

1991—2000

Third Generation



- ▶ In 1992, Standard Iron's sales were \$10.9 million and grew to \$24.5 million in 1996, which was a 145% increase in sales.
- ▶ In 1998, The Contract Manufacturing Division had its largest sales year to date at \$28.8 million.

1993

Groundbreaking for Monticello facility



In 1994, Standard Iron moved its corporate office located in New Hope to a newly constructed 52,000 sq. ft. building in Monticello, that also housed additional manufacturing facilities. Standard Iron then employed 112 employees.

1994



207 Dundas Road, Monticello, MN

1996



Standard Iron was awarded certification from the American Institute of Steel Construction in August of 1996. Earning this certification gives Standard Iron "Complex Steel Building Structures Certification" that allows Standard Iron to fabricate projects where this certification is required. Standard Iron undergoes an American Institute of Steel Construction (AISC) audit every summer in order to maintain this certification.

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1996



Rusty Demeules retired on August 31, 1996, after 31 years with Standard Iron. Rusty's three sons took over the leadership roles of the corporation.



Rich, CEO



Bill, Vice President



Joe, Vice President

In 1996, Standard Iron purchased its first laser cutting machine for \$725,000. This machine had a 2800-watt laser capable of cutting material up to 3/4" thick and an 80" x 160" cutting area. The addition of the laser allowed Standard Iron to produce parts faster and more accurately than ever before. The laser cutting system also featured an Automated Material Load and Unload System allowing parts to be produced unattended during nights and weekends.



1997

Alexandria Expansion



Standard Iron's continued growth was made evident at the Alexandria facility with the addition of 42,000 sq. ft. of manufacturing space to its present building (3 times the original plant size).

Groundbreaking for the expansion at the Sauk Centre facility took place in May of 1998. The expansion included 30,000 sq. ft. of additional manufacturing area allowing for the addition of laser cutting and turret punch equipment to increase quality and production capabilities. With this expansion, the building totaled over 73,000 sq. ft. of fabrication and assembly space.

1998

Sauk Centre Expansion



1999

Birth of the Container and Accessories Division

In September of 1998, Standard Iron started working with Polaris designing a metal rack to replace wooden crates for shipping Polaris ATVs. From this came the birth of the Container and Accessories Division. In January of 1999, Standard Iron started manufacturing 90,000 returnable racks for Polaris.

- The order totaled 19,000,000 lbs. of steel.
- Five robots were used to weld the racks.
- The order totaled over \$10,000,000.



Standard Iron turned 70 in March 2000. The roots of the business were still evident in the Architectural Metals Division where Standard Iron still enjoyed a market leadership position in the supply of miscellaneous metals in the upper Midwest. With the decline of the agricultural economy in the 90s, Standard Iron started looking to diversify the customers they serviced in the Contract Manufacturing Division.