THE IRON PRESS

Tough Times Don't Last.... Tough Teams Do!

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The True Test of Workmanship

Every detail is on paper, the dimensions, measurements, and welds have been checked and rechecked. The fabrication process has been completed and the true test of workmanship is about to take place. Have you ever been in this scenario? This past month at Moran Iron Works, we know exactly how this moment feels. The Babcock and Wilcox-Consumer's Energy Project is being set into place. We are very proud to announce the fabricated units are fitting exactly as we expected them too....Perfectly!

According to Gary Wolfe at Babcock and Wilcox, "the fit-up is amazing!" Wolfe also states that without the quality of the product, they would not be where they are today on this project. Paul McGuire, Consumers Energy Air Quality Control Systems Program Manager states that "Moran's fabricated components went together with the precision of a Swiss watch and the end result has been less risk to workers and a real savings to our customers." McGuire says he is most proud of the project's 100,000 work-hours without a lost time incident.



Babcock & Wilcox-Consumer's Energy Project units being lowered into place during installation





Non-Destructive Testing

- Ultrasonic (UT) Magnetic Particle (MT) - Liquid Penetrant (PT)
- Visual (VT) Certified
 Weld Inspection

International Testing & Inspection, LLC.

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Connecticut Repair Cleared For Shipping

As September comes to an end, the repair project for Vogt Power International comes to a close. The Connecticut repair project we formerly introduced to you, is now cleared for shipment to the facility. Many man hours were accumulated in fabricating this repair as special care must be taken not to damage the materials or the insulation during the trip East. We are pleased to say that all 16 Trucks have been scheduled and to date, 14 of those have been delivered to the repair site. We have been very happy with the shipping arrangements

made with our vendors. They have exhibited a tremendous amount of effort to coordinate with us all the requirements noted by our customer. This has not been an easy task as two of the fabricated units have an overall length of approximately 84 ft!

Extension trucks were utilized to accommodate the extended length and width of these units. Both units have now been delivered safely to their destination and we look forward to working with Vogt Power in the near future.



"Happiness does not come from doing easy work but from the afterglow of satisfaction that comes after the achievement of a difficult task that demanded our best.

Theodore Isaac Rubin



Price vs Cost "Beware The Cost Of The Lowest Price"

Today's customer assumes quality. They also assume good service and on time delivery. The buyer expects that the products and services you propose are actually presented with their best interest in mind and that their needs will be met. This is only the starting point. One must take all of this a step further. The customer desires to make costeffective decisions based upon fact and perception, and must be comfortable in their purchasing decision that they are making a wise investment and not simply incurring an process. Part of our endeavor is to educate our customer in what it is specifically that makes our product and service superior and worth the costs involved. As a company interested in meeting and exceeding the expectations of our prospects and customers, we must be aware that price is simply not equal to cost. Cost of ownership, time and solving problems are the true issues a professional buyer is

really looking for. For example, you may be in the market for a pair of running shoes. You look at several pair and decide on two designs. Design #1 is priced at \$29.99 and Design #2 is priced at \$59.99. Both appear to be manufactured in the same manner, and on the surface, appear to be very similar. Without further consideration you decide to purchase the less expensive shoe based upon the price. What you have not taken into consideration is the amount of time and effort put into the manufacturing of the more expensive shoe. This particular manufacturer has added quality workmanship additional expense. We are a catalyst in the decision making and quality material to create a superior product. The fit is more designed for your specific need as a running shoe.

> Two months later you find that your less expensive shoe has to be replaced. You are back at the shoe shop purchasing the more expensive shoe that has the quality and fit to last another 3 years. The price on the register receipt tells you the monetary price you have paid for your purchasing decision. What were your true costs in the long run? Beware the cost of the lowest price.

Welcome to Brenda Mattish

If you have called into our facility recently, you may have heard a new voice on the other end of the line! Moran Iron Works welcomes our new Receptionist, Brenda Mattish to our organization. Brenda comes to us with many years of Industrial Office experience ranging from excavating to forestry to mill works. Brenda is very busy keeping us all connected to each other and up to date with various projects. When she has time away from the office, Brenda is preoccupied with her husband and very active 3 year son. As a family, they enjoy time in the outdoors. When Brenda does get some time to herself, (which is not often enough) she likes to curl up with a good book. Welcome Brenda!



