

LEEA GOES TO PARLIAMENT

WIRE ROPE

# EXCHANGE

INTERNATIONAL SALES MAGAZINE

JULY - AUGUST 2019

**JET HOISTS -  
STAND BEHIND  
YOUR WORK™**

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**3D LIFT PLAN  
2018 LIFT PLAN  
OF THE YEAR**





pneumatic and hydraulic hoists, crane systems, and components, manufactured at headquarters in Germany, principally for use in extreme environments. RSS will initially stock the Mini at two of its six UK facilities in Pyle, Wales and Grangemouth, Scotland.

Steve Walker, managing director at JDN UK Ltd., said: "The timing of this partnership is significant in that it chimes with the

unveiling of the next generation of Mini hoists, creating a two-pronged launch program. Importantly, like the JDN Group, RSS is family-owned and driven by customer satisfaction. The business has national coverage and a wealth of experience within their team. Further, it has a vision for the future that matches that of our own. It sees the value in quality products and continuous innovation, in-keeping with the principles of the existing and new hoist ranges."

Walker was among a UK delegation that visited JDN USA's offices in Baltimore, Maryland in mid-June to mark the launch of the Mini range to the North American marketplace. Also present were representatives of RSS, including Steve Hutin, managing director and Sean Maslen, a regional sales manager. Extensive product training was just one facet of the meeting, as stateside distributors also participated throughout the week.

Hutin said: "The RSS-JDN partnership is very UK-centric, but it was beneficial to spend some time with the USA operation, where they have successfully implemented a supply chain through regional distributorships. Beyond that, it provided a sense of purpose and scale as we confirm our own intentions. Sean and I, indeed the whole team, feel energized about adding such a world-class range to our portfolio and are confident that we can deliver the same level of customer service for which the JDN brand is renowned globally."

The new Mini air hoist range has been developed with what Walker called a "market in" approach, resulting in a product that meets demand for innovation and boasts new features, such as longer lifetime, easier

maintenance, and higher speeds, while custom options are available upon request. The Mini is explosion-protected and available in capacities of 125kg, 250kg, 500kg, and 1,000kg. Other standout features include a near field communication (NFC) sensor with accompanying app.

Walker added: "A lot of maintenance work, such as lubricating the motor chamber, exchanging the chain guide, and exchanging the motor unit can be carried out on the hook without dismantling the hoist. A new motor has also been developed that can be swapped out faster than any other hoist in the market, without it ever having to be taken down from its station. These features greatly improve safety and reduce maintenance time drastically for the end user. JDN has also developed a new app where the user can access operating instructions and certificates quickly and conveniently. Sensitive control and limit switches are among other enhancements that have been included as a result of the market in approach."

RSS will offer additional JDN products, including trolleys and the existing Profi air hoist range, available in capacities from 250kg up to 100t and air pressure in four or six bar. The explosion-protected series is also suited to heavy-duty industrial use and is available with various control options depending on the application.

RSS will be solely responsible for quoting on the Profi and Mini ranges via leads generated by its own endeavors and enquiries forwarded by JDN UK. ■

## WireCo WorldGroup Executive Announcement: Chairman and CEO Jim O'Leary Retires.

> WireCo WorldGroup ("WireCo") announced that Chairman and Chief Executive Officer Jim O'Leary is retiring from WireCo and stepping down from his positions at the company. Jim successfully implemented and launched many important foundational commercial, operational and new product development initiatives.

Incoming WireCo Director Jay Townsend will assume the role of Interim Chief Executive Officer while the Board of Directors conducts a search for a permanent replacement. Manish Srivastava, a WireCo Board member and Managing Director at Onex, will assume the role of Chairman of the Board.



Manish Srivastava said, "We are confident that under Jay's leadership, WireCo will continue providing its customers with best-in-class quality and service, and maintain its decades-long reputation of launching innovative, industry-leading products. Jay will build on the strong trajectory of operational and commercial excellence initiated by Jim to ensure WireCo's customers, suppliers and employees remain a key priority each and every day."

Dexter Paine, Chairman of Paine Schwartz Partners, added: "We thank Jim for his service to WireCo. Under his leadership, the company was able to launch and implement many foundational customer-focused operational and commercial initiatives."

Jay Townsend spent 28 years with Hoechst AG and Celanese Corporation, where he held several roles of increasing responsibility, including his last 10 years as an Executive Officer reporting directly to the Chairman and CEO of Celanese. Celanese Corporation is a global technology leader in the production of specialty materials and chemical products which are used in most major industries and consumer applications. Jay brings to WireCo broad international operational, business and strategic experience, as well as leading and executing several acquisitions, divestitures and joint ventures for Celanese. ■

## LIFTEUROP: Effective Safety Management Rewarded

> Health and safety are an integral part of LIFTEUROP's CSR approach. For many years, the company has had in place a series of measures for effectively managing workplace health and safety. A policy that improves not only employee working conditions, but also productivity and, above all, product quality!

"We want our staff to work safely. We are implementing measures such as appointing, as required by law, a safety officer. His or her mandate is to provide workplace health and safety information, conduct risk assessments and introduce the measures needed to eradicate potential sources of danger. On a regular basis, we hold various health-oriented training and information sessions (noise, backache, etc.) for our employees," explained Michèle Detaille, ALIPA Group's Managing Director.

## Two Tangible Improvements

The first step needed in order to guarantee operator safety in the workshops is to

maintain order and cleanliness. "It is very important to us that our workshops are neat. Many of our clients take notice of this while visiting the company. We have also put floor markings in place in order to improve traffic flow, define storage areas, etc. This way, everything has its place and we avoid accidents," explained Raphaël Bozet, Workshop Foreman.

Anti-wear mats have been placed at all workstations in order to improve working conditions for operators when they have to work for several hours in the same spot. Some machines have also been improved. "For instance, our sandblaster! We just installed anti-noise chambers to improve auditory comfort for operators. Just like our TAGMAKER (editor's note: machine used to make ALITAG nameplates), whose walls we paneled to reduce noise nuisance," added Raphaël Bozet.

### A Policy that has been Rewarded

LIFTEUROPE has been "Sécher & Gesond mat System" certified since 2014, as a result of these provisions. This label has just been renewed in 2019. Issued by the Accident Insurance Association (AAA), this label undergoes partial reassessment every year and total reassessment every three years.

All ALIPA Group companies based in Wiltz are now "Sécher & Gesond mat System" certified: CODIPRO, NO-NAIL BOXES and AllPack Services.

LIFTEUROPE was founded in 2010 in Wiltz, where it manufactures lifting equipment and accessories in its own workshops, equipped with sophisticated machinery, under the STAS brand, renowned for quality and design for more than 65 years. Certified ISO 9001 and 14001 and CSR, LIFTEUROPE is integrated in the lifting division of the ALIPA Group, a Luxembourg specialist in industrial packaging and lifting, which counts at total about 130 employees. ■

## Don't Miss ICUEE 2019's New and Expanded Education Lineup - Including NCCCO Industry Certifications

> 'The Demo Expo' Features Field Classrooms, Disaster Simulation Labs & More

ICUEE-The Demo Expo 2019 education programs offer attendees a variety of formats and topics to maximize their time onsite. Sessions include new disaster-readiness simulation labs, an expanded roster of show-floor field classrooms and new eat-and-learn workshops.

"ICUEE education sessions are a great way to conveniently ramp up the knowledge of your team," said ICUEE Show Director John Rozum. "We've developed relevant programs and gathered leading experts to help you and your team stay informed and up to speed on the latest industry developments."

As an added value, education participants earn Professional Development Hours credit. Attendees can also take advantage of industry certifications offered by the National Commission for the Certification of Crane Operators (NCCCO).

ICUEE, the International Construction and Utility Equipment Exposition will take place October 1-3, 2019 at the Kentucky Exposition Center in Louisville, Kentucky.

Register for ICUEE 2019 by August 23 for best rates. For more information and to register, visit [www.icuee.com](http://www.icuee.com).

Your Guide to ICUEE 2019 Learning Opportunities

New Disaster Simulation Labs

When disasters and other crises occur, industry workers are often front-line responders. Desi Matel-Anderson, FEMA's first and former chief innovation advisor, will lead new Disaster Simulation Labs at ICUEE 2019.

Desi will help attendees explore needs and concepts to create tailored and innovative solutions to meet a variety of crisis needs. She uses a proprietary three-step design process to help organizations understand the core issues and needs that are not being optimally addressed in any given crisis, and become better prepared for sustainable resiliency

Expanded Field Classrooms

We know attendees' time is limited, so ICUEE uses 'walking' classrooms on the show floor to provide a hands-on overview of topics geared to those new to the industry (or those wanting a refresher).

Field Classroom topics include aerial devices, electrical hazards and equipment, equipment hydraulics, fleet management, horizontal directional drilling, safety, trenching, underground detection and marking, and vacuum excavating.

New Eat and Learn Workshops

Grab a bite to eat during these learning opportunities at Tuesday lunch, Wednesday breakfast and/or Wednesday lunch sessions. The topics include:

- Drone Panel: Effective Applications in Utility Industry

- The Business Model for Building and Maintaining a Smart Utility Infrastructure
- Workforce Development - Generational Story

ICUEE is staged once every two years and is known as The Demo Expo for its equipment test drives and interactive product demonstrations. It is the largest and leading event for utilities and utility and construction contractors seeking comprehensive insights into the latest industry technologies, innovations and trends, owned and produced by Association of Equipment Manufacturers (AEM). ■

## Pintsch Bubenzer Appoints New Mining Sales Specialist



> Pintsch Bubenzer, a manufacturer of high-performance disc and drum brakes for severe duty applications, has named Dael Hoffmann, global sales director mining. Hoffmann will be based at headquarters

in Germany but will lead a global team, as the company looks to further raise its profile in the Americas and other mining hotbeds around the world.

Pintsch Bubenzer offers a variety of products that were originally renowned for use with high duty cycle container handling equipment at ports and harbors. However, it has successfully expanded into mines, wind energy, and the industrial crane market in recent years, where its emergency brakes are increasingly being installed on electric overhead traveling (EOT) cranes in the steel sector, in particular. Standout mining projects include successful installations at Oyu Tolgoi (Mongolia), Elecon (India) and Spence (Chile).

Hoffmann said: "The product range is proven in a multitude of industries where equipment is required to work close to its capacity and at near maximum speed, often in 24/7 operation. However, despite the synergies between many of these marketplaces, only by immersing ourselves deeper into the mining sector itself can we truly realize our potential and pioneer continued improvement of safety—most importantly—and productivity. With exclusive focus from my team and myself on one industry, we can promote high performance disc and drum brakes for mines, beyond a range with generic benefits."