

Bought first Irvington-Moore dry kiln in 1964.

“We just doubled the size of our mill operations with the help of two all-aluminum Irvington-Moore dry kilns.”

With a plant capacity of more than 16 million board-feet per year, Mann & Parker is one of the nation's largest independent distributors of forest products, serving more than 1,600 customers in the U.S. and overseas. The firm specializes in domestic and foreign hardwood lumber, both through wholesale distribution and direct mill shipments.

Founded in 1902 by Stephen Mann and Frank Parker, the company's offices were completely destroyed in the 1904 Baltimore fire. After rebuilding, both founders passed away within six months of one another in 1952.

The Mann & Parker Lumber company was purchased by Robert R. Bushman in 1956 and was destroyed by a fire on New

Year's Eve of 1969. In the early 1970s, Mr. Bushman moved Mann & Parker from Maryland to New Freedom, PA, and the firm has been under his ownership and control for 32 years.

“I bought my first Irvington-Moore dry kiln in 1964. Twenty-four years later, I'm still satisfied.”

“I started operating Irvington-Moore dry kilns in 1952, so when I went to buy my own, I contacted Irvington-Moore first,” says Mr. Bushman.

“We bought and erected our first Irvington-Moore dry kiln—a prefab unit—in Cockeysville, MD in 1964. We took it down and reassembled it in New Freedom in 1974. After 10 years of operation in Maryland and 14 years here, it's still basically in A-1 shape and has never needed an overhaul.”

New Irvington-Moore all-aluminum kilns dry lumber much faster

I was so satisfied with my first Irvington-Moore dry kiln that we bought two more,” explains Bob.

“The new kilns are all-aluminum. With oak, especially, there's a lot of acid. And it just eats away steel. Irvington-



Bob Bushman (left), president of Mann & Parker, with Greg Lutter, operations manager. The company recently doubled the size of their mill and added two new Irvington-Moore all-aluminum dry kilns.



Mann & Parker's original 1964 Irvington-Moore dry kiln. "After 24 years, still in A-1 shape."

Moore's all-aluminum fabrication increases the life of the dry kiln."

"The new Irvington-Moore kilns are extremely efficient," adds Greg Lutter, operations manager. "Our drying time on four-quarter oak is about 9-10 days. On poplar, 4 days. On mixed species, 7 days—much faster with better quality and product."

"A better product in less time."

"Irvington-Moore offers us superior service, dependability of the product, and the technical knowledge of how a kiln should operate for maximum efficiency," Greg continued. "They're getting the most out of the horsepower, fans, and drive mechanisms. We expect to see years and years of trouble-free operation due to the engineering of the kiln and the corrosion-resistant aluminum construction."

"We've found that with a sound, tight piece of equipment—one you can depend on as far as accuracy and control—you'll get a better product in less time. And that's what we get with Irvington-Moore."

How Irvington-Moore pre-drying improves lumber quality

"Before our lumber goes to the kiln, it's pre-dried in an Irvington-Moore pre-drier," says Bob Bushman. "This is a 14,000-square-foot building with complete dual-zone temperature and humidity controls plus continuous fan air-flow circulation."

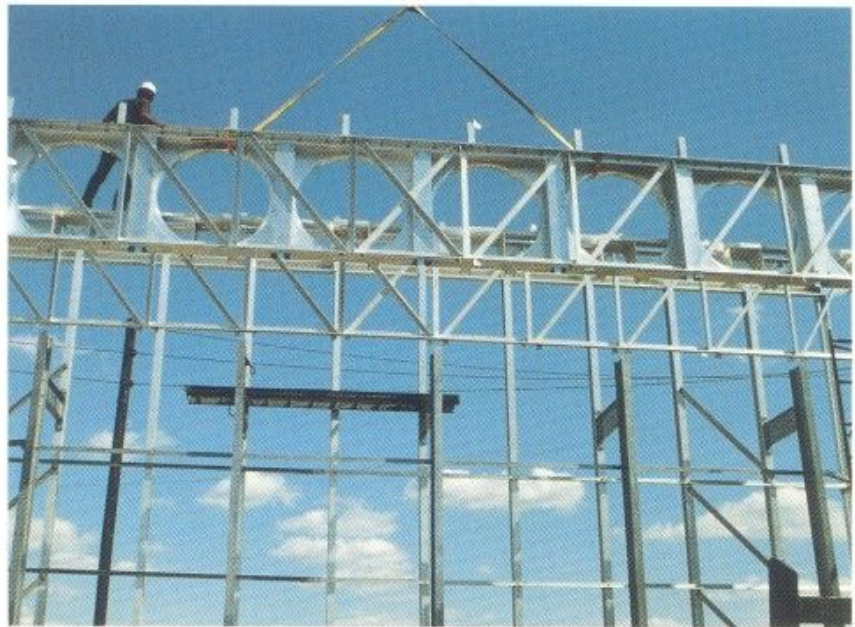
"The Irvington-Moore pre-drier provides uniform temperature and relative humidity 365 days a year. Result: Bright and flat lumber that is basically free of surface and end checks. Downgrading is significantly reduced. And, most important, pre-dried lumber is bright and of superior quality, which means higher recovery in the rough mill."

"Irvington-Moore helps us serve our customers better and faster."

"I am a long-time customer of Irvington-Moore," says Bob. "When we originally built this facility, and, more recently, when we increased the size of our kiln operations, we did so with Irvington-Moore equipment: Our pre-drier, dry kilns, and automatic handling equipment is mostly Irvington-Moore."

"At New Freedom, we can store over 4 million board feet and can kiln-dry 10 million feet annually. Lumber wholesaling and distribution today has become a service business; Irvington-Moore equipment helps us serve our customers better and faster."

For more information on Irvington-Moore pre-driers, dry kilns, and lumber handling equipment, call (904) 354-2301 today.



"Irvington-Moore's all-aluminum fabrication increases the life of the dry kiln."

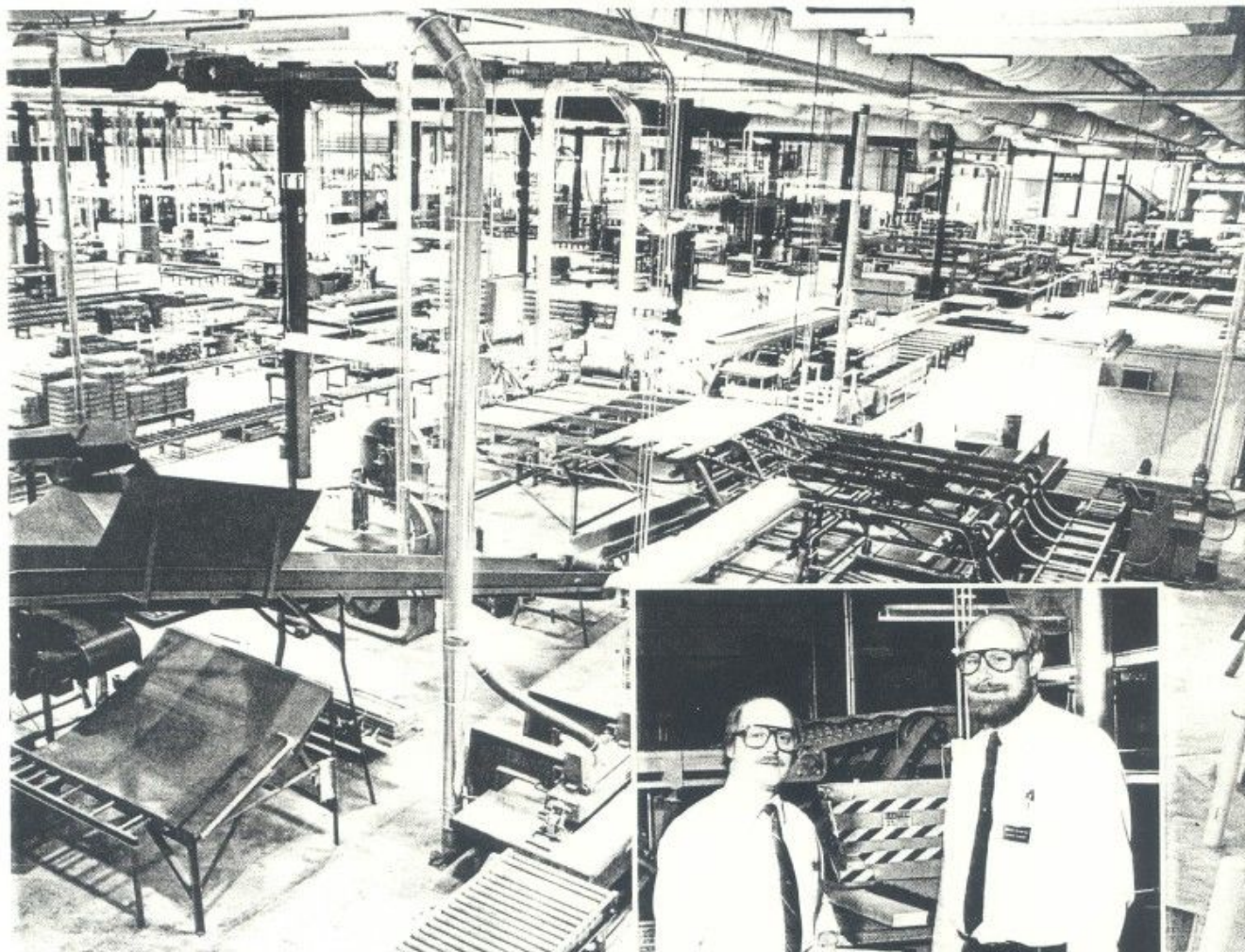


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“By going with Irvington-Moore’s rough mill line, we are able to get by with much less equipment, requiring only eight operators instead of 21.

That’s a big payback.”

Photo: Stow & Davis
Senior Manufacturing Engineer
Stow & Davis



Irvington-Moore provided Stow & Davis with a complete rough mill line and computer-controlled material handling system.

*Bob Dunn (left), Senior Manufacturing Engineer, with Bruce Dykstra, Rough Mill Supervisor.
“Based on price, quality, service, and reliability, we went with Irvington-Moore.”*

“The Grand Rapids furniture industry is undergoing a period of revitalization. Stow & Davis, in business since 1880, is a leading manufacturer of executive wood office furniture. Our rough mill cuts a variety of hard woods including mahogany, oak, maple, and walnut, all of which go to our Fabrication Area.

An integrated systems solution from Irvington-Moore

“Irvington-Moore provided us with a complete rough mill line and material handling system—with computer controls.

“The line includes in-feed equipment, one surfacer, two cut-off

saws, a dual-gate single filer, an edging saw, a single line sorter, five rip-saws, a scrap system, a salvage system, all linked by an integrated material handling system that automates many of the mill operations previously done by hand.

“Before approving Irvington-Moore’s proposal, we looked into

what we had been running and projected into the 1991 figures. We would have needed eight rip saws, two surfacers, three cut-off saws, and 21 operators. By going with Irvington-Moore, we are able to get by with much less new equipment, requiring only eight operators instead of 21. That's a big payback."

Why Stow & Davis chose Irvington-Moore

Bob's analysis of Stow & Davis's requirements included a point-by-point comparison of system components and their costs, an in-depth study of the capabilities of each vendor, and an analysis of the equipment costs and manpower

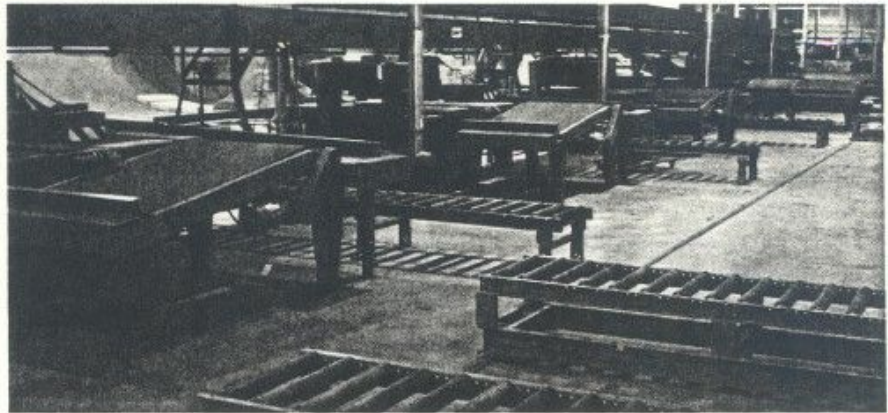


Bob's analysis of Stow & Davis' requirements included a point-by-point comparison of system components and their cost.

savings that could be realized with installation of the new system. "He did the most complete analysis of any that I've encountered in 20 years in this business," remarked Bill Dugger of Irvington-Moore.

"There are not many firms capable of supplying a rough mill line of this size," Bob explains. "We chose Irvington-Moore for a number of reasons.

"Irvington-Moore has 89 years experience in the rough mill business. Irvington-Moore has a large service and engineering staff, and they do 75% of their fabrication in-house. Based on price, quality, service, and reliability, we went with Irvington-Moore."



Irvington-Moore has 89 years of experience in the rough mill business.

Why upgrading the rough mill made sense for Stow & Davis

"We considered purchasing dimension stock to handle our growing volume, but we didn't want to be at the mercy of the pricing, quality, and delivery times of outside suppliers. With the new Irvington-Moore system, we have the flexibility to respond quickly to rush orders and changes. It also eliminates worries about supplier errors, damaged parts, warpages, and shortages.

"For example, if you need just one or two replacements for parts that get scraped in production, an outside supplier is not going to stop and restart a machine just so you can get those one or two pieces and make your schedule. But now getting a part or two for replacements, hot mock-ups, or add-ons to an order is no longer a problem."

"They made me very comfortable"

"Service was one of the main reasons we went with Irvington-Moore. Their willingness to send someone here before and during start-up made me and our people very comfortable with the new system. We also like the way they can perform remote system diagnostics via modem from their headquarters.

"Before buying this system I visited three other companies using Irvington-Moore rough mill systems and talked with several others by phone. During that time I didn't hear a single negative remark.

"Since its installation, the system has given us no major problems and has helped our rough mill increase productivity. Reason: Automation speeds up processing. Our new facility is running 5,000 board feet per shift with 8 operators vs. our older mill which ran 2,200 board feet per shift with the same number of operators."

For more information on Irvington-Moore's integrated rough mill systems, call or write Irvington-Moore, Deal Systems, today.



Irvington moore

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