

BIG SKY BULLETIN

HCR news for customers, friends and acquaintances

Volume 3, Issue 2

An Air Door Success Story

Don't just take our word for it....listen to what Burris Logistics has to say!

Burris Logistics is one of the nation's largest and most sophisticated controlled-temperature food distribution operations, offering over 60 million cubic feet of freezer warehousing space in 15 strategic locations. Burris serves a full spectrum of national and regional retail, wholesale and manufacturing customers. Each warehouse has the ability to develop custom storage and transportation programs uniquely designed to meet the needs of the customer.

Burris has remained among the country's top supply chain providers and partners by building on its exemplary service and its dedication to the latest in technology and food safety.

Third, fourth and fifth generations of Burris family members continue the tradition of hands-on management and personal involvement. Donnie Burris, president of Burris Refrigerated Logistics, had been looking at HCR doors since 1997. "We originally tried HCR in some small conveyor openings in our Benson, N.C., facility," explained Burris. "We've considered them in every facility since then.

"After we purchased HCR at our new Elkton, Maryland, facility, I'll admit I was a little nervous. There were four gaping holes leading from the dock to the freezer, and I was thinking, will these doors really work? And will it keep us frost-free?"

"After working with HCR for a while, we are very pleased," Burris continues. "We are totally frost-free. We are safe because we are wide-open. We can look all the way from one end of the facility to another through three different temperature zones."

Joe Morris, Burris' V.P. Corporate Engineering, had taken a good look at HCR over the years. "With the types of distribution accounts we have at this new facility, which require a free-flowing atmosphere, HCR was the only door that would fit our needs," said Morris. "We did a lot of background work and research to make sure the doors really worked, knowing it had to provide an adequate barrier to air transfer."



Morris looked at several HCR installations, choosing to base his judgment on real world environments rather than using calculations alone. "Seeing the doors in action in the field helped the decision on my part."

"One of the other benefits of HCR is the low maintenance of the door," said Morris. "Basically, you're only looking at keeping the nozzles and belts in good order, so

there is very little to no maintenance, which is a big plus for the door. Another big selling point for HCR is the safety aspect. I don't know how one can accurately measure what a wide open space is worth in a high-traffic environment, but from what we've seen, that is a major plus for HCR."

Find out more about Burris Logistics at www.burrislogistics.com.

HCR. The Simple Truth.

If we can't solve your doorway problems with an engineering approach, we simply won't accept the order. It's that simple.

HCR joins Jamison Door to become the strongest door provider in the world

HCR recently announced its acquisition by Jamison Door Company of Hagerstown, MD, the oldest door manufacturing company in the country. The two most respected names in the door industry are now one. Together we are able to offer more than 70 different types of doors and engineered doorway equipment -- something no other door company in the world can provide.

"HCR is excited about joining the Jamison Door Company," said Pete Smith, President of HCR, Inc., in announcing the sale. "We have known and respected Jamison's quality products and service for many years. Being part of the Jamison team provides HCR with so many additional competitive advantages, including engineering support, sales and customer service. Jamison will now offer proprietary HCR air door technology as part of its product line. It's a perfect fit and holds many opportunities for continuing growth at HCR."

With the addition of HCR air door products, Jamison now offers all possible cold-storage door solutions, making Jamison Door Company the world's largest manufacturer of cold storage doors.

"Securing advanced technologies such as HCR's air door systems is Jamison's direct response to the industry's demand for products that increase efficiencies and reduce operational costs. With HCR we get both," said John T. Williams, Jamison's Chairman/CEO. "Of all of the possible additions Jamison could make, we chose a company with a completely unique technology. It is a company that is without question the largest and the best at what they do. We believe this technology will certainly play a large part in the future of cold storage."

Jamison Door currently holds more than 60% market share of the cold storage rigid door market, supplying the industry with 56 various models of rigid doors, including sliding doors, bi-folding doors, overhead/vertical doors and swing doors.

HCR has a complete line of successful and highly energy efficient open-doorway products for application in grocery store distribution centers, refrigerated warehouses and food processing plants from -40°F freezers to non-freezer applications.

Lewistown, Montana, remains the home of HCR where it will continue to operate as a stand-alone division. All of HCR's models continue to be manufactured at the Lewistown facility. HCR continues to be managed by current President Pete Smith and Executive Vice-President Chester Hart. Both officers joined the board of directors at the Jamison Door Company.

In addition to a complete line of engineered freezer and cooler doorway products, our customers are now able to buy Jamison Doors through HCR. Visit www.JamisonDoor.com for a most impressive introduction.

Montana Trivia

Montana is LARGE! The distance from the northwest corner to the southeast corner of the state is greater than from Texas to Montana.

Flathead Lake in northwest Montana is considered the largest natural freshwater lake in the west.

At Egg Mountain near Choteau dinosaur eggs have been discovered supporting the theory some dinosaurs were more like mammals and birds than like reptiles. The moose, now numbering over 8,000 in Montana, was thought to be extinct in the Rockies south of Canada in the 1900s.

No state has as many different species of mammals as Montana.

Montana is the only state with a triple divide allowing water to flow into the Pacific, Atlantic, and Hudson Bay. This phenomenon occurs at Triple Divide Peak in Glacier National Park.

What's with all the questions???

The HCR Doorway Questionnaire has proven to be of huge benefit to customers who've used it. Then again, benefits don't come without a little work. And our doorway questionnaire is no exception.

Since the majority of these questionnaires are usually completed by someone hundreds and even thousands of miles from our factory or East Coast office we have to ask detailed questions to get a comprehensive mental picture of your doorway(s) so we can run an accurate energy-cost analysis and recommend the proper piece of equipment. Also, because of our unconditional guarantee of satisfaction, we need to know as much as possible about your operation and doorway traffic patterns before we even accept a purchase order.

So, as you can now see, there's a method in our madness and a reward to you for your efforts when completing the HCR Doorway Questionnaire. Now, however, your local Jamison Door representative will be glad to stop by and gather this input data for HCR to run the analyses. Call or e-mail us and we'll start the ball rolling. The HCR Doorway Questionnaire is also available at www.hcr-inc.com.

Unsure of your door's heater size?

Interested in knowing what your current, non-HCR door is costing, but don't know your door heater size? You're not alone. Most companies with freezer doors don't.

The quickest way to measure the energy use of your heater is to get your electrician to clamp an amp probe around the heater power feed and get a reading. With that simple information we'll work backwards to calculate heater sizes. However, be sure to measure all other electrical equipment associated with the door when it's running for the most accurate information.

Why so much emphasis on heater size?

First, there is absolutely no industry standard regarding heater sizes for freezer doorways. We've seen them from 50 watts per square foot to over 400 watts per square foot on the same size doorway with the identical temperatures on either side of the door! The apparent industry standard solution to reduce ice and frost has historically been "add more heat"! Sure, if you add enough heat you'll never have any ice or frost. But at what cost? With the ever-upward spiraling cost of electricity these door heaters, that typically run 24/7, can easily consume 100,000 to 200,000+ kilowatt hours per freezer doorway per year! You do the math.

But what are your options? For a frost/ice-free freezer doorway, you don't have many. But you only need one....and that one is HCR. By the way, we use "free waste heat reclaim" in our freezer doorway equipment! You'll pay for our coil and running of the hot-gas refrigerant piping, but that's just a one-time cost. After that it's free heat....year after year after year.

Roll out the red carpet!

Hollywood producers and editors have worked feverishly to complete a blockbuster feature picture focused on HCR's amazing products.

Well, not exactly a blockbuster. And not exactly Hollywood. However, by the time this newsletter reaches you, our new video will be ready for distribution, so either give us a call or order directly off our website at www.hcr-inc.com. This new video explains, in "shirt-sleeve English," how our technology works and how it can benefit your bottom line.

Unconditional Guarantee of Satisfaction

From the knowledge gained in working more than 30 years on freezer and cooler solutions, we are so confident of our established engineering and specific model recommendations that we offer an Unconditional Guarantee of Satisfaction. During the first year of operation, if our equipment doesn't do what we say, or you aren't completely satisfied, we'll remove it and refund your full purchase price for the equipment.

Special Mailing List Notice

Help us keep our mailing list current. Call us toll free at 1-800-326-7700 to correct an address or to have a name removed from our mailing list. Or, if you have to arm wrestle your co-workers for time with this newsletter, simply call us to get your very own copy.

A few HCR photos



Snakes alive! This rattlesnake was caught by Adam Duvall (CAD department) in Central Montana this past summer. We still offer factory tours and they're typically without snakes! Any takers?



Man - 1; Fish - 0. Chester Hart and his sons during a recent fishing trip off the coast of North Carolina. While outnumbered, Chester was definitely not out fished. He caught the biggest - a 60 lb. Cobia. You da man!



Just shy of 60". Bill Hefner, Marketing Manager at our East Coast office, took a nice 59" moose (his 6th moose) and a caribou on a recent hunting trip to Alaska. He, his brother-in-law and guide ALL missed a big black bear (long story). By the way, ever try moose burger on homemade pizza? It's great!



Engineered Solutions for Open Doorways

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