

Contract Manufacturing Division

STANDARD IRON

The Company

How did four brothers names Heine, Rolla, Zez, and Chuck Demeules take their dream of starting a metal fabricating business in the midst of the Great Depression and turn it into a multifaceted, hi-tech corporation that continues to thrive three generations later? For the Demeules brothers, the founders of Standard Iron, the key to continued success has been change—the willingness to adapt their business in response to the changing needs and demands of the customer, the industry, and the times.



Founding Demeules Brothers

And there have been more than a few changes since the brothers first set up shop in north Minneapolis back in 1930. Early on, Standard Iron found its niche in the construction market fabricating metal products for the building construction industry. Then during the booming post-WWII era, Standard Iron emerged into the fabrication of metal parts for the original equipment manufacturers (OEM), which is now referred to as the Contract Manufacturing Division.

Today, Standard Iron continues to grow. The **Contract Manufacturing Division** fabricates parts for a vast array of OEMs. The **Architectural Metals Division** fabricates structural and miscellaneous metals for commercial and industrial construction projects. This diversification allows Standard Iron to provide stability of service through the entire economic cycle.

In meeting the challenges along the way, Standard Iron has expanded and relocated its facilities several times. Today, Standard Iron operates manufacturing facilities in Sauk Centre and Alexandria, Minnesota, with its corporate headquarters located in Monticello, Minnesota. A new manufacturing facility was opened in Grand Island, Nebraska, in 2004. The Grand Island facility provides new market opportunities and better regional service to existing customers and frees capacity at the Minnesota facilities for local customers.

Standard Iron has indeed gone through a lot of changes since the original Demeules brothers started out. But just as important as what's changed is what has stayed the same all of these years, which is our commitment to fabricating quality metal products to meet the changing needs of the industry and our customers.

VERSATILITY – Part Profiling

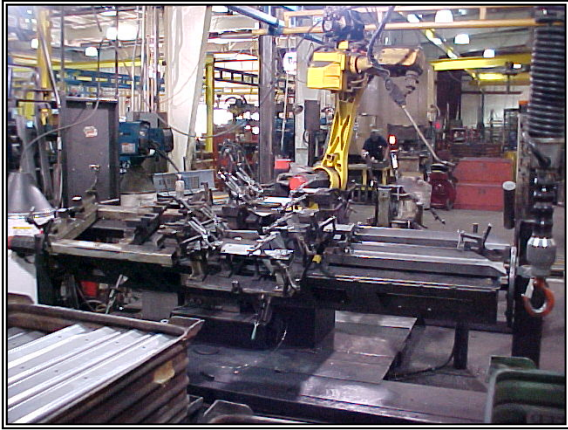
Standard Iron has a diverse ability to profile parts to fit most applications. Given a material thickness, desired edge finish, closeness of tolerance and function, a piece of equipment can be selected to deliver parts cost effectively, which meet or exceed customer expectations.



- **LASER CUTTING:** With some of the fastest lasers in the industry, stainless and mild steel parts up to 5/8" thick can be reliably profiled to meet demanding tolerances of under .005" point to point with a clean edge that needs no further finishing. Parts are programmed and automatically nested in a sheet size up to 78" x 157", minimizing material scrap. With the automatic load/unload feature runs can be literally unattended.
- **PLASMA:** The high definition plasma cutting system is set up to provide optimum cutting in aluminum, stainless, and mild steel plate up to 1" thick. The maximum size, 72" x 192" stock, and heavy duty loading equipment makes this work center ideal for creating large contoured industrial parts.
- **TURRET PUNCHING:** Four turret presses can provide parts up to 60" x 144" in size. Thickness ranges from 22 gauge to 3/16". High speed, accuracy, and aesthetics are attained both in perforating and profiling of parts.
- **STAMPING:** Capacities up to 800 ton, 60" x 96" bed size, coil feed.



INNOVATION – Welding and Fabricating



Standard Iron houses all the metalworking equipment to fabricate everything from simple parts to complex, machined weldments. Whether the part needed is a simple shear, brake, plate roll, or a more sophisticated assembly, Standard Iron has the resources and expertise to be your one-stop contract manufacturer.



- **WELDING:** A fully trained staff of welders to operate the following equipment:
 - 13 robotic weld cells of various types and size capabilities supported by 15 controllable weld positioners
 - 29 Pulse arc and GTAW welding machines
 - 7 spot welders and stud welders

- **PRESS BRAKE:** 14 CNC press brakes ranging from 35 tons to 400 tons.

- **TUBE BENDING:** Complete line of CNC and manual tube benders, complimented with automatic saws to fabricate up to 2-1/2" diameter tube and pipe.

- **PUNCH PRESS:** Wide range of mechanical and hydraulic punch presses to accommodate stampings up to 800 ton.

As a service, Standard Iron offers complete weld fixture design and build to support assemblies. Standard Iron has access to the latest in CAD/CAM technology, featuring Pro-E, and geometric component libraries, and we will work with customers' CAD models to assure that accurate information goes into the design and the fixtures are built to meet specifications.



EXCELLENCE

Finishing, Assembly and Quality System

Standard Iron is able to complete the loop as an exceptional turnkey supplier by offering finishing and assembly services.

FINISHING: Whether your specifications call for rust protection, plating, or paint finish, we are able to present cost-effective options to customers using either our in-house capabilities or our close ties to houses that do electro-coating and other less common surface treatments.

(2) Powder Coat Line: Our conveyerized powder coat paint system starts with a 5-stage phosphate cleaning system, has six automatic spray stations (or two manual stations), and finishes with a forced-air drying line. The work envelope is 5 1/2 feet square going in with a maximum length of 20 feet.

Batch Powder Coat: This process is available for larger parts or those of smaller quantities. This work envelope is 6 by 9 feet with a maximum weight of 800 pounds.

(2) Liquid: Liquid top coat, baked liquid, or prime coat are available options.

ASSEMBLY:

A full range of mechanical assemblies assures that your part is received line ready for installation at your factory.



The quality system at Standard Iron is certified to ISO 9001:2000. Quality at Standard Iron begins with the operator. Part level control plans are developed assuring that the operator has proper awareness of all critical information. The first article inspection process is an integral procedure in assuring compliance to customer specifications. Standard Iron has a full-time process engineer on staff to respond to any need.

Each operator has inspection equipment and the inspection department has a full gamut of calibrated gauging equipment, including a stationary Coordinate Measuring Machine and two portable CMMs to check to today's critical standards.

Inspections are performed per a sampling plan and Quality Assurance performs the final audit indicating that parts are ready for shipment. Standard Iron strives to achieve complete customer satisfaction and it shows in the total company commitment!

STANDARD IRON

The People



At Standard Iron, it is recognized that it is the employees that truly make a difference. Just what type of people head for Standard Iron's three facilities when they go to work each day?

The men and women of Standard Iron are true professionals in the metal fabricating industry. Their broad range of experience, manufacturing backgrounds, desire to service the customer, and quality orientation blend into a well-rounded and effective team, which

performs synchronously to deliver the best possible service and products to their clients.

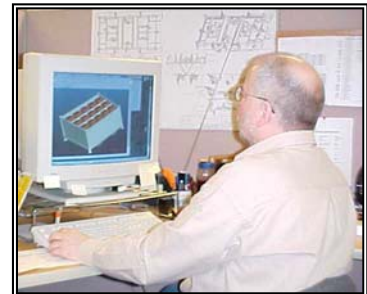
Standard Iron takes pride in open communication both interdepartmentally and with clients. No job is started until all of the specifications and function of the parts are understood. Design assistance is available to help with product development and design for manufacturing.

To assist Standard Iron employees in delivering quality metal products and services to its clients and to meet the challenges of an every-changing industry, Standard Iron:

- /// Maintains cutting edge technology in electronic drawing file interchange
- /// Continually upgrades its manufacturing capabilities and computer systems
- /// Promotes continuous employee education and training

Standard Iron runs a totally integrated manufacturing and financial control system, which connects our three facilities with on-line information in the areas of:

- ▶ Engineering
- ▶ Finance
- ▶ Production Control
- ▶ Sales and Marketing
- ▶ Purchasing
- ▶ Quality



With these systems in place, our employees have instant and up-to-date information at their disposal to rapidly assist customers with most any need. The manufacturing system also provides bar-coded data collection, integrated fax, electronic data transfer (EDI), and enhanced multimedia capabilities.

Along with their unique blend of manufacturing expertise and advanced technology, the people of Standard Iron have an enthusiastic and intense commitment to customer satisfaction. These attributes make them well-rounded specialists in metal fabricating who are well equipped to meet the changing needs of our customers now and into the future.

