Slingmax® Rigging Solutions

Webinar 3

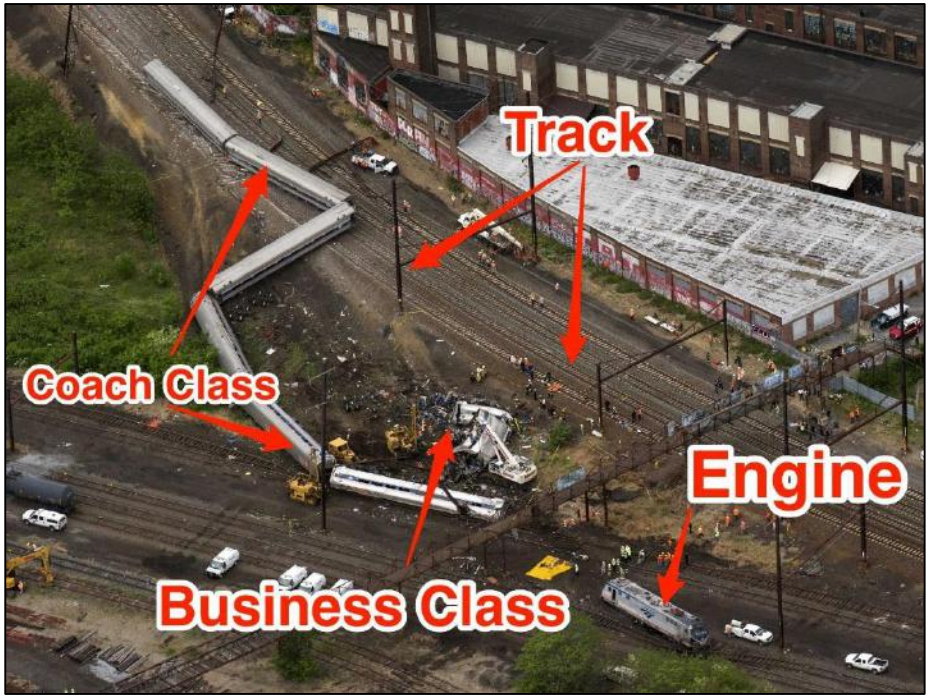
SLINGMAX®
RIGGING SOLUTIONS

Scott St. Germain

Emergency Rush Orders for Lightweight Twin-Path® Slings

- Amtrak Train Derailment,

  Philadelphia May 12, 2015



Rush Order – 16ea. TPXCF 20,000 x33Ft. (May, 2016)

$160,000 order Only 2 shop workers needed

Entire order delivered less than 3-Days ARO

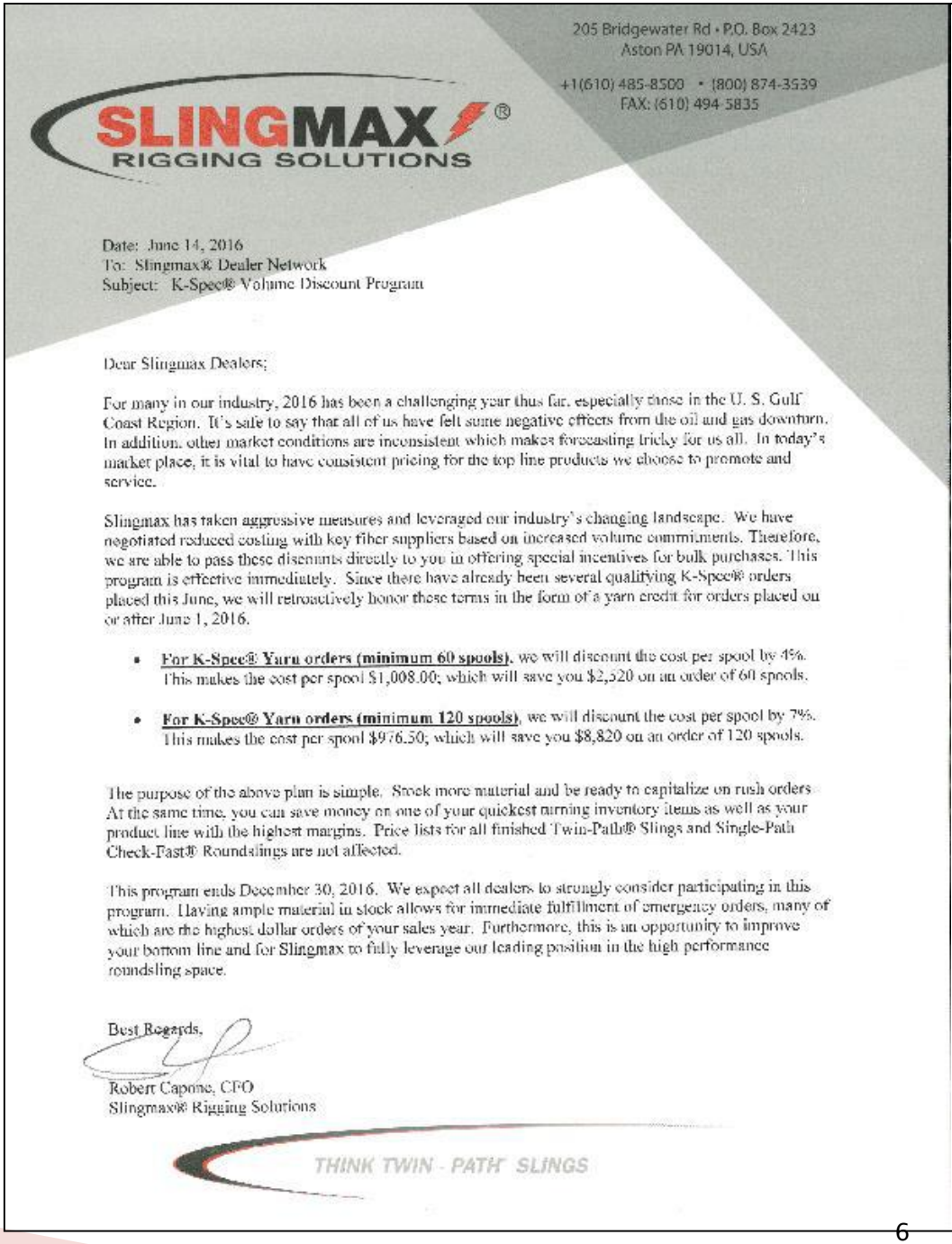
If you don't have it…

You can't sell it

Each Dealer should always maintain a Minimum of 40-spools of K-Spec®

For Super Rush Orders-

- Volume Discount Notice
- E-Mailed June 14, 2016
- Sent to all Owners & Top Management



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SLINGMAX®
RIGGING SOLUTIONS

Date: June 14, 2016
To: Slingmax® Dealer Network
Subject: K-Spec® Volume Discount Program

Dear Slingmax Dealers;

For many in our industry, 2016 has been a challenging year thus far, especially those in the U. S. Gulf Coast Region. It's safe to say that all of us have felt some negative effects from the oil and gas downturn. In addition, other market conditions are inconsistent which makes forecasting tricky for us all. In today's market place, it is vital to have consistent pricing for the top line products we choose to promote and service.

Slingmax has taken aggressive measures and leveraged our industry's changing landscape. We have negotiated reduced costing with key fiber suppliers based on increased volume commitments. Therefore, we are able to pass these discounts directly to you in offering special incentives for bulk purchases. This program is effective immediately. Since there have already been several qualifying K-Spec® orders placed this June, we will retroactively honor these terms in the form of a yarn credit for orders placed on or after June 1, 2016.

- **For K-Spec® Yarn orders (minimum 60 spools)**, we will discount the cost per spool by 4%. This makes the cost per spool $1,008.00; which will save you $2,520 on an order of 60 spools.
- **For K-Spec® Yarn orders (minimum 120 spools)**, we will discount the cost per spool by 7%. This makes the cost per spool $976.50; which will save you $8,820 on an order of 120 spools.

The purpose of the above plan is simple. Stock more material and be ready to capitalize on rush orders. At the same time, you can save money on one of your quickest turning inventory items as well as your product line with the highest margins. Price lists for all finished Twin-Path® Slings and Single-Path Check-Fast® Roundslings are not affected.

This program ends December 30, 2016. We expect all dealers to strongly consider participating in this program. Having ample material in stock allows for immediate fulfillment of emergency orders, many of which are the highest dollar orders of your sales year. Furthermore, this is an opportunity to improve your bottom line and for Slingmax to fully leverage our leading position in the high performance roundsling space.

Best Regards,

Robert Capone, CFO
Slingmax® Rigging Solutions

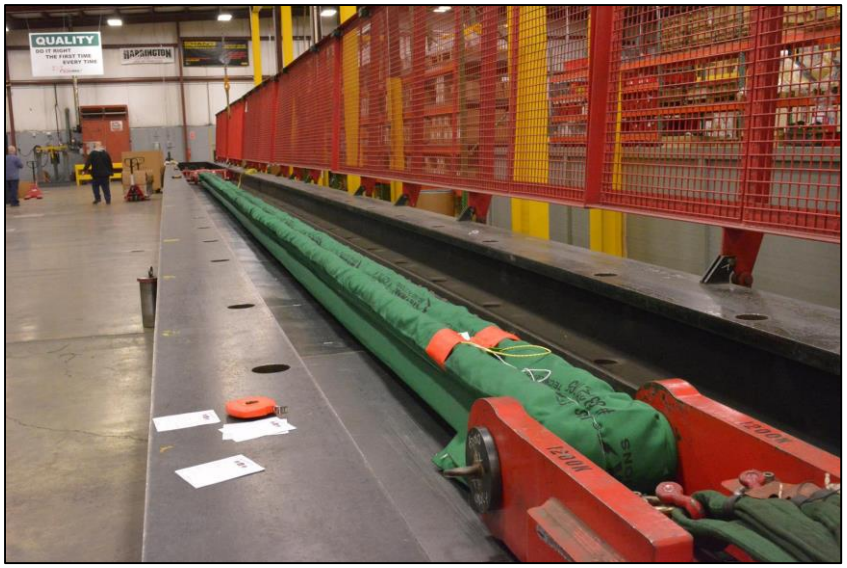
THINK TWIN - PATH® SLINGS

Typical Rigging Shop Inventory

Wire Rope: 30%

Turnbuckles- ?

TPXCF 40,000 x 100-ft.
$56,000 per sling



If you don't have it…

You can't sell it

Get it?...

Each Dealer should always maintain a Minimum of 40-spools of K-Spec®

For Super Rush Orders-

Slingmax® Webinar

June 15, 2016

Jeff Susman, President

Slingmax® Rigging Solutions

Challenging business environment

- Think “out of the box”
- Pursue non-traditional customers
- But don’t forget the basics
- Pursue competitor’s customers
- Ask Slingmax® staff for help

Ask Slingmax® for help

- SLINGMAX® STAFF
- Sales
- Marketing
- Engineering
- Rigging
- Other technical

Back to the basics

- Always quote Twin-Path® slings when asked for heavy-lift rigging
- Upsell a customer to Twin-Path® slings – don't just take the order
- Go for your competition's customers – they're not Slingmax®
- Check why a customer hasn't ordered Twin-Path® slings recently
- Return to a customer who refused Twin-Path® before
- Get cozy with local crane companies
- See if or why your biggest orders were not for Twin-Path® slings

Out-of-the-box strategy

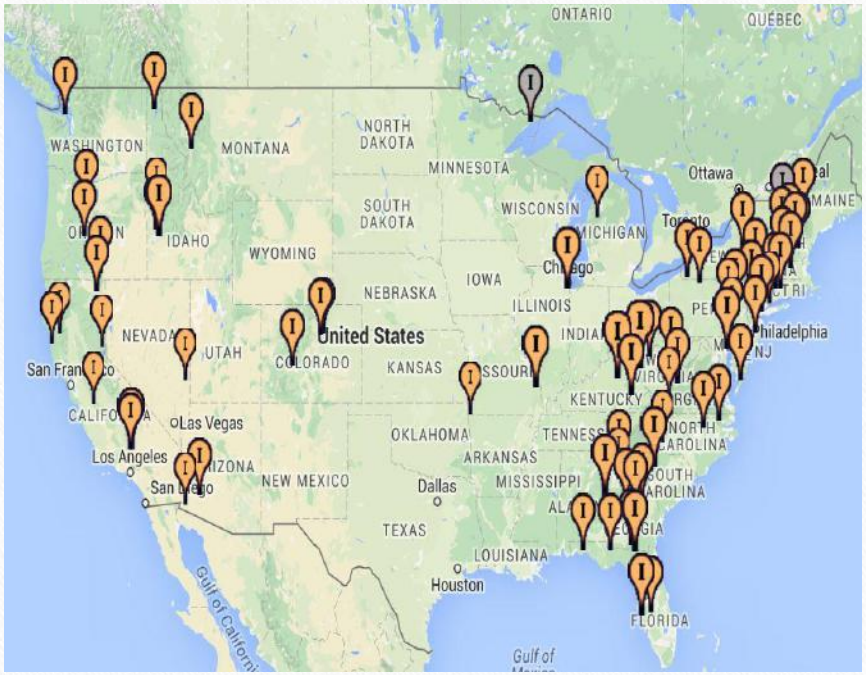
- Just selling one department in a company?
- Find and sell non-traditional customers
- Brainstorm internally – don't just do reports
- Brainstorm with Slingmax® staff

Non-traditional customers

- New energy generation
- Transportation
- Hospitals / medical centers
- Museums and art galleries
- Tilt-up construction

New energy generation – biomass/cogeneration

Proposed new and expansions



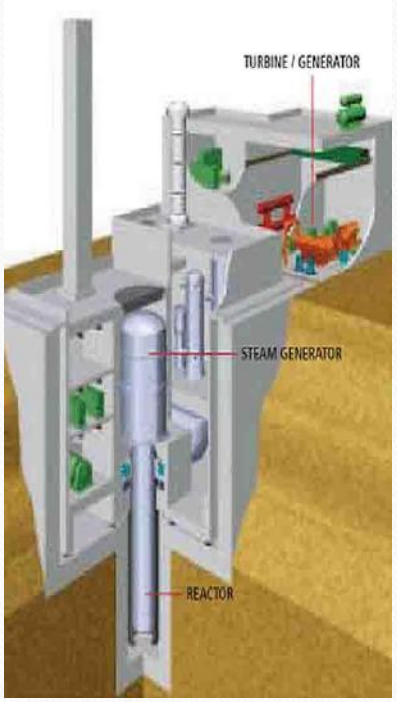
Hydro & Mini-hydro

Proposed new and expansions

Small nuclear

Projects coming soon

- Quicker to build
- Fewer licensing issues
- Cheaper
- More reliable
- Easier to maintain
- Final stage licensing



Spent fuel transport and storage

NAC INTERNATIONAL

NAC Tech Update

MAGNASTOR® TSCs Delivered to Duke McGuire

NAC announced that the first two MAGNASTOR Transportable Storage Canister (TSCs) were delivered separately to Duke McGuire. Both TSCs have been satisfactorily fabricated, tested and inspected at Hitachi-Zosen (HZ) in Ariake, Japan. Some ancillary components for the two TSCs are still in the process of being shipped to Duke McGuire. These two TSCs are the initial deliveries for the first batch of TSCs for Duke McGuire. The remaining canisters are still in various stages of production at HZ.

The transfer cask and ancillary equipment for the loading operations for the TSCs have been fabricated and completed at General Electric – Hitachi (GEH) in Canonsburg, Pennsylvania. They were delivered in June 2010 and are currently in storage at Duke McGuire.

The Vertical Concrete Cask (VCC) liners for the first batch of TSCs were also fabricated by GEH. The delivery of the VCC liners to Duke McGuire occurred earlier this year. The accompanying on-site construction campaign for the VCCs has also been completed.

Duke McGuire has ordered an additional batch of TSCs. HZ will continue to fabricate and complete the second batch of TSCs, with delivery expected to begin in early 2012. The corresponding VCC liners are currently in fabrication at GEH. They are scheduled for completion in the last quarter of 2010. VCC construction is scheduled for the spring of 2011.

TSC packaged, ready for shipping to Duke-McGuire

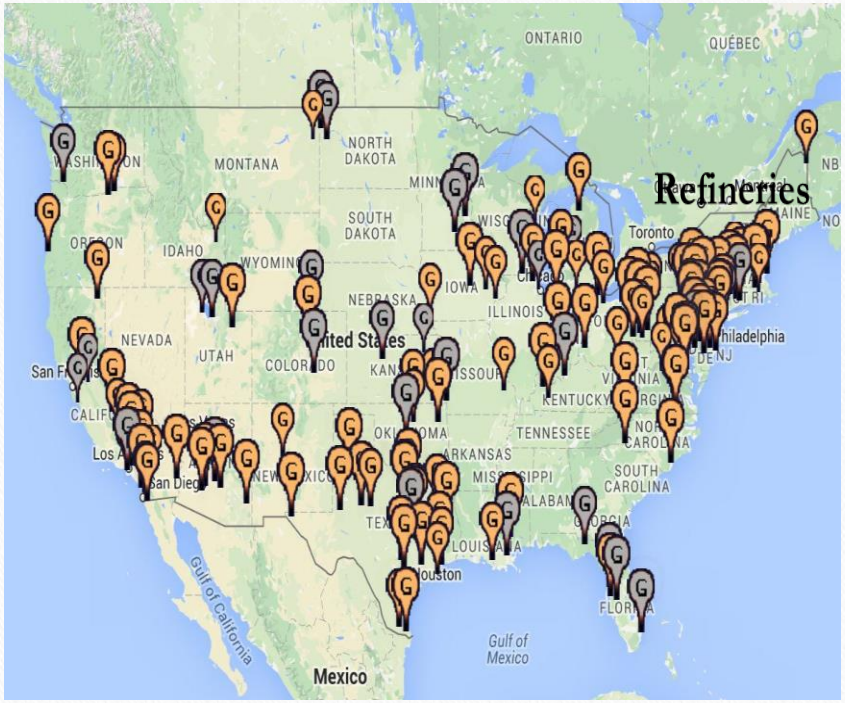
MAGNASTOR Transfer Cask

Tilt-up construction applications

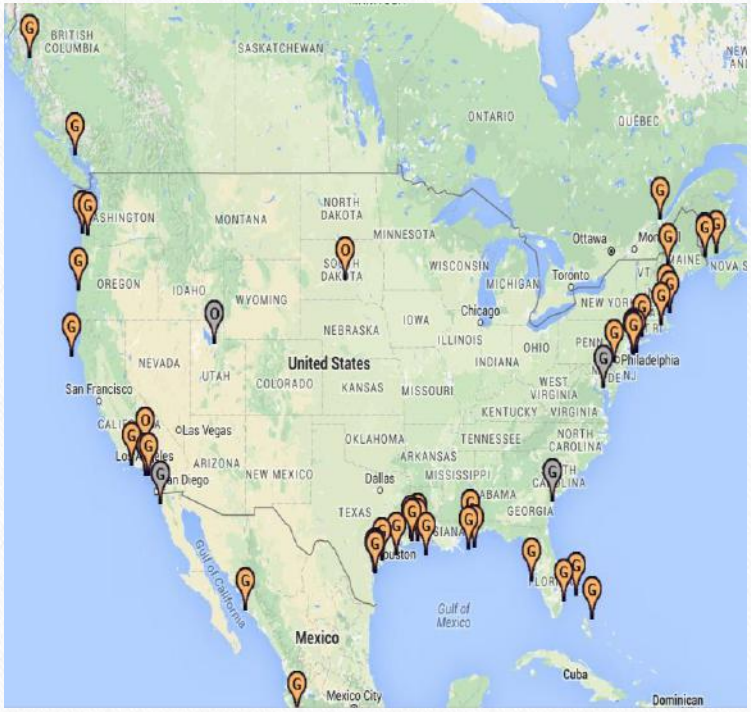
with Slingmax® Equalizer Blocks

Natural gas & LNG plants & refineries

Proposed new and expansions



Natural gas and LNG



Refineries

Plenty of opportunities – get your share

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Thank you for your time

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Marketing

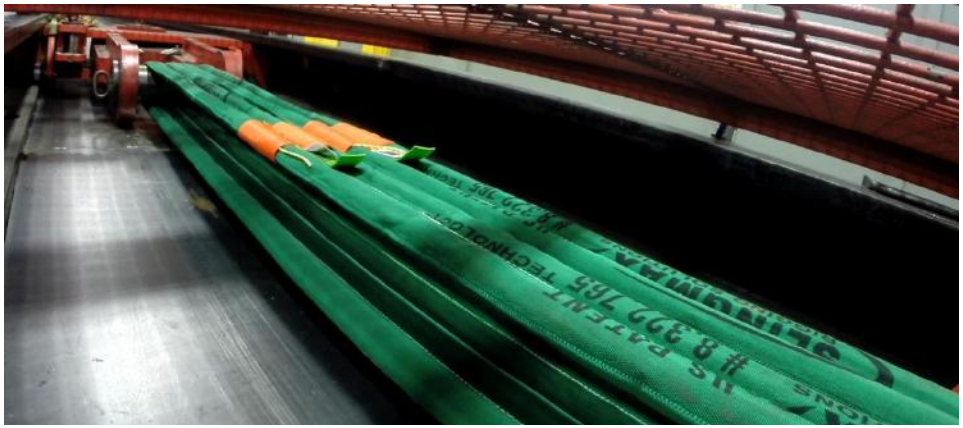
Dan Ross

App

- Current active installs – 250
- Slingmax® Sales App at trade shows
- Sharing is caring – Help make the new Slingmax® videos go viral at your customer locations. Rmember: Out of site out of mind.
- We are always looking for suggestions for future updates.

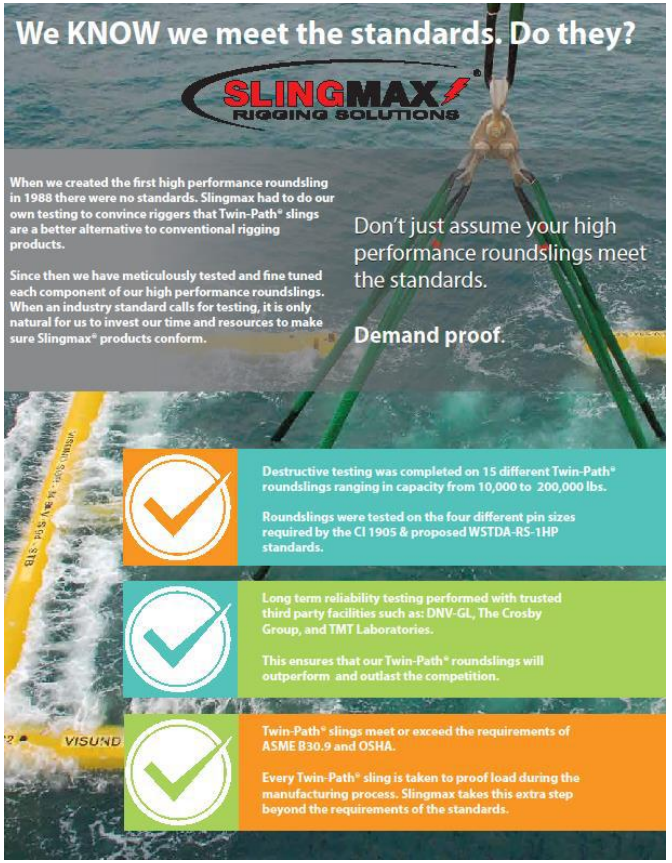
Technical Talk E-mails

- Frequency – Generally once every quarter
- Extremely important sales /technical information
- One of the main arteries for slingmax information
- If you're not opening/reading/retaining this information you are missing out.



Testing flyer

- Dealing with tough competition? – Use this flyer.
- Slingmax® Rigging Solutions spends the most resources and conducts more testing than the competition.



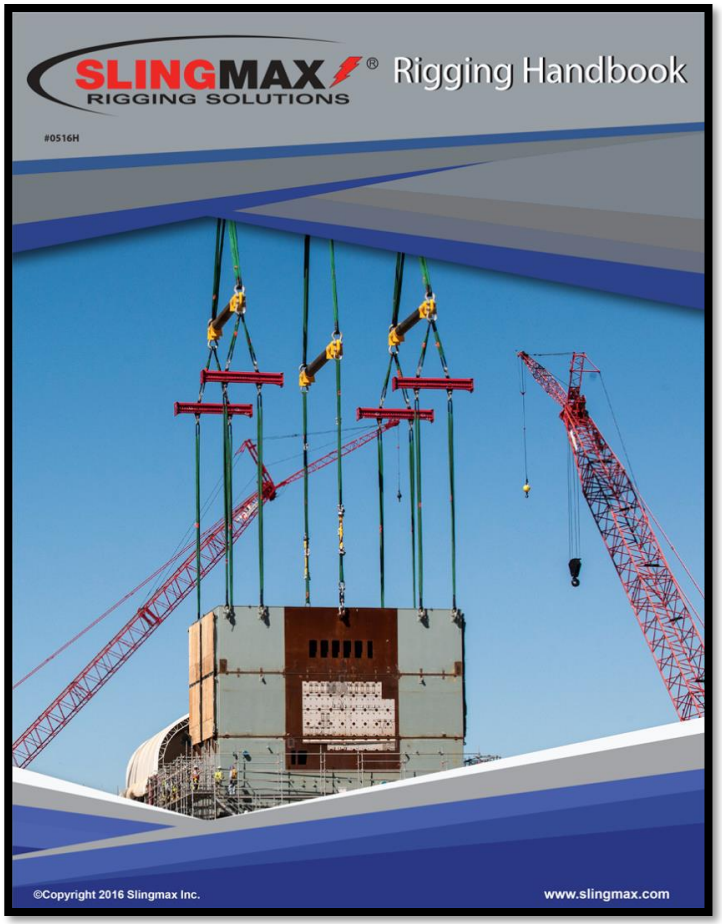
New Rigging handbook

- Full color
- Completely redesigned with new info from The Slingmax® engineering team
- Informative tool for your sales people
- Great customer give away
- Recommended resource for training/company seminars

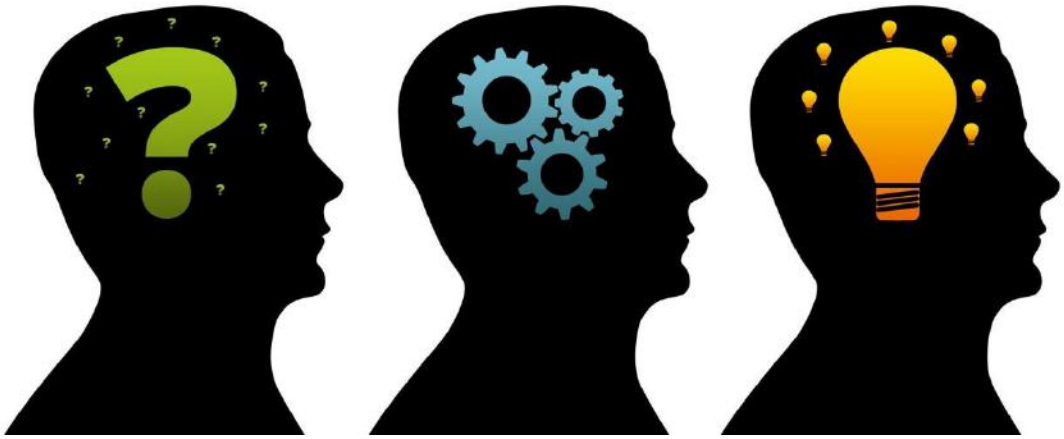
AVAILABLE NOW

0-10 books for company use: FREE
10-200 books - $7.00 per
200-500 - $6.00 per
500+ Call me for pricing

Comparable rigging handbooks sell for around $15.00 and $18 a piece.

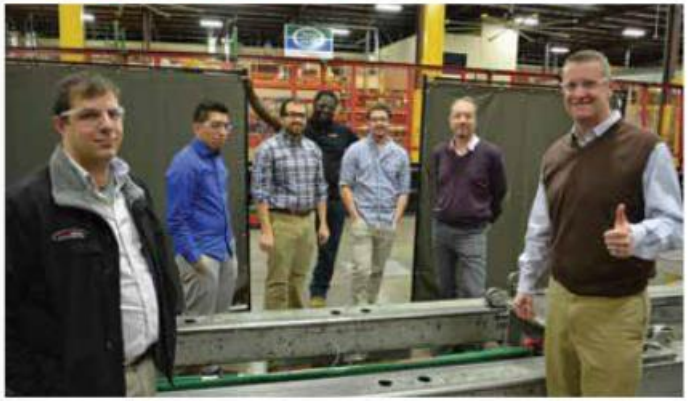


Slingmax® R&D facility complete



Turning problems → → → → Into Solutions

Slingmax Rigging Solutions Expands Engineering Capabilities



> Slingmax® Rigging Solutions is proud to announce that construction has been completed on a state of the art rigging technology and testing laboratory at company Headquarters in Aston, Pennsylvania. Slingmax® Inc. is an industry leader well known for high quality overhead lifting equipment with innovative technologies that have developed into staples of the rigging industry.

With the facility expansion and laboratory construction complete, Slingmax has also grown the product research and development team. R&D projects are now being worked on by an eight person team comprised of technical specialists; three full time staff engineers, engineering consultants from Temple University, Virginia Tech, and a specialized PHD who has previous experience working on projects with NASA. In conjunction with this team, the new laboratory expands capabilities in fiber testing, prototyping, material analysis, and design verification. Slingmax® Inc. is looking to the future of the rigging industry and now has the pieces set in place for continuous improvement and innovation.

Conference information

- WHEN: September 14th – 16th 2016

- WHERE: Philadelphia PA

- **Wednesday September 14**
- Morning – Introducing the new Train-The-Trainer program
- Evening – Welcome cocktail party

- **Thursday September 15**
- All day – Conference presentations next door to the hotel
  Evening – Dinner at Amada restaurant close to hotel

- **Friday September 16**
- Morning – Demonstrations at Slingmax® headquarters and plant tour via our buses

All Hotel reservations should be made through
The Franklin Hotel at Independence Park
(formerly the Omni):
Address: 401 Chestnut St, Philadelphia, PA 19106
Phone:(215) 925-0000

Slingmax® in the news

- Slingmax® Mentioned in two new articles
  - Hudson Yards project NYC
    - Slings & Equalizer Blocks sold by I&I Slingmax
      - Wire Rope Exchange May/June 2016
  - Kennedy Space Center refurbishing launch pads
    - Slings sold by Certified Sling & Supply
      - Wire Rope Exchange March/April 2016

All Slingmax® articles available at www.slingmax.com/articles

WSTDA / CI Pin Size Testing

WEB SLING & TIE DOWN ASSOCIATION

- **WSTDA-RS-1HP**
- **Recommended Standard Specification for High Performance Yarn (HPY) Roundslings**

SINCE 1920 CORDAGE INSTITUTE ADVANCING ROPE AND CORDAGE PRODUCTS

- **CI 1905**
- **Synthetic Roundslings**

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WSTDA / CI Pin Size Testing

7.1 For break testing of slings made with high tenacity core material (see Para. 4.2) the pin sizes shall be of a size that will withstand the force applied without distortion. The pin sizes should conform to the sizes given in table 2.

WSTDA / CI Pin Size Testing

WEB SLING & TIE DOWN ASSOCIATION

3.5.1 Destructive pull testing of roundslings in a vertical hitch, excluding sling fittings, shall be tested using pin diameters listed in Table 3-1. The pins shall be capable of sustaining the maximum applied load without deformation or failure. For HPY roundslings with a rated capacity in excess of 200,000 lbs. consult the roundsling manufacturer.

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WSTDA / CI Pin Size Testing

Sling Capacity (lbs)	CI Max Pin Diameter	WSTDA Max Pin Diameter
10,000	3.5 in	3.5 in
15,000	3.5 in	3.5 in
20,000	3.5 in	3.5 in
25,000	3.5 in	3.5 in
30,000	3.5 in	3.5 in
40,000	5 in	5 in
50,000	5 in	5 in
60,000	5 in	5 in
70,000	5 in	5 in
85,000	5 in	5 in
100,000	7 in	7 in
125,000	7 in	7 in
150,000	7 in	7 in
175,000	9 in	9 in
200,000	9 in	9 in

WSTDA / CI Pin Size Testing

- 3 sets of custom pins and adapters made
- 15 Twin-Path® Slings destructively tested
- Over $40,000 in materials and testing
- <u>All slings exceeded 5:1 design factor</u>

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Unirope Sling Testing

- 5 x TPXCF 10000 Slings tested to destruction
- 3 x 55 ton shackles tested to destruction
- 3 x Custom test bed pins fabricated

Unirope Sling Testing

- 2.71 in bow of shackle
- Result: 5:1 DF

Unirope Sling Testing

- 2.75” Shackle Pin
- No protection (not recommended practice)
- Result: 3.8:1 DF

- With Shackle Pin Pad
- Result: 4.8:1 DF

Shackle Pin Pads

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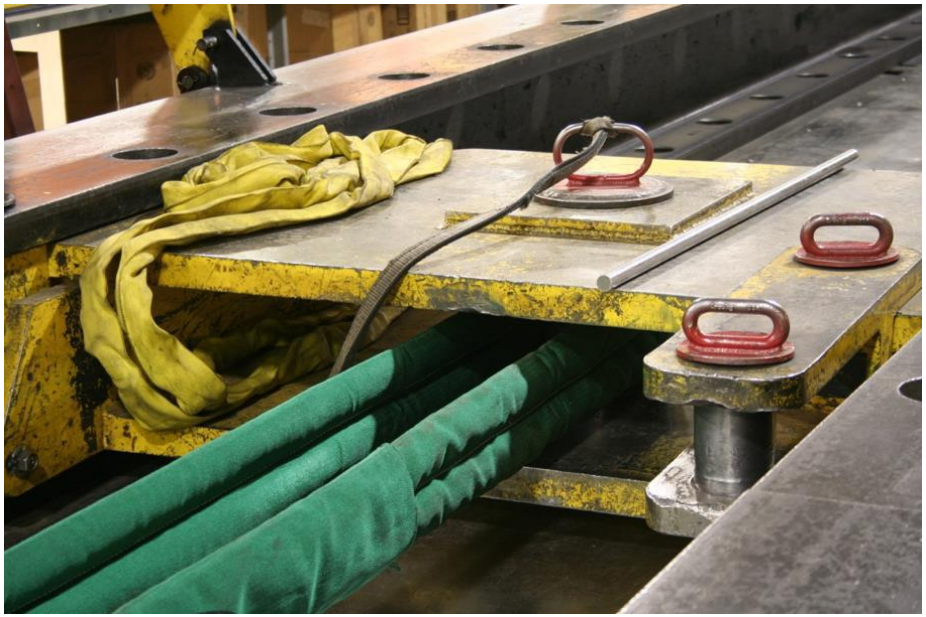
Unirope Sling Testing

- 2.75” Test Bed Pin
- Result: Pin Bent – No Sling Damage
- 3.5” Test Bed Pin
- Result: Pin Bent – No Sling Damage
- 4.5” Test Bed Pin
- Result: 5.4:1 DF

Unirope Sling Testing

- 7” OEM Test Bed Pin
- Same Diameter as CI & WSTDA maximum pin
- Result: 5.4:1 DF
- Exactly the same as 4.5” pin
- Roundslings are not strongly effected by pin size
- Small hardware will fail before sling



Twin-Path® roundsling vs Rope Sling

- Equivalent 12-strand HMPE Rope sling would be 2.5” diameter
- Min Length 22 ft
- 3x Diameter recommended pin size
- 7.5 in vs 2.71 in
- 55 ton standard shackle vs. 75 ton grommet shackle
- 50 lbs vs 115 lbs per shackle

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Twin-Path® roundsling vs Rope Sling

SLINGMAX RIGGING SOLUTIONS

TWINPATH® Roundslings

VS

Compare

Attribute	Twin-Path®	High Performance Fiber Rope Slings
	and bases	
UV Resistance	Excellent	Poor if unjacketed Moderate if jacketed
Corrosion	No	No
Flexibility	Excellent	Excellent
D:d in Eye	Any comparably rated fitting	3:1 (3.5x Larger)
D:d in Body	Any comparably rated fitting	8:1 (10x Larger)

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John Ketchum

“Don’t give up.
Don’t ever give up.”

Jim Valvano


RATED CAPACITIES
50000 LBS VERTICAL
40000 LBS CHOKER
100000 LBS V. BASKET
CORE - HI-PREFORMANCE
COVER - COVERMAX

Know your competition

Follow up

Gain repeat business