

THE IRON PRESS



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Welding ~ Industrial Fabrication ~ Structural Steel ~ Repair

EXCITING DUCTWORK PROJECT HAS BEGUN

Mid-November marks the onset of a substantial Ductwork Project with a completion date of July 2013. This 595 ton project consists of 26 separate modules which will be fabricated and panelized in our shop, as well as the majority being fully modularized. The modules will be “test fit”, then separated into “manageable pieces” and truck shipped through our high wire corridor from MIW Headquarters in Onaway to our barge shipping facility at the Port at Calcite in Rogers City. Once there, the outside of the modules will be insulated and lagged prior to being loaded onto barges and shipped to the job site. The ductwork will then be re-assembled and connected to the SDA ductwork we delivered earlier this year.

This ductwork is designed to redirect the exhaust air from the power generators and route it through the SDA's and then to the Pulse Jet Fabric Filters (PJFF) where the air will be filtered and then discharged to the exhaust stack.



- Non-Destructive Testing
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6911 Bowen Rd.
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MIW NORTH

“THE TEAM IS WORKING ON SUSTAINING OUR PROGRESS ON THE IRON-UP PROGRAM INITIATIVES!” CHARLIE NYHUS, MIW NORTH MANAGER.

Iron-Up

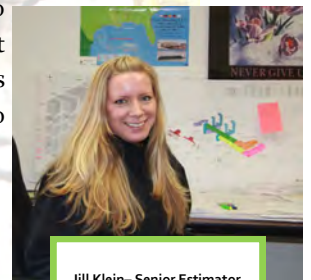
Moran Team Productivity



THE ESTIMATING DEPARTMENT

The Estimating Department has been busy over the past year quoting new work and negotiating contracts for potential jobs. Once the material takeoffs have been completed, the project weight has been determined, the man hours have been calculated, and a proposal has been accepted by a customer, only then does the real work begin. It is not uncommon for a project to change several times during the customer evaluation process. At Moran Iron Works, we pride ourselves on being “Yes People”. We work hard for our customers to tweak timelines, to improve delivery schedules, and to revise project weights and parameters to best fit the needs of our customers. The quoting and evaluation process may take from six to twelve months, and the end result may only slightly resemble the original size and scope of the project.

Once we prepare a proposal for our customers, we lend our expertise in areas such as shipping constraints or module sizes. We generate ideas based on our experiences on how to make a project run more smoothly and be more cost effective for the client. For example, we can propose larger or smaller module sizes based on our customer's lifting capability at the job site. We know that if we can build larger modules at our facility, that will equate to fewer costly man hours in the field. Shop Labor is always less expensive than Field Labor, so we like to try to keep Field Labor Costs at minimum. We are “Yes People” and we are here to help.



Jill Klein- Senior Estimator

2012

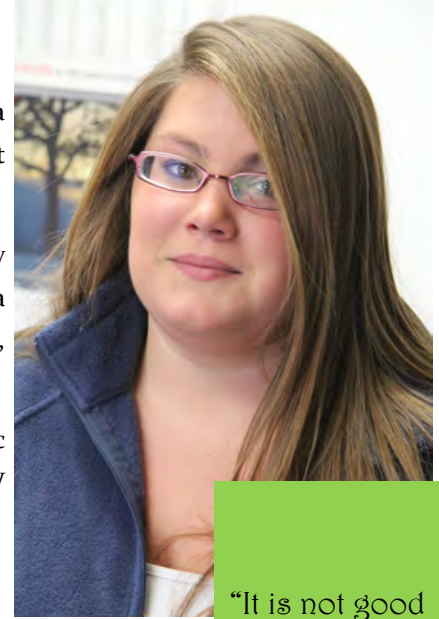


EMPLOYEE CORNER – ANNA MCFARLAND

Moran Iron Works welcomes a familiar face to the MIW family. Anna McFarland, a student who worked for us over the summer months, has taken a permanent position in the Estimating Department.

“I have been fortunate to watch this company these past few years and get to know the people that define the Moran Iron Works culture. With the opportunity to be a part of this family, I am excited to see what the future has in store for us!”, remarked Anna.

As a Lake Superior State University alumni, Anna brings her academic achievements along with prior experiences to be an excellent addition to the MIW team.



“It is not good enough to be the best, when you have the ability to be Great!”

-Charlie Nyhus



Moran Iron Works Holiday Hours

- Closed December 24th at 11am and All day December 25th
- Closed December 31st at 3 pm and All Day January 1st

CONTINUED HIRING INITIATIVES

Moran Iron Works has extended its pursuit to find skilled, competent employees with outreach programs ranging from participation in the Michigan Works job fairs to partnering with educational institutions by offering internship programs and co-op programs. “These efforts have been productive in achieving substantial employee worth, with integration of skill and drive.” stated Crystal Veal, Human Resource Manager at Moran Iron Works. “Each new process has revealed to us a quality pathway to successfully

finding and improving our already extraordinary workforce.”, Crystal added.

Straits Area Services New Sign Unveiling



NEWSWORTHY

- Moran Iron Works was recently called out to perform emergency supervision services on an East Coast Turbine Exhaust Repair project.
- The barge shipping season has concluded for 2012, we are already planning and scheduling the barging of projects for the barging season of 2013
- Estimating is busy working on projects with 2014-2015 completion dates

Upcoming Events

13th Annual Fireworks Celebration

December 1st @ 3pm

Power Gen

December 11th-13th, 2012

Orlando, FL

- Our [13th Annual Community Fireworks Celebration](#) is scheduled for December 1st. The annual event is made possible by community contributions and employee participation.
- Moran Iron Works is proud to be part of the [Straits Area Services](#) improvement