

discover manufacturing innovation®



DMI
INDUSTRIES



A Towering Force In North America

DMI Industries is a powerful player in North American wind energy development. We have the largest wind tower manufacturing capacity on the continent, and we back it up with an indisputable record of quality and reliability.

DMI is more than a supplier; we are the partner our customers depend on to build towers to the tightest tolerances and the most stringent specifications. We are also more than a manufacturer; we're a corporate citizen that lives and breathes community support and environmental stewardship.

For the wind industry, we bring something heavy to every project, and the heaviest things we bring are innovation, can-do attitude and dedication to getting your towers done right, big time, every time. We do it with rigorous quality controls; technologically advanced, precision equipment and processes; and the best, hardest working and most reliable people in the business.

Beyond that, we continuously search for ways to lower manufacturing costs and overall, long-term ownership expense. And we're constantly looking ahead, anticipating market trends and preparing for them so we're ready to meet your needs.

Take a closer look, and Discover Manufacturing Innovation®.



Towernators

Big-Name Customers

Enercon GmbH
FPL Energy
GE Energy
Lagerway
Mitsubishi Power Systems
NEG Micon
Nordex AG
Siemens Wind Power
Vestas Wind Systems A/S

DMI fabricated its first wind tower in 1999. Since then, we have become a leader in the North American market with three plants fully dedicated to tower manufacturing. The strategic locations of our facilities – in West Fargo, North Dakota, and Tulsa, Oklahoma, in the United States and Fort Erie, Ontario, in Canada – give DMI access to every shipping option and provide us an unmatched global geographic reach.

DMI manufacturing plants are set up for maximum flexibility, responsiveness, and high-industrial flow manufacturing. Our custom-designed machinery and adaptable manufacturing processes allow us to provide turn-key solutions, customize every order and do specialty prototyping. We can handle the huge tower designs of today, and we're already geared up for tomorrow. Whether you need to meet American, European or Asian specifications and quality standards, we'll do it right.

That's why we have manufactured towers for nearly every major player in wind energy, and why DMI towers support turbines from California to New York, from the Yukon to Texas.







Your Power Is In Our People

Our manufacturing plants are impressive, but your real power is in our people. Just as you put your reputation on the line with your customers every day, so do we.

The workers on the line are the backbone of DMI. These master craftspeople combine the innovation and intelligence of the homesteaders with a pioneering, can-do attitude to deliver unrivaled ingenuity. They are backed by centuries of combined experience in engineering, industrial management and lean manufacturing principles. This powerful combination of craftsmanship, integrity and complementary talents is deliberate. Because of it, our customers benefit from a broad base of expertise, viewpoints and ideas that drive innovation and, ultimately, result in better wind towers.

It all flows from strength of character that permeates the entire company. Our word is our bond, and we're committed to our communities, our employees, our shareholders and, most importantly, to you.

DMI Mission
To add long-term and positive value to our customers, employees, shareholders and communities.

DMI Vision
To become an internationally recognized manufacturer known for our commitment to safety, quality, innovation and performance.

DMI Values
Safety
Quality
Integrity
Customer Focus
Continuous Improvement
Employee Development
Community Stewardship



We Sweat Steel

- Certified Quality**
ISO 9000:2001
- American Society of Mechanical Engineers (ASME) Stamp U
- National Board of Boiler & Pressure Vessel Inspectors R Stamp for Pressure Vessel Field Repairs or Alterations
- American Welding Society (AWS) Certified Welders & Inspectors
- Canadian Welding Board (CWB) Certified Company
- Canadian Welding Board (CWB) Certified Welders & Inspectors
- NACE Level 1 Certified Paint Inspectors
- American Society of Nondestructive Testing (ASNT) Certified Inspectors
- AWS Supporting Company Member
- Committee Member for American Welding Society D1.1 & ASTM A01 & E07

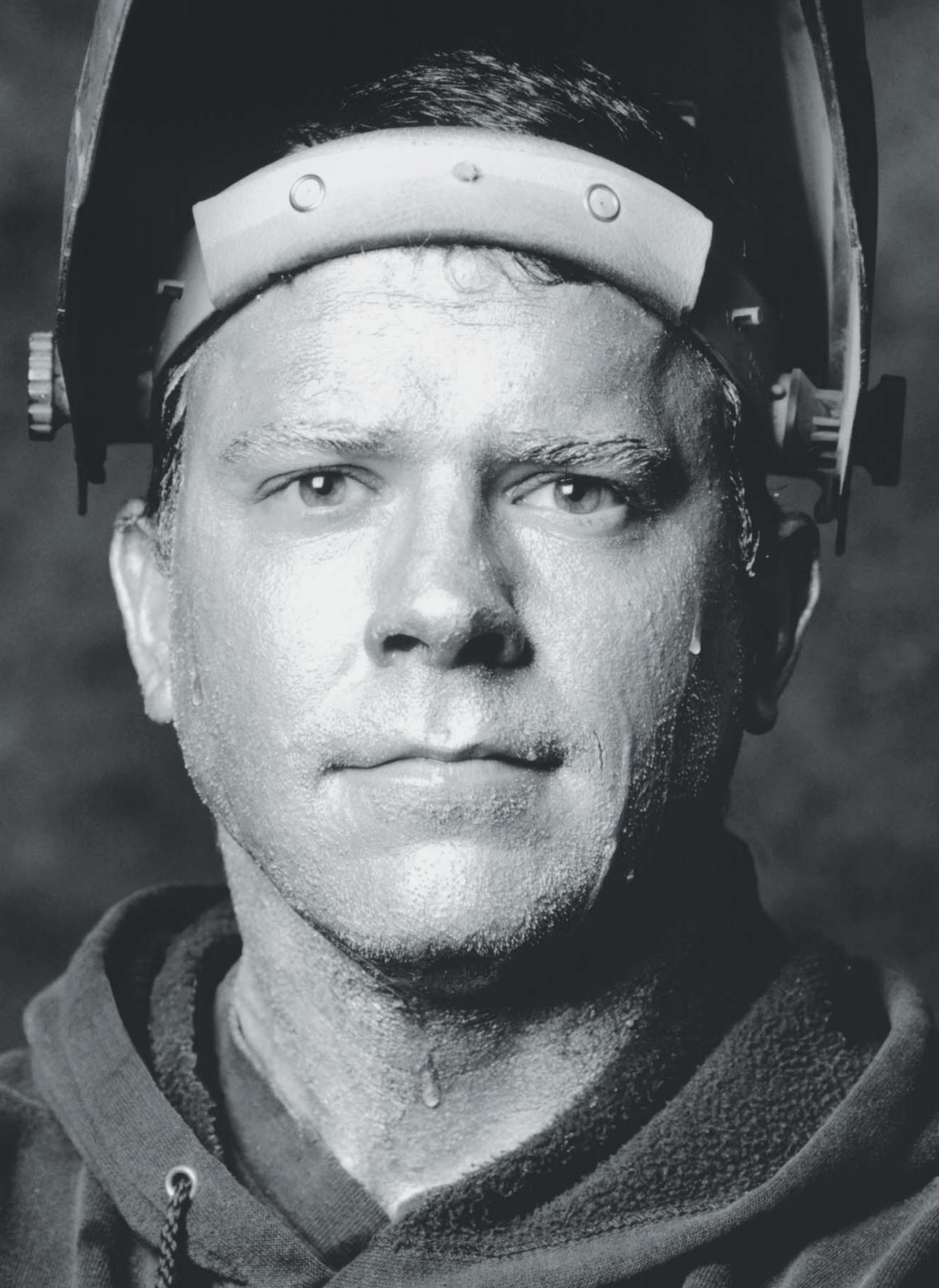
Our customers come back for project after project, and developers ask for DMI by name, because we add value at every stage of the manufacturing process. When the job's done, we deliver our towers on time and stand behind the workmanship.

When you work with DMI, you deal with one person who keeps you informed from project inception to completion. Before manufacturing begins, our mechanical, industrial and structural engineers review your design and specifications. They make recommendations that lower manufacturing costs, result in stronger, more reliable towers, and decrease the long-term cost of ownership for you or your customers.

As your sections move down the line, a team comprising representatives from every functional department ensures your project runs smoothly and on schedule. We manage the project with a paperless system that not only provides our people with real-time information, but also eliminates the potential for errors.

At every stage, we sweat the details so you don't have to.







Big-Time Deliveries

We don't stop in our pursuit of perfection until your tower sections and components are ready for delivery to your project site or at our front gates. Our strategic locations provide exceptional access to rail, trucking and barge options that allow us to deliver your tower sections cost-effectively anywhere in the world. And our relationship won't end when the towers arrive at your site. If you have questions in the field, or if there are any problems, our certified field technicians will be there.

Walking The Walk

Manufacturing wind towers is serious business, but there are more important things.

DMI is a wind tower manufacturer in business to provide shareholder value, but we are also human beings with children and grandchildren. Our dedication to the rapidly expanding renewables market isn't all about making money; it's also about securing their future.

We're proud our towers are all over the world supporting alternative power generation, but our stewardship goes deeper. DMI is a carbon-neutral manufacturer that purchases renewable energy credits to offset emissions and reduce our carbon footprint. But offsetting impacts is not enough; we also diligently strive to reduce or eliminate them from our manufacturing processes every day. Because for DMI, the most serious business of all is ensuring a cleaner, safer environment for everyone.



Unrivalled Breadth And Depth

DMI started 30 years ago as a job shop that made machine tools and refurbished machining equipment. Over the years, the company has evolved into a heavy steel manufacturer with diversified capabilities and now has become a leader in quality wind tower fabrication.

As an operating company of Otter Tail Corporation (NASDAQ: OTTR), Fergus Falls, Minnesota and Fargo, North Dakota, DMI has financial strength and flexibility to meet your needs. Today, that means we are able to take risks that benefit you, to manufacture new designs and bigger, heavier and stronger towers, and to fulfill warranty requirements. Tomorrow, and over the long haul, it means we're a stable, reliable partner you will be able to count on for years.

Let's Do Something Big Together

DMI Industries has the capabilities, know-how and can-do attitude to meet and exceed your needs and specifications. When you Discover Manufacturing Innovation®, we can do big things together. Contact us today!





The Power Of Three





*DMI Industries corporate identity materials
are printed on 100% post-consumer waste
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AN  **OTTERTAIL** COMPANY