufacturing</td>
<td>10 min</td>
<td>DVD</td>
</tr>
<tr>
<td>Industrial Ergonomics</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Industrial Fire Prevention</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ladder Safety</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lock Out / Tag Out</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Machine Guarding Safety</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Office Safety</td>
<td></td>
<td></td>
</tr>
<tr>
<td>OSHA Log 300</td>
<td>13 min</td>
<td>DVD</td>
</tr>
<tr>
<td>OSHA Recordkeeping for Managers, Supervisors &amp; other Employees</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Personal Protective Equipment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Portable Grinders &amp; Abrasive Wheels</td>
<td>12 min</td>
<td>DVD</td>
</tr>
<tr>
<td>Pre-Trip Inspection for Light Trucks</td>
<td>13 min</td>
<td>DVD</td>
</tr>
<tr>
<td>Reporting for Work, Your Safety Responsibilities</td>
<td>10 min</td>
<td>DVD</td>
</tr>
<tr>
<td>Respirators &amp; How to Use Them</td>
<td>12 min</td>
<td>DVD</td>
</tr>
<tr>
<td>Safe Operation of Overhead Cranes</td>
<td>12 min</td>
<td>DVD</td>
</tr>
<tr>
<td>Safety Audits</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Safety Showers &amp; Eye Washes</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Slips, Trips &amp; Falls</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Supervisor’s Guide to Accident Investigation</td>
<td>12 min</td>
<td>DVD</td>
</tr>
<tr>
<td>Unsafe Acts; Human Behavior</td>
<td>11 min</td>
<td>DVD</td>
</tr>
<tr>
<td>Welding Safety</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Winter Driving</td>
<td>12 min</td>
<td>DVD</td>
</tr>
<tr>
<td>Workplace Stress</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
For high-quality crane hooks you can depend on for the toughest applications, turn to CM Heavy-Duty Crane Hooks. Relying on more than a century of manufacturing expertise, our crane hooks are designed to the most exacting quality, testing and material requirements to ensure we produce the best product on the market.

With capacities up to 1250 metric tons, our crane hooks are available in carbon, super alloy and extreme alloy materials and feature some of the industry’s shortest lead times!

800.888.0985
CMWORKS.COM
Florida Hospital’s Health Performance Strategies department is excited to be a member of AWRF in order to better serve your organization and employees with the education, support and expertise for adopting a culture of health.

In today’s world, Return on Investment is often a major factor in determining a company’s value. However, the health of its employees is just as vital to the success of a company. By improving the health of your employees, you improve the health of your company and the community.

The Health Performance Strategies department at Florida Hospital is focused on inspiring you to embrace a Value on Investment approach to the health and wellness of your employees and company. Value on Investment (VOI) is defined as “intangible assets that contribute heavily to an organizations performance. These intangible assets include knowledge, processes, the organizational structure and ability to collaborate.”

What would happen if you integrated a new health culture into your organization? Improving upon an existing health culture or starting from scratch can help you define the often overlooked and unexpected reasons of why processes and systems in your organization are not performing how you intended.

Intangible benefits of infusing a positive culture of health at your organization can include:

- Increased levels of engagement and productivity
- Reduced absenteeism due to sickness, stress and low morale
- Better insights by employees learning about their health, which can lead to action
- Learning from industry experts to help you reduce, limit or avoid chronic illness

Meet the Speakers

Jeremy Robinson, Director of Culture and Organizational Development

Jeremy Robinson is the Director of Culture and Organizational Development at Florida Hospital. He has worked at Florida Hospital since 1999, in leadership roles at a campus, division, system and corporate level. Robinson earned a master’s in Business Administration from the University of Central Florida. Time not at work is spent with his beautiful bride of 11 years and his energetic four-year old son. He enjoys sand volleyball, photography and visiting the 8 Wonders of the World – two down, six to go!

Are you an HR professional looking to build a more cohesive team? Have you ever wondered what the term “employee engagement” really means? Join Jeremy as he helps to explain how to build your team for success. Jeremy will provide the knowledge to help you become a better leader.

Tek Vu, Manager of Education and Operations Improvement

Tek Vu is the Manager of Education and Operations Improvement at Florida Hospital. His role is to ensure a quality and consistent patient experience. Vu holds a master’s degree in Health and Administration Services from University of Central Florida. In his free time, Vu enjoys spending time with his family and physically challenging himself with outdoor activities.

Have you ever wondered what keeps customers returning to your business? Tek Vu is an expert in customer service and wants to share his knowledge on how to improve your business. Join Tek as he helps to improve your customer experience – every customer, every time.
When you need 1¼" wire rope and you need it now, call Loos and Company. It's in stock. Ready to be shipped. And priced right. We make and stock a wide range of wire rope in sizes up to and including 1 ¼". Specializing in stainless steel, other materials are available upon request. And we make it all right here in the USA. When you need the right size wire rope right away, call us at (800) 533-5667. Or visit www.loosco.com.
WELCOME NEW AWRF MEMBERS
AS OF JULY 2015

Manufacturing Members
Toray International America Inc
Yutaka Yamagishi: Deputy General Manager
Website: www.toray.us
Email: y.yamagishi@toray-intl.com

Yale Cordage
William Putnam: President
Website: www.yalecordage.com
Email: bputnam@yalecordage.com

ONE STOP SHOP
HOISTS
RIGGING
HARDWARE
SLINGS
877-LIFT AMH
allmaterialhandling.com
size matters when lifting heavy workloads.

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°).

When your workload demands are pushed to the limit, pewag innovation provides superior strength and endurance when you need it the most!

DON’T SETTLE FOR LESS THAN THE BEST, CALL 800.526.3924
CARCANO TECHNOLOGY

...And I will move the world

CARTEC
GRADE 80/100
LIFTING SYSTEMS
HOMOLOGATED
H 92 BY GERMAN
AGENCY DGUV.

STAMPERIA
CARCANO
GIUSEPPE spa
Via per Alzate 31
22032 Albese con Cassano (Co)
ITALY
Tel. +39 031 429611
Fax +39 031 428151
stamperia@carcano.it

WWW.CARCANO.IT
Pricing The Forgettable Last Five Percent

Most distributors continue to lament the pervasive, and possibly increasing, pressures on gross margin percentages. Seemingly, price is outweighing almost every other factor in the competitive arsenal.

At the same time, gross margin is one of the “big two” in increasing profits for distributors (the other being operating expenses). This creates an imperative for distributors to generate extra gross margin dollars whenever they can to offset the dollars lost from price competition.

A continually under-utilized margin opportunity for distributors involves raising prices on the slower-selling portion of the product mix. Many distributors may argue “been there, done that.” Despite those protests, a major profit opportunity remains largely untapped.

This report will examine the potential for enhanced gross margin associated with slower-selling items. It will do so from two perspectives:

- **The Gross Margin Potential**—An analysis of how increasing prices on slow-selling products can influence the total firm gross margin percentage.
- **Finding the Margin Opportunities**—A discussion of the types of items on which margins can be enhanced even with on-going price pressures.

The Gross Margin Potential

Within every line of trade in distribution, including AWRF, there are wide variations in the gross margin percentage across different SKUs. In a typical variable pricing (or matrix pricing) scheme, fast-selling items have low gross margin percentages while slow-selling items command higher ones.

At the fast-selling end of the product line, the A items, there is virtually no opportunity to increase prices successfully. These items are purchased frequently so customers are very knowledgeable of pricing. To use an unpleasant term, these items are commodities.

At the other end of the product spectrum, the D items represent a genuine margin-improvement opportunity. However, too often the profit potential is overlooked or even disparaged.

Frequently, the sobriquet “D stands for dog” prevails. After all, the D items are usually only about five percent of total company sales. Seemingly, there is nothing to capitalize on here. In fact, if anything, the firm would like to eliminate the D items because they are such slow movers.

The reality is that the D items represent a substantial opportunity. This can be understood by reviewing the results of the PROFIT report published by AWRF. That report presents a wealth of information on distributor profitability.

According to that report the typical AWRF member generates $7,000,000 in sales and operates on an overall gross margin percentage of 39.0% of sales. This results in $2,730,000 of gross margin dollars.

The D items, comprising the last five percent of sales, only accounts for $350,000 in total revenue. Seemingly, this is not enough to impact the business in any meaningful way. This is why the D items become the “Forgettable Last Five Percent” mentioned in the title.

For many firms a reasonable expectation is to increase the prices on the D items by 10.0%. At first blush this may seem like an unrealistically large increase. However, experience throughout distribution suggests it is much more attainable than generally thought.

For the typical AWRF member, a 10.0% price hike represents an increase in both sales and gross margin of $35,000. This is because the price increase raises sales even as the cost of goods sold remains constant. All of the price increase becomes a gross margin increase. This is the power of pricing.

The additional $35,000 from enhanced D-items pricing increases both total-firm sales and gross margin by the same amount. The result is that sales grows to $7,035,000 and gross margin becomes $2,765,000. The new gross margin percentage is 39.3%, an increase of 0.3 percentage points.

In a gross-margin sensitive world it is a significant improvement. The only problem is that few firms feel it is attainable. There is a lingering sentiment that D items are also price sensitive.
Finding the Margin Opportunities

The challenge in dealing with D items is to find what are commonly referred to as “Blind Items.” These are the products for which customers have only a general idea regarding the price and are probably not price sensitive. Typically, product availability outweighs price as a value added service to customers.

Exhibit 1 presents a list of the most-common attributes of blind items. There are no SKUs that possess all of these characteristics. The key is to discern which SKUs have at least three or four of them.

At the very top of the exhibit, the most-obvious characteristic is that they are slow selling. This criterion encompasses all of the D items and may well include an important portion of the C items as well. However, this combination of D and C items must be winnowed down to ensure they are truly blind.

The other factors in that analysis are outlined in Exhibit 1. As a practical matter, almost none of the D items and only a few of the potential blind C items will fall by the wayside. The reality is that there are a lot of blind items.

Finding items with three or four of the characteristics listed in Exhibit 1 can be an extremely tedious undertaking. This is especially true since most distributors carry a large number of SKUs which necessitates a lot of time spent reviewing.

The workload can be diminished by focusing on two factors first—low sales level and low price. SKUs can be screened on these criteria easily and quickly with any IT system. A few SKUs may be missed, but the impact should be modest. Then human intervention is only required to identify the SKUs that add a second or third component from Exhibit 1.

Believing that the items are truly blind is a much more serious issue. Inevitably, one customer will complain about the price of one random SKU. At this point the entire margin-enhancement process lives or dies.

Price complaints come with the territory for any distribution organization. Complaints on A items can be fatal. Complaints on blind items can be overcome with commitment and discipline.

Moving Forward

Gross margin pressures are not going to go away. The challenge—and opportunity—for distributors is to remain price competitive where necessary while raising prices where possible. Blind items are the key to that approach.

About the Author:
Dr. Albert D. Bates is founder and president of Profit Planning Group. His recent book, *Breaking Down the Profit Barriers in Distribution* is the basis for this report. It is a book every manager and key operating employee should read. It is available in trade-paper format from Amazon and Barnes & Noble.

©2015 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.
Lincoln Hoist is pleased to introduce our new line of tension meters. These compact units come with installed fittings ready to hook up. Now available with optional self locking hooks.

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.
Trusted worldwide for critical lifts

In stock in the USA - ready to ship

Innovative, user-friendly data control

The most advanced wireless load monitoring technology available

Toll Free: (866) 920-3000 • Tel: (805) 642-3034
www.straightpoint.com • sales@straightpoint.com
END FITTINGS AND SWIVELS
FOR WIRE AND SYNTHETIC ROPE
Oliveira – WireCo’s Crane Rope Advantage

- Galvanized
- Corrosion-Resistant
- Higher Breaking Strength
- Longer Service Life

European manufactured and serviced by WireCo WorldGroup, our Oliveira crane ropes are kept in stock in the U.S. Galvanized, corrosion-resistant, longer lasting and a better value than the competition. WireCo has the best engineering, technical and sales support in the industry.

Performance and Availability. That’s the advantage of Oliveira crane ropes. Contact your local distributor or call +1.816.270.4761 to learn more.
Introducing Our New Line of Reeling Machinery!

Chant Engineering, a world leader in testing equipment for the Wire Rope Industry, now offers a line of Reeling Machines that are available in standard models based on weight, reel size capacities, reel widths and height.

Chant Engineering’s design and engineering staff can also custom build any model for additional height and/or reel width requirements, or for any specific custom application.

Chant’s machines are extremely heavy-duty and have proven themselves in rugged, real world industrial and military environments.

If you can imagine it...We can build it!
Full range of: **Round Sling Machines**
Modern Universal **Wire Rope Swagers**
Wire Rope **Annealing Machines**
**Overload Guards** and Wireless **Load Cells**
**In stock** for immediate delivery.
Schedule an **Interactive Demonstration.**

service@strider-resource.com  (905) 859.3901

MEGA DOUBLE SWIVEL SHACKLE (Mega DSS)

In Stock and ready to ship from Greensburg PA 15601

> Our Larger Rings weigh much less, leaving a smaller footprint on your lift
> Quicker Installation, Safer, increased WLL
> High Working Load Limits

MEGA DSS, The big boys

Contact Lifting & Rigging Specialty Sales, Inc
210C West Dr Greensburg PA 15601
Office: 1-877-370-5137  Fax: 724-552-0086
www.thechainman.com  info@thechainman.com
Alaskan Company Carves out a Niche in the Last Frontier

By Peter Hildebrandt

Alaska, as its nickname implies is truly America’s last frontier – a rugged terrain where pioneering individuals and businesses must rely on each other and key suppliers to survive, compete and succeed. Since its start in 1980, one rigging company, Alaska Rubber & Rigging Supply has grown to become a leading supplier of vital equipment and is recognized for its cutting-edge technical expertise in Alaska. Alaska Rubber & Rigging supply works closely with oil, mining, fishing, timber, trade and construction industries.

They offer a wide variety of brand-name products plus decades of invaluable experience. “Dependability means consistent performance, coming through in a pinch and continuing to go above and beyond what you’d expect from your supply company,” explains Mike Mortensen, chief operations officer with the Alaska Rubber Group Anchorage, Fairbanks, Kenai, Wasilla, Everett, Seattle, Spokane, Tacoma and Pasco.

“We strive to prove this every day, and pride ourselves on being truly reliable.” Reliability is more than just a word for Alaska Rubber and Rigging Supply; – it is at the core of their mission at the company. “Reliability means having the products on the shelf that you’ve come to depend on, and always having the answers and information for your critical applications,” adds Mortensen.

The Alaska economy has a very narrow base. Oil production and federal spending make up two-thirds of that base. All other economic activity comprises the remaining third. Analysts have called for diversification of the Alaska economy since federal spending became a chief element after World War II.

But change is difficult because Alaska is at the end of an economic stream, the termination point for goods coming into the state and the origin point for raw materials leaving. Analysts have debated on the merit of in-state processing of raw materials - oil, timber, fish - but this has not been shown to be cost effective yet. Because transportation and infrastructure costs are high, value-added (refined) products would not be able to compete favorably when exported from the state. So while analysts and politicians have routinely urged diversification, proposals and initiatives have produced little.

Some have suggested that the greatest prospective for expanding Alaska’s economic base is education. A well-educated populace may generate new perspectives and ideas that might reduce the state’s economic dependence. Such a solution is long-term. In the meantime, growth in the tourism industry, while highly visible, does little to displace oil production and federal spending. 80% of general fund revenue for the state comes from taxes on oil production, and investment of the royalty payments to the Alaska Permanent Fund.

And while industry spokespeople assure that production will remain stable in Alaska for the next several decades, fluctuations in the price of oil and continuing exploration in other parts of the world suggest that there is less predictability to production stability than can be relied on. The development of North Slope gas deposits and construction of a natural gas pipeline would add some value to the Alaska economy, but not a great deal.

And while a wide majority of Alaskans support opening the coastal plain of the Arctic National Wildlife Refuge to oil drilling, until exploration drilling should confirm predictions, no one knows how much, or what kind of, oil may lie there. And as ANWR is federal ground, the revenue it would generate for the state would be far less than that generated by North Slope production. Thus it is likely that the Alaska economy will be as narrow and vulnerable as it is now for some time to come. But other sectors of Alaska’s economy, though small contributors to the state’s economic base, are highly visible and attract considerable
attention. Foremost among these are tourism and commercial fishing. In 2003 Alaska saw more than 1.4 million tourists (remember, the total state population is 620,000), most coming in the summer months, and half coming as passengers on cruise ships visiting southeast towns and Glacier Bay National Monument.

Tourism generated over 25,000 jobs, though most were low-paying. Tourism in Alaska is dominated by a few corporations, among them Princess Cruises (owned by Carnival Corporation), Holland-America (also owned by Carnival Corporation), Westours (owned by Holland America), and Alaska Airlines.

Tourism brought $1.5 billion into the state in 2003; that was 5% of Alaska’s gross state product. The most popular tourist destination was Denali National Park, but other national parks and preserves drew an increasing number of visitors, as did a growing list of eco-tourist opportunities, the oldest of which is Camp Denali in Denali National Park.

Alaska Rubber and Rigging Supply, has also seen plenty of changes over the years and in the case of this busy company the results have proved the old adage “change is good” to be true. Mike Mortensen, general manager at the firm started with them in back in 1994.

Mortensen worked his way up through the company, serving in nearly every job or position found there over the years. “When I started with the company there were some 14 people working at Alaska Rubber. Here in Anchorage location there are now 41 employees. We were up here in Alaska; the owners were down in Washington. We were somewhat insulated by the distance, and they kind of left us alone to do our thing. As a result, we always had a lot of pride in what we did, treating operations here as if they were our own and that was, perhaps, a large part of our success in those early years.”

Employees at the store in Anchorage purchased the company in 2006, and formed an employee-owned company or ESOP (Employee Stock Ownership Plan). “I was fortunate enough to be involved in that acquisition,” explains Mortensen. “Now that it actually is ours and we are growing with new people coming on board employee ownership has really become a part of the culture so to speak. An employee-owned firm is a little bit of a different animal.”

A growing number of companies are transitioning to become employee-owned. There are great benefits to be derived from such an arrangement. Because the tax burden comes when the employees retire and cash in their stock to receive benefits, those taxes do not fall on the company as with a regular corporation. An ESOP corporation does not pay taxes as a standard corporation does.

“Being an employee-owned company has really given us a leg up on the competition,” adds Mortensen. “Alaska Rubber has had a lot of really good buy-ins by employees that have enabled us to consolidate not only our hose business, but has genuinely allowed the rigging side to takeoff as well. We have great employees, employees that have come here to make a career with the company, not just as a job taken until the next best thing comes along.”

In December 2009 a very similar company with historical ties through prior ownership, Alaska Rubber and Rigging in Fairbanks was acquired. “Bringing them into the company was our introduction into the rigging world. We originally tried to support the rigging side of the business here in Anchorage by just being a sales outlet with fabrication being performed in Fairbanks.”

“But we soon realized, by 2011 and 2012 that we were going to have to start fabricating here in Anchorage. In late 2012, we purchased some significant equipment, put in a large inventory and did a nationwide search for talent. That search for candidates went on for some six months and we eventually added some great talent into our rigging program.

“In the mean time we got acquainted with the awesome folks at ITI. We’ve relied on ITI for not only rigging fabrication training, but also partnered with them for our inspection training and certification as well as many other rigging training courses. Anyone in the company that even talks to customers about wire rope, chain or nylon rigging attends ITI for inspection training & certification.

Continued on page 72
DNV 2.7-1
Type Approval

YOKE INDUSTRIAL CORP.
39, 33rd Road, Taichung Ind.
Park, Taichung 407, TAIWAN

Tel:+886-4-2350-8088
Fax:+886-4-2350-1001
E-mail: info@mail.yoke.net

www.yoke.net

Safety is our first priority™

DA
Offshore Container
Lifting Series
LEAVE THE HEAVY LIFTING TO US...

LARGEST SELECTION OF READY-TO-SHIP LIFT MAGNETS

Industrial Magnetics, Inc. offers the widest variety of ready-to-ship lift magnets based on type and price point.

CUSTOM MAGNETIC LIFTING SPECIALISTS

Our factory experts will develop a unique magnetic lifting device if a standard magnetic lift doesn’t work for your application. We will be there every step of the way from field sales support to design, manufacturing and final testing.

Scan QR code with your smart device

Making Things Better®
Industrial Magnetics, Inc.
Call: 888.582.0822
www.magnetics.com

PURE MICHIGAN®
Experts in the design and manufacture of standard and custom designed Lifting Equipment

- Modular Spreader Beams up to 400t in stock and available for worldwide distribution
- Modular Spreader Beams for 2-5000t and spans up to 100m/330ft
- Experts in Custom Lifting Solutions and projects requiring high QA standards
- Quality assured products, all fully tested and certified
- DNV Design Approved as standard
Mazzella Companies Acquires New Tech Machinery

Mazzella Companies has acquired New Tech Machinery (NTM) of Denver, CO. New Tech Machinery is one of the leading manufacturers of portable rollforming equipment in the world. To date, NTM has sold machines in over 40 countries.

NTM manufactures the finest portable rollforming equipment for the metal construction industry. “The reputation of their people and their portable roof panel and gutter machines is second to none”, says Tony Mazzella, CEO of Mazzella Companies.

This acquisition adds to Mazzella’s diverse company portfolio. “It will enhance Mazzella Companies’ international manufacturing capabilities and further solidify our position as a leader in the architectural metal roof and wall industries”.

New Tech Machinery is based in Denver, Colorado and has a manufacturing facility in Hermosillo, Mexico. New Tech employs approximately 80 people between both locations and has been in business since 1991.

“They will continue to lead the portable rollforming industry with the best equipment and continue to expand their offerings”, says Tony Mazzella.

Mazzella Companies Launches New Website and Online Technical Manual / Catalog

At Mazzella Companies, we are inviting users to explore our new website and online catalog. The new website has been designed to provide the ultimate user-friendly experience with improved navigation and functionality throughout, allowing customers to access detailed product and technical data on thousands of lifting and rigging products.

The website domain is: www.mazzellacompanies.com

“Our Website and Technical Manual Catalog aligns with our company’s mission to be the experts in the lifting industry”, says Tony Mazzella, CEO of Mazzella Companies.

The site includes extensive technical and product information to help customers understand Mazzella’s complete range of lifting solutions. Technical data and product detail work together to provide a detailed overview of the Mazzella Companies capabilities across a wide range of industries, including steel, construction, oil & gas and automotive . . . just to name a few.

Some of the site’s features are:

- Front Load Sheet Forms for Overhead Cranes, Engineered Products and Rigging Hardware
- Robust Search Function
- Enhanced Video, News & Events Pages
- Google Maps
- Social Media Connectivity
- Comprehensive Careers Page

Created with the user experience firmly in mind, the website has been designed using the latest technology so the site is compatible with today’s browsers and mobile devices.

A Tribute to the World’s Fastest Wire Rope Splicer!


James was employed with Mazzella Lifting Technologies for 35 years as a rigger. A rigger is a person that makes wire rope slings for lifting. He retired in 2009. James was an avid Cleveland sports fan.

In 1990, “Jimmy the Jet” participated in a national competition where all contestants were required to splice 30, ½” x 8’ Flemish eye wire rope slings. He completed all 30 slings, which is a total of 60 eyes in the time of 27 minutes and 48 seconds. Jet went on to win the competition by several minutes. The competition was put on by the Associated Wire Rope Fabricators (AWRF). He will be missed by all!
Discover how New York became what it is today, from Peter Minuet’s purchase of Manhattan from the Native Americans for $24, to becoming our nation’s first capital, and on to what many consider to be the cultural and financial center of the world. Visit Battery Park where the Dutch first settled in a town they called Nieuw Amsterdam. The financial center sprung up during the British Occupation and established a commercial center, now the site of the New York Stock Exchange. Across the street, visit the exact spot where George Washington was sworn in as the president of the newly founded United States. You’ll view some of the nation’s finest Federal architecture in Greenwich Village and you’ll see where Abraham Lincoln delivered his famous Cooper Union address on the government’s right to prohibit slavery in the territories. You’ll learn how a grid street system was established to replace chaotic cow paths and Indian trails, thus allowing for an orderly progression north as the city grew. You’ll see the city’s first skyscraper and the newest in architectural marvels as the tour brings you up to date on the history of this exciting town.

**NATIONAL SEPTEMBER 11 MEMORIAL**
World Trade Center Site, Financial District

The National September 11 Memorial is located on the site of the former World Trade Center complex where the Twin Towers once stood. The Memorial Park surrounds two square waterfalls - the largest man-made waterfalls in North America - which will cascade into reflecting pools finally disappearing into the footprints of the former Twin Towers. The names of victims who were lost in the 1993 bombing and 2001 attacks are etched in bronze around the edges of the pools.

**ONE WORLD OBSERVATORY ENHANCEMENT**

The Port Authority is developing the observation deck atop One World Trade Center. This ultimate observation deck, to be called One World Observatory, will take visitors on an inspirational journey about the history of this iconic structure.

The spectacular sight-seeing venue is projected to draw an estimated 3.8 million annual visitors to the top of the tallest structure in the Western Hemisphere. The 120,000 square foot facility is scheduled to open in early 2015 and will occupy floors 100 through 102, approximately 1,250 feet above street level. Visitors will board one of five dedicated state-of-the-art elevators that will be among the fastest lifts in the world to ascend to the top of the building in approximately 60 seconds. The venue will feature cutting-edge digital technology, dining options, a gift shop, special events space and a theater where visitors will learn about the building of One World Trade Center.

**FRAUNCES TAVERN**

Both a historical museum and a popular restaurant, Fraunces Tavern has been serving New Yorkers since 1762 - and no one more important than George Washington himself, who, in 1783, bade an emotional farewell to his officers in the Tavern’s Long Room.

The museum contains military dispatches and a few letters and artifacts from the Revolutionary War, as well as the history of the original owner, Samuel Fraunces, a West Indian who was once a steward to George Washington.
**Wednesday’s Tours**

**Option #1**
Ellis Island – Our National Heritage • Lunch at Zero Otto Nove

**Option #2**
Brooklyn Bridge & Lower Manhattan • Lunch at Katz’s Deli

---

**Tour Option #1**
Departs Hotel at 10am and returns at 3-3:30pm

**ELLIS ISLAND – OUR NATIONAL HERITAGE**

“Give me your tired, your poor, your huddled masses, yearning to breathe free…” That’s just what the world did, sending 17 million immigrants through the gates of New York to the United States of America – the land of freedom. The boat ride across New York Harbor to Ellis Island offers splendid panoramas of the lower Manhattan skyline and brushes past the “Lady in the Harbor” who stands 151 feet tall on an 80-foot pedestal. The Statue of Liberty has welcomed visitors to our shores for more than 125 years, and is known around the world as a symbol of freedom and liberty. Most people don’t realize, however, that the best photos of the statue are actually from the boat and not the island.

Your group will disembark at the Ellis Island Immigration Museum, which pays tribute to the millions of brave individuals who fled oppression to start over in the New World. Visit the Baggage and Registration Hall where 40 percent of Americans can trace an ancestor who arrived here. Fascinating exhibits explain the history of the people who came to begin new lives in a city of “streets paved with gold.”

Zero Otto Nove is the Italian area code (089) for the Southern Italy town of Salerno. The inside of this historical landmark building is beautifully filled with hand-made stone archways, gorgeous hand-carved marble tables and posters right off the streets in Italy, creating the most authentic Italian restaurant this side of the Atlantic. This restaurant in the heart of the Flatiron District serves authentic Italian cuisine with an extensive wine list. A 900 degree wood-burning oven creates the best tasting pizza you’ve ever had as well as other mouth-watering dishes created by celebrity chef Roberto Paciullo.

---

**Tour Option #2**
Departs Hotel at 9:30am and returns at approximately 2:30pm

**BROOKLYN BRIDGE AND LOWER MANHATTAN**

Beginning with a leisurely stroll into Manhattan over the world famous Brooklyn Bridge, discover how New York City became what it is today from their very first settlers! Visit Battery Park where the Dutch first settled in a town they called Nieuw Amsterdam. The financial center sprung up during the British Occupation and established a commercial center, now the site of the New York Stock Exchange. Next, your guests will learn about the famous Five Points which was one of the main Irish neighborhoods in New York. Your group will also visit China Town, Little Italy and the Lower East Side before being transferred back over the East River to Brooklyn.

**KATZ’S DELI** - It’s still there, still real and it’s still the place to have “what she’s having” (When Harry Met Sally). An 1888 avatar of the Jewish Lower East Side where the “brisket rivals mother’s” and the pastrami melts in your mouth. This New York institution is sure to arouse your senses.
2015 AWRF General Meeting Speakers

General Meeting
October 18 – 21, 2015
Clifford W. Zink
Speaker and Author of *Roebling Legacy*

General Meeting
October 18 – 21, 2015
Sherman Joyce
President of the American Tort Reform Association
and Speaker of Civil Justice Issues
Comedian Tom Cotter has taken the comedy scene by storm since finishing as runner-up and becoming the Breakout Star from Season 7’s “America’s Got Talent.” He lost to a dog act, but don’t hold that against him; Tom was the first comedian ever to be a finalist on the show and was the highest finishing human being on the show that year. In August 2013, AGT asked Tom back to perform as a special guest star (along with Train) and then again to host The Season 8 AGT Snapple Viewing Party.

Tom’s other numerous television an radio credits include NBC’s “The Tonight Show,” “Last Comic Standing,” his very own special “Comedy Central Presents... Tom Cotter” Special, The Howard Stern Show, Comics Unleashed, a third appearance on “The Late Late Show with Craig Ferguson,” and Celebrity Host of “Gotham Comedy Live” on AXS.tv. Tom also plays in America's most famous comedy clubs including, The Improv (chain), Catch a Rising Star, The Gotham Comedy Club and Caroline’s On Broadway just to name a few. Tom has been featured at The Montreal “Just For Laughs” Festival, the HBO Aspen Comedy Arts Festival and headlining “America’s Got Talent Live” at The Palazzo Las Vegas. Tom also recently was on the dais and took part in roasting Boomer Esiason at the Friars Club Roast of Boomer Esiason at the Waldorf Astoria in New York City. Tom is also a regular on Fox TV’s “Red Eye” and recently co-starred on an episode of CBS’ “The Good Wife.”

Tom has performed at over 300 colleges and in a wide variety of venues from Alaska to China. His appeal is truly international as he was summoned to London to tour and perform on British Television, and won The Seattle International Stand-Up Comedy Competition and Boston Comedy Festival as The Boston Herald noted “winning by the largest margin of victory in the history of the event.”

Versatility has allowed Tom to excel in other areas of showbiz as well. His voice has become a familiar staple in commercial voice-overs for many high profile clients including NBC, MTV, Pepsi, McDonald’s, Chevrolet and Converse.

Whether it be comedy, voice-overs, or acting Tom Cotter gives it everything he’s got. “If laughter is the best medicine, I yearn to be drugged.”
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.

Call 888-300-3743 or visit www.eriez.com
Create the Exact Length You Want —
Slip and pin them together fast. Better than modular designs that use fixed length bolted together sections. Easy-to-use pins replace easy-to-lose bolts and nuts.

Tremendous Capacity Range —
Tandemloc kits allow you to build spreader bars with capacities ranging from 28,000 lbs to over 3 million lbs!

Efficient and Economical —
Reuse pipes for other lengths by cutting shorter or splice them together using Tandemloc “Sleeves”

Save Freight Costs or Add Value —
Buy your pipe locally or buy it from us and we’ll paint it and label it for you. We can test the assembly too, upon request. (If you purchase pipe locally, be sure to follow our standards to avoid failure of spreader!)

Huge Inventory on Hand —
We stock virtually every size End Cap.

Fast Delivery from Stock
Our large stocking inventory includes a wide range of capacities, which means quick shipment to your site. We can expedite shipment from our North Carolina, USA manufacturing facilities.

PROOF TESTED SINCE 1984
Call Toll-Free: 1-800-258-7324
www.tandemloc.com
Tel: (252) 447-7155 • info@tandemloc.com
TANDEMLOC, Inc • 824 Highway 101 • Havelock, NC 28532 USA
For the Toughest Conditions

Safety Hook BK and BKLK with Double Latch

Recessed Trigger
To avoid the trigger from being hit or damaged it has been recessed into the hook. This prevents the latch further from accidentally opening.

Double Latch
Should the hook latch accidentally open, either through direct impact or excessive wear on the trigger, the extra latch is there to retain the load safely. The latch does not cause inconvenience for the operator and may save their lives if something goes wrong.

Toll Free Phone: 800-331-5460  Email: sales@gjcorp.com  www.gunneboindustries.com
A new joint venture has been formed to address growing pressure on those responsible for the application of lifting equipment to spread resources whilst constantly improving safety and efficiency, a trend fuelled by ongoing cost-cuts in the oil and gas sector.

Modulift, a supplier of spreader beams, lifting beams and other below-the-hook equipment, has combined with engineering consultancy and inspection specialist, IMES (Inspection Monitoring Engineering Solutions), to form Lift Management Services (LMS).

With many oil and gas firms, already under intense pressure, experiencing further disruption to their supply chain due to problems associated with suppliers, LMS will provide a full below-the-hook service for companies looking for management of their lifting project from start to finish.

“The Lift Management Services partnership reflects the growing demand for a comprehensive, consultative, in-depth service,” said Sarah Spivey, managing director, Modulift. “As lifting projects grow in scale and ambition, so does the need for a careful and complete planning and execution process below-the-hook, and that’s where we believe this joint venture comes into its own.”

Customers in the oil and gas market are standout beneficiaries of the inauguration of LMS but the business will address equally pressured end users, contractors and consultancy firms across the world, particularly where applications require spreader beams, lifting beams or lifting frames to be designed, supplied and used as part of a project.

Both companies boast a wealth of experience and a global portfolio of high profile success stories. Modulift will design and supply the lifting equipment, combined with the engineering consultancy and inspection expertise of IMES, as the joint venture presents economic advantages and a solution to skills shortages that are increasingly prevalent in the current climate.

LMS offers customers a team of highly trained lifting engineers, project consultants, rigging planners and onsite support, complemented by fully-certified and approved products, all of which have excelled in demanding applications presented by the construction, oil and gas, power generation and utilities industries, and more.

Rod Buchan, executive chairman, IMES, said: “This new market offering is all about safety and efficiency. It incorporates all the relevant risk assessment and traceability elements, while also complying with all regulatory and legislative requirements.”

Spivey concluded: “We’re delighted to be working with IMES in a venture that underlines the reputation both companies have built over many years for offering the very best products and services, typified by innovation and a forward thinking approach to the application of below-the-hook lifting equipment.”
IntegriCert is an approved testing company for some of the largest oil and oilfield service companies in the industry—focusing and specializing on compliance regulations, mobile load testing, inspection and rigging equipment.

NEW IBERIA, LA | HOUMA, LA | HOUSTON, TX
337-365-1022 985-868-6355 832-243-5838

www.IntegriCert.com
Orlando, Florida – August 19, 2015 – Jennifer Jones joined Certified Slings & Supply in July, 2015 as Business Development Manager. She previously served as Marketing Manager for a regional industrial distributor based in New Jersey. In addition to marketing, Jennifer has worked as an HR Generalist with a focus on safety and reducing workers compensation liability.

Certified Slings chose to invest in a Business Development Manager to grow their platform and footprint worldwide. Jennifer will be responsible for developing national accounts, enhancing client relationships, improving communication through strong CRM adoption, business planning, and furthering overall Service Center support office goals.

Jennifer's background includes designing and managing sales incentive programs, corporate business planning, strengthening digital presence and branding, project management, and CRM training and administration. She has also served as the primary liaison between suppliers and outside sales. At her last company, Jennifer was responsible for planning and orchestrating their annual sales strategy summit, a full-day, offsite event that included key vendors, outside sales, and sales management.

Jennifer graduated from the University of South Florida (go Bulls!) and is thrilled to throw away the snow shovel and return to the warmth of the Sunshine State. Although she is new to the rigging industry specifically, her track record of success in the industrial sector adds a fresh perspective to Certified Slings & Supply.

Certified Slings & Supply is the largest sling manufacturer and rigging supplier in the Southeast US and has been in business since 1958. In addition to product, Certified Slings offers inspections, trainings, repairs, and proofload tests.

Contact:
Jennifer Jones
Ph. 407-331-6677 x1025
jjones@certifiedslings.com
Certified Slings & Supply
310 W. Melody Lane
Casselberry, FL 32707

Huskie Tools
800-860-6170
HuskieTools.com

**DEMAND PERFORMANCE DEMAND RESULTS**

**ECO-R13**

Cutting Capabilities
- Rebar 1/2” #4 (Grade 60)
- Ground Rod 1/2”
- Steel Bolt 1/2”, Mild Steel
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
Load Cell Integral to Load Test at Australian Hydro Power Station

A hydro power station in New South Wales, Australia used a Straightpoint load cell provided by Australian Calibrating Services (ACS) to proof load test the auxiliary hoist on an overhead crane using a water bag.

The 50t Radiolink Plus tension load cell was put to use following a modernisation project to overhaul a crane that was originally installed in the 1960s and is primarily used for maintenance of the power generating turbines.

The facility, that produces electrical power using the force of moving water, needed a solution to test its only overhead crane, which has a 120t main hoist and 15t auxiliary hoist. The power station had a suspended slab floor inside the loading bay so solid test weights were not suitable.

Ross Johnson, Melbourne branch manager at Rigging Rentals, the company that oversaw the load test, said: “We came up with a solution to use water load bags and rigging gear. The customer was very impressed with how the load cell took accurate readings to verify their lifting procedures.”

The Seaflex water bag was used in conjunction with the load cell and the rigging system implemented by Rigging Rentals to monitor the weight of the load in real time. Site engineers and crane technicians took readings at 75%, 90%, 100% and 110% of the load limit to 16,500kg.

The tension load cell was supplied and calibrated by long-term Straightpoint distributor ACS, which calibrates equipment to force, electricity, heat, pressure, weight and other measurements to meet national requirements.

Straightpoint director David Ayling said: “The partnership with ACS provides an efficient method of getting our equipment onto job sites in Australia, like the hydro power station referenced above. Because of the standards we have to adhere to, equipment has to be calibrated upon arrival into Australia so having a partner who can do that and then distribute it makes sense.”

He explained that the testing and shipping process from the UK remains the same as if the kit was bound straight for a job site; Straightpoint calibrates and verifies for its own records before equipment is approved for shipment prior to calibration upon entry into Australia.

Ayling added: “Incorporating our equipment in a rigging arrangement with water bags is common. The Radiolink Plus is well suited to such an application because it comes with a wireless handheld display or PC software that allows the operator to remain at a distance from the test and monitor the loads safely and accurately.”
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 deholder 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.

Return Line Filter with Status Indicator makes knowing when to clean the filter as easy as possible.

HYDRAULIC SWAGING MACHINES
(15MT~4000MT)

WIROP INDUSTRIAL COMPANY LIMITED
For more information
http://www.wirop.com.tw

WIROP INDUSTRIAL CO., LTD. NO. 896, FENG-PIN 1ST ROAD, DALIAO DIST., KAOSIUNG CITY 83141, TAIWAN

Zero defects, striving to be the best.
We do all we can to provide our customers with quality they can rely on. That includes making sure our warehouses are optimally located to provide fast delivery:

Chicago, IL • Los Angeles, CA
Houston, TX • Harrisburg, PA

We look forward to continuing to serve you wherever your needs take us.
Wednesday, August 5, 2015 – Cleveland OH, Jergens, Inc. announces its membership to the Lifting Equipment Engineers Association (LEEA). An association dedicated to conformity to safety and standards for lifting, LEEA is established across the globe as the leading authoritative body for all who work in the industry, from design, manufacture, refurbishment, repair, maintenance and use of lifting equipment.

“This is an important accomplishment for Jergens, as the (LEEA) membership certifies us (Jergens) and validates our expertise in providing a range of lifting products,” says Jergens General Manager Bob Rubenstahl.

The audit process is extensive, and encompasses a strict process that not only certifies products, but also employees, processes and facilities. To pass – as Jergens did with compliments by the auditing team – is proof positive of a well-run, quality and capable organization. The global stamp of approval is a quality benchmark that applies to North America and throughout the world, and sets Jergens apart from so many other manufacturers.

“The expectation is to focus on spreading our quality Jergens lifting products into Europe and beyond,” says Rubenstahl. The product family encompasses the newly-introduced LiftCheck™ center pull hoist rings with visual (tension) indication, and a range of lifting accessories. Among those are stainless steel or alloy steel swivel / center pull, side pull, extended SP2000 side pull, side swivel, eyebolts, shoulder bolts and lift ring products.

For more information on the complete line of lifting solutions, contact Jergens at 15700 S. Waterloo Road, Cleveland, OH 44110-3898. Phone: 877-486-1454; Fax: 216-481-6193; e-mail: info@jergensinc.com; or visit on the web at www.jergensinc.com.

Founded in 1942, Jergens, Inc. is an ISO 9001:2008 certified company committed to helping its customers achieve leaner, more profitable manufacturing, and continues to add products and engineered solutions for an integrated approach to “Manufacturing Efficiency”.

Day 2 will see the eagerly anticipated LiftEx Industry Conference.

For the first time LiftEx will host a high level, one-day lifting industry conference on Thursday 12 November, which will feature a series of informative presentations delivered by leading figures from the lifting equipment industry.

This is a limited availability ticket only event – to ensure you don’t miss out, click here to book your place.

EARLY BIRD offer ends 07 Sept!

Here are a few of the unmissable leaders in their fields speaking at this first LiftEx Conference.

We are very excited to welcome Ingo Rühl, Group Leader of the Handling Engineering group within the Engineering Department at the Accelerator and Technology Sector CERN.

Ingo will be “Lifting the Lid on the Secrets of the Universe” Beginning his presentation with a spectacular 3D movie about the ATLAS detector, featuring the detector and the accelerator technologies, the research objectives and interesting handling operations.

Closer to home, Geoff Holden, Chief Executive of LEEA, will be giving an introduction to the newly launched LEEA Academy
Filtec Precise Hires New Quality Manager

Filtec Precise welcomes Ms. Yue Lu as their new Quality Manager. Yue recently received her Masters of Textiles from NC State University in Raleigh graduating with a perfect 4.0 GPA. Prior to that, Yue received her Bachelors of Textile Engineering from the prestigious Donghua University in Shanghai, China. Yue, a native of Qingdao, China was happy to find a job in the Carolinas and to join an international company within the Filtec group. She will be training at the German Headquarters of Filament Technik later this summer. Yue will add her university research experience on textile finishing to further enhance Filtec’s new EPP® Engineered Polyester Power line of roundsling core yarns for improved polyester sling efficiency. Yue says “Filtec Precise has been ISO 9001 registered for over ten years now and I want to build upon that foundation to further improve Filtec’s Quality System based on the critical safety needs of many of the products we supply”.

SC SAFETY CLAMPS, INC.

The MODEL VL is the core of our vertical locking clamps.

ONE CLAMP DOES IT ALL

With its long list of standard features this one lifting clamp can do the job of many different model clamps combined.

Made in the USA for over 50 years.

www.SafetyClamps.com  800.456.2809

3 Point Grip System
Remote Release Lock Handle
High Strength Shock Resistant Steel
Customizable Options Are Available

218 Hwy 701 North Bypass
Tabor City, NC 28463
910-653-5200
info@filtec-precise.com
www.filtec-precise.com
Lifting Equipment Rental Specialists

RENT THE BEST FROM THE BEST

LGH, #1 in lifting equipment rental service, partners with some of the best equipment manufacturers in the industry to bring you the right tools for the job, on time, every time.

LIFTING GEAR HIRE

Hoisting
Rigging
Jacking
Pulling
Material Handling
Safety

800-878-7305 | WWW.LGH-USA.COM | SALES@LGH-USA.COM
Miller Lifting Products Announces Spanish Language Catalog

Miller Lifting Products, a world leader in lifting and pulling swivels, crane blocks, hooks and associated lifting products, is pleased to announce the release of its new Spanish language catalog. “Our world is getting smaller. This enables us to better serve our Spanish-speaking customers worldwide.” said Paul Jankovic, president of Miller Lifting Products.

The Spanish language catalog version covers all of Miller’s products including swivels, blocks, forged DIN hooks and spare hook latches, headache ball assemblies, and insulating links.

The new catalog is available through a link on the Miller Lifting Products website, www.millerproducts.net

NOW OFFERING

• Repair and refurbishing for Singer, Consew, Service Class 7 and all heavy duty compound walking foot sling sewing machines
• Same day shipping for most Singer, Consew and Service Class 7 parts and supplies
• Fast (one week) turnaround on machine repairs and refurbishing
• Dedicated technicians for repairs and operations and maintenance training
• Top thread and pre-wound bobbins available for same day shipment
• Our new Service Class 7 high lift sewing machine (pictured left), designed for the web sling industry and shipped ready to sew

CONTACT US

General Inquiries
910 277 7456
info@servicethread.com

Technical Support
Dane Hatcher
910 217 1512
technical@servicethread.com

GUARANTEED QUALITY & SERVICE
P.O. Box 470487
Tulsa, OK 74147  www.kwschain.com
1-800-872-9313  sales@kwschain.com

A member of the THIELE-Group
The Master Link
in your chain…
Between You
Your Vendors,
Your Inventory,
Your Sales,
Your Customers,
Your Receivables,
&
Your Cash!

Lifting your software Load so that you can Secure More Money!
We bring it all together into one software Package designed for your industry!

Distributor Computer Systems Inc.
Phone: (856) 298-4810
Fax: (877) 830-0793
Email: Sales@dcs-success.com
Www.Dcs-success.com
Exova wins long term agreement with The Ulven Companies

Exova, the global testing, calibration and advisory services provider, has signed a three-year long term agreement with The Ulven Companies to provide mechanical, chemical and metallography testing services. The new contract extends a relationship spanning more than nine years.

The agreement will see Exova deliver a programme of fatigue, creep and thermal testing of wrought aerospace-grade alloys. The work will be conducted at the company’s specialist materials testing laboratory in Portland, Oregon, USA.

The Ulven Companies is one of the world’s leading providers of metal forging and foundry services for applications in sectors including aerospace, military, oil & gas and infrastructure.

Dan Ulven, President of the Ulven Companies, said: “We are pleased to have entered into this long term agreement with Exova. Our customers span across multiple industries, each with their unique certifications and standards. The variety of standards and custom specifications presented to us is a challenge for most companies to address. I believe that Exova is uniquely positioned to take on these certification challenges, and with this agreement in place, I know that I can count on Exova to meet our evolving testing needs.”

Rocco J. Moro, Vice President of Aerospace for Exova in the Americas said: “This new long term agreement further underlines Exova’s reputation at the forefront of metallurgical testing. Our team in Portland draw on Exova’s global expertise ensuring they are well placed to continue to support Ulven’s advancement of specialty forgings along with the steel castings manufactured by Wolf Steel Foundry.”

Lift a ton with one hand.

Our Columbia HD Series hoists lift up to a ton and weigh as little as 30 pounds – with the carry handle and mounting plate – while offering unequalled portability and ease of use. Options include drum capacity, pneumatic or AC electric power, and special controls.

www.alliedpower.com
Toll Free: 800.248.4896
Beaverton, Oregon
Designed for Heavy Lifting

RUD Chain Inc. 1.800.553.7993 www.rud.com

MADE IN GERMANY
Greensboro, NC – June 18, 2015 – For the first time in its more than 50-year history, SherrillTree in Greensboro, North Carolina honored a Vendor of the Year. We are proud to announce that Samson is the recipient of this award. SherrillTree supplies arboricultural products to tree care professionals, educators, scientists, and recreational climbers in North America.

In mid-May SherrillTree called a Vendor’s Summit – gathering representatives from their top 12 vendors to discuss the ways SherrillTree can partner with each of them to grow the business and explore new markets that can be served in the future. The last topic to be discussed was the recognition of the vendor that had been selected as their Vendor of the Year.

No one had been advised ahead of time that the award was to be part of the Summit’s agenda. SherrillTree’s purchasing department developed an ingenious system to compare the service received from their vendors. The vetting process scored all vendors on six facets of their relationship – quality, delivery, cost, sales support, innovation, and training. The result is a comprehensive look at those characteristics SherrillTree considers critical in their vendors. It’s clear that SherrillTree also treats these vendors as partners in their business approach.

Christine Ricks, SherrillTree purchasing manager, was responsible for overseeing the selection process. “Samson has been a SherrillTree vendor since the very first catalog was distributed. In addition to extremely high-quality products, Samson is very easy to work with.” Ricks said. “Jim Cass [sales] and Linda Hughes [customer service] are our Samson representatives. They always go the extra mile for us and our customers. Jim has even called one of our customers that had questions about climbing lines to review the products and specifications with him directly.”

Samson has developed exclusive products with SherrillTree over the years, and is always at the top of the list for training. Christine Ricks said, “Samson’s product literature really distinguishes it from the competition. It goes well beyond mere product specifications into the safe and efficient use of those products in a critical application.”

Jim Cass has represented Samson to SherrillTree for several years. While he was as surprised as the other reps that the selection was taking place, he wasn’t surprised that Samson rose to the top. “The quality of our product is second to none and our delivery times are the best in the industry. We maintain an extensive inventory of arborist products, we ship on time every time, and our customer service outshines the competition.”

Ms. Ricks indicated the Summit was a huge success, and the selection of a Vendor of the Year achieved its goal. Every one of the vendors has contacted her since the Summit to ask what they can do to improve their performance. Jim Cass called to see what Samson can do to ensure they’re in the running for next year’s award.

Thanks to SherrillTree for the tremendous honor.
INNOVATIVE ENGINEERING
SUPERIOR QUALITY & VALUE

OVERHAUL BALLS
Regular & special application designs
Capacities up to 350 tons

SNATCH & TILT-UP BLOCKS
Capacities from 22-350 tons

CRANE (HOOK) BLOCKS
Fast and standard reeve models
Capacities from 5-3,500 tons

SWIVELS
Capacities up to 800 tons

TWIN SYSTEMS - CUSTOM DESIGNS
Capacities up to 3,500 tons

IMMEDIATE DELIVERY | PROOF TESTED | WITH FACTORY CERTIFICATE

AVAILABLE THROUGH ROPEBLOCK DISTRIBUTORS

*** SPECIAL ORDERS AND INQUIRIES ARE WELCOME ***

GN ROPE FITTINGS
Grofsmederij Nieuwkoop B.V. - the Netherlands
HEAVY FORGINGS

Order Today-
Available Immediately!

Exclusive North American Distributors

Slingmakers
The sub-committee on Load Securement is made up of five members Celena Moses, Patrick Hughes, Bob Jasany, Charles Luca, and Linda Summars. Our sub-committee reviews and evaluates the current industry demands for better practices on load securement products being applied in the market. If a load securement product does not fall into a current specification it will be asked of the sub-committee to bring to the AWRF main technical committee for evaluation to assign as a project. As an example “Since Ratchet Chain Binders do not technically fall under B30.26 would a 10% wear work or is there some other criteria that should be used? Then the question becomes, how and where would you measure? Which threads or all? Do all manufacturers use Acme threads?” This is too broad and will have to be narrowed down by the sub-committee. Proposal will be brought to the main technical committee in January.

As Chairman for the Load Securement Committee I am pleased to have the opportunity to evaluate a topic from the industry to see if there is a standard or best practice that can be established for ratchet chain binders.

Bob Jasany has done a wonderful job with reporting the activity within WSTDA and is a great resource for the AWRF Load Securement Committee. Some recent announcements from Bob at the August AWRF Technical Committee Meeting were the 2015 fourth revision to the T-1 web tie down standard, fifth revision to the WS-1 synthetic web slings, sixth revision to the WS-2 operating, care and inspection manual for nylon and polyester web slings, first revision to the WB-1 synthetic webbing for slings standard have all been finalized and published. They can be viewed free of charge on the WSTDA.com website and purchased in hard copy form. A Spanish language version is near completion on the T-1 web tie down standard.

Assignments nearing completion include an update to the T-6 load binder standard and T-3 winch standard. If anyone is interested in providing feedback or being part of the sub-committee please contact me, Celena Moses at Celena@ulvencompanies.com.
The MIS system and the staff at Accu-Tech have helped Manchester Sling control inventory, streamline purchasing, and increase our sales productivity...some of the many reasons why we switched to the MIS system by Accu-Tech."

- Trey Meador, Manchester Sling

AWRF Small Group Medical Benefit Program Ready in Select States

The recent merger and acquisition activity in the healthcare sector has prompted rapid growth of small group medical self-funding as small employers search for answers to today’s employee benefit challenges. As the field of fully insured carrier options has become diminished, AWRF member firm Benefit Captive RE (BCR) has responded with a program now available to member companies between 10 and 100 employees enrolled in the group health plan. This new small group medical benefit program is ready for AWRF member companies to join as early as September 1, 2015 in select states. (Available Today in GA, SC, NC, VA, PA, MA, TN, OH, IN, MI, WI, IL, IA, MO, KS, TX, AZ, CO, ID, MT, ND, and WY. With additional states being added in the future.)

If your leadership team would like to explore the increased flexibility, choice and control afforded to your company by the new AWRF Small Group Medical Plan, then contact us today.

Ph: 888-633-5850 Extension 5027 or request additional information on the “Contact Us” page at www.benefitcaptivere.com

BCR- “Providing what you would want if you knew ALL of the possibilities.”
Superior Quality and Service

Carbon • Alloy • Stainless

• Eyebolts
• Rod Ends
• Pad Eyes
• T-Slot Nuts
• D-Rings & Clips
• Custom Forgings – Up to 200 lbs.
• Turnbuckles & Fittings
• C-Clamps & Screws
• In Stock

• Nut Eyebolts
• Eye Nuts
• Strap Clamps
• Set-Up Wedges
• Swivel Hoist Rings

All Products Proudly Made in the USA
Since 1970

TOLL-FREE:
888-KEN-FORGING (536-3674)
Phone: 440-993-8091 Fax: 440-992-0360
www.KenForging.com E-mail: sales@kenforging.com
THE MEN WHO BUILT THE BROOKLYN BRIDGE
Continued from page 15

George McNulty
Born 1851 in New York City, died 1924 in New York City

Although McNulty told people he was a graduate of the University of Virginia at Richmond, the records indicate he attended classes only one year. As the youngest member of the engineering team he was obviously much influenced by WAR. He named his second son Washington Roebling McNulty. On the day the bridge was dedicated, the official report gave all the credit to McNulty for building the Brooklyn approach. After the bridge was finished he set himself up as a general contractor.

As a contractor he scored some major achievements, mainly establishing the Metropolitan Traction Company’s $12 million cablecar line on Broadway. He built the subway connecting Times Square with Columbus Circle, and the Sunnyside railyard for the Pennsylvania RR. He continued his active engineering work with the Holbrook firm for many years, building the city subway system. He outlived the rest of the engineers.

Edmund Farrington
Born 1820 near East Medway MA, died 1898 in Cincinnati OH

In the various documents describing the bridge, Farrington usually is called something other than “Engineer”. The job title applied most often is “Master Mechanic”. We can detect a whiff of deferential class distinction probably related to the payscale but in reality he knew more about Roebling-style suspension bridges than any of the others. As a youth he was quite frail and poor with very little schooling. At age 19 he went off on a whaling ship to the Azores, was marooned there, and made his way back to New England via Africa, Brazil, and Santo Domingo.

Upon his return to the USA he became involved with the famous Brook Farm commune during the period of experimentation with the socialist philosophy of Charles Fourier. In keeping with the principles of the group he learned to become proficient in a large number of manual labor skills. Adding these to his abilities as a sailor, he was able to find a job almost anywhere.

When Brook Farm collapsed in 1847, he got married and began to seek work outside of New England. Eventually he settled in Poughkeepsie NY, working as a housebuilder. At the time of the Civil War he relocated to New York City.

When JAR resumed construction of the Ohio River bridge at Covington KY during the last days of the war, he advertised for experienced carpenters. Farrington applied for a job. Because JAR and WAR were working together in Kentucky, Farrington got to know both of them. In turn, they were very impressed by his abilities. He quickly became an expert in the application of wire suspension bridge techniques. For example, when JAR had a chance to build a small suspension bridge over the Delaware River at Lordville NY using factory-made cables, Farrington went to handle the project alone.

WAR reached out for Farrington immediately when the staff was organized in 1870. His skills as a sailor came into play when the towers were completed. He was the first to go across, seated in a boatswain’s chair, by which he attained a small amount of international fame. He created the footbridge permitting workmen to cross. In 1877 he gave lectures to the public in Brooklyn describing what to look for as the cables were fashioned. Although Martin insisted there was no friction within the engineering staff, when Farrington resigned in 1882 “to recuperate” he mentioned the “opposition of assistant engineers, arising from professional jealousy”

In 1885, Hildenbrand got a contract to replace JAR’s Ohio River bridge. He relied upon Farrington to be his assistant despite his age - he was 75 at the time. On April 15, 1898, the New York Times reported he was “knocked down by a Covington electric car… at the Cincinnati end of the bridge and fatally injured. He was busy with a cable and did not notice the approach of the car which was running rapidly”. Thus Edmund Farrington joined JAR as someone who died in a wire suspension bridge accident as a result of not paying closer attention when danger approached.

Epic Blog
In his recent book describing the Brooklyn Bridge as an American icon, Prof. Donald Langmead asserts: “In any contest between myth and history, myth usually wins”. In the case of the Brooklyn Bridge there is an extraordinary amount of myth, fable, urban legend, and exaggeration downloadable from hundreds of sites on the internet. Because of its iconic status, the epic history of the bridge and who built it has been reshaped, or as Langmead puts it “turned on the lathe of what we wish was so”, causing the names of the men known to Hewitt in 1883 to fade into obscurity.

When WAR began to build his bridge, New York (942K population) was the largest city in the USA and Brooklyn (396K population) was 3rd largest. The first book published about the icon, written by Samuel Green in 1883, is now available on-line. It clearly states JAR was involved only briefly, for 26 months, before the 14 years of actual construction began. Green listed and explained the numerous design changes made by WAR, but in his chapter “Honor To Whom Honor is Due” Green didn’t mention the engineering staff at all. Apparently, Green got some of his input from Farrington, the only one named other than JAR and WAR, who was interviewed mainly because of his theatrical first crossing on the carrier rope in the open air.

In October 1878, a photographer named George Pach made a group photo at the Brooklyn anchorage. Identities of the individuals in the photo were lost. In 1983, the Brooklyn Historical Society came out with a centennial booklet The Great East River Bridge. To illustrate an article by David McCullough about the bridge builders, an effort was made to identify the men in the image. They guessed the two men with their elbows on the eyebrows are Paine on the left and McNulty on the right. In the standing group, counting from the left, they thought Hildenbrand was 5th man in the row, Farrington 6th and Martin 7th. In my opinion, Hildenbrand (who had a receding jaw) is first on the right standing closest to the camera, and Martin (who had a full beard with gray in it) is 4th from the right.

No matter which of the identity guesses is correct, it is embarrassing to admit these are the men who performed the epic labors to create the icon and we’re not even sure what they looked like. The rampant myths on the internet are out of control. At this point there is no way of stopping or correcting them. The least we can do as wire rope professionals is try to follow the advice of Mark Twain who said to Rudyard Kipling in 1888: “Get your facts first, and then you can distort them as much as you please.”
Machines for the Rigging Industry

SWAGING MACHINES

Sahm Splicing International GmbH
Bremerhaven, Germany
info@sahm-splice.com
www.sahm-splice.com
Telephone: +49 471 - 931 590

TEST BEDS

ANNEALING MACHINES

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®, Traflit® 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.

Boston: 1-800-421-0246
LA: 1-800-675-6727
Canada: 1-800-561-3229

www.tractel.com
E-mail: griphoist.usa@tractel.com
When you need a lift.
We have you covered.

Protecting the load is just as important as lifting it. That's where Southern Weaving sling web products come in. With the perfect combination of strength, durability, and safety, Southern Weaving sling web offers the best of both worlds: maximum lifting muscle with unmatched load protection.
Alaskan Company Carves out a Niche in the Last Frontier
Continued from page 35

Mike and Zach Parnell are great folks, super knowledgeable and we value them as partners in our program."

For much of its history, Alaska Rubber & Supply as they were formerly known was focused primarily on hydraulic & industrial hoses and fittings, lubrication & fueling equipment, pumps and conveyor belts. The acquisition of Alaska Rubber & Rigging in 2009 and the company’s subsequent investments in its Anchorage rigging fabrication facility, have firmly established the company as the leading supplier of rigging products in the State of Alaska. The company has recently undergone a name change, from Alaska Rubber & Supply to Alaska Rubber and Rigging Supply.

“This change signifies our commitment to rigging fabrication and supply as a core business focus,” says Mortensen. In Alaska they have four stores. These are in Anchorage, Fairbanks, Wasilla and Kenai. Today Alaska Rubber has the largest fabrication equipment in the state in addition to wire rope and chain slings. In addition to these types of slings, they also fabricate nylon & polyester web slings, supplying those to their stores.

“The Anchorage operation purchased the Fairbanks location in 2009, during that same year we opened a store in Wasilla, Alaska. In 2014 we opened up a store in Kenai, Alaska. Kenai is just a 15 minute flight from Anchorage – but via land is a three hour drive out onto the Kenai Peninsula. This location came about to support the offshore oil and gas industry there in Alaska’s Cook Inlet.

“We had a significant base of customers on the Kenai Peninsula that we’d historically served from our Anchorage location, and with our newly expanded rigging capabilities we were able to capture many new customers in that growing area of the state.”

In late 2013 the Alaskan operation purchased five companies in Washington State which were the remaining stores in a group owned by the former owners of Alaska Rubber. Those stores include; Pacific Rubber Inc. in Seattle, North Sound Hose & Figgins in Everett, Timco Inc. in Tacoma, Central Hose & Fittings in Pasco and Inland Pacific Hose & Fittings in Spokane.

They are now part of the Alaska Rubber Group; however they have retained their independent names and local identity. Currently rigging fabrication capabilities are confined to the group’s Alaskan operation with the Washington locations primarily focused on the hose and fitting business. The firm is nearing 100 employees of this writing. Company-wide the operations are made up of 60% Alaskans.

“Right now integration of all parts of the company is a large part of our focus,” adds Mortensen. “What were historically multiple, independent companies spread across the Pacific Northwest has now changed. We’re one employee owned company with common leadership and focus; the Alaska Rubber Group.”

Caldwell Quality. Guaranteed.

Caldwell’s selection of standard, ASME compliant products include several expedited shipping programs such as SameDay*, InStock, and QuickShip. If a standard product isn’t the right fit, our experienced team of application specialists and engineers can provide you the solutions you need. Call us today at 800-628-4263 and see what Caldwell can do for you.

*SameDay shipping on specific product when orders are place before noon CST, see web site for complete details.
WELDED CHAIN SLINGS

Welded Chain Slings are fabricated to meet your specific lifting needs.

Options include:
- Sling Type – Single, Double, Triple, Quad or Adjustable.
- Chain Grade & Size –
  100 (9/32” – 1”), 80 (9/32” – 2”), 63 (9/32” – 1”), Normalized Proof Coil (for acid dip pickling applications), Inconel, Nitronic 50, Monel 400, Carpenter 20/Alloy 20 and Stainless steels: 316, 304, 308.
- Attachments*

Every welded chain sling is registered and documented for inspection. Mechanical chain slings available on request with similar options. All chain slings are proof tested, tagged and test cert provided. Inspection and repair service also available.

Common Attachments* may include:
Standard sling, grab and foundry hooks, foundry sorting hooks or other custom bent attachments.
SLINGS TO THE MAX

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

The Slingmax® family of products includes the Twin-Path® brand in synthetic slings and the CornerMax® brands for cut protection for synthetic slings. Our Gator-sling™ brands are well-known multi-part wire rope slings.

Our technology results in a competitively priced product line that is far ahead of any competition. Our built-in sling inspection and safety features are not available anywhere else. And this technology is backed up by the most extensive testing program in the sling industry. Our policy of continuous improvement is well documented.

Here are some important features of our products.

- **25 year history of Twin-Path® slings proven in the field**
- **25 year history of continuous improvement**
- **Inspection and safety features available only on Twin-Path® slings**
- **More testing than any other sling product**

The Power of... **SLINGMAX®**
Lift-Check™ with Visual Tension Indication System

Jergens Lift-Check™ hoist rings quickly assure that an application is secure and ready to lift. Lift-Check™ uses a patent-pending bolt that clearly shows whether the bolted joint is loose or tight, providing fast and hands-free inspection for reduced installation time. No torque wrench or calibration required. Proof tested to 200% of rated load capacity.
After 125 years of operating state-of-the-art facilities in Canada, Wire Rope Industries is proud to announce the addition of a manufacturing plant in Belton, TX.

Coming from 5 years of record growth and profitability, WRI decided to make this investment to further improve our market presence and service level as we continue to support the success of our partners on both sides of the border. This acquisition makes us the only domestic manufacturer with footprint in both USA and Canada.

This investment is a testament to long-term dedication of our shareholders to domestic manufacturing in times when offshoring is the norm. The hiring has followed as well – we have increased our headcount by 20% in the last three years, while retaining expert staff with over 20 years of experience.

FOR MORE INFORMATION OR TO CONTACT ONE OF OUR REGIONAL SALES REPRESENTATIVES, PLEASE VISIT US AT www.wirerope.com
**Ad Index**

**A**
Accu-tech .................................. 66
ADB .......................................... 53
All Material Handling .................. 23, 72
Allied Power Products ................. 61
Alps Wire Rope ......................... 54
Apex Tool Group- Campbell Chain .... 16
Associated Wire Rope & Rigging ... 64

**C**
Caldwell Group .......................... 73
Chant ....................................... 32
Chicago Hardware & Fixture Co. .... 24
Codipro ...................................... 33
Columbus McKinnon .................... 20
Crosby Group .............................. 2

**D**
Distributor Computer Systems, Inc. . 60

**E**
Eriez ........................................ 44
Esmet-Electroline ......................... 30
Etiflex ........................................ 48

**F**
Filtec ........................................ 67
FIRST® Sling Technology ............. 60

**G**
Gunnebo Johnson Corporation ....... 46

**H**
Harrington Hoist .......................... 50
Holland 1916 .............................. 54
Huskie Tool .................................. 49

**I**
Industrial Magnetics ..................... 37
IntegriCert .................................. 48

**J**
Jergens ...................................... 76
Jtagzz ......................................... 66

**K**
Ken Forging ................................ 68
KWS ............................................ 59

**L**
Laclede ...................................... 16
Lifting Gear Hire Corp. ............... 57
Lincoln Hoist .............................. 28
Loos and Company ...................... 22

**M**
Miller ........................................ 14
Modulift ...................................... 38

**P**
Peerless ..................................... 74
Pellow ........................................ 60
Pewag Chain ............................... 24

**R**
J.C. Renfroe and Sons ................. 79
Rigging Institute ......................... 10
RiggSafe ..................................... 67
Ropeblock ................................... 64
RUD Chain ................................... 62

**S**
Safety Clamps, Inc. .......... ........................ 56
Sahm Splicing ............................. 70
Service Thread ............................ 58
Slingmax ............................. 75
Southern Weaving ..................... 71
Stamperia Carcano Giuseppe S.p.a. . 25
Straightpoint .............................. 29
Strider-Resource .......................... 33

**T**
Tandemloc ................................. 45
Terrier ........................................ 6
Tractel ........................................ 70

**U**
Ultra-Safe .................................. 53

**V**
Van Beest International ............... 9

**W**
Wire Rope Industries LTD. ........... 77
WireCo WorldGroup .................... 31, 65
Wirop Industrial ......................... 52

**Y**
Yarbrough ................................. 8
Yoke .......................................... 36
THE GLOVES COME OFF WHEN TAKING ON BIG JOBS WITH RENFROE’S “LIGHT WEIGHT WINNER”

FROM HORIZONTAL TO VERTICAL TO HORIZONTAL THROUGH 180°

Introducing The LA & LPA Clamps From J.C. Renfroe

Renfroe has pulled no punches in creating smaller, durable vertical lifting clamps, the LA and LPA models, called the “Light Weight Winner.” They are capable of turning a single plate from horizontal to vertical to horizontal through 180°. They are a knockout winner with...

- Less weight and smaller size for more maneuverability
- Versatile and easy to handle
- Our bolt construction makes it easily repairable
- Meets ASME BTH-1 design and service class safety standards
- One half and one ton capacities are available through Renfroe’s Instock program

FOR MORE INFORMATION ABOUT THIS NEW SERIES OF CLAMPS, CALL 1-800-874-8454.