Crosby

BUILT FOR THE LIFT

Get a Confident Grip on any Load.

CHOOSE CROSBY

www.thecrosbygroup.com

NEW

S-13326AH
SHUR-LOC®
Swivel Hook
with Handle
and Bearing
Boy it’s hard to get people’s attention today. Our news and other communications are full of the most dramatic events and if they aren’t, we are sure to blow them up to crisis status (ex., see Sarah Silverman’s tweet inciting the U.S. military to take over the U.S. government and overthrow Trump). It’s a little maddening. So what does Savannah’s AWRF meeting have to do with all this stuff … well nothing really, which is a good thing.

Considering the headline of this story, other than delivering Amazon’s packages, there won’t be drones in Savannah but … we will have a presentation on lifting the Navy’s latest drone with composite lifters. I am guessing Russia’s hackers will be kept at bay with the Westin’s uncrackable Wi-fi password security protocol of last name and room number. And lastly, despite the AWRF’s international draw, we still won’t have any North Korean members by April and if we do, there will probably be a travel ban slated for those folks.

What the meeting will offer is a great chance to interact with those who are involved in related businesses and our industry’s organization, the AWRF. Savannah presents an opportunity to communicate with your peers, see some great industry presentations, soak in some warm weather, eat great food, golf and see some of the location’s sites and history. Beyond those attractions though the biggest opportunity is for Engagement!

At the recent winter board meeting, we discussed association membership and how we can get more members. Fortunately, we have two smart guys on the board, Tom Hudgins and Jack Gibbons, who are managing the AWRF’s membership committee. During those discussions, we talked about the list of target non-members whom we will continue to try to sign up, offering local Savannah non-members a chance to check out the meeting in April and even branching out membership to other related industry groups.

While all of those tactics are being or will be explored, the biggest impact we can all make on the organization is to continue to look for ways to get existing members more engaged. Picture quality versus quantity. And it’s not financial impact but rather how can we make our members’ experience and involvement a richer one. Great engagement from all members would make data from surveys more significant, interests within the organization would be more broadly represented and discussions and meetings would be more diverse and informative.

Continued on page 72
Five old school places that rock the Rust Belt

by Erin O'Brien

Samsel Supply

HGR Industrial Surplus

Scranton Flats

Rose Iron Works

The William G. Mather, North Coast Harbor
The Cleveland renaissance is characterized by art galleries and studios blooming in our vintage industrial buildings. Mixed-use development is spreading like wildfire from Hingetown to Shaker Heights and beyond. Millennials are flocking to the sleek new bars and eateries on the East Bank of the Flats.

But there are places where the Cleveland of yesteryear persists. In them you’ll find hulking machinery, lengths of herculean chain forged to moor the freighters of the Great Lakes and plenty of steel: steel bridges, steel anvils, even sparks of steel. In this roundup, Fresh Water visits five such local spots that transport you back to the Rust Belt’s hey day.

**Samsel Supply, 1235 Old River Road**

Step into Samsel Supply and you’ll find yourself amid displays of giant ropes and chains that will ultimately festoon industrial vessels such as the Olive L. Moore and Pere Marquette 41. The iconic store is where working women and men go to outfit the grand dames of the Great Lakes and themselves, with heavy coveralls and thick rubber boots that mean business.

Launched in 1958 by Frank Samsel, the humble beginnings quickly grew into a major source for construction, industrial and maritime supplies throughout the region. The store is still owned and operated by the Samsel family, including Frank’s son Mike and his sister Kathy Petrick, who are in ongoing development talks regarding a host of vintage buildings along the historic stretch of Old River Road.

Need another reason to love Samsel Supply? Frank Samsel was instrumental in the clean up of the once-deemed “dead” Cuyahoga River. He did it aboard a very special vessel named the Putzfrau, which tackled unimaginable contaminations of oil, chemicals and “huge black blobs.”

The family continues to build on Frank’s groundbreaking environmental efforts by partnering with the county in the Greenspace Initiative Program, which aims to restore and protect waterways and riparian areas amid other goals.

In the meantime, if you need a boom pendant thimble, a couple hundred feet of high test steel chain or a male jaw and ball bearing swivel becket, Samsel’s got you covered.

**HGR Industrial Surplus, 20001 Euclid Avenue**

HGR is one of those places you pass a hundred times and never really see. The sprawling facility is unremarkable at first blush, just another low-slung building facing an asphalt parking lot full up with pickups and flatbeds.

Old time Clevelanders, however, know the giant structure housed GM’s Euclid Fisher Body Plant from 1948 to 1993. Among other things, bodies for iconic cars such as the El Camino, Toronado, Riviera and Cadillac Eldorado were manufactured here, but the site’s history goes back to the late 1800s. What was once farmland became the subject of a long and contentious legal battle over zoning that ended up before the Supreme Court of the United States (SCOTUS).

On November 22, 1926, the SCOTUS ruled on Village of Euclid v. Ambler Realty Co., in favor of the Village. The landmark case made headlines across the country as a definitive decision that enabled fledgling zoning laws. In 1942, however, Uncle Sam had a different vision for the 65-acre plot and usurped control of the site, announcing plans for a $20 million war plant despite protestations from residents and village officials.

What Uncle Sam wants, Uncle Sam gets, and the expansive plant was built. It originally housed Cleveland Pneumatic Aerol, which manufactured landing gear and rocket shells for about two years until Victory Over Japan Day marked the end of the WWII on September 2, 1945.

20001 Euclid essentially lay fallow until GM bought it in ’48.

After the last GM worker left more than 20 years ago, the structure housed any number of tenants including HGR, which purchased the building last year. Stepping inside the 13-acre building is a singular experience. Here you will find the machines that threaded, milled and cramped when the Rust Belt was at its grittiest. Behold the remnants of what fueled every tool and die man for the last 100 years: a 38,000-pound press brake keeps watch over rows of table saws, while giant industrial robots await orders and a massive turret lathe, manufactured before you were born – just eight miles away at the Warner & Swasey factory on Carnegie, sits like a vigilant soldier.

Best of all, from the riveted wood beams to the clerestory windows overhead, the historic structure looks just as it did on the day this former WWII bomber plant opened more than seven decades ago.

**Scranton Flats, 1851 Scranton Road**

This length of trail quietly showcases Cleveland’s bridges with one breathtaking vista after another. The spans over this section of the Cuyahoga represent more than a century of bridge technology. Their graceful arches fill locals with sighs, while the massive lift bridges are like steel
dinosaurs with giant counterweights instead of jaws. And while much of the historic industry that populated Scranton Flats is long gone, the trail associated with it allows those who walk or bike this short stretch to get up close and personal to some of Cleveland’s most lofty spans, which allow automobiles, pedestrians and cyclists to traverse their lengths while freighters, tugs and sporting vessels navigate the Crooked River below.

For the bridge-curious among us, Fresh Water suggests the following route: Start on the all-purpose trail that hugs the river along Scranton Road (full title: Cleveland Foundation Centennial Lake Link Trail). Head south, up the incline, while you take in the 1957 Norfolk Southern Cuyahoga River Bridge to your left. Go right at the fork in the trail and over the two pedestrian bridges, which were constructed in 2015 and give you a completely unique view of the 1927 Hope Memorial Bridge with its beloved Guardians of Transportation. When you reach the trail’s end at the intersection of Franklin Avenue and Columbus Road, turn right and walk over the 1940 Columbus Road Bridge (you might have to wait if the bridge is up in order to let the likes of the 634-foot Great Republic pass through with her load of iron ore).

Continue north on Columbus – but do stop en route and tip your hat to the Flats Industrial Railroad Bridge, which is frozen in its highest position – and take a right when you get to Center Street, but not before you glance left and nod to the 1901 Center Street Swing Bridge down the way. Go on up the hill and take another right to head over the 1939 Carter Road Bridge. Then go left toward the defunct Eagle Avenue Viaduct (the green bridge next to the Cleveland Fire Station 21, which was built in 1923 and is home to the Anthony J Celebrezze fireboat).

There is something haunting about that abandoned intersection of Eagle Avenue and Carter Road, with that motionless old lift bridge looming. Now place your hands upon its steel and feel the energy and experience of this sentinel, which watched on silently as so many other bridges rose up around it over the past 93 years, including the George V. Voinovich Innerbelt Bridges that opened to the public just months ago.

You ought to be at the northern tip of Scranton Flats, which is where you – and much of Cleveland’s history – started.

Rose Iron Works, 1536 East 43rd Street

Most every Clevelander has seen one particular offering from Rose Iron Works. While soon to be on loan to the Cooper Hewitt Smithsonian Design Museum in New York, the “Muse with Violin” screen is usually on display in the contemporary galleries at the Cleveland Museum of Art. While that graceful example of art deco metalwork has a fascinating history, “tis the forge at Rose that uniquely evokes the Rust Belt – for here you will find the smiths.

Yes, those kinds of smiths – blacksmiths.

These are the craftsmen who manipulate steel the old fashion way: they forge it with fire and hammers and anvils. But this is not about some homely effort to “keep the old ways alive,” This is about professional handcrafting steeped in tradition. After all, Martin Rose founded the business in 1904 and his grandson, Bob Rose, currently helms it.

Billed as an “art blacksmith shop,” at Rose, steel meets creation in the most organic sense. Customers can commission custom items such as chandeliers or fencing and the blacksmiths bring the vision to fruition. The shop also hand forges industrial tools such as tongs.

Located in the St. Clair Superior neighborhood, the shop is a museum of sorts as well, with medieval metalwork and classic wrought iron pieces on display, as well as examples of glass carved via reverse-image sandblasting. Four objects from this collection; including a railing from the Drury Theatre, an art deco lamp made by Paul Kiss and a council table and mirror; will be traveling along with “Muse with Violin” to New York for the upcoming Cooper Hewitt show. “The Jazz Age: American Style in the 1920s” will also be on view at the Cleveland Museum of Art from Sept. 30, 2017, through Jan. 14, 2018.

The William G. Mather, North Coast Harbor

Clevelanders consistently wax romantic whenever a freighter glides before them, whether it’s up close while they quaff an ale on the patio at Merwin’s Wharf or from afar as they rock to and fro on the bench swings at Lakewood Park.

One of the grandest dames of the Great Lakes to garner sighs and wistful grins is the William G. Mather. She was built in 1925 by the same company that constructed hundreds of vessels, including the doomed SS Edmund Fitzgerald – the Great Lakes Engineering Works in River Rouge, MI. At just over 618 feet long and with a 14,000-ton capacity, the Mather was the flagship of the Cleveland-Cliffs Iron Company until 1952. Retired in the early 1980’s, she is now, of course, a floating museum and part of the Great Lakes Science Center.

Continued on page 68
New Century Politics

MISSION

The Second Session of the 114th Congress ended with the hope and expectation of achieving a pro-business agenda during the next two years. Several packages which would have curbed runaway and irresponsible regulatory activity, passed the House of Representatives, but faced veto by the President. Glitches in Obamacare proliferated. Executive initiatives from the Administration could hardly be classified as incentive driven. In short, it was politics as usual, causing the Government Affairs Committee (GAC) to adjust its own agenda in terms of monitoring, information gathering, reporting and lobbying. Meanwhile, AWRF has continued to fine tune its intrinsic priorities in light of worldwide economics, while insuring that the current agenda for the lifting, rigging and load securement industry remains sufficiently flexible to adapt to a new legislative and administrative environment which promises a friendlier calendar.

STRATEGY

Within all feasible parameters of opportunity in 2017, the GAC will continue to pursue regulatory, judicial and legislative reforms of significance to AWRF members. While the Committee’s strategic plan addresses issues at the state, federal and international levels, specific tactics will once again selectively target issues relevant to the lifting, rigging and load securement industry. These initiatives are listed below under the heading “Agenda. Where circumstances call for collective influence, the GAC will continue to participate in coalitions, joining representatives from other organizations with similar objectives. There is no doubt that the elevated membership status which AWRF enjoys at the U.S. Chamber of Commerce has resulted in an enhancement to the Association’s influence on Capitol Hill. Although the GAC budget for 2017 provides the necessary latitude to maintain current sources of information while at the same time developing new contacts, pursuing issues and lobbying where necessary, this amount nevertheless constitutes a minimum allowance to accomplish the Association’s objectives.

GOALS

Through participation in the political process, AWRF will continue to maintain its own oversight initiative with respect to regulations and laws affecting its status as a non-profit corporation. Antitrust regulations adopted by government agencies in North America and the E.U., as well as applicable federal and state judicial decisions, will continue to be focal points of review. Where opportunities for action present themselves, the GAC will react accordingly. Tort and product liability reform at all levels of government will be given the highest priority. State court decisions and state
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 and Muscle Shoals, AL 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 three 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.
legislative actions (often in conflict) are where bench, bar and the public take sides on the battleground. It is on this terrain that plaintiffs’ lawyers and burdensome regulations compete against business interests. The GAC must continue to concentrate on its objectives through membership in various non-profit associations and coalitions as well as via its own networking system. Of course, the international interests of our members are always a part of the strategic agenda, with ever-increasing antitrust exposure crossing over national boundaries to accommodate the realities of international enforcement among civilized countries. Still of high priority is the subject of swager guarding. As OSHA seeks to lump pneumatic and hydraulic machines with power presses, the GAC must react with evidence to the contrary, e.g. the AWRF swager safety program as a preferred alternative to barrier guards. As the leader of the rigging industry, AWRF has once again stepped up to the plate with manageable Recommended Practices and Guidelines.

TACTICS

The expansion of commercial opportunities throughout the global economic community will be tested in light of the new administration’s proclivity toward nationalism. The vagaries of the U.S. dollar vis a vis other currencies, present the lifting, rigging and load securement industry with both familiar and unfamiliar obstacles in the form of international standards, practices, procedures and ethics. These entanglements have been exacerbated by the continued threat of global terrorism. EU and ISO standards can no longer be relegated to a position of secondary importance, nor can this Association ignore the effects of emerging Asian, African and South American influences notwithstanding the new posture favoring bilateral trade arrangements. The GAC proposes to approach this situation with broadened sensitivities to the needs of members who compete in the global marketplace. Continued emphasis upon public recognition of the Association’s role as the leading spokesman for the lifting, rigging and load securement industry remains a fundamental objective of the GAC. Commercial self-determination takes on even greater significance as AWRF membership expands geographically and arithmetically. In anticipation of a U.S. Congressional agenda in 2017 with continued overtones of continued polarization, the GAC has set its clock to respond with appropriate action.

AGENDA

1. PRODUCT LIABILITY REFORM

Whether there is war, peace, recession or prosperity, business owners live and work in fear of frivolous and unfounded product liability lawsuits. The problem is critical for manufacturers and fabricators who should be investing in research and development, but instead, are forced to budget excessive amounts of money for insurance and legal fees. In this litigious climate, business owners must consider liability as an aspect of every decision. Businesses can be held liable for injuries which are not in any way connected with the quality or reliability of their products. Proposed legislation would insure a uniform system with fewer opportunities for abuse. In 2005, class-action reform legislation became the law of the land. Attacking the current lawsuit abuse mania on a piecemeal basis continues to be a more acceptable solution than sweeping remedial legislation. A friendly Senate never hurts, but sixty votes are still needed there to advance favorable legislation. It is logical to assume that the needed supermajority will be less elusive throughout the 115th Congress. The GAC will, as is our custom, join with other business-related groups to meet these formidable obstacles, and, if the Republicans retain the Senate in the November 2018 general elections, we will continue to behave accordingly.

2. ECONOMIC STIMULUS, SPENDING AND TAX RELIEF

Throughout 2017 and 2018, AWRF members may expect improving lines of credit and fewer job market challenges, while simultaneously undergoing receding government interference in the shop and in the marketplace. While governments around the world are preoccupied with the threatening disintegration of the European Union, the U.S. seems poised for added protectionism, fewer regulations and lower taxes—theoretically a recipe for business expansion. The solutions adopted will undoubtedly have a significant impact upon the lifting, rigging and load securement industry. Accordingly, AWRF must rely on its government relations arm to exercise the appropriate influence in the U.S. Congress and elsewhere take advantage of the inevitable opportunities posed by the new order. This balance of positives should be indicative of a better business environment. Yet, it remains to be seen whether America’s pathway portends brighter days for the rigging industry in particular.

3. ERGONOMICS

It is doubtful that the new Secretary of Labor will encourage adoption of an expanded ergonomics rule. If a general standard is to be fair to workers and employers alike, the latter must have the flexibility in determining the most cost-effective methods of identifying and treating employees with work related cumulative trauma disorders (CTDs). The business community must insist upon scientifically generated cause and effect relationships. By adopting a rule requiring the treatment of any possible CTD, a false standard of cause would be established in tort actions. Moreover, by mandating that employers use unproven technologies and practices (there is no consensus in the medical community) the incidence of CTDs is likely to increase and OSHA inspectors will be inclined to issue erroneous, subjective citations. The GAC must continue its vigil to ensure that any new standard is voluntary. Acceptance must be driven with such good ideas that employers will logically adopt them and, of course, any new rule must apply to the particular industry for which it has been generated. A ‘one size fits all’ programmatic approach should be out of the question.

Continued on page 46
LOAD SECUREMENT, CRITICAL FOR SAFE TRANSPORT, ENABLES NEW FIRM TO CARVE OUT ITS NICHE

by Peter Hildebrandt
Dolezych is one of the worldwide leading professional manufacturers in load securing technologies, lifting equipment, slings and ropes. This company, with a team of over 600 employees spread across nine countries has the ability to meet many needs. Though Dolezych and its global family of businesses is over 82 years old, a recent addition in the United States is three-year-old Doleco USA. This new firm with a company warehouse located in Meriden, Connecticut focuses on supplying the equipment in the industry, keeping an eye on quality with their research and development department, as well as their manufacturing facilities in Europe, South America and Asia. The array for their customers includes wire rope assemblies, web and chain slings, along with all types of load securement products. Added on to the last item in that list; is engineered solutions to all of their clients' lifting and securement application needs.

Doleco USA products are available in the United States, Canada and Mexico through the company’s master distributor network which includes over 6,000 distribution centers. Doleco USA is one of the fastest growing load securement and lifting suppliers in the U.S. Their success has come from offering a full line of quality products through proven distribution channels to provide an alternative to over-distributed brands. With a global brand and extensive local experience, the company sees tremendous growth and opportunity in traditional markets. “The U.S. market offers potential for expanding our reach and this move underlines our commitment to becoming a major player here,” says Ralph Abato, president and managing director of Doleco USA. “I see lots of new opportunities. Doleco USA is actually very heavy into both the lifting market and that of load securement. This means even more possibilities for us to focus on.”

Abato brings a wealth of experience and knowledge of the transportation industry and specific load securement regulations, as well as many long-time key relationships in the industrial markets to this new enterprise. He worked as a longtime Vice President of Sales and Marketing for Ancra International and most recently, vice president of strategic initiatives for Kinedyne Corporation. Ralph Abato has been active in guiding industry trends and practices and is the former Vice President of the Web Sling and Tie Down Association, (WSTDA) and has previously served as a member of its Board of Directors. The organization is widely recognized as the industry’s preeminent authority on lifting, lashing and load securement practices.

Abato and his sales team members Tom Haughs and Bob Abrahamson have as their goal to provide high quality, durable products that will increase lifting and load restraint safety, improve productivity, and reduce operating costs. Doleco USA looks to provide those products that others cannot or will not support. “We strive to not only meet the demands of our customers, but to exceed their expectations. Quality engineering, prime people, reduced-cost production facilities worldwide, we feel are a successful combination for us here at Doleco, USA and all our clients.”

Abato feels, as well, that innovative Products drive the market. Doleco USA is also trying to bring some innovation from Europe to North America, in both those markets, in lifting and load securement. One good example for the innovative strength of Doleco is the textile lashing chain “PowerLash with Dyneema” which will substitute for standard steel load binder assemblies. PowerLash was developed in cooperation with DSM Dyneema. The chain is made of high-tech webbing material from Dyneema® and offers unequalled advantages since it is up to 85% lighter than steel chains and extremely resistant against abrasion. This makes using the chain a lot easier and enables the handling of longer lashing chains with e.g. 65 ft. usable length.

“We here at Doleco USA are also looking at more products for the North American market that will be involved with tests on our track facility, before we bring them to the U.S.,” adds Abato. “This test securement facility situated close to the company headquarters in Germany has been open for three years now and is designed specifically to test load securement products on vehicles in all sorts of weather and track conditions. “A total of just over 6.5 million Euros was invested in this load securing flag-ship. The area of just less than 12.5 hectares houses, besides the outdoor research lab for road trials which is equipped with state-of-the-art measuring technology, also a training academy and research institute. “The resources available with this test facility present an amazing opportunity for this relatively new company, according to Abato. “Though we are young, Doleco USA is focused on a growing future presence in the industry. I see positive things on the horizon for our future.”
INSULATED MILLER ECONO-LINK DC®

- Insulated, closed body roller bearing swivel for welding or other DC protection applications
- Rated 2,000 volts DC for loads 3-15 tons
- Six jaw, eye, and hook configurations

High Quality Lifting Products since 1935
millerproducts.net • 800.733.7071
Ask for Miller Products by name
You can hide a multitude of sins inside a van trailer, but with an open deck trailer, any indiscretions are out in the open for all to see – including DOT roadside inspectors. But sometimes a great-looking load can be placed out-of-service for violations. There are ways that those involved can avoid that. Staying compliant means having an excellent understanding of the regulations as well as cargo securement equipment that is up to the task. Keith Kerns, an investigator with the Public Utilities Commission of Ohio and a member of CVSA’s International Safety Team says the primary cause of cargo-related citations and out-of-service orders is not driver error or improper methods. It’s the equipment itself.

“The statistics tell us that damaged or defective tie-downs, loose or unfastened tie-downs, and simply not having the required number of tie-downs are the most common violations we find at roadside,” Kerns says. “The biggest issues related specifically to drivers are calculating the weight of the cargo plus any length requirements that might exist when determining the correct number of tie-downs required.” The two are related. If a driver correctly calculates the aggregate working load limits but uses sub-standard or under-rated equipment, he could still be cited, because the AWLL might be below minimums. That could result in one of several citations being issued, such as damaged securement systems, insufficient tie-downs or even cargo not immobilized or secured.

For example, a 5/16-inch grade 70 Transport chain has a WLL of 4,700 pounds, but if it’s not marked as such, or the markings are not legible, an inspector would downgrade it to the equivalent of Grade 30 chain, which has a WLL of just 1,900 pounds. “When using chains with binders and hooks, the ‘weakest link’ theory applies,” says Kerns. “The component with the lowest WLL in the assembly dictates the strength of the device. If you have a 4,700-pound chain with a 3,000-pound hook, the chain is only as good as its weakest link.”

Similarly, unmarked webbed cargo straps in good condition are minimum-rated at 1,000 pounds WLL per inch of width. A properly marked 4-inch strap could be rated as high as 5,400 pounds. If that 5,400-pound strap were downgraded 4,000 pounds because the label or marking was missing or not legible, the driver could come up 1,400 pounds short per damaged strap in meeting the minimum AWLL for the cargo. Damaged straps could be downgraded or zero-rated, depending on the extent of the damage, as determined by the strapping defect table in CVSA’s Out-of-Service Criteria handbook.

“You can have a minimal amount of damage to the strap, and there are many variables there, but if the strap is so damaged that it meets the requirements of the defect table, the strap would be zero rated. In other words, it would be like that strap wasn’t even there,” adds Kerns. “We’re looking for a minimum of one strap for every 10 feet and fraction thereof in length, with a minimum of two tie-downs for anything longer than 5 feet,” says Kerns. “For example, an article that is 21 feet long and up against a header board would need a minimum of three straps based on its length and position on the trailer. If it’s not against a header board or in contact with the cargo in front of it, it would need one additional strap. Drivers used to call this the penalty strap.”

Weight also must be considered. Enough tie-downs are required to secure for half the weight of the article of cargo. For example, something weighing 20,000 pounds would require a minimum of 10,000 pounds WLL of cargo securement. Using the indirect method (over the cargo, anchor point to anchor point), two 5,400-pound rated straps (2 x 5,400 = 10,800 pounds AWLL), or three 4,700-pound rated chains (3 x 4,700 = 14,100 pounds AWLL) would meet the AWLL requirements. In this case, two 4,700-pound chains would give you only 9,400 pounds AWLL; you need to secure for 10,000 pounds.

If the article was more than 10 feet in length (even if it were just 10 feet 1 inch), it would require an additional strap to satisfy the length requirements, as above, but the three chains would suffice.

If that article of cargo were a machine with built-in attachment points, and the driver used the direct method (a chain from a trailer anchor point to a cargo attachment point), five direct attachments would be needed - or four direct and one indirect. When using the direct method, each tie-down device only gets half its rated working load limit. So, if the devices are rated for 4,700 pounds each, they would get a 2,350-pound allowance (5 x 2,350 = 11,750 pounds AWLL). Four 4,700-pound chains would give you only 9,400-pound AWLL. Cargo securement isn’t rocket science, but there’s too much to be taken into account to let poorly-trained drivers

Continued on page 55
Mindfulness:

Why You Should Stop and Read This Article Right Now

Stop for a second. What are you doing? Yes, you are reading this article, but what else are you doing? Chances are, you’re also responding to a text message, answering an email, eating a snack, and thinking about what you are going to have for dinner tonight. If this resonates with you, take a mindful moment to only read this article right now.

Mindfulness is a mental state achieved by focusing your awareness on the present moment. This technique involves calmly acknowledging and accepting your thoughts and feelings (both emotional and physical). Simply put, mindfulness is not something that you “do;” it’s a mindset that you live.

“Practicing mindfulness affects every aspect of your life: eating, activity, relationships, finances, happiness, productivity, etc.,” says Lilly Graziani, CREATION Health Education Manager at Florida Hospital. Graziani has four tips for implementing mindfulness in your everyday life.

1. Take time for a gratitude minute

Mindfulness is about frequently “checking in” with your emotional and physical wellbeing. It involves shifting your thoughts and perspective to openness, honesty, forgiveness and gratefulness. If you take a minute – or even a few seconds – to acknowledge things in life for which you are grateful, it creates a more positive, happy outlook.

Graziani explains, “A gratitude minute is a great way to focus on the amazing things in your life.” “I suggest either ending or beginning your day by writing down things that you are grateful for so you are either finishing or starting your day in a very positive, uplifting way.” In addition to feeling grateful in the moment, a gratitude minute has been shown to have lasting effects. Practicing gratitude can increase your happiness levels by about 25 percent. In one study, Emmons and McCullough (2003) were surprised to find that happiness could be increased by a simple gratitude exercise. Participants took the time to write down 5 things they were grateful for once a week, for 10 weeks. At the end of the study the group was 25% happier than a comparison group who simply listed five events from the week.

Wellness Tips:

• Accentuate the positive

• Enjoy sunlight and nature

• Boost taste with herbs and spices (not salt)

• Chew consciously

• Smile loudly!

• Create a vibrant, colorful plate at mealtime

• Rest, recreate, restore, recharge

• Move and play every day

• Make tea time your ME time

• Socialize and share with friends
2. Retrain to not complain

“We are a society that loves to be busy,” exclaims Graziani. In all our hustle and bustle, we often find time to complain about our mounting tasks and the negative things in our life. Graziani continues, “If you train yourself to think more positively, you tend to talk about those things more.” “It will make you happier, and those around you as well.”

Happiness is contagious. If others are smiling and talking about pleasant things, it simply brings happiness into your life, too. It’s not to say that you can’t talk about things bothering you, but positioning challenges by talking about their solutions is a more constructive and mindful way to deal with hardships compared to just complaining about them.

3. Disconnect to reconnect

“We’ve all seen that family at a restaurant sitting around the table texting or looking at their devices the entire time,” says Graziani. “This family is losing a moment to connect and be mindful about their time together.” If we practice mindfulness, we stop to think about who is around us and how we can use the present moment to appreciate one another.

Graziani accounts, “When I was growing up we had one phone in kitchen with a long cord and I remember walking as far as I could around the house, still tethered, to talk to my friends and family.” “With the evolution of cell phones, we stopped calling at home, or even calling at all.” “Technology is great but we are losing interconnectedness of our relationships.” “Being more mindful and present will help us foster our relationships and quality of life,” says Graziani.

4. Tap your senses

“It is important to take a step back and recognize when something – a thought, a device, a person, a feeling - might be keeping you from enjoying your present moment. Are you on vacation standing behind your phone taking pictures without breathing in the air, seeing the beauty around you through your own lenses, or talking to a local who could provide you with some incredible insight? Are you sitting at your desk for five hours straight and not paying attention to your back that is hurting, which is a signal to get up and stretch? If you are mindful, you will begin to recognize these moments as tremendous opportunities to reconnect with yourself and the world around you.

Graziani suggests, “When you have a mindful moment, stop and run through your senses.” What am I seeing? What am I feeling (both emotionally and physically)? What am I hearing around me? She continues, “You might realize in a split second that you are quite tired and need more sleep, so you decide to go to bed earlier that night.” “You might realize that the lunch you ate made you feel sluggish, so you decide to eat a healthier dinner.” “You might find that you’re stressed and need to take a break to recharge, so you take a few vacation days.” “Your mind and body will usually tell you what you need – you just have to listen,” she concludes.

And when you do, many things in your life begin to improve: your health, your relationships, your wellbeing, your attitude – the possibilities are endless.

So how did you do? Were you able to make it through by only reading this article. If not, no worries. Perhaps these four tips will help you create more mindful opportunities in the future.

Recipe:

Creole-spiced marinated chicken

Ingredients:
- 4 four-ounce pieces of chicken
- ¼ teaspoon olive oil
- 1 teaspoon cumin
- 1 teaspoon paprika
- ¼ teaspoon cayenne pepper
- ¾ teaspoon coriander
- 2 teaspoons fresh garlic
- ½ teaspoon kosher salt
- 2-3 tablespoons lemon juice

Prep Instructions:
Prep Time: 6 minutes
Cooking Time: 15 minutes for spiced chicken
Total Time: 21 minutes

Instructions:
Blend all ingredients together and marinate the chicken for at least 30 minutes before cooking. Place chicken on a prepared sheet pan and cook at 350 degrees until internal temperature reaches 165 degrees.

Yield:
Serves 4 (4.5-ounce) portions

Nutrition facts per serving:
Calories: 121; Total Fat 2.0g; Sat Fat 0.1g; Cholesterol 56.9mg; Sodium 153.4mg; Carbohydrates 1.0g; Fiber 0.2g; Sugar 0.0g; Protein 23.4g
Campbell Cradle Grab Hooks
Better design for maximum strength.

The precise shape of Campbell Cradle Grab Hooks keeps the center link suspended above the bowl of the hook to eliminate side-loading while supporting the adjacent links to maximize chain strength. The result is a hook that retains 100% of the rated WLL in choking applications. That’s Campbell Confidence at work.

©2017 Apex Tool Group, LLC    ATG-3216
www.campbellchainandfittings.com
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
Easy lifting.

Our Columbia pallet gantry is uniquely suited for lifting and positioning situations where an overhead crane or lift truck is not suitable for the task. Designed to straddle a standard, full-size pallet, it offers both convenience and performance in a compact package.

Five hoist options make matching this unit to your specific needs easy while giving it unmatched application flexibility. Our unique hammerhead trolley provides the operator with the ability to pick and position loads across the width of the lift beam. A self-locking pin makes it possible to lock the trolley in place to prevent movement while transporting a load.

Allied Power Products, Inc. has provided lifting, pulling and positioning solutions for industrial, commercial and government customers around the globe since 1983.

www.alliedpower.com/AWRF
503.626.0654
Beaverton, Oregon

RELIABILITY

TALURIT™ LKA 28-PS and 600T swager
- THE SLINGMAKERS DREAM -

The automatic cutting machine LKA 28-PS and P 0600T 1S swager as a system solution, makes the slingmakers work a one man show. Efficient and safe!

Contact us for pricing.

Chant Engineering is the North American Distributor for TALURIT™
Time to take advantage of the **NEW**

CLMI Safety Training program

Train your employees to be safe and avoid injuries by creating your **OWN** safety program

What a great opportunity you have to take advantage of the online safety video program that has been set up for AWRF members. With **24/7** access to over **250** safety videos, you can help keep your employees safe. By using the free tokens, you can access the videos from any computer, anywhere! 90% of the videos are available in both English and Spanish with a downloadable quiz. Ask us how to use your free tokens.

**YOU SHOULD NOT PASS ON THIS PROGRAM!**

The QHSE committee and the Board of Directors urges that your safety manager/team takes advantage of this **important** resource. With 2.9 million non-fatal workplace injuries and illnesses reported by private industry, we need to do our part in reducing these numbers.

**Need to access your 4 FREE tokens or have any questions?**

Contact Emily Gilbert at [emily@awrf.org](mailto:emily@awrf.org) or call 313-608-3884

http://www.clmi-training.com/awrfstreaming
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.

www.oliveirasa.com • info@wirecoworldgroup.com

OLIVEIRA
A WireCo® WorldGroup Brand

Making the lifting industry a safer place

Running Line Dynamometer TIMH for use in cable laying, mooring or winch applications. Suitable for various rope sizes up to 2” diameter. Constructed from stainless steel, extremely robust for use in the harshest of environments. 10T – 85T available from stock.

LOADCELLS - IN STOCK
READY TO SHIP
CALL ☏ (Toll free)
+1(844) 806-7665

www.oliveirasa.com • info@wirecoworldgroup.com

Straightpoint.com

Making the lifting industry a safer place
We Manufacture or Distribute Every Type of Machinery Used in a Rigging Shop

Reeling Machines
Re-Reeving
Take Up & Pay Out

Horizontal Test Beds & Vertical Test Stands

ISO 9001:2008
AS 9100:2009
ISO/IEC 17025:2004
Accredited

CHANT
Chant Engineering Co. Inc.

sales@chantengineering.com
215.230.4260
www.chantengineering.com

Container Monitoring System

A unique load monitoring system
for weighing containers

- Centre of gravity measurement
- Total and sectional load reading
- Automatic single or twin lift detection
- Can integrate with existing Terminal Operating Systems

NOW Available in the USA
from Chant Engineering

Contact us for more information about this system and its unique features.

sales@dlm-uk.com +44 (0)23 80741700
www.dlm-uk.com @DLMLtd
THERE WHEN YOU NEED IT

GREEN PIN® TURNBUCKLES LEAD IN BOTH STRENGTH AND AVAILABILITY

+ Suitable for lifting and lashing applications
+ Also available in safety bolt and polar turnbuckles (-40°F)
+ Generally to ASTM F1145-92 formerly U.S. Fed. Spec. FF-T-791b
+ Industry leading stock availability of 99%

greenpin.com
Eriez® Flotation Division (EFD) Announces Commissioning of Fully Automated Four-Stage Laboratory Column Flotation Circuit

Erie, PA—Eriez® Flotation Division (EFD) announces the commissioning of a fully automated, four-stage lab-scale column circuit for flotation testing on sulfide and industrial minerals. Operating parameters such as air flow rate, wash water flow rate, reagent addition rates and pH level are regulated using a programmable logic controller (PLC). The flotation circuit can be altered to accommodate multiple circuit configurations ranging from one (i.e. rougher) to four (i.e. rougher-scavenger-cleaner-cleaner) unit operations, dependent upon the characteristics of the feed ore. The circuit is also capable of incorporating recirculating loads. The automated circuit can be utilized to conduct steady-state column flotation tests at feed rates of up to 15 kg per hour.

EFD can provide detailed analysis of most flotation circuit configurations using laboratory equipment ranging from grinding mills to bench-top and continuous conventional and column flotation cells. Typical tests range from exploratory batch testing to the evaluation of multi-stage flotation circuits. EFD’s analytical lab—including an XRF (X-Ray Fluorescence), ICP-OES (Inductively Coupled Plasma Optical Emission Spectrometry), sulfur analyzer and laser particle size analyzer—can quickly conduct in-house assays and improve turn-around time on testing. For more information about EFD’s in-house lab services, visit http://erieznews.com/nr403.

Eriez Flotation Division (EFD) is a world leader in advanced flotation technology. Formerly known as Canadian Process Technologies, Inc., EFD is a wholly owned subsidiary of Eriez Manufacturing Co. EFD provides advanced testing and engineering services, in addition to sparging and column flotation equipment for the mining and mineral processing industries. For more information, visit www.eriezflotation.com or call toll-free at 888-300-3743 within the U.S. and Canada. We can also be contacted at efdusa@eriez.com.
Over 500 years of Innovation NOW AVAILABLE IN CANADA

pewag proudly announces the opening of its new Canadian distribution center in Mississauga, Ontario.

pewag Canada Inc.
3600 B Laird Road Unit 12, Mississauga, ON L5L 6A7
Phone: 289.201.0060 ext. 301 for customer service
Toll Free: 888.598.0626
Fax: 289.201.0075
Email: sales@pewagchain.ca

Hours of operation
Monday thru Friday, 8:30 am - 4:30 pm EST
Orders taken up to & including 4:30 pm MST
CARCANO TECHNOLOGY
...And I will move the world

GRADE 60/80/100 LIFTING SYSTEMS HOMOLOGATED H 92 BY GERMAN AGENCY DGUV.

CARTEC

Via per Alzate 31
22032 Albese con Cassano (Co)
ITALY
Tel. +39 031 429611
Fax +39 031 426151
stamperia@carcano.it

www.carcano.it
Managing With the PPR

Many distribution managers see two challenges to profitability over the course of the next few years. The first is an anticipated squeeze on gross margin percentages. The second is an escalation of payroll costs. While they are troublesome individually, they are threatening in combination.

The PROFIT Report conducted by AWRF provides the basis for understanding these challenges and overcoming them. The most useful of those insights is provided by a little-understood metric called the Personnel Productivity Ratio (PPR). Managing with the PPR will be a key to enhancing profitability.

This report will examine the insights provided by the PPR. It will do so from two distinct perspectives:

- **Understanding the PPR**—An explanation of the ratio and some suggestions for setting a reasonable target.
- **Improving the PPR**—A discussion of the key ways in which the PPR, and overall profitability, can be improved.

### Understanding the PPR

The PPR is a simple ratio which encompasses some enormous implications for distributors. The ratio expresses total payroll costs (all direct compensation to employees and fringe benefits—FICA, Medicare, 401(k) contributions and health insurance) expressed as a percentage of the gross margin generated by the firm.

**Exhibit 1** examines the income statement performance of a typical AWRF member based upon the latest PROFIT Report. At the bottom of the income statement there is a calculation for the PPR. As can be seen, the ratio is 53.3%. This means that for every $1.00 of gross margin generated, 53.3 cents must be spent on payroll. It is one of the few financial ratios where lower is better than higher. The objective of the firm is to minimize the payroll expenditure required to generate the gross margin dollars.

One of the very first challenges in using the PPR as a management tool is in setting a realistic goal. A number of generic guidelines have been suggested by distribution consultants. Virtually all such generic goals are useless or, in many cases, actually harmful.

The most commonly prescribed goal is that the PPR should be under 50.0%. However, the PPR varies widely by line of trade making a one-size-fits-all number meaningless. For an industry in which the PPR is 55.0%, that might be a useful guideline. However, for an industry with a PPR of 45.0%, it is nonsensical. The PPR target must always be industry specific.

Setting a useful objective starts with the industry-average PPR. As indicated earlier, for AWRF members this figure is 53.3%. Research suggests that the most successful firms in an industry tend to operate, in aggregate, on a PPR that is about 10.0% lower than the industry norm. Using that guideline, a realistic goal for AWRF member would be around 48.0%.

Once a goal is set, there is still the issue of exactly how the goal can be achieved. There is also the issue of the time frame for achievement.

### Improving the PPR

From a timing perspective, it is useful to take the 10.0% improvement and break it down into one-year components of around 2.0% each. Clearly this is somewhat arbitrary, but it does reflect the reality that improvements in any area of a distribution business take both time and effort.

<table>
<thead>
<tr>
<th>Income Statement</th>
<th>Dollars</th>
<th>Percent of Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>$10,000,000</td>
<td>100.0</td>
</tr>
<tr>
<td>Cost of Goods Sold</td>
<td>7,000,000</td>
<td>70.0</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>3,000,000</td>
<td>30.0</td>
</tr>
<tr>
<td>Payroll and Fringe Benefits</td>
<td>1,600,000</td>
<td>16.0</td>
</tr>
<tr>
<td>All Other Expenses</td>
<td>1,000,000</td>
<td>10.0</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>2,600,000</td>
<td>26.0</td>
</tr>
<tr>
<td>Profit Before Taxes</td>
<td>400,000</td>
<td>4.0</td>
</tr>
</tbody>
</table>

**PPR Calculation**

- Payroll and Fringe Benefits $1,600,000
- Gross Margin $3,000,000
- PPR 53.3
In terms of strategies for improvement it is obvious that there are two levers. Namely, the firm can increase its gross margin or it can lower its payroll expenses. These seemingly simple ideas runs headlong into reality.

Research conducted by the Distribution Performance Project indicates that within every distribution segment, including AWRF, there are wide operating differences between firms. Some firms have relatively high gross margins versus their peers in the same line of trade, while others have lower margins. Similarly, some firms have relatively low payroll expenses (which leads to higher total expenses) while others have high expenses.

The major obstacle to improvement is that the payroll percentage and the gross margin percentage are highly correlated. That is, the firms with high gross margin percentages also tend to have high operating expense percentages, especially payroll. At the same time, firms with low operating expense percentages tend to have low gross margin percentages. The two factors are linked.

Success in improving the PPR comes from finding ways to increase the gross margin that are as close to expense-free as possible while simultaneously finding ways to lower payroll expenses that do not impact the gross margin negatively. Looking for such opportunities is not part of a business as usual mentality. It requires rethinking the business.

**Gross Margin**

Increasing the gross margin percentage is almost entirely a pricing issue. Efforts at improve margins via service enhancements and the like inevitably lead to higher payroll expenses. It is why gross margin and expenses tend to rise and fall in tandem in virtually every line of trade in distribution.

Margin enhancement through pricing changes must involve stretching the price matrix. In simplest terms, distributors tend to be price aggressive on fast-selling items, which they should be. However, they tend to under-price slower selling items. It is a substantial opportunity to raise gross margin. Of even greater consequence, it is payroll-expense free. The PPR improves immediately.

**Expenses**

The key to expense control (without margin degradation) is to focus heavily on transaction economics. Simply put, most distributors do too much work for the revenue being generated.

Transaction economics focuses on two key issues—the number of lines per order and the average line extension. In short, increasing the number of SKUs on each transaction and selling more of each SKU. The former is less difficult, but improves transaction economics only a little. The latter is much harder but significantly improves the economics of the transaction.

Both the number of lines per order and the average line value are largely a selling issue. Every sales force (outside and inside) argues that they are maximizing suggestion selling and trying to sell more of each item. On-site research suggests that every salesperson eventually gets a little sloppy with regard to this. Continual measurement and monitoring is necessary.

**Moving Forward**

The downward pressure on gross margin and upward pressure on payroll is not likely to go away. The proper use of the PPR as a measurement tool can help alleviate those pressures. However, improvement will only be made by paying close attention to the factors that help improve the PPR—stretching the price matrix, and increasing the number of lines per order and the line extension.

About the Author:

Dr. Albert D. Bates is Director of Research for the 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.

©2017 Profit Planning Group and the Distribution Performance Project. 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.
REDEFINING RATCHET LEVER HOISTS

Introducing the CM® Tornado 360°™ featuring the revolutionary Sidewinder™ lever handle.

Ergonomically designed for increased safety, the patent-pending CM Tornado 360° lets the operator work up to 12 times faster and with as much as 30% less pull force than with conventional ratchet lever tools.

FOR AN ON-SITE DEMONSTRATION, CALL 1.800.888.0985
WWW.CMWORKS.COM
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.
END FITTINGS AND SWIVELS
FOR WIRE AND SYNTHETIC ROPE
AWRF General Meeting

April 23-26, 2017
Savannah Georgia

The Westin Savannah Harbor Golf Resort & Spa
1 Resort Drive, Savannah, GA, 31421, United States
Hotel Reservations: 888-627-8457
One Company Encompasses many Lifting Solutions

by Peter Hildebrandt
Experience may be the best word defining one firm, around now for some 62 years. Founded all the way back in 1954, Caldwell remains a leader in the manufacture of below-the-hook lifting solutions. As with many others around for a while, this firm’s longevity translates into an extraordinary dedication to quality, and service in the ensuing years since its founding – as well as lifting solutions their customers can trust.

And despite their having a long business history, their focus for the future remains on meeting all the coming lifting needs for their clients. Engineered lifting, Caldwell supplies, clearly broadens the range of needs able to be met in lifting.

Over the years, Caldwell’s extensive product line offering has expanded. The firm has mastered the art of developing innovative solutions when presented lifting requirements with unique applications. With 80,000 square feet to work with in Rockford, Illinois the company also happens to be employee-owned. This fact, as with other such businesses, means there is unparalleled involvement by worker with a strong dedication to quality as well as service. That commitment in turn has allowed service to become topnotch.

Companies such as Strong-Bac, Mill Duty, Posi-Turner, Rig-Master, Univac, Rig-Release, Lift-Truck, Krane-King and Caldwell, form the lineup of lifters. From their first product to the latest engineered system, they have always been interested in providing the best, and highly innovative, solutions possible. They have an ASME member on board who sets the designs, those that comply with industry standards, developed by ASME.

Over the decades, Caldwell has expanded its product offering by developing new solutions to both complex and common material handling applications. From three adjacent manufacturing facilities in Rockford, IL, producing nine unique product lines. Strong-Bac® features below the hook lifters, with items including lifting and spreader beams, roll lifters, coil lifters and up-enders, sheet lifters, pallet lifters, rotating crane hooks and lifting tongs.

Posi-Turner® load rotation equipment is a patented, ergonomically designed material-handling system for the lifting, suspension, rotation and positioning of objects in virtually any application. Univac® vacuum lifters are designed for efficient one-person, virtually damage free lifts of semi-porous and non-porous material.

Rig-Release® - Remote Releasing Hooks, the patented Rig-Release load releasing hook, will allow users to set loads – and then – quickly, efficiently and safely release the rigging from a safe distance.

Rig-Master® - Rigging Attachments are geared towards riggers and construction applications and this line includes clamps, grabs and tongs; pipe and manhole handling equipment; load leveling slings, lifting and spreader beams, container lifting bags, bucket hooks, bucket forks, as well as synthetic sling end fittings.

Lif-Truc™ - Fork Truck Attachments help in the expansion of the versatility of one of the most common tools in the industry, their Lif-Truc line includes booms, beams, rams, extensions, work platforms, pallet puller, pipe lifters, trailer spotter and battery lifting beams. While Krane-King® - Jib and Gantry Cranes offer a complete collection of steel and aluminum portable gantries, free standing jibs, tension and cantilevered jibs, and the required hoist package solutions.

Caldwell® - Slings and Tie Downs stand as witness to the fact that lifts can be large or small; heavy or light; bulky or fragile, applications of lifting slings are truly unlimited. Synthetic slings can lift items that require careful handling such as expensive machinery, highly finished parts, and fragile loads. Mesh, rope and chain slings can handle pipe, steel wood or any item that is not finished.

Of course, Caldwell’s staff assists clients in providing their customers with a complete material handling solution. And Caldwell’s engineered lifting equipment offers the range of products in the industry to insure flexibility in addressing particular application requirements – with the economy of a standard product, and at the same time engineers offer solutions to applications that requiring custom design.

Below the hook lifting devices are those pieces of equipment that provide a connection point between the crane and the load being lifted. They can be structural mechanical lifting devices, vacuum lifters, magnets and grapples. To provide direction regarding the design, marking, installation, inspection testing and more, the American Society of Mechanical Engineers (ASME) has also developed standards applying specifically to these types of devices.

Caldwell also has standard procedures for their lifting equipment, first off that they should be assembled and installed in accordance with the manufacturer’s instructions. Also, their lifters are operated in accordance with manufacturer’s operating instructions and by personnel who have received instructions in proper Operating Practices. Visual inspection of all lifters by, or under the direction of, an appointed person takes place on a daily or weekly schedule and by the operator prior to each lift. A preventative maintenance program has been found necessary and to be established for each lifter. Repairs shall be in accordance with ASME standards. Replacement parts shall be at least equivalent to the original manufacturers specifications.

Operating practices therefore mean those taking part in work with the lifters; inspect the lifter prior to each lift; read and understand all operating instructions, watch carefully during the lift. As in many other industries, a lifter with an ‘out of service tag’ must not be used. And using a lifter for any other purpose than it was designed is never advised. Handlers must not obstruct markings or use a lifter when the markings are not legible or are missing. Hints for the handling of a load exercise basic common sense. These include that the lifter shall not be loaded in excess of its rated capacity, the lifter shall be applied to the load as directed by the manufacturer and that all loads shall be accelerated and decelerated smoothly. Importantly, the operator or other
The Active Link is an innovative new end unit system with an integrated load cell, compatible with the existing range of Modulift spreader beams. It will provide wireless real time data by measuring the load at either end of the spreader beam and is ideal for both weighing and dynamic load monitoring. Data is transmitted wirelessly to a USB transceiver that must be connected to a Windows computer or tablet with a spare USB port.

The Active Link, which replaces the standard drop link component, presents a myriad of benefits with time, cost and weight savings all attributable to the fact that measurement technology doesn’t have to be sourced as an additional rigging tool. Another standout feature is that the height of rigging is significantly reduced, especially beneficial in low headroom applications.

Modulift has worked closely with load monitoring and load cell equipment specialist Straightpoint to integrate its strain gauge technology into the new spreader beam concept. David Ayling, director at Straightpoint, said: “Rigging a load cell into a crane or lifting application takes up space that can otherwise be removed by incorporating the load cell in the beam itself.”

He added: “In the case of a Modulift spreader beam, the drop link lends itself perfectly to the adaptation and the product makes a lot of sense to both manufacturers.”

The Active Link is available in a range of capacities up to 100t based on standard Modulift beam sizes from MOD 12 to MOD 70H; the initial range will be AL 12, AL 24, AL 34, AL 50, AL 70 and AL 70H. The new drop links are designed to fit standard end units, as well as the standard top and bottom shackles specified for the spreader.

Chris Schwab, sales manager at Modulift, said: “We recognised that if we could supply a spreader with a built-in load cell, eliminating the need for additional force measurement devices and associated rigging, it would be welcomed by the industry”

He added: “Our marketing and engineering departments agreed there was a market for it, particularly among customers who lead the way in best practice. It felt like a good idea at the time and I’m delighted that my sales colleagues and I can now promote the concept to industry influencers and decision makers.”

Upon consensus that the Active Link concept was worthy of further exploration, a prototype was designed and extensive tests were subsequently conducted over a six-month period either side of the turn of the year. Modulift is now welcoming orders and enquiries.
FULL COVERAGE

Burn Table Lift Magnet

- Eliminates manual handling of multiple parts, operators climbing on burn tables & table downtime
- Permanent magnetic circuit requires no controller
- No power failure concerns
- Lifts a single sheet from a stack
- Handles sheet/plate up to 3” thick

Details our Magnetic Lifting Equipment

Call 888-300-3743 or visit www.eriez.com
Hampshire Rigging Services used a DLM load cell to measure tension on a historical suspension bridge wire rope during refurbishment in Thames Ditton last month.

Hampshire Rigging who regularly use DLM Load cells due to their great customer service and rapid response on hire items contacted the firm in need of a 12t telemetry tensile link in order to measure the tension on the steel wire rope of an old bridge in Thames Ditton, Hampshire.

The beautiful 1939 suspension bridge located on the River Thames, leads across to an inhabited island in the middle of the river adjacent to Hampton Court Palace where Henry VIII once lived. The once wooden bridge first opened in 1753 and had a toll collected by a bridge-keeper. It has since been replaced three times to the existing suspension bridge we see today. Due to general wear of the bridge it was decided that the wire ropes would be replaced and the bridge would be refurbished. One of DLM’s TL-2.0 12t Telemetry Tensile Links will be rigged in line at the base of the bridge and will be used to measure the applied tension during replacement of the wire rope. The load values can be seen on a wireless hand held display up to 200m from the load cell allowing the operator to be mobile while still monitoring tension.

Martin Halford, Managing Director at Dynamic Load Monitoring commented: ‘Using a Tensile Link Load Cell to measure the tension in a wire rope is something our load cells have been used for many times, but it is fantastic to see one of our TL-2.0 Tensile Links in use on such a structure steeped in history. The refurbishment work being undertaken by Hampshire Rigging is very innovative in its approach and has allowed for the bridge to remain open to the public through the work, a testament to their expertise’.

If you are interested in one of our tensile links or would like a quote from DLM, please contact sales@dlm-uk.com
WANT TO IMPROVE YOUR BUSINESS?
GET RESULTS OR YOUR MONEY BACK

Hi, I'm KP Persaud...
I help businesses improve through coaching and training. As a former CEO in the lifting and rigging industry, I understand some of your biggest challenges. Together, we can make immediate and long-term improvements to your company-- guaranteed or your money back.

ActionCOACH business coaching

✔ BUSINESS STRATEGY
✔ PROFITABILITY
✔ CASH FLOW
✔ OPERATIONAL EFFICIENCY
✔ SALES & MARKETING
✔ SUPPLY CHAIN

✔ LEADERSHIP
✔ EMPLOYEE PERFORMANCE
✔ VENDOR MANAGEMENT
✔ SUCCESSION PLANNING
✔ EXECUTIVE TRAINING
✔ ENGINEERING & SAFETY

CONTACT ME FOR A FREE STRATEGY SESSION
(319) 721-3175  kppersaud.com  kp@kppersaud.com
Wolfgang W. Keil went to heaven on January 10, 2017. He was one of four original employees of Lift-It Manufacturing with a 40 year career as a dedicated synthetic sling fabrication specialist.

Michael J. Gelskey, Jr., VP and General Manager, Lift-It, stated, “Wolfgang was without a doubt the absolute best synthetic sling fabricator the rigging world will ever know. His slings were comprised of hundreds of millions of stitches and handled loads that would equate to billions of tons. All without incident”.

“Mr. Keil was a true leader and an integral part of the success of our company. Many of his co-workers at Lift-It provide for their families because of his example and work ethic. He was also one of the best men I have ever known”, remarked M. Gelskey, Sr., Founder.

The Lift-It Learning Center is undergoing renovation to include two load simulators and will be dedicated on October 2, 2017 as the Wolf W. Kiel Learning Center.

Riggers, Inspectors, Safety and Training professionals will be inspired and benefit from Wolfgang’s dedication to excellence that did not allow compromise.

Wolfgang was pre-deceased by his son, Shane and is survived by Sao, his wife of 44 years, sons; Albert, Wolfgang and Steven, five grandchildren, countless Samoan brothers and sisters and his Lift-It family.
The Tour
Wednesday, April 26th, 2017
Historic District Trolley Tour and Lunch at the Olde Pink House
Savannah, Georgia
A little note about Savannahians......

If you go to Atlanta, the first question people ask you is, “What’s your business?” In Macon, they ask “Where do you go to church?” In Augusta, they ask your grandmother’s maiden name. But in Savannah the first question people ask you is “What would you like to drink?”

John Berendt - Author, Midnight in the Garden of Good and Evil.

Wednesday, April 26th, 2017 – 9:00am to 2:00pm

HISTORIC DISTRICT TROLLEY TOUR AND LUNCH AT THE OLDE PINK HOUSE

This leisurely tour by trolley covers a lot of ground as you explore the city’s architectural gems and historic landmarks such as Forsyth Fountain; the beautiful squares laid out by General Oglethorpe, our founder; the Cotton Exchange and River Street. The tour includes two stops along the way. One at the Andrew Low House, an elegantly restored historic house museum and then at the breathtaking 19th century Gothic Cathedral of St. John the Baptist.

The Olde Pink House on Reynolds’s Square has an exciting history. James Habersham, Jr. built this stately Georgian mansion in 1771. This wealthy planter’s home held many secret meetings, which helped secure the independence of the 13 colonies from England. Today it’s an unique restaurant and tavern, serving elegant southern dining in Savannah’s only 18th century mansion.

~ Entree Choices ~
Sautéed Shrimp with Angel Hair Pasta  
garlic, basil, tomatoes, white wine butter sauce

Pan Seared Crab Cake  
fried green tomatoes, creole remoulade  
arugula with citrus vinaigrette, sweet potato fries

“BLT” Salad  
black pepper thyme buttermilk dressing fried green tomatoes, sweet Applewood bacon sweet potato fries

Country Fried Chicken  
Vidalia black pepper gravy  
mashed potatoes, collards with ham

~ Dessert Choices ~
Mini Praline Basket  
almonds & pecans, vanilla ice cream, seasonal fruit

Chef’s Seasonal Fruit Sorbet  
After lunch, the group will board the trolley and return to the Westin or, are on their own in the Historic District.
Knowledge + Skill = Success

Offering A Variety Of Courses To Meet Your Training Goals

Rigging Courses
Signalperson Courses
NCCCO Certification Prep Training
Inspection Courses
Overhead Crane Operators

Rigging Institute LLC
205 Bridgewater Rd.
Aston, PA 19014
888-416-1965
www.rigginginstitute.com
training@rigginginstitute.com

“Making Worksites Safer, One Rigger At A Time”
The AWRF Golf Tournament
Monday April 24th
Shotgun Start at 12:30

The Club at Savannah Harbor
The Club at Savannah Harbor offers unparalleled views of historic downtown Savannah while it gently winds its way through tidal wetlands. Our 22,000 square-foot clubhouse features an award-winning golf shop. Home to the PGA TOUR's Liberty Mutual Insurance Legends of Golf Champions Tour event from 2003-2013, The Club at Savannah Harbor has had many legends walk the 7,288-yard, par-72 layout. Designed by Robert Cupp and Sam Snead, this Troon-managed 18-hole course offers excitement for both the novice and experienced golfer.

The AWRF golf tournament is on Monday April 24th
shotgun start at 12:30pm
“Quality. Strength. Focus.”

Premier Distributor of High Performance Steel Wire Rope

Exclusive stocking distributor of Teufelberger On-Shore products in the USA.
Winona, MN – On Thursday, February 9th, Peerless Industrial Group, Inc., the largest manufacturer and distributor of industrial and consumer chain and traction products in North America, kicked-off their centennial celebration with a ribbon cutting prior to hosting the Winona Area Chamber of Commerce Network Nite.

Peerless Chain Company was founded February 16, 1917, as a manufacturer of tire chains after the rights and interests for the diamond link chain patent were purchased from its inventor. Peerless eventually expanded into hardware and industrial chain manufacturing, as well as wire forms by the 1960’s. By the late 1970’s Peerless entered the overhead lifting market, but was still known primarily as a chain supplier to the local hardware stores and retail chain stores. That remained the case until a series of acquisitions beginning in 2004 changed the face of Peerless.

March 2004: The acquisition of Weissenfels USA. For several years Weissenfels USA has been the largest chain supplier to the U.S Department of Defense supplying chains for use in critical application items such as aircraft tie-downs, tow chains, aerial delivery cargo slings and tire chains. Weissenfels USA served the North American market for over 30 years. While the Weissenfels USA name is no longer in use, the customer relationships are still as strong today as they have ever been.

July 2006: The acquisition of the American Chain Company (ACCO). ACCO was established as the Weed Chain Tire Grip Company in 1904 and became the American Chain Company in 1912. Through the years, ACCO built a strong foundation in the overhead lifting and marine chain and fitting markets. The ACCO brand name is still in use today for the products in the Peerless marine category.

December 2010: The acquisition of Letellier Material Handling Equipment (LMHE). Beginning in 1974, LMHE manufactured high quality overhead lifting devices to satisfy the requirements of customers in many diverse industries. Today the products within the below-the-hook and material handling category are manufactured by the Peerless Custom Lifting divisions in South Holland, IL and Jeannette, PA.

September 2011: The acquisition of Security Chain Company (SCC). SCC brought cutting-edge traction and cargo control products to our always increasing product offering. The SCC traction product category consists of many brand names like Auto-Trac, Z-Chain, and Super Z.

August 2014: Peerless became a wholly owned subsidiary of KITO Americas. KITO Americas also operates the Harrington Hoists and KITO Canada businesses in North America. KITO Americas is a market leader in providing powered and manual overhead lifting products. The combination of Peerless, Harrington and KITO brands gives combined customers access to a much wider variety of products in the markets served throughout KITO’s global network.

Today, as a worldwide provider of lifting solutions, utilizing their exceptional design, engineering, manufacturing, and quality teams, Peerless continues to develop crucial products for the wide variety of markets they serve – with product offerings grouped into six categories: Overhead Lifting, Below-the-Hook and Material Handling, Cargo Control, Hardware, Marine and Traction products.
4. HEALTH CARE

Universal health care legislation has continued to be a major challenge for AWRF businesses with respect to securing and maintaining affordable health insurance programs for themselves and their workers. AWRF members currently face a more socialized approach to national coverage accompanied by mandates which remain constitutionally questionable. As medical costs have skyrocketed out of all proportion, most AWRF members have lost parity with labor unions and large employers in negotiating health care premiums. If it appears that the business community will be burdened with the lion’s share of health care costs, then the system must be revised. Hope for fragmented repeal or revision of some of the more onerous provisions of Obamacare seems justified. However, comprehensive repeal calls for new systems to be put in place with minimum delay. The Speaker of the House has announced that health care reform is the first order of business for the 115th Congress.

5. SLING SAFETY STANDARD

The indefatigable effort by the GAC to persuade the U.S. Department of Labor to modernize its obsolete Sling Safety Standard finally paid off. Culminating with AWRF-sponsored Congressional testimony, this lobbying marathon ultimately resulted in a modernized OSHA Guidance document. Fine tuning by the ASME B30.9 Committee and the good work of the AWRF Technical Committee will insure that new products and procedures are included.

6. SWAGER GUARDING ISSUES

AWRF must continue to emphasize to OSHA the differences between power presses and swagers. By demonstrating the fundamental differentiating characteristics between the two types of machines, corresponding safety remedies can be underscored. Members should be reminded to think and speak in such terms. To assist AWRF members threatened by OSHA citations for alleged swager barrier guarding violations, information packets are available at the Association office. In addition, the GAC has succeeded in securing a published OSHA memorandum permitting the substitution of the AWRF Swager Safety Program for barrier guarding in swaging operations on a case by case basis. Multiple copies of the AWRF Recommended Practices and Guidelines regarding swager safety have been provided to the Office of General Industry Enforcement at OSHA accompanied by the corresponding AWRF safety video. Earlier, on June 4, 2007, the U.S. Department of Labor (DOL) published advance notice of rulemaking for the purpose of amending and/or expanding the OSHA standard governing the use of mechanical power presses (29 CFR 1910-217). Although mechanical power presses require barrier guarding under Section 1910.212, no reference is made to hydraulic or pneumatic power presses. Previously, one of the primary objectives of the proposed rulemaking procedure was to determine whether the scope of the current standard should be expanded to cover other types of processes involving compression. Following the lead provided by AWRF, OSHA removed this initiative from its formal agenda. Obviously, any reconsideration by DOL of this issue could result in a major impediment to the AWRF position that hydraulic swaging machines by nature are not power presses and thus no point of operation barrier guarding is necessary. The GAC will continue to monitor this matter, following the direction of the AWRF Technical Committee. If the current standard were to be broadened to include the requirement of barrier guarding for hydraulics, the Association’s current position that swagers are not mechanical presses would be constricted to a narrower argument, i.e., that swagers are not presses period. On November 5, 2013, the GAC delivered copies of the recently revised Swager Safety Guide to members of OSHA. A protracted question and answer period followed during which many OSHA misconceptions were addressed.

7. CDAC

The OSHA Cranes and Derricks Standard became effective on November 8, 2010. A liaison with Specialty Carriers and Riggers Association (SC&RA) was most beneficial in our effort to monitor and contribute to this rulemaking process.

8. REGULATORY REFORM

The GAC maintains a close watch for proposed regulations affecting the lifting, rigging and load securement industry. Care must be exercised to make certain that agency regulations are not adopted without true scientific bases and a balance between risk assessment and cost benefit analysis. To that end new remedial legislation and other pro-business bills have been introduced in both the House and Senate. Now, only the need for 60 Senate votes remains as a challenge since the threat of Presidential veto appears to be considerably diminished. As participants in several coalitions, AWRF is on the cutting edge of pro-business action in the nation’s capital.

9. NAIC CODE

In five year cycles, the U.S. Department of Census revises the official NAIC Code to reflect changes in industry demographics. The GAC has provided position papers in support of an integrated codification of the lifting, rigging and load securement industry on several occasions.

10. CONVENTION SPEAKERS

The Government Affairs Committee regularly sponsors AWRF convention speakers. By virtue of the Association’s upgraded membership at the U.S. Chamber of Commerce (plus other Washington connections), AWRF
is positioned to tap a valuable resource bank of speakers for general conventions. Liaison with other institutions in Washington, D.C. has also produced numerous convention participants. Perhaps our most popular contribution was Ambassador Jim Woolsey, former Director of Central Intelligence.

11. JUDICIAL APPOINTMENTS

AWRF remains sensitive to the judicial nominating process in which philosophical differences are often apparent between the candidates regarding the role of the judiciary. Replacements for the late Anton Scalia and possibly two other Justices who may retire are critical to our nation’s future pathways.

12. INTERNATIONAL RELATIONS

As an alternate delegate to OIPEC the GAC attended that association’s annual meeting in Johannesburg, South Africa in 2007. More recently the GAC participated in a symposium at the ASAE Center in Washington, D.C. dealing with the impact of European Union (EU) decisions on American industry in general and upon trade associations in particular. Our recent affiliation with the International Affairs Section of the U.S. Chamber will provide new insights into our international program. The global composition of AWRF dictates a need to expand our horizons at the GAC.

13. GOVERNMENT AFFAIRS COMMITTEE

MEMBERSHIP

The GAC is advised by a balanced cross-section of AWRF members who have a keen interest in the promulgation of legislation, legal precedent and regulatory reformation essential to the health of the lifting, rigging and load securement industry.

14. U. S. CHAMBER OF COMMERCE

PARTICIPATION

As Chairman of the GAC of AWRF, we have been invited to continue to serve on the U.S Chamber of Commerce, Small Business Council during calendar year 2017. A new Council director, Tom Sullivan, has replaced Giovanni Coratolo who has graciously agreed to be a featured speaker at our Spring convention in Savannah.

CONCLUSION

Through the exercise of its First Amendment Constitutional right to petition the Government for redress of grievances, AWRF will continue to play an important role in the political process during the 115th Congress with the objective of meeting those objectives most beneficial to the lifting, rigging, and load securement industry. Our strength is in our membership.
3rd Edition Now Available in SPANISH

THE COMPLETE RIGGER’S REFERENCE HANDBOOK
A practical reference tool for the rigger and crane operator
By Mike Riggs
THIRD EDITION

RIGGSAFE SOLUTIONS, INC.
www.riggsafe.com 1-888-315-1325

What’s NEW?
- Horizontal Load (Compression) Multipliers
- Updated Overhead Power Line Information
- Heavy Lift Instruction for Shackles/Hooks
- Swivel Eyebolt & Swivel Shackles Added
- Twin-Path Sling Usage Instructions
- Hardware Reorganized for Training
- Bearing Pressure for Roundslings
- Suspended Personnel Platforms
- Weight Displacement in Water
- List of Reference Standard
- D/d Ratios for Alloy Chain
- 4-Leg Rigging Options
- More Definitions
- Harley’s Corner

The Riggers Calculator App is the most advanced rigging calculator available today. A single investment downloads the app on your Android or iPhone and iPad or Tablet. All updates are automatic and free. The app is loaded with rated capacities: Wire rope slings through 4”, synthetic web slings, poly roundslings, High Performance roundslings, alloy chain, and rigging hardware. Easy to use formulas for D/d ratios, sling tension calculation for symmetric and non-symmetric loads, center of gravity, weight and pulling and friction coefficient calculations.

Compacted Construction
Increased Rope Stability
Higher Strength
Longer Service Life
Fatigue and Abrasion Resistance
Spools and Operates Smoothly

FLEX-X®
CRANE ROPES

MADE IN USA

www.Unionrope.com • +1.816.270.4761

Slingmakers 48 2017
SPREADER BEAM END CAPS

• Capacity Range
  100 lbs. - 3 million lbs.

• Length
  3 ft. - 100 ft.

• Transportable Components
  Quickly assemble your lifter on-site

• Flexibility
  Add different pipe lengths to create custom length lifting solutions

• In-Stock Inventory

• Convenient End Cap App
  Helping you configure and specify your End Cap Spreader Beam lifting system

www.TANDEMLOC.com
Toll-Free Tel: 1-800-258-7324
International Tel: (252) 447-7155
info@tandemloc.com

824 Fontana Blvd.,
Havelock, NC 28532
USA
A Race To The Bottom: Why Imitating Your Competition Is A Poor Strategy (And What You Should Do Instead)

By KP Persaud

INTRODUCTION

Imagine waking up tomorrow morning to a ringing phone. Your business partner is on the line. He tells you a well-known international company has decided to enter your market. It’s yet another competitor to deal with. And this giant company will be selling their products for 20% less than you and everyone else.

Would this kind of event signal the beginning of the end for your business? Or would you take the information in stride, knowing your business would be just fine?

When it comes to your business, are you trying to imitate what your competition is doing? Sure, sometimes it makes sense to imitate certain strategies, but that’s not what I’m talking about. What I want to know is this: Do you appear to customers as more or less the same business as everyone else in your space?

If so, there are several reasons you might be pursuing a losing strategy. The lifting and rigging industry is very competitive, and it will only become more so over time.

If you’re simply trying to “keep up with the Joneses” in your industry, you’ll find yourself in a race to the bottom. You need to avoid becoming commoditized as best you can by devising new strategies and positioning your business in a way that distinguishes yourself from the pack.

This article highlights five ways you can go about this.

1. INNOVATION AND DIFFERENTIATION

Which strategy is more effective: being better (i.e., higher quality) than your competition or being different? In a lot of cases, being different than the competition outperforms being better.

Why? Being better has its limits. By outdoing your competition, you might get more business by a factor of 10%, 20%, or 30% (if you’re really lucky). Those are big numbers, no doubt, but you’re still in the same crowded sandbox as your competitors.

I’m not suggesting you should sacrifice quality. But think about it like this: Can you win the quality war against your competitors and still be the cheapest? Even if you’re pulling that off now, it’s not sustainable over time.

If you want to grow your business by 100%, 200%, or even 300%, the better strategy is to be different than your competition.

A lot has been written on this topic. One book is Blue Ocean Strategy: How to Create Uncontested Market Space and Make Competition Irrelevant by W. Chan Kim and Renee Mauborgne. In the book, the authors call a highly competitive space a “red ocean.” They recommend that businesses should get out of the “red ocean” they’re in and head towards a “blue ocean” where there is no competition.

One example the authors provide is Cirque Due Soleil. When Cirque Due Soleil hit the scene, they weren’t targeting patrons of Ringling Brothers. Instead, their target market was people willing to fork over hundreds of dollars per ticket—the same kind of people that went to ballet performances, the symphony, and other high-dollar events. Circus Soleil found a blue ocean.

What does this have to do with your business? Ask yourself these questions: Are you more or less the same business as your competition? Do you largely sell the same products and services, and in the same way? If you closed tomorrow, would people even care or could they just go to your competitor and get the same thing?

Think of ways you can use innovation and differentiation to enter spaces where there is little or no competition. Start small. Look at things you might be able to offer—such as engineering support for your products. If customers need that support, could you offer it to them as a way of distinguishing yourself from your competitors?

2. COMMUNICATION AND POSITIONING

In the late 1980’s and early 1990’s, the majority of U.S. consumers tended to view Japanese cars as being superior to American ones. During the time, there were two vehicles on the market in the “sport compact” category: the Plymouth Laser and the Mitsubishi Eclipse.
In reality, the Laser and Eclipse were identical vehicles. They were built as part of a 50-50 partnership between the two companies.

Most consumers chose the Eclipse. Why? In large part, because they perceived Japanese cars as being superior to American ones. That's all that mattered.

How can you affect how others perceive your business? While there are a lot of things outside of your control, you can at least control your communications, messaging, and how you position your business. This can have a direct impact on sales.

Think about your own communications and messaging. Are you positioning yourself in the minds of buyers in more or less the same way your competition is? If so, you'll have a harder time being perceived as the better option.

3. **LOOK OUTSIDE YOUR INDUSTRY**

   To stop looking like competitors—both in terms of your strategies and your sales and marketing efforts—you need to look at businesses outside of your industry.

   Businesses within the same industry all pretty much market themselves in the same way. It’s like they’re all reading from the same playbook. The lifting and rigging industry is no exception.

   If you only examine (and follow) what businesses in your own industry are doing, you’ll miss out on some good ideas you could use to promote your business.

   By studying successful companies from entirely different industries, you’ll pick up some good ideas that you haven’t thought of before—and neither have your competitors.

4. **PACKAGING YOUR OFFER WITH OTHER PRODUCTS AND SERVICES**

   Let’s say you sell a high-ticket item in a highly competitive market. To make your offer more attractive to customers, what else could you throw in to entice buyers?

   Your business probably sells other products or services that are directly or indirectly related to your high-ticket item. Including some of these other things as part of a larger package deal can help make your offer more unique and more attractive to buyers.

5. **RELATIONSHIPS AND RAPPORT**

   If you’re doing things correctly at your business, a lot of sales will come from repeat customers and referrals.

   That means you have to provide exceptional value each and every time. It also means you need to develop good relationships with everyone you encounter.

   In the lifting and rigging industry, a customer places considerable trust in a rigging shop to deliver a high-quality and safe product. You’ve earned their trust. Do whatever you can to keep it.

   Play the long-term game with customers, too. Don’t simply focus on closing the sale or trying to maximize all terms in your favor. If the customer feels slighted, forget about any future dealings and say goodbye to any referrals.

   Go above and beyond to provide an exceptional experience for your customer. This is an area where you can easily outperform your competitors, but few businesses invest the time and resources to do it.

**CONCLUSION**

Businesses in highly competitive markets tend to imitate what others in the same space do. That’s a recipe for failure.

Instead, it’s critical to differentiate yourself both in terms of what you sell and also how you sell it. Use the strategies above to guide you along that path.
Reaching New Heights With Harrington

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

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

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

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

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

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

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

Pillar Die Holder Guides allow for a stress free range of motion and eliminates the possibility of die and 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 means knowing when to clean the filter as easy as possible.

**HYDRAULIC SWAGING MACHINES**

(15MT~4000MT)

[Images of swaging machines]

Zero defects. Striving to be the best.

WIROP INDUSTRIAL CO., LTD.
NO. 826, FENG-PIN 1ST ROAD, DALIAO DIST., KAOSHUNG CITY 83141, TAIWAN
www.wirop.com.tw  TEL: +886-7-7019369  FAX: +886-7-7019623  E-MAIL: wirop@wirop.com.tw
LIFTING & LASHING POINTS

TRADITION IN DYNAMIC INNOVATION
or sub-standard tie-down equipment ruin your company’s safety record.

Properly secured flatbed cargo prevents items from shifting, spilling, blowing, or falling from the vehicle. And that’s critical. Proper cargo securement in dry vans is also a necessity to avoid lost dollars in damaged goods. Compliance with federal cargo securement regulations is required on all types of commercial motor vehicles, and violations can have serious consequences under the Compliance, Safety, Accountability (CSA) program. Because of globalization, the subsequent flow of goods that are transported over greater distances, containerization and new regulatory measures will lead to a greater demand for efficient, cost effective and environmentally friendly cargo restraint products. Many types of cargo such as corrugated fiberboard boxes are often formed into a unit load.

This often consists of items on a pallet unitized by stretch wrap, shrink wrap, pressure-sensitive tape, or even strapping. Larger shipping containers such as crates are often on skids and are ready for loading. These unit loads are placed in intermodal containers, trucks, or railroad cars for shipment. Some large bundled items or large machinery are placed directly into or onto the transport vehicle for shipment. Load securing functions to hold the unit pallet loads, crates, or other items immobile and secure. An unsecured load can shift in transit and create dangerous dynamics, damaging the cargo and the structure of the vehicle or intermodal container.

There are many different ways and materials available to stabilize and secure cargo in vehicles and intermodal containers, including such a technique as blocking and bracing. This method uses lumber and metal bars to reduce or inhibit front to rear shifting of freight or cargo. Plastic forms are also used.

Depending on the type of load and the particular vehicle, large bolts and nails may be used. These may be on the load itself or on wood blocks used to brace the load. Dunnage for securing cargo includes scrap wood to fill voids in cargo, wooden boards forming “cribs,” blocking and bracing, and modern mechanical, spring-loaded post-and-socket systems. Dunnage segregates cargo in the hold and prevents shifting of the cargo in response to ship or vehicle motions.

Strapping can be crafted from polyester and used to create a transportable unit. Other types of strapping include steel, polyester, polypropylene, nylon, paper and composites. The type of strap used depends on the requirements, for example; strength, elasticity, ability to withstand various environments, ease of use, safety and cost. All types of tensioned strapping, particularly steel, need to be handled carefully because of potential injury.

Lashing is the securing of cargo for transportation with the goal of minimizing shifting. Items used for lashing include ropes, cables, wires, chains, strapping and nets. These items are anchored to the container and tensioned against the cargo. Another form of lashing used four devices attached to the top of each corner of a container. Lashing products and methods are governed by various authorities; such as the Association of American Railroads (AAR) for rail transportation in North America, the international Maritime Organization (IMO) for ocean transportation and the National Motor Freight Traffic Association (NMFTA).

Whereas strapping and lashing is often used to secure odd-shaped cargo such as machinery, structures and vehicles. Dunnage bags are mostly used for homogeneous shaped cargo such as food & beverage products, electronics and appliances and roll paper. Often, strapping/lashing and dunnage bags are used in combination to secure chemical products. Dunnage Bags are not approved for rail transportation of hazardous materials in the United States. Dunnage bags, also known as air bags, were introduced some 40 years ago as a convenient, fast and cost effective alternative to secure and stabilize cargo in ISO sea containers, closed rail cars, trucks and (ocean-going) vessels. The purpose of dunnage bags is often misunderstood when they are considered as a void filler only to prevent lateral movement of cargo. When properly applied however, dunnage bags form a 3-dimensional bulkhead of the cargo itself preventing both lateral and longitudinal movement.

Ralph Abato adds that drivers sometimes shoot themselves in the foot by using extra straps over a load.

“You can’t have too many straps on a load, but if some of those straps are damaged, they will still be taken out of service and the driver cited. The truck may be okay to go because the driver has met the minimum with his good straps, but the extra straps he used - old straps laying in the bottom of the tool box - may end up causing a violation.”

He advises going through your inventory and getting rid of all the damaged or worn-out devices and replacing them with good ones. A common driver violation is not using the correct number of tie-down devices for the cargo. The driver has to consider the weight and length of the article(s) of cargo, and use the correct number of the proper tie-downs.
Muncy, Pennsylvania. The Muncy family of companies, which includes The Upson-Walton Company, Muncy Machine & Tool and Newco Manufacturing, is proud to announce the addition of Sea-Fit, effective December 30, 2016. Sea-Fit was founded by Mike Hall with an ultimate goal of developing premium products, designed with end-users’ feedback and approvals. Sea-Fit includes the mooring socket line, which are part of a mooring system to secure offshore semi-submersible drilling rigs to the ocean floor. Under Mike Hall’s initiatives, Sea-Fit has performed destructive testing for each size socket to forces exceeding the “strongest rope available”, including 4” diameter wire rope.

Muncy is pleased to acquire Sea-Fit, as it complements Muncy’s current lines, including its spelter sockets, swage sockets, hawser thimbles, towing thimbles, wire rope edge protectors, to name a few. Sea-Fit is also Made In USA, which is an important part of Muncy’s identity. Muncy intends on growing the Sea-Fit name along with its products.

For more information, please call 570-649-5188 or email jasonfetter@muncyindustries.com.
Stop leaving things to chance:
Start renting your tools from the single largest organization devoted exclusively to the rental of hoisting and lifting equipment – LGH.

At LGH, we promise to provide:
✓ Safe & Ready-to-Use Equipment
✓ A Fully Stocked Warehouse Near Your Job-Site
✓ Local Rental Representatives To Guide You
✓ A Variety of Equipment With Over 50,000 Pieces Available

You can rent safety: Limit your liability and reduce worries about costly equipment failure...because at LGH, we put safety first.

For a FREE quote, call us at (800) 878-7305.

Lifting Gear Hire
Lifting Equipment Rental Specialists

(800) 878-7305 | www.lgh-usa.com/awrf
rentals@lgh-usa.com
personnel shall not place themselves or any part of their bodies beneath suspended loads. This information has been just a brief summary of what should be looked for in order to make an informed decision regarding the lifting devices under consideration or which may have already been purchased.

Caldwell Group’s chief engineer is a contributing member of the American Society of Mechanical Engineers, ASME, setting the design criteria for lifting devices. The Rockford, Illinois firm – from raw steel to finished product – maintaining an in-house steel service center, precision machining equipment and skilled machinists allows urgent orders to be met on time. In such an environment as this, Caldwell Group has a welding team with over 100 combined years of experience with certified welding inspectors on staff to insure each weld complies with independent standards. Also present are electricians, service staff, inspections all throughout the casting process, and a dedication to keeping up on the latest changes and standards in the industry.

As a practical consideration, when we drive through the ever-changing road and interstate landscape, some of us may wonder how heavy, solid concrete barriers can abruptly appear on a jobsite and – just as suddenly – disappear when the job is completed. One answer may be found in the Barrier Lifting Grab that is part of Caldwell’s lineup. This equipment may provide the answer, as combining the Barrier Lifting Grab with a wheeled loader can place a critical concrete barrier in the precise location as required.

The beam and girder handling may be simply accomplished with something called their Beam Flange Clamp. While the Posi-Turner rotating equipment fulfills the need for equipment able to lift and rotate extremely heavy parts during the manufacturing process. The Posi-Turner keeps the environment, the workers find themselves in the midst of, safe and damage-free as well. In addition to that, this patented load-rotating equipment which is ergonomically-designed – built to do this difficult job, in addition to doing this task with heavy-duty applications. The fact that heavy bulky objects may now be suspended makes for increased production and efficiency, words not typically associated with huge, oversized objects being lifted.

By suspending and rotating large bulky objects, the Posi-Turner achieves efficient productivity, a safe working environment and a damage-free product. With lifting capacities of more than 150 tons, this equipment – part of The Caldwell Group – comes in handy for assembly lines; in fabrication and assembly applications; machining and metal forming; die and mold maintenance; molded product removal; raw materials lifting; as well as any inspection and repair requirements that may arise. 

Jim McBean, manufacturing engineer for Yamaha has good reason to praise this equipment as it is used in positioning their jet ski units. “The Posi-Turner has successfully accomplished our main objective,” explains McBean. “This lifter picks up and tilts our units to the exact angle required for shipment in addition to being very operator-friendly. And the remote-control feature on this lifting machinery insures operator safety as well.” This equipment is part of a line of patented, ergonomically-designed equipment. Caldwell Group’s Posi-Turner also eliminates the need for two operators, according to McBean, enabling their Yamaha products being manufactured to be moved about with just one operator. “The project we worked on involving the Posi-Turner was a significant cost savings for Yamaha as well,” adds McBean. “The key to implementation and continued success of the project was the Posi-Turner unit.”

Among the list of practical features of the unit is the fact that a 360 degree turn of the equipment is possible, making this machinery the ultimate in versatility. As mentioned above, one operator controls the ability to stop and start motion of the material being worked with, making this invaluable for positioning work – tasks which may, in the past have taken several attempts to complete. Now, it only takes one try with this unit. Also, there are a variety of models to meet manufacturers’ lifting needs. Boeing’s Al Paris, commercial airplane group safety and health manager notes: “Our experience is that the Posi-Turner allows for very safe rotation of the load.”

A standard pendulum controller allows users to control the work being done quite easily. A fail-safe braking system permits stopping and starting the movement in any position for optimal performance; the optional wireless remote control gives the operation an even better line of sight. And the Posi-Turner meets or exceeds the industry standards of ASME and other important criteria for equipment. Among the features are a leveling system, torque package and sling type to make the user’s experience the safest for their particular application – including handling large, odd-shaped objects. Electric, hydraulic, or pneumatic power options may be designed into the system. These may be on cranes, monorails, fork lifts, or in gantry-style applications such as those in a work station environment.

“Our customers, the major automotive companies in the United States, demand exemplary quality in our products,” adds Bill Horvath, process manager with General Technology, Inc. “And that superior
quality includes no damage to those products as they are being rotated."

A variety of sling options may be used depending upon the work environment involved. These materials include polyester, polyester with PVC protective surfaces, coil link chain, steel mesh – best for welding applications – slings fabricated with heavy-duty fabricated steel and slings with PVC or metal pads.

Although each application may be different, profitability, ergonomics and customer satisfaction define the success of all new equipment. In designing the best lifting solutions, what are most needed include; a product description, the location of the object’s center of gravity, and the overhead clearance or distance from the floor to the crane hook at its highest position. With the Posi-Turner equipment, an evaluation can enable a client to find out the best equipment configuration for them to use for the work they are trying to accomplish.

No doubt the longevity of the Caldwell Group has much to do with their dedicated team of employee-owners taking time to fully understand a client’s particular application. This understanding allows them to apply their experience and provide effective material handling solutions. Professional engineers; skilled at creating custom designed solutions incorporating latest design practices reflect direct involvement with ASME, years and range of experience and access to the current technology. A Caldwell Lifting Solution comes with a thorough review throughout the process by quality control specialists, in addition to verification prior to shipment. Design quality is controlled by the ASME standards followed and verified by their chief engineer. Material quality is controlled through stringent material requirements, in-house steel service center and in-house precision machining equipment.

Caldwell’s Two-Year Warranty features service from the first phone call to service after the sale, with management of all aspects of an order. Standard product can be quoted immediately and turn-around time on most applications is 24 hours. For more detailed applications, responsive application specialists will work to understand a customer’s application to develop the best possible solution.

Caldwell also offers to comprehensive delivery programs that get clients the product needed, when needed. Their INSTOCK delivery program contains their most common items, many of which are used in the building and construction industries where quick turnaround solutions are required. Customers are advised to look for the INSTOCK logo and the model number in green throughout the firm’s website. These items ship in 48 business hours at the most with a number items available to ship the same day – for orders placed before 12 noon central time and availability-verified with Caldwell’s customer service department.

The firm’s QUICKSHIP delivery program contains most common general use items. Long experience with market demands allow maintenance of the right inventory levels on products such as lifting beams, sheet lifters, spreader beams, coil hooks, vacuum lifters, fork attachments, pallet lifters and more. Clients have only to look for the QUICKSHIP logo and the model number in red throughout their website, which allows these items to ship in seven to 10 business days at the most, and with some items shipping in less than a week. Availability should be verified with Caldwell’s customer service department.

Caldwell does all it can help customers prolong the life of their lifting equipment. It helps as well that Caldwell has experience with so many different lifters, offering both in-house and on-site services. As mentioned above, the team uses the latest technologies and adheres to ASME standards, keeping users of the equipment and the equipment itself safe. Should one of their customers need additional clarification as to how the ASME standards affect specific applications, they can see a standard summary, contact application specialists, or obtain the latest version directly from ASME. A more detailed care and use page is also available. Such thorough and careful attention to detail has clearly kept Caldwell Group on the scene through the many years since 1954 and on into the future as they set high standards for the industry as well.
Four-Year Plan to Position Gaylin as Market Leader in Vietnam

Singapore-headquartered Gaylin, a specialist supplier of lifting, rigging and marine equipment, has initiated a plan to reposition its Vietnam facility to address changing trends in the local oil and gas, refining and chemical plant sectors. In essence, Gaylin will build on more than a decade of experience supplying slings and shackles to expand the portfolio, creating rental and labour-based revenue streams.

Gaylin has five other global hubs in the region—South Korea, Singapore, Malaysia, Indonesia and China—across which a dedicated training and competency programme has been rolled out to ensure personnel are trained on the latest legislation applicable to their respective geographies and marketplaces.

Ongoing development of the Vietnam operation, which is located in the heart of the Bà Rịa province, prior to that, all lifting and rigging equipment were shipped from Gaylin’s headquarters.

Today, it has an 11-man strong team that specialises in the manufacture of wire rope slings and spooling services, principally to the oil and gas industry. The workshop is equipped with a 2,000t Wirop hydraulic press that can manufacture slings from 40mm to 76mm; a 1,000t press from the same manufacturer that can make slings from 3mm to 52mm diameter (both with ferrule secured eyes); and a 300t horizontal tensile testing machine, again from Wirop, that complies with verification and testing requirements of the region.

Duncan said: “Typically, all slings made here at Gaylin Vietnam are with an aluminium ferrule secured eyes, however, we have seen more demand for Flemish eye type terminations, so we are tailoring our solutions and responding to these market trends. All types of wire rope terminations are manufactured in accordance with European specifications, while many of the industry’s leading global lifting gear manufacturers supply a facility that now offers a comprehensive range of equipment.”

He continued: “The current downturn in the market has led to contractors and operators alike seeking cost-effective solutions. We are able to relocate heavy rigging, plant and machinery from other locations to Vietnam in order to offer rental packages to the client, thus, reducing their needs for capital expenditure on low utilised assets.”

And concluded: “Vietnam has developed with a heavy presence of western companies that influence procedures, evident in the way yards, ports and other sites are managed, whereas South Korea and Singapore, for example, apply their own rules and regulations. Vietnam has huge drilling opportunities and I often refer to its similarities with Azerbaijan or Kazakhstan in earlier days.”
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-successis.com
Columbus McKinnon Redefines Lever-Operated Hoists with New CM Tornado 360°

First-in-class hoist features unique 360-degree rotating lever handle for efficient, safe and ergonomic use

GETZVILLE, N.Y., November 29, 2016 – Columbus McKinnon Corporation (NASDAQ: CMCO), a leading designer, manufacturer and marketer of material handling products, systems and services, has redefined ratchet lever hoists with the introduction of the new CM Tornado 360°™ featuring the revolutionary Sidewinder™ lever handle. Ergonomically designed for increased safety, the patent-pending CM Tornado 360° allows the operator to be more productive with significantly less effort compared to conventional ratchet lever tools.

“To create the best ratchet lever hoist on the market, Columbus McKinnon started by asking a simple question: how do people use ratchet lever tools to perform their job?” said Andre Schon, Senior Global Product Manager – Manual Hoist Products. “A global team of CMCO engineers and application specialists performed extensive research and customer interviews to engineer and build a first-in-class product that exceeds the ergonomic and performance expectations of our customers around the world.”

The CM Tornado’s Sidewinder lever handle features a 360-degree rotating lever and a fold-out revolving handle. Working in unison, these integrated components allow the operator to realize the full potential of 360° rotation while working in a safe and ergonomic position. This unique design reduces repetitive wrist action experienced with traditional lever hoists, letting the operator utilize a full 360° range of motion to work up to 12 times faster. The Tornado’s double-reduction gearing and high-quality bearings decrease pull force by up to 30 percent, minimizing operator fatigue as compared to using conventional ratchet lever tools.

The innovation behind the CM Tornado 360 is another example of Columbus McKinnon’s continued commitment to designing and manufacturing the safest and most efficient equipment for lifting, positioning and securing loads. The Tornado is available in 3/4 and 1-1/2 ton capacities with standard lifts up to 20 feet. Additional lifts are also available. The hoist features an industry-leading lifetime warranty and meets ASME B30.21 manually operated hoist standard. The CM Tornado 360° joins the CM family of hoist products, including the CM Hurricane 360° hand chain hoist, which harness the safety and versatility of 360-degree engineering.

Outside of the North American market, this hoist is available to customers under the Yale brand as the Yale Ergo 360°™ ratchet lever hoist. To learn more about the CM Tornado 360 or any of our products, call Columbus McKinnon Channel Services at 800-888-0985 or visit www.cmworks.com.
KEN FORGING
Forged Industrial Hardware

AMERICA'S LEADING DOMESTIC MANUFACTURER OF FORGED INDUSTRIAL HARDWARE SINCE 1970

- EYEBOLTS
- TURNBUCKLES & FITTINGS
- ROD ENDS
- PAD EYES
- C-CLAMPS & SCREWS
- NUT EYEBOLTS
- EYE NUTS

CARBON • ALLOY • STAINLESS
1/4" - 1 1/2" • 6mm - 64mm

- SWIVEL HOIST RINGS
- SET-UP WEDGES
- T-SLOT NUTS
- D-RINGS & CLIPS
- STRAP CLAMPS
- CUSTOM FORGINGS UP TO 250 LBS
- IN STOCK & READY TO SHIP

CALL US TOLL FREE: 888-KEN-FORGING (1-888-536-3674)
TEL: 440-993-8091 FAX: 440-992-0360 EMAIL: sales@kenforging.com WEB: www.kenforging.com
MORE THAN JUST MAGNETS

ENGINEERED - CERTIFIED WELD-ON PADEYES

LARGEST SELECTION OF READY-TO-SHIP LIFT MAGNETS

WeighPlus™ CRANE SCALE WARNS OPERATOR OF OVERLOAD

BREAKAWAY LIFT MAGNET TEST STAND

CUSTOM MAGNETIC LIFTING SPECIALISTS

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

Scan QR code with your smart device
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 ***
Straightpoint Load Cells Test Mooring Equipment at Huge Port Project

Straightpoint force measurement technology has been used to test mooring equipment at Pier IV of the monumental Ponta da Madeira Maritime Terminal (TMPM), in Maranhão, Brazil. The port is part of the S11D mining project that has been designed to accommodate Valemax ships, a fleet of large ore carriers that carry up to 400,000 metric tons and are 362m long by 65m wide.

Vigo, Spain-based Ibercisa Deck Machinery was contracted by the S11D project, located in São Luís on Brazil’s northern coastline, to install 26 identical 100t capacity mooring winches and 50 150t capacity fairleads, for the new pier that will be the point of departure for vessels from the Carajás mine, bound for Asia, Oceania and Europe.

Ibercisa utilised 52 custom loadpins (two for each winch) with 4-20mA analogue outputs for PLC integration, designed for use in applications where an end of line load cell cannot be used and an integrated solution is required; and a 150t capacity Radiolink plus, commonly applied in marine, offshore, oil and gas applications.

All winches were calibrated at the factory and again at the port, while the Radiolink plus was utilised to calibrate the loadpins when mounted onto the winches and then to test the machines. The fairleads are essentially rings that guide ropes, keeping them clear of obstructions and preventing them from cutting or chafing.

Manuel Ricardo Romero Vega, project manager at Ibercisa, said: “Because of the strong tidal currents and lack of a breakwater, the pier has land-based cables that help to moor ships to the berths. Given the importance therefore of the winches and fairleads, TMPM represents a landmark project for Ibercisa.”

David Ayling, director at Straightpoint, said: “This project will be memorable for a number of reasons. The first point of contact was at a trade show where we were exhibiting with our distributor, Rigmarine. It was rewarding to enter dialogue with Ibercisa face-to-face and explore force measurement solutions for their challenging scope of work at TMPM.”

He added: “Delivery of the loadpins and Radiolink plus marked completion of our first order from them and we hope it represents the start of a long-term relationship. We relished the challenge of custom manufacturing 52 loadpins, which are essentially round shearpin load cells enabling load measurement in mechanical joints, to the specifications of the winches Ibercisa was to install at the port.”

Vega said: “Straightpoint manufactured an excellent custom solution and, following initial discussions, we were confident they would suit our requirements for this demanding project. The loadpins and dynamometer [Radiolink plus] performed under pressure and the manufacturer was able to deliver the custom units to site to a short lead time.”

The expansion of TMPM is the final stage of the logistics phase of the S11D project and incorporates both onshore and offshore expansion. The centrepiece of the offshore development is Pier IV, also called the northern berth, equipped with a ship loader that replicates the southern berth’s existing design.
Visitors can explore her gracious guest quarters, engine room and wheelhouse amid other exhibits, which is surely worth the $9 admission and then some.

As visitors walk the decks of the *Mather*, however, they are not likely to encounter a car. That wasn’t always the case. For a time, she and her ilk not only transported the ore destined to become steel, they also carried the new automobiles made from that steel – on their decks. Call that a way to leverage an asset.

Lastly, there is no better place to conclude this roundup than from inside the *William G. Mather*. Here, museum-goers can literally peer into what held the very essence of the Rust Belt – the freighter’s cavernous cargo hold wherein raw iron ore was transported to ports across the Great Lakes and unloaded courtesy of the storied *Hulett* for more than five decades.

*For those wanting to round out the nautical tour experience, *Mather* visitors can hop over to the 1942 U.S.S. Cod for an equally affordable $12 tour. Both of these iconic ships reopen to the public in May.*

*This story originally ran on freshwatercleveland.com on Jan. 12, 2017. Story by Erin O’Brien (www.erinobrien.us) and photos by Bob Perkoski (http://www.perkoski.com) unless otherwise noted. Reprinted with permission.*
Loos and Company stocks stainless steel, galvanized, and specialty alloy wire rope in sizes from .006” to 1-1/4”. With such a wide range of sizes available, we have a product for almost any application. Let us know what we can build for you, because with Loos and Company, what you spec is what you get.
Think SMARTER for a perfect result

Short annealing time, simple operation and compact design. Choose proven German technology.
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.
Alps Wire Rope Appointed as Distributor of Petersen Stainless Rigging

Chicago (IL) based Alps Wire Rope Corporation has been appointed as a distributor for UK-based stainless steel shackle and wire rope fitting manufacturer Petersen Stainless Rigging Ltd. Stock is currently being held for immediate delivery from Alps’ Houston location of Petersen’s high-strength ‘PH’ stainless steel lifting shackles. All Petersen stainless lifting shackles are proof-load tested, marked and certified as standard meaning they are ready to be installed the minute you receive them.

Alps provides products that are top quality and deliver reliable service, which pairs well with Petersen Stainless Steel Rigging. We have set the standards high for quality rigging and look forward to shaping America’s infrastructures and rigs with Petersen’s well engineered, dependable products.

“We are thrilled to be working with Alps. They have four strategically placed locations in the USA - Houston (TX), Saint Charles (IL), Harrisburg (PA) and Alhambra (CA) - from which they are well equipped to provide excellent service. The new partnership means that Petersen Stainless Rigging can continue to develop its global reach to customers. Alps can offer the US lifting industry the same quick and responsive service that is so prized by our European customers.” said Kevin Bell, CEO of Petersen Stainless Rigging Ltd.

Savannah’s a wonderful site for us to seek some of that engagement as it’s the perfect place for members to get involved and participate. For the meeting, we will have a great slate of speakers presenting, not to mention membership representation from all over the country.

As an organization, we are trying a few new, different approaches to add to the week. Since the golf is onsite, we are moving golf to Monday afternoon. With golf on Monday, we are offering our tour on Wednesday so more people can take in the local sites and rich history. Historically, Savannah has been one of the more popular AWRP destinations and we expect this year to be the same. We look forward to seeing you there.
Since 1954, Caldwell has been providing industry leading below-the-hook lifting solutions. With over 200 design styles and thousands of standard models available, we have the largest product line in the industry.

In our commitment to developing innovative and industry leading lifting solutions, Caldwell has recently released over a dozen new products, several of which are patented or patent pending. And with experienced application specialists and design engineering looking at new applications everyday, Caldwell is the place to find the Lifting Solution you need!

www.caldwellinc.com or 815-229-5667

Caldwell Innovation

Lifting Solutions

Caldwell’s Dura-Lite™ Technology supports U.S. Navy’s Triton Drone Testing

On the job at Florida’s Orlando International Airport www.facebook.com/Caldwellinc

Adjustable Lifting Grab

Dura-Lite™ Composite 4 Point Lifting Beam

Pipe Flange Lifter

NEW

Dura-Lite™ Composite Spreader Beam

NEW

NEW

NEW

NEW

NEW

NEW

NEW

NEW

NEW

NEW

NEW
Peerless Industrial Group Inc., the Largest U.S. Chain Manufacturer

Peerless Industrial Group has been innovating successful products for 100 years. Today, as a worldwide provider of lifting solutions, utilizing our exceptional design, engineering, manufacturing, and quality teams, we continue to develop crucial products for the wide variety of markets we serve. Peerless is part of KITO Corporation’s global network providing our customers access to overhead lifting, below-the-hook and material handling, cargo control, hardware, marine and traction products.

PEERLESS, YOUR LINK TO QUALITY, STRENGTH & SERVICE.

Visit Us Online: www.peerlesschain.com | 800.873.1916
Rigging for the 21st Century

The Slingmax® line of advanced rigging products features the high performance synthetic Twin-Path® slings with Check-Fast® inspection. We also supply Cornermax® cut protection for synthetic slings. Our built-in sling inspection features are not available anywhere else and are backed up by the most extensive testing program in the sling industry.

Important features of our products:

- K-Spec® fiber, the longest lasting composite fiber for roundslings
- Rifled cover™ technology for consistently strong slings
- Cycle tests to 50,000 cycles with no strength loss
- Covermax® cover for abrasion and UV resistance
- Proof of concept testing to 600 tons
- Check-Fast® inspection technology

Slingmax
Rigging Solutions

205 Bridgewater Road, Aston, PA 19014-2423 USA
+1(610) 485-8500 • (800) 874-3539
www.slingmax.com
Eti/-flex Custom Manufactures a full line of tags for The Sling Industry

TAGS FOR:
Inspections - All Types
Wire Rope Slings
Synthetic Rope Assemblies
Synthetic Web Slings
Roundslings
Chain Slings
Fabrication Date
In Service Date
Fall Safety Lanyards
Fall Safety Harnesses

1-866-ETIFLEX
www.etiflex.com
info@etiflex.com

SUPER TOUGH SLING TAG HAS AN EMBEDDED REINFORCED FABRIC FOR EXTRA STRENGTH

ETIFLEX CORP
2500 E. Hallandale Beach Blvd
Suite 612
Hallandale Beach, FL, 33009

Modulift® working between the hook and the load

Introducing the Active Link Spreader Beam with Integrated Load Cells

The Active Link Spreader Beam revolutionises load monitoring capabilities when using a Modulift Spreader Beam. It will provide wireless real time data by measuring the load at either end of the spreader beam and is ideal for both weighing and dynamic load monitoring.

- Reduce your rigging and the weight
- Compatible with existing spreader beams
- Saving you time and money on rigging

The Active Link is available in a range of capacities up to 100t based on standard Modulift beam sizes from MOD 12 to MOD 70H

For more information call today

Head Office: +44 (0) 1202 621511
Email: sales@modulift.com
www.modulift.com
INTRODUCING TWO NEW PRODUCTS FROM INDUSCO!

**Features & Benefits:**
- Ergonomic Design
- Installation Included
- No Pinch Points in Die Area – Keeping Hands Free
- Adapted Push Arm for Die Engagement
- Air Magnet Design for Added Security
- Die Holding — Will Not Drop If There Is Loss of Power
- Operates on 70 PSI Shop Air
- High Visibility Green Paint Color

**CHAMPION AIR VISE**

**Features & Benefits:**
- Overall Height of the Unit - 5 Feet
- Adjustability - 6 to 50 Inches
- Maximum Adjustable Holding Power - 450 Lbs. at 90 PSI
- Maximum Vise Opening - 4 Inches
- Ergonomic Valve Placement
- Integrated Sleeve & Rigging Tool Tray
- 20 to 90 PSI of Air
- High Visibility Green Paint Color

Call Today: 800.727.0665 x 1035

---

Renfroe Grows Its Manufacturing Capabilities By Expanding Production To Rockford, IL.

Rockford, IL; January 18, 2017 – With an increased demand for its products and a desire to consistently provide customers with a faster delivery process, the manufacturing operations for J.C. Renfroe is moving to the expanded and modernized facilities at its parent company, The Caldwell Group, in Rockford, Illinois, announced Caldwell President Doug Stitt.

While shifting production to Rockford, Renfroe’s customer service, engineering, training and local warehouse will remain in Jacksonville, Florida. “The Renfroe brand for years has represented a high quality, and very proven product,” Stitt continued. “So we plan to keep our folks who design, enhance and service the quality of the clamp line in Jacksonville. The only real difference is an even greater commitment to deliver more products to our customers faster.”

For over 75 years, Renfroe, a leading international manufacturer of industrial lifting products, has built a reputation for manufacturing the most reliable, durable plate clamps on the market. Other than the production location, nothing will change with the Renfroe product lines.

“Caldwell’s investment in plant and equipment provides us with the latest manufacturing technology as well as a new but established ERP system. With a modern production facility and processes, as well as a geographical region better suited to support our manufacturing supply chain, it just made sense to support the Renfroe production in Rockford,” reported Stitt.

The Caldwell Group, founded in 1954 and headquartered in Rockford, designs, produces and markets an extensive line of material handling equipment for industrial and construction applications. Items ranging from standard products to custom engineered lifting solutions.

For more information on J.C. Renfroe & Sons, visit jcrenfroe.com and for The Caldwell Group, visit caldwellinc.com.
For over 75 years, J.C. Renfroe has manufactured the most reliable and durable clamps in the industry. And now we are backing up that claim with the strongest warranty in the industry – a Lifetime Warranty.

We prove the quality of our lifting products, year after year, not only through our own in-house testing of every clamp we ship, but also through independent testing, like the 2015 test conducted by the Rexnord Innovation Center.

If our clamp proves unreliable for your use, we will either repair it or replace it at no charge. As long as the clamp is used properly, it has not been altered; it falls outside of normal wear and tear, it is inspected, repaired and maintained as instructed, and is used in accordance with the Renfroe operations manual; Renfroe will repair or replace your clamp. For more warranty details, please visit our website at www.jcrenfroe.com.