D&M Industries – manufacturing top-quality doors, frames, hardware, millwork, stair parts, and win

Brad Wischnak Wednesday, December 13, 2023

Please describe the product/service your company provides? At D&M Industries, we take pride in being a leading supplier of top-quality construction materials. Our extensive range of products includes doors, frames, hardware, millwork, stair parts, and windows, all of which are designed to meet the highest industry standards.

How does your company impact a specific industry? D&M Industries has a significant impact on the construction industry. We help construction companies complete their projects successfully and efficiently. Our commitment to quality and reliability ensures our customers receive the best possible products and services, which in turn helps them to build better structures that are safe, durable, and aesthetically pleasing. Our focus on customer satisfaction has also helped us to build long-lasting relationships with our clients, which has further strengthened our position in the industry.

Are you a corporation? D&M Industries is proud to be a 100% employee-owned company. This means all employees are also owners, which gives them a vested interest in the success of the company.

Company history

When was the company started and who founded it? D&M Industries was founded in 1982 by a group of former employees who shared a vision of creating a company that would provide high-quality construction materials to contractors and builders in the Dakotas and Minnesota.

When has there been major changes to the product line or expansions? In 2007, D&M Industries moved from Fargo to Moorhead, which allowed us to expand operations and better serve customers. Since then, we have made significant investments in product lines, facilities and assembly infrastructure. We have updated two interior machines and the exterior door assembly line, ensuring customers have access to the latest designs and technologies. We have also added a specialty door line, which helped meet the unique needs of our customers. In 2015, we added a 43,000 sq foot warehouse, which has allowed us to increase inventory and improve delivery times. These investments have helped maintain our position as a leading supplier of construction materials and ensures we continue to meet the evolving needs of customers.

What is significant/interesting about the history? D&M is employee owned so all the employee owners get to share the wealth. In addition, the company offers a matched 401k which helps make retiring a possible life-changing event.

Who are the current owners? All employees are owners. Over time, the employees become vested in the shares, which means they have the right to receive a portion of the company valuation when they retire or leave the company. ESOPs are a popular way for companies to reward employees and provide a retirement benefit, while also helping to align their interests with those of the company.

Customers

Who are your customers? Our company offers a wide range of products tailored to meet the needs of different customer segments. The Moorhead location services contractors and homeowners who are located within a 150-mile radius of Fargo-Moorhead. In addition , D&M ships product to a large base of contractors from a wide variety of segments from all over the country. We help build a lot of residential facilities across the nation.

Where are they located? Our residential focus is regional, but our remaining customers are across the nation. We have provided products to 49 states; we are missing Hawaii.

Who do you want for customers? As a material supplier for the construction industry, it's important

to focus on both contractors and homeowners who are looking for high-quality materials that are delivered on time and at a competitive price. Contractors need materials that are durable, reliable, and meet the specific requirements of their projects. Homeowners, on the other hand, are often looking for materials that are aesthetically pleasing and can enhance the value of their homes. By catering to both groups, D&M establishes a diverse customer base and increases chances of success in the industry. It's crucial to provide excellent customer service, maintain a wide range of products, and ensure materials meet the highest standards of quality. Meting these goals helps build a strong reputation in the industry and attract more customers over time.

Who should prospects contact at your company? Prospects who are looking for materials to suit their needs should be contacting our sales department by calling 218-287-3100. From there, the receptionist will guide callers to the department that best fits their requirements. For individuals looking to join our team, they can review all openings on our website at https://weselldoors.com/careers/.

Current stats

How many people work at your company today? 175

How many products/services does your company provide in a month/year, etc? We can produce over 10,000 interior machined doors/prehungs as well as 1,500 exterior doors per month. In addition, we ship thousands of feet of millwork, hundreds of windows, and a great deal of hardware for the doors each month.

Other interesting stats? We are committed to 5S and Continuous Improvement, both of which have made D&M stronger and more efficient. More than 200 small improvements have been made in a 6-month period throughout all departments. D&M Industries was named Manufacturer of the year for a medium company by the Minneapolis/St. Paul Business Journal.

Future

Are there currently plans to expand or change? As an employee-owned organization, we are always looking to grow. We have made two acquisitions so far and will continue to look for additional that are a good fit. Expanding and diversifying employee-owned companies can be beneficial for several reasons. First, it can help to reduce risk by spreading ownership across a larger group of employees, rather than having a few individuals hold a large percentage of the company's stock. Second, it can help increase employee engagement and motivation, as each employee has a direct stake in the success of the company.

What are the future goals for your company? To provide our employee-owners a great place to work and a great retirement. We want to continue to be an employer of choice in the communities in which we operate. We do this by providing our employee-owners a great place to work and a great wealth building benefit. Our employees help solve problems for our customers and vendors and maintain great relationships with both groups. We have customers who have been with us from the very beginning more than 40 years ago. From this solid foundation, we'll continue to look for opportunities to grow and expand responsibly and profitably and keep our company going for the next 40 years and beyond.

Other question

How has RRMEA benefited your company? RRMEA has been helpful in bringing about a positive change in our employees and the company. The resources and events RRMEA have presented help expose employees to a wide range of innovative ideas and techniques that they can apply to their work. By sharing best practices and success stories from other manufacturers, RRMEA has helped our employees to gain a deeper understanding of the industry and develop new skills that can help them to improve their productivity, efficiency, and overall performance. These benefits in turn make the organization more successful and stronger.

Central office of

MIDWEST MANUFACTURERS' ASSOCIATION MMA

AMFA Arrowhead Manufacturers & Fabricators Association

RRMEA Red River Manufacturers & Engineers Association

CMMA Central Minnesota Manufacturers Association

TSMA tri-state MANUFACTURERS' ASSOCIATION