



**DANE**

MANUFACTURING

"We're passionate about innovation and continued operational excellence so we can constantly exceed our customer's expectations."

**Troy F. Berg**  
President & CEO



## Index

100 Years of History . . . . .	4
Here to Help From Start to Finish . . . . .	6
Capability: Laser Cutting . . . . .	8
Capability: Punching . . . . .	10
Commitment to Quality . . . . .	12
Capability: Press Brake Forming . . . . .	14
Capability: Panel Bending . . . . .	16
Automation . . . . .	18
Capability: Welding . . . . .	20
Capability: Powder Coating . . . . .	22





# 100 Years In The Making

*Throughout its 100 year history, Dane has adapted through numerous major historical moments in US history including the great depression, World War II and Vietnam, and adapted to major innovations from the toggle light switch (1917) to advanced robotics and automation of today.*



## Humble Beginnings

Dane was started on May 28th, 1917, by a group of founders who set out to invent and manufacture a below-the-frost-line water pump that could withstand the freezing winters of Wisconsin. After a few short years, their participation in the agriculture industry paved the way for a new product line. By 1920, Dane's primary product was an automatic supply hog feeder that had been invented and patented by Robert Otmere Dohm, the majority shareholder of Dane

Manufacturing at that time. The hog feeder, appropriately named "The Can't Clog Hog Feeder," became a staple throughout the industry. After a successful run, the company branched out to other areas, including metal fabrication, paving the way for what the company has become today.

## Adapating Through Adversity

Dane successfully navigated the Great Depression which began in 1929, but still faced a number

of factors that threatened the company. By 1941, the original patent on the Can't Clog Hog Feeder had run out and nearly every manufacturer dealing in farm equipment had entered the market with a similar rotary feeder. Despite the growing competition, Dane stuck to its primary focus, providing a high-quality product while maintaining production efficiency. Further complicating matters, WWII had begun and the industry saw skyrocketing steel prices and a shortage of supply. Though Dane

was able to navigate through the growing competition and supply chain challenges during the start of WWII, operations ceased on June 30th, 1942 in compliance with restrictions from the Federal War Reparations Board. Even so, Dane leadership was productive. Faced with growing competition, material shortages, and increased labor costs when operations would resume, Dane leadership planned investments in new equipment and modernized manufacturing methods.





Following 15 months of closure, Dane Manufacturing was able to reopen in October, 1943, and production resumed. Despite the continued material shortages and uncertainty of the future, Dane's boldness and innovation positioned it to deliver the utmost quality and operational efficiency, ensuring its competitiveness for years to come.

### Accelerated Growth

Bolstered by a strategic approach to navigate through numerous challenging business situations, Dane Manufacturing's focused growth continued for the next 20 years. By the mid 1960's, gross sales had surpassed \$250,000, and the company continued to focus on facility expansion and plant optimization by adding another 6,500 square feet of manufacturing space. In 2001, Dane Manufacturing and its 12 employees were acquired by its third owner, Troy F. Berg.

At that time, Dane was a relatively small metal fabricator but, Troy was intrigued by the opportunity.

He told his crew of 12 employees, "The world doesn't know who we are now, but they will hear from us soon." His vision was to put Dane Manufacturing on the map as a premier metal manufacturing company.

Back then Dane's business was largely concentrated in small stamped parts and sheet metal ductwork, used in the housing industry. Planning for growth and diversification into new markets, Troy figured out a way to invest in his business and bought the first new machine. Troy's bold management style and leadership positioned the company well for double digit revenue growth up through 2007. Then realizing that the economy was about to tank, Troy carefully considered his options. Similar to the leadership of Dane decades before him, Troy used the worsening business conditions as an opportunity to adapt and innovate.

He made the bold decision to expand by purchasing a second

# 100 Years In The Making

company focused on acquiring their clientele and increasing volume for Dane. Through both organic and inorganic growth, Dane Manufacturing reached nearly 10 million in annual revenue by 2010, which was more than seven times the size when Troy first bought the company.

The growth trajectory continued through aggressive expansion efforts and a continued investment in technology. To date, Dane Manufacturing is annually listed in the Fabricator's Top 40 list, recognizing the top 40 metal fabricators in the United States, and has been recognized on the Inc. 5000 list for fastest growing companies six times.

### A Culture of Innovation Continues

Dane's history is rooted in innovation, a tone set by its earliest leadership when they pioneered a new technology for the agriculture industry and navigated their way through the Great Depression and WWII. This mindset continues today, and serves as the backbone for how we serve our customers.

In 2021, Dane moved from its long-time warehouse located in Dane, WI to the neighboring town of Waunakee, WI. The new 510,000 square feet of space paved the way for a number of operational improvements, plant layout strategies and new capital investments, all made with an eye towards better serving our customers.

In April 2023, Dane completed the installation of a STOPA automated material handling system. Combined with integrated Trumpf equipment, we're able to unlock fully automated processes, thereby expanding production capability and efficiency. We've also acquired and installed our own Class A paint line that added in-house finishing capabilities for our customers. We remain committed to investing in technology by expanding our equipment and capabilities to meet the evolving needs and future requirements of our growing customer base.

Throughout our 100-year history as a contract manufacturer and metal fabricator, our mission has always centered on innovation, adaptability, and operational excellence. Today, we are able offer award-winning end-to-end manufacturing solutions that are tailored to the unique needs of each of our customers. The combination of our operational excellence, highly skilled workforce and state-of-the-art

facility delivers unparalleled performance to our customers. We are not planning to just stop there. Like our predecessors before us, we continue to place an emphasis on future oriented strategic planning, technological advancement and employee development. As a result, we keep getting better.







# HERE TO HELP FROM START TO FINISH

Our customers are looking for complete solutions from a reliable manufacturer that can grow and adapt to their needs. While our company history is heavily rooted in metal fabrication, we've continued to expand our services throughout our 100+ year history to meet the growing needs of our customers.

quality, on-time output. Once our partnership begins, your projects will be produced in a state-of-the-art manufacturing facility. Our factory features top-of-the-line equipment from Trumpf and a STOPA material handling system enables 24/7 automated production capability.

planning, continued growth, technological advancement and employee development. We're fueled by a desire to solve problems for our customers, through our experienced team and state-of-the-art facility. Throughout our relationship, we are constantly looking forward and learning more about your business needs so that we can

anticipate what you'll need in the future. Whether it's a strategic expansion or investment into new equipment for our facility, our goal remains focused on providing our customers with the innovative and efficient manufacturing operations that can scale when their businesses grow.



"We're relationship focused and work as an extension of our customer's business."

**SETH REPPEN**  
VICE PRESIDENT

Today, we offer end-to-end contract manufacturing solutions that are tailored to the unique needs of each of our customers. We begin with a comprehensive onboarding process that includes an in-depth review of your business needs, an overview of your goals, and a detailed assessment of project requirements. From there, our engineering team will review the drawings, analyze material requirements and plan an efficient manufacturing process which will ensure we deliver

Additionally, we feature our own in-house Class A paint line, manual and robotic welding services, as well as finishing services like packaging, order fulfillment and shipping. Our unique blend of technologically advanced equipment, combined with our highly trained staff and rigorous quality control processes, produce high quality materials with accuracy and efficiency.

We aren't planning to just stop there. We place an emphasis on future oriented strategic



BY THE NUMBERS

 <b>100+</b> Years in Business	 <b>510,000</b> Square Foot Warehouse	 <b>18M</b> Pounds of Metal	 <b>98%</b> On-Time Shipping
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 **THE FAB40**

 **Inc. 5000**

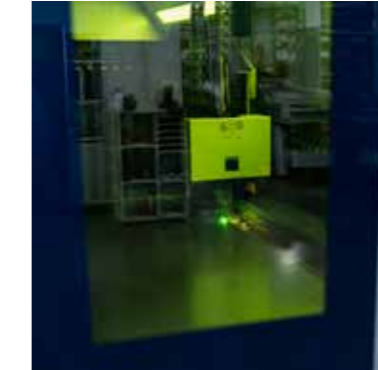


CAPABILITIES

# LASER CUTTING



## Precise & Perfect Parts



Using state-of-the-art precision laser cutting equipment and an acute attention to detail, we ensure that our customers receive premium metal parts that match their exacting demands. Our advanced precision equipment allows us to produce intricate designs and maintain tight tolerances, guaranteeing the highest quality products for our customers.



### Equipment

Our Trumpf 3030 fiber lasers are fast, flexible and capable of cutting a wide range of sheet thicknesses with accuracy and precision. Their ease of use and overall reliability ensure maximum production time and an assurance that our team can produce your parts quickly, accurately and on-time.

Trumpf 3030 Laser: 5'x10', 4kW  
Trumpf 3030 Laser: 5'x10', 10kW



CAPABILITIES

# PUNCHING



## Precision Punching



Utilizing Dane punching services, customers experience the perfect blend of advanced technology and skilled craftsmanship for their projects. Our 24/7 punching operation has a wide range of capabilities that include a variety of punches and intelligent automation systems. As a result, our operational efficiency ensures exceptional quality parts delivered on time, every time to our customers.

### Equipment

Premium Trumpf punching equipment provides a wide range of capabilities suitable for any project. Advanced technology and full automation ensure maximum throughput and reliable performance ensuring our customers receive premium parts with maximum efficiency.

Trumpf 5000 Punch: 5'x10' 25 Tons

Trumpf 5000 Punch: 5'x10' 25 Tons

Trumpf 5000 Punch: Auto Load/Unload 4'x8' 25 Tons

Trumpf 2020 Punch: Auto Load/Unload 4'x8' 20 Tons

Trumpf 2020 Punch: Manual Load/Unload 4'x8' 20 Tons  
(50"x153" With Reposition)

Trumpf 7000 Tube Laser: Auto Load 3600 Watts,  
10" Diameter, 360" Load, 120" Unload  
Max Weight: 25 lbs/ft.

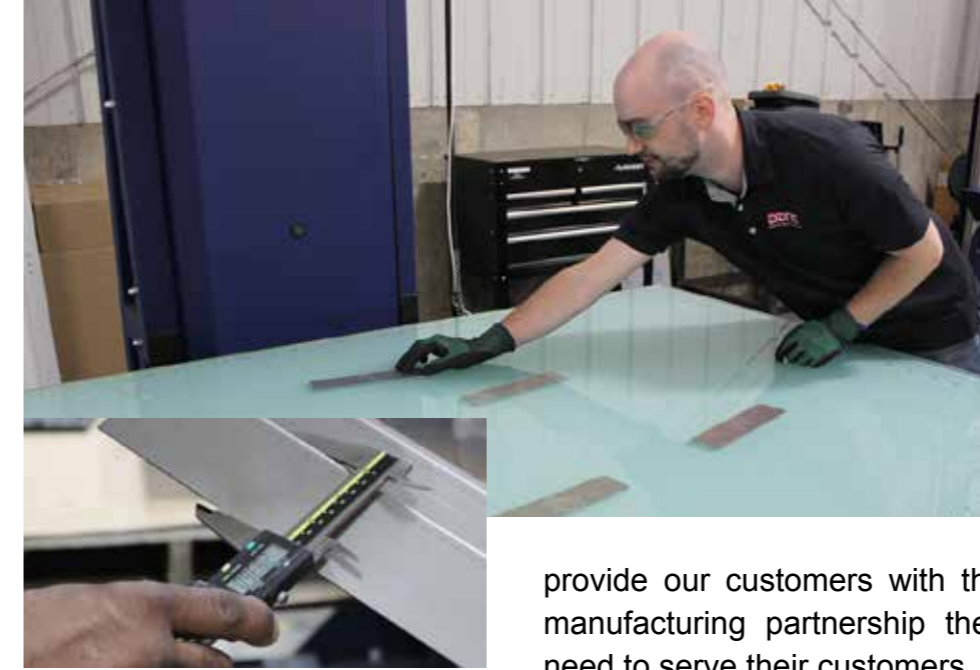
Safan Darley Shear, 14' Blade





“The primary responsibility of our quality department is to ensure that our customer’s requirements and specifications are met and exceeded. If any requirements are not met, our department identifies the root cause and collaborates with our production team to implement corrective actions, preventing future issues. This collaborative approach fosters a culture of quality and continuous improvement, ensuring that every team has the tools they need for success. Here at Dane, quality is a part of everyone’s job.”

**Peter Gilbert**  
QUALITY ASSURANCE ENGINEER



## COMMITMENT TO QUALITY

provide our customers with the manufacturing partnership they need to serve their customers.

In today’s competitive world of manufacturing, attention to quality matters. The discerning manufacturers who work with us place a high emphasis on delivering quality to their customers.

As their manufacturing partner, we know that our commitment to quality is critical for their success. As a result, we’ve integrated it into our processes and quality is a fundamental part of our daily operations.

By prioritizing excellence in every aspect of our work, we

Delivering premium quality is a multi-faceted approach that requires intense scrutiny and attention to detail. We leverage both advanced technology, an extensive leadership team and employee training to engrain a mindset geared towards quality throughout.

Our advanced manufacturing facility includes state-of-the-art testing equipment which includes the InspecVision P220 2D Vision System and a FARO Quantum Max Arm. The InspecVision system quickly and accurately scans flat parts after they have

been laser cut or punched. This system is able to identify even the smallest imperfection, which significantly improves the inspection accuracy and speed. The FARO Arm allows us to measure complex parts with confidence, when traditional calipers are insufficient. Manual inspections are also built into our manufacturing processes. Our team employs a variety of tools and manual checks throughout each manufacturing stage.

Collectively, the close attention to detail and our detailed inspection techniques, integrated into each of our manufacturing processes, delivers quality time and time again. But following processes and investing in technology will

only get you so far. The most important component to ensuring and delivering quality to our customers is our people.

Our team leads play a critical role in maintaining quality and are trained thoroughly in all relevant processes and expectations. Within their teams, they are held responsible for training their teams and conducting multiple part checks to ensure consistent performance. These inspections help identify and address any deviations early on, ensuring consistent quality and minimizing defects for each of our partner’s projects.



CAPABILITIES

# PRESS BRAKE



## Accurate Forming Solutions



We understand that our customers demand the highest levels of precision and accuracy from their metal solutions providers. Our skilled staff and quality equipment allow us to bend complex sheet parts across a wide range of thicknesses with precise angular accuracy, ensuring top-notch performance and productivity.

### Equipment

Our Trumpf Press Brakes are equipped with innovative technology, including precision hydraulic systems, automated backgauges, and intuitive controls, which enable highly accurate and efficient bending operations for all of your projects.



Trumpf TruBend 8400: 16ft, 450 US Tons, Equipped with bending aids supporting up to 660 lbs. each

Salvagnini P4X: Auto Load and Unload shuttle, 5'x10'

Trumpf 5320 Press Brake: 320 Metric Tons, 14ft Bed Length

Trumpf 5130 Press Brake (x2)

Trumpf 7050 Press Brake (x2)

Trumpf 7025 Press Brake

AccurrPress 250: 12ft Press Brake

AccurrPress 100: 10ft Press Brake

AccurrPress 60: 6ft Press Brake

YLM Mandrel Tube Bender



CAPABILITIES

# PANEL BENDING



## Reliable Forming



We're perfectly positioned to handle all of your complex parts. Our top-of-the-line equipment uses universal bending tools that instantly adapt to the panel's geometry, allowing for both batch-one and kit productions, without the need for downtime or manual re-tooling. Combined with our skilled staff and refined processes, we ensure the highest quality parts while running a highly efficient production schedule.

### Equipment

Our state-of-the-art TruBend 7030 delivers exceptional efficiency and versatility, producing a wide range of parts with unmatched precision. Combined with fully automatic part loading and unloading, our fully automatic panel bending system is highly productive and efficient.



Trumpf 7030 Panel Bend Center: 5'x10'





“STOPA is more than just an automated storage tower and material handling system. It allows us to feed sheet metal through various processes without ever being touched by a human. Since integrating STOPA into our daily operations, we’ve seen performance improvements that have benefited our customers directly.”

**Mike Westphal**  
PRODUCTION SUPERVISOR

# AUTOMATION

In the fast-paced manufacturing industry of today, embracing technology is essential for boosting productivity and achieving operational efficiency. At Dane, our innovative mindset naturally leads us to strategic technological advancement which allows us to better serve our customers.

One strategic investment is our STOPA automated storage and retrieval system, which signaled a significant shift forward in our capabilities and efficiency in serving our customers.

## What is STOPA?

STOPA is the world’s leading manufacturer of advanced automated storage systems, designed for storing raw materials, semi-finished goods and tools. Renowned for its accuracy, dependability and scalability, the STOPA system seamlessly integrates into our current production operations, offering numerous benefits

including autonomous material handling, real-time inventory management, and unlocks 4th shift automated production.

The installation of STOPA was a complex and time-consuming endeavor, showcasing our years of expertise in manufacturing operations, combined with our forward-looking mindset to fully leverage this innovative technology. The project began with the first piece of the system arriving at Dane Manufacturing in October 2022, and continued until April 2023, before becoming operational.

## Unlocking 4th Shift Automated Production

STOPA is more than a material handling and storage system. By integrating automation modules within the STOPA system, we are able to unlock fully automated processes expanding production capability and efficiency.

Currently, our STOPA system is integrated with the following equipment:

- Two Trumpf 5000 Punches
- Two Trumpf 3030 Fiber Lasers
- Trumpf 7030 Automated Panel Bender

The performance improvements from our automated systems are evident in several key areas:

### Efficiency:

A reduction in time and labor, resulting in faster processing times, fewer errors, and shorter lead times.

### Space Optimization:

Maximizing the use of vertical and horizontal space increases storage capacity while reducing floor space, supporting higher production volumes.

### Inventory Management:

Enhanced inventory control with real-time tracking and precise counts helps us maintain optimal stock levels and improve order accuracy.

## Improving the Customer Experience

### Safety:

Automation has reduced the need for the manual handling of heavy materials, leading to less forklift traffic on our production floor.

In addition to increase capacity, we’ve tightened our inventory management processes which has resulted in increased efficiency, real-time reporting and reliable production lead times.

Perhaps most notably, the overall efficiency that our STOPA system creates, allows Dane to initiate production starts more than 48 hours faster than was possible prior to its implementation, resulting in quicker delivery times for our customers. As a result, we are well-positioned to leverage technology in response to our customers’ growing needs.



CAPABILITIES

# WELDING

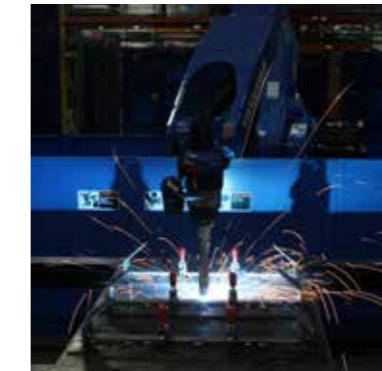
## Your Welding Solution



At Dane Manufacturing, we are proud to offer a wide array of welding solutions to our customers by utilizing our manual and robotic welding capabilities. Combined with our skilled staff, developed and precise procedures and processes, we can provide our customers accurate, efficient, high-quality products with a fast turnaround time.

### Equipment

We offer a comprehensive suite of manual welding services, including MIG, TIG and Fronius welding. Combined with our skilled staff, these capabilities enable us to meet your diverse needs and requirements, from robust industrial components, to finely detailed precision work. Our robotic welding capabilities feature cutting-edge OTC Daihen and Yaskawa weld cells and ensure exceptional precision and consistency to handle both your large-scale and complex projects.



Four Manual Welding Workstations  
Banner Projection Welder 40kW  
LORS Spot Welder  
Surfox 306 – Electrochemical Weld Cleaning System  
Dual Sided H Frames  
75" Spanner Length  
Yasakawa Robotic Weld Cell  
151.5" Spanner Length



CAPABILITIES

# POWDER COATING



## Superior Quality Powder Coating



Our in-house Class A powder coating paint line utilizes top-of-the-line equipment and precisely controlled processes including reclaim color modules to provide sustainability, while also delivering your premium high-quality finished products free from imperfections.

### Equipment

Our environmentally responsible processes include paint reclaim in a precisely controlled room, allowing us to deliver premium quality while meeting our community's environmental expectations. Our paint line features sealed enclosures between stages and carefully controlled processes to ensure consistent quality. Additionally, our state-of-the-art ovens are designed for maximum efficiency, minimizing natural gas consumption while prioritizing worker safety, comfort, and performance.



Class "A" Finish  
5 Stage Wash  
153" Max Long Parts  
3' Wide x 4' High Opening





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