



MAY 2012

THE IRON PRESS

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PRECISION BARGING

The warm weather of spring ushers in a new barging season for Moran Iron Works. We currently have (5) barges loaded and delivered to customers. Our customers demand on time delivery, and we continually strive to meet and exceed those expectations.

Loading Supervisor, Guy Post, oversees the shipping process at our deep water port in Rogers City, Michigan. However, the load planning begins months before any barges pull into port. MIW

Project Managers have designed specific computer graphic layouts that calculate product size and weight to determine load capacity and layout. Guy oversees the loading crew, that includes crane operators and loaders, and uses the computer graphic layouts to load the barges, For this process to go smoothly, communication between the Loading Supervisor and the Project Manager is critical. Every fabricated product is loaded with precise specifications. Our crane operators are required to place modules weighing up to (80) ton each within inches of each other. To the casual observer this orchestrated process seems effortless. Nevertheless, the precision necessary for this type of loading requires years of experience and months of preparation.



Barge loading of a Duct Work assembly May 2012

UPCOMING EVENTS

Coal Gen

Louisville, Kentucky

August 14th, 2012

Power Gen

Florida

December 11th-13th, 2012

FROM THE ESTIMATING DEPARTMENT

Estimating proposals become even more crucial when our shop bays are overflowing with fabrication projects. It is challenging to keep small voids of space occupied with projects when the MIW and MIW North teams are juggling multiple large component projects. Currently the estimating department is quoting on:

- Mining Truck Boxes that have a dramatically unique design feature. They are unlike the boxes we have produced in the past.
- 1,142,943 pounds of SDA ductwork. This work is unique to MIW due to the insulation and lagging on the inlet and outlet ducts in the assembly shop.





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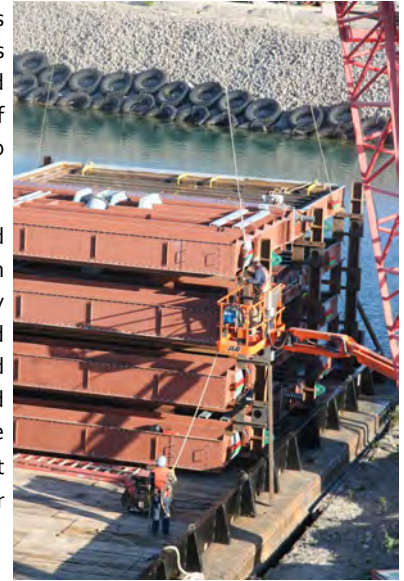
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DAMPER PROJECT SHIPPING COMPLETE

MIW is in the process of barge shipping the FGD (flue gas desulphurization) ductwork to one of our power customers this month. The timely delivery has allowed them to meet and exceed the EPA requirements for emission reduction. The total weight of this shipment is approximately 1,500 tons of fabricated, ready to install product, on six fully loaded barges.

In addition to the FGD ductwork, the MIW team assembled and tested large dampers for another component of this emission reduction project upgrade. Barge shipping allows us the flexibility and competitive advantage to ship completed, fabricated assemblies. For this project we delivered eight, fully assembled and tested, 25 ton dampers to the power plant. This shipping method eliminated the traditional field assembly process for the components. Looking ahead through August of 2012, we expect to barge another 5,000 ton of fabricated product to three power customer jobsites.



Every person I work with knows something better than me. My job is to listen long enough to find it and use it.

Jack Nichols

WHAT UP NORTH



- *"The MIW North team appreciates the opportunity to participate in the knowledge based work and training which the MIW-HQ Onaway Team continues to build on a daily basis..."*, stated Charlie Nyhus, Manager of Moran Iron Works North.
- *"I like what we are building here at MIW -HQ and happy to be part of it."*

Vince Mullen, May 2012

EMPLOYEE CORNER- TERRY XAVIER

Congratulations to Terry on his Degree!!

Terry graduated Suma Cum Laude from Alpena Community College on May 3, 2012. He started the Cad Engineering Technology program in August of 2010 and has earned an Associate's degree in Applied Science.

Moran Iron Works hired Terry on May 9, 2011, and he has worked full time during the summer and part time during the school season. He was recently offered a permanent full time position at MIW and became an assistant project manager on May7, 2012.

"I may eventually decide to go back to get a bachelor's degree in an engineering field. I am very pleased to be part of the Moran team and I look forward to helping the company continue to prosper", stated Terry.

