

1961—1970

Period of Growth



By 1961, sales at Standard Iron were just over two million dollars. Standard Iron received its first major contract to furnish material for a wastewater treatment plant in 1962. Since then, Standard Iron has completed over 150 sewage and water treatment projects in the upper Midwest.

1963



In 1963, Standard Iron successfully obtained its first \$1 million contract for structural steel and miscellaneous metals for the Burger Federal Building (formerly the Federal Courts Building) in St. Paul. Over 3,000 tons of structural steel was furnished for this project.

1965



In 1965, Heine's son, Rusty, joined Standard Iron as OEM (Original Equipment Manufacturer) salesperson to establish the Contract Manufacturing Division.

In the 1960s, "outsourcing" of metal fabrications was the "new way" large and small corporations could grow without capital expenditures for buildings and equipment. Standard Iron took advantage of this opportunity and started providing "outsourcing" services to many agricultural equipment manufacturers throughout the Midwest.

From this outsourcing service the Contract Manufacturing Division was established and has become a significant part of Standard Iron's business.